By Neda Simeonova

Water Analysis: A Close Look


Marianne R. Metzger

Water Quality Products ***recently invited Marianne R. Metzger, technical support/accounts manager of National Testing Laboratories, Ltd., Cleveland, Ohio, to share some of her thoughts with WQP's readers on the trends of different types water analysis in the industry.***

WQP: *What trends are you seeing in the industry in terms of the different types of analysis being requested?*

Marianne R. Metzger: In terms of water treatment dealers and manufacturers, we are seeing a large increase in requests of various types of arsenic testing such as low level and specification. Many dealers who have arsenic detections come back to have us help them identify the form of arsenic in order to prescribe the appropriate treatment option. In the past it was an expensive testing method to differentiate the two main forms of inorganic arsenic, but things have progressed and now water treatment professionals have the testing options they need at a reasonable cost. I think this is a tremendous help to dealers in areas where high levels of arsenic have been detected. They are now armed with accurate information as to the type of arsenic and are able to determine the best treatment option without the trial and error they have had to resort to in the past without this analysis. Many of the manufacturers are also looking at arsenic but in a much different way, as they are trying to determine the amount of arsenic that may leach from their carbon filter products. Manufacturers of carbon filters, especially those selling in California, began looking for an arsenic test with a very low detection level. For example, National Testing Laboratories, Ltd. is now able to offer these manufacturers an affordable option for testing arsenic down to 0.025 micrograms per liter. We have listened to our customer's needs when it comes to arsenic, and we formulated our solutions to meet their expectations.

WQP: *What about perchlorate? Have you seen any increased activity with regard to perchlorate?*

Metzger: Since there has been quite a bit of media attention dedicated to the perchlorate issue we have been getting many questions from clients including water treatment professionals, well drillers, homeowners with private wells, bottled water companies and public water supplies. Right now, the testing methods being used are somewhat expensive, so water treatment dealers and homeowners are reluctant to test. As the technology continues to improve we may see a decrease in testing cost. Since 1999, the EPA is requiring certain Public Water Supplies to monitor for perchlorate under the Unregulated Contaminant Monitoring Rule, which has provided the data as to the occurrence of this contaminant. Some states are requiring monitoring under their drinking water programs, the most notable being Massachusetts. Massachusetts has adopted emergency regulations, which require public water systems to monitor for perchlorate utilizing a modified analytical method. The method required is based upon the EPA's UCMR 314.0 method, and the modification is intended to meet the lower detection level of 1 part per billion as required by Massachusetts Department of Public Health. In addition to the public water supplies, Massachusetts also requires bottled water companies to monitor for perchlorate, including those located within the state and those who have their source located outside of Massachusetts but are licensed to sell within the state. *wqp*

CALENDAR

April 2005

8–9 **Northeast Bottled Water Association Spring Conference**
Johnson & Wales Inn, Seekonk, Mass.
http://bottledwater.org

11–12 **Water Treatment Fundamentals Seminar & WQA Certification Exams**
IIT, Rice Campus, Wheaton, Ill.
Anne Parissidi, tel: 630.505.0160

29–30 **South Atlantic Bottled Water Association Annual Meeting & Trade Show**
Boar's Head Inn, Charlottesville, Va.
http://bottledwater.org

May 2005

24–27 **Third International Congress on Ultraviolet Technologies**
Whistler, BC, Canada
www.iuva.org

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Industry news

Norland Receives President's "E" Award for Excellence in Exporting

Senator Chuck Hagel presented the President's "E" Award for Excellence in Exporting to Norland Int'l. Inc. Norland is the first Nebraska-based company since 1992 to receive the "E" Award, and only the 14th since the award's introduction in 1961. On average, 10 to 15 companies receive the award nationwide every year.

The President's "E" Award was established during the Kennedy Administration to honor U.S. companies for their competitive achievements in world markets and for their role in increasing U.S. exports abroad. Norland's business overseas makes up about 70% of the company's sales.

Award recipients are judged on a series of criteria, including: demonstrating a substantial increase in the volume of exports over a four-year period; demonstrating breakthroughs in especially competitive international markets; showing evidence of overcoming export problems; and showing that exports make up a significant part of the company's business.


From left: Mike McFarland, Norland president and co-founder; Sen. Hagel, Bruce Kucera, Norland vice president; and Meredith Bond, director of the Omaha office of the U.S. Department of Commerce.

John E. Cadotte, Inventor of FT-30 Chemistry, Passes

The Dow Chemical Co. remembers John E. Cadotte, the inventor of the groundbreaking FT-30 reverse osmosis (RO) and nanofiltration (NF) chemistry, who died recently at age 80.

Cadotte's discovery of FT-30 chemistry, used in membranes for water purification, was a breakthrough in the industry, and serves as the foundation for the manufacture of reverse osmosis membranes by companies such as FilmTec Corp. and other RO and NF membrane manufacturers.

Cadotte was one of the original employees of FilmTec Corp. in 1978. The Dow Chemical Co. acquired FilmTec in 1985 and now manufactures FILMTECTM RO membranes and NF elements based on the FT 30 membrane.

Nelsen Continues Expansion of Sales Team

Nelsen Corp., a distributor for professional water dealers, announced the addition of a new sales representative, Douglas Wesson, to their sales team.

As the sales representative for the territory west of the Rocky Mountains, Wesson will provide sales and customer service as well as develop his customer base from the Nelsen Phoenix location.

Wesson has more than 20 years in the water purification industry. "Although the majority of my experience has come from a proprietary perspective, I look forward to the future and what it holds at Nelsen Corporation," Wesson said.

Norm Robinson, Phoenix facility manager, said, "We are looking forward to integrating his skills and experience with our distribution capabilities to provide our customers with the service they have come to expect from Nelsen."

Barb Robertson Joins Sales & Management Solutions

Sales & Management Solutions, Inc. announced the addition of Barb Robertson to their management team.

Robertson has been in direct sales for nearly 20 years. As a sales manager she became the top bottled water sales manager nationally. Her development of sales training and marketing programs catapulted her sales force to be the most successful in the nation. Robertson's retail customer service sales expertise evolved into a Senior Management role with Culligan Water for 14 years. She has been involved in all facets of the water improvement business.

Correction

The Tracer PockeTester, a waterproof, TDS, salt, conductivity and temperature tester, featured in the Focus On Testing section (page 14) of *WQP*'s February issue was wrongly listed as R-Can Environmental product. The Tracer PockeTester is available from LaMotte Co., Chestertown, Md. tel: 410.778.3100, e-mail: mkt@lamotte.com; www.lamotte.com. *wqp*