



Somebody Call A Doctor

Situation

A local area hospital was limping along on their antiquated water softener system providing feedwater to their boilers. They knew that they had to replace the softeners, but it was not in the budget. The inconsistent performance of the softeners meant that hard water was often being fed to the boilers causing scale build-up. The hardness deposits began to affect the performance of the boilers and ultimately required that the tubes go through a costly cleaning. In addition, the chemical water treatment company was having a difficult time maintaining and adjusting their chemical treatment program.

Action

AWS provided the hospital with quotes to replace the existing equipment with new water softeners and the addition of dealkalizers to feed the boilers. The addition of the dealkalizers reduces the blowdown of the boilers. The quotes were for a complete turnkey project including the removal of the existing equipment, temporary rental equipment, and installation of the system. In addition, AWS was asked to make repairs to the existing system while they waited for budget approval for the new system. The repairs, although temporary, provided consistent soft water for a few months.

Resolve

With the approved budget, a new system was ready to be installed. Rental softeners were supplied to provide continuous soft water to the boilers while the old equipment was being removed and the new system installed. The new replacement softeners were installed along with new dealkalizers. With reduction in staff to operate and maintain the equipment, the customer also signed up for AWS's planned maintenance. The new system is supplying consistent soft water with lower alkalinity resulting in no scaling of the tubes, reduced boiler blowdown (chemical savings), and a more consistent chemical water treatment program.

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