

A Practical Solution

Ultraviolet Systems and Components

Ultraviolet systems have found their way into more applications than could be listed here. Users have found that UV is effective at destroying microorganisms such as bacteria and viruses, it has short contact times, requires no chemicals and is relatively easy to operate and maintain. UV systems are most effective when combined with other treatment such as carbon filters, reverse osmosis systems or softeners. Applications such as hospitals, cooling towers, bottled water and food processing, electronics and pharmaceutical plants are reaping the rewards of UV technology.

Here are some types of UV products available on the market today. From systems to components, the following article will give you a snapshot of the ultraviolet marketplace.

Installation and Service Ease

The TrojanUVMax ultraviolet system from **Trojan Technologies (write in 1200)** is built with a footprint that is half the size of traditional systems.



Easy installation and servicing with the Trojan UVMax.

It requires no tools for servicing, making it a user- and installer-friendly product. The company also offers 24/7 service support, proactive lamp replacement programs and free water testing services with this product.

Flexibility and Close Contact With Coiled Tubing

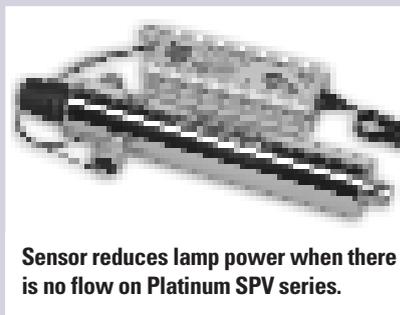
The twist-in water purification coils from **Markel Corp. (write in 1201)** offer a low ID-to-coil ratio, resulting in close proximity of the liquid to the UV light source. This product features FEP, a high-temperature inert fluoropolymer that offers good UV transmissivity, which minimizes power



Achieve close contact with the twist-in water purification coils.

loss from the light source and increases the bacteria killing effect.

Sensor Allows Flow Pacing



Sensor reduces lamp power when there is no flow on Platinum SPV series.

Sterilight's new Platinum SPV series of ultraviolet disinfection systems from

R-Can Environmental, Inc. (write in 1202) are NSF/ANSI Standard 55 certified for disinfection Class A performance. A total of eight systems in the series include a Platinum ICE controller and Flow-Pace UV sensor that allows the flow pacing of the system (the lamp power is reduced when there is no flow). Flow rates range from 1.5 to 20 gallons per minute (gpm).

Clean Quartz Sleeves Without Interruption



Dual-action wiping facilitates periodic cleaning of quartz sleeve.

The Sanitron Model S2400C (40 gpm) and larger (83–416 gpm) units from **Atlantic Ultraviolet Corp. (write in 1203)** come with a patented dual-action wiping mechanism to facilitate periodic cleaning of the quartz sleeve without interruption of purifier operation. The systems are constructed of 316 stainless steel, have dual heads that can be removed or rotated and conform to the U.S. Public Health Service Guidelines. Units also feature fused quartz sleeves to ensure maximum lamp output regardless of water temperature, glowing sight port. The flexible design allows for retrofitting into virtually existing systems.

Low Level Mercury Lamps



Low level of mercury with 80 percent output with Philips lamps.

Philips ultraviolet lamps from **UltraViolet Devices, Inc. (write in 1204)** contain a low level of mercury and provide greater than 80 percent output at 9,000 hours of use. Ballasts

and quartz sleeves available as well as OEM manufacturing services for UV treatment devices.

RO/UV Systems



Filter and disinfect with the TGI-625UP six-stage RO/UV system.

The TGI-625UP six-stage RO/UV system with pump from **Topway Global, Inc.** (write in 1205) combines RO purification and extruded carbon filtration technologies for high-quality water in the home, office or remote private well. Production rate is 7.2 gpd with storage tank that holds 2.8 gallons of filtered water.

Residential, Commercial and Small Communities



Treat small community drinking water with the Hallett UV system.

The Hallett UV systems from **UV Pure Technologies, Inc.** (write in 1206) employ the patented Crossfire Technology for use in residential, commercial and small community drinking water applications. The systems are NSF/ANSI 55 Class A certified and are an effective UV treatment system with little to no maintenance and easy installation.

Marine Industry Systems



Treat drinking water for the marine markets with the CleanSea Vanguard.

The CleanSea Vanguard water treatment systems from **Hydoxyl Systems** (write in 1207) are available for the marine industry for disinfection and treatment of drinking water and pool/spa water onboard cruise ships, naval and ferry fleets. The systems reduce chlorine usage, protect against

waterborne diseases and provide dual barrier disinfection.

Industrial Systems for OEMs

The new CHI series of industrial UV systems from **Wedeco Ultraviolet Technologies** (write in 1208) is designed for OEMs and end users that have stringent water purification requirements. The series offers flow rates



OEMs can meet stringent water quality standards with the CHI series.

from 10 to 200 gpm. The company also is expecting up to 3,500 gpm by the second quarter 2004. The systems have low pressure, high intensity lamps that offer three times the intensity of low pressure, low intensity lamps. Many options are available such as Type UCA Sensor that provides protection

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A WATER TECHNOLOGIES COMPANY

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of the UV sensor element during hot sanitization of the process lines.

Particle Size Doesn't Matter

This line of cold cathode UV fluorescent lamps from **Gilway Technical Lamp** (write in 1209) are unaffected by pathogen particle size. The lamps feature spectral distributions of 300 to



Disinfect with these cold cathode lamps no matter what the particle size.

400 nm with a peak wavelength of 350 nm, and 200 to 300 nm with a peak wavelength of 254 nm. The lamps operate from 5 to 12 VDC inverters, creating design flexibility by not requiring ballasts.

Longer Exposure Time

This compact undersink system from **Life Flo, Inc.** (write in 1210) uses a



Achieve longer exposure time with this compact undersink system.

Teflon water coil that eliminates the cleaning intervals and provides longer exposure time. The double pass feature exposes the water to the UV both pre- and post-filtration, eliminating 99.99 percent of bacteria and viruses. Carbon block and GAC filters reduce contaminants, providing purified water at 1 gpm. **WQP**

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SALES

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or facilities. If you go to your next call thinking you are selling a \$3,995 conditioner for \$4,500, you will fail miserably. It is all in our heads.

Also, eliminate everyone that seeks to get you down. This could be family, friends or other salespeople. There is only one reason they un-sell you ... they want you to fail. When I first got into the water business, my wife told me she thought soft water felt slimy, and she didn't like it. I sat her down and explained that I was in this business and that if she wanted to eat and if she wanted me to be successful she would have to convince herself that soft water, my company and the brand I sold was the greatest thing since sliced bread. She did it and that contributed a lot to my success.

Remember that customers can see directly into your soul. You can fool a few of them into buying a product you don't believe in or you think is over priced but in the end, you will fail.

No one is as naturally optimistic as you need to be for success in selling. You need to practice and develop it until it becomes a part of you.

Take the time to develop your optimism. Wipe out all negatives and sell yourself every day. You will find it makes a big difference to your sales and your mental health. **WQP**

I want to hear from you! If you have a great sales idea you would like to share or have tried one of the tactics presented here, please email me at davidson@salesco.net.

YES! Please send me registration information!

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