

orioles ticket drawing

This issue we're offering two Field Box seats, 10 rows behind home plate, to see the Baltimore Orioles play the reigning World Champions and current first place team, the Boston Red Sox on Tuesday, August 19th at 7:05 pm. Fill out the entry form and mail it to us by August 1st, 2008 to enter this drawing. Thank you all for your responses. Keep sending in your entries and you just might win! The winner of the last drawing was Maury Mattingly of Welch & Rushe, who enjoyed dinner at one of the super Ruth's Chris Steak Houses.

Name: _____
 Company Name _____

 Address _____

 Phone _____

Entries must be received by August 1, 2008 to be eligible. The winning entry will be contacted by phone and listed in the next newsletter. No duplications, please.

Detach this portion of the newsletter, fill in the requested information and mail your entry to:

**Arc Water Treatment Company
 Orioles Ticket Drawing
 10620 Riggs Hill Road, Unit J
 Jessup, MD 20794-9431**



Arc's Sales Team Expands

Arc Water Treatment is very excited to announce the promotion of Paul Sappington to our Sales Department. Paul has been with Arc for over two years and was hired as a Service Technician. Paul quickly made an outstanding impression with his customers, and he truly personified excellent service and professionalism that we call "the Arc Way". Paul will now be Arc's Territory Manager, where he will cover most of our entire service region. His previous experience with our service department will be very helpful in Paul having a thorough understanding of customer's needs.



Congratulations, Paul, and we look forward to your help in taking Arc's sales revenues to the next level!

Dinner Winner

Eric Hagen congratulates Maury Mattingly of Welch & Rushe, our most recent winner of the WaterWorks contest.



for your information

HOW GREEN IS TRADITIONAL WATER TREATMENT?

Traditional chemical-based water treatment remains the accepted standard for most building engineers, in that it is the proven method for maintaining HVAC systems in peak operational conditions. Time-tested techniques and formulas have shown their reliability, when paired with a strong service program, to ensure water-based systems run for years as efficiently as possible. This is especially true for treating cooling towers.

The first step towards a green water treatment program is to install a dual-biocide controller to manage bleed-off and maintain a clean system. A controller that monitors conductivity is the best means for reducing tower water usage through controlled bleed-off. Some writers encourage operating the tower in a more continuous, slower bleed-off mode, by installing a control valve to limit the volume of bleed-off, and further save water usage. These techniques lead to savings in the volume of make-up water and count towards making the tower "more green".

Similarly, regular site visits by a trained technician will help spot leaks, overflows, and other conditions that lead to water wastage. Arc Water Treatment's Service Technicians are trained to spot these conditions, write them on our work orders, and report them to building management. Our monitoring of chemical usage helps identify leaks in closed systems as well as the visual signs of problems with open cooling towers.

The USGBC rating system for Existing Buildings awards the first credit for efficient cooling tower water management to having the bleed-off managed by an automatic controller. The second credit is then available for using alternative water sources for make-up water. Our research shows that this could be from filtered rainwater, captured graywater (waste water discharged other than from toilets), or stored ground-water (i.e. pumped from underground garages). Some techniques could also be eligible for a third credit for "innovation".

Arc Water Treatment has the resources to analyze these alternative water sources, suggest a pre-treatment program (using traditional filters or reverse-osmosis systems) and advise your consulting engineers on designing a workable system to have the tower make-up water mix the alternative source with city water for meeting the tower's needs. Similarly, if your green building has any water stored for other alternative uses, there may be a need to treat that water before using it, especially if it is stored for a lengthy period of time, and Arc Water Treatment has the experts to help you.

Another way in which Arc Water Treatment is leading the green movement is in identifying alternative chemicals for use in the tower that might be considered "friendlier" to the environment. Many of us in the water treatment industry have traditionally used a molybdate-based inhibitor chemical, but molybdate is classified as a heavy metal and not suitable for discharge to storm sewers. We are testing a phosphonate-based alternative treatment program, that could be made available to those buildings that require chemicals to be "more green". Similarly, there are biocides on the market which have a shorter effective life period and are considered "more green". For those interested, a greener chemical program can be custom designed by our Sales team to meet your specifications.

EMPLOYEE MILESTONES

Arc recognizes several individuals who have provided dedicated service to our customers. We greatly appreciate their efforts and continued commitment to excellence.

| | | |
|---------------------|-----------------------|----------|
| Jack Atkisson | Service Technician | 16 Years |
| Tim Moran | Service Technician | 13 Years |
| Scott Brengle | Service Manager | 12 Years |
| Matt Luce | Service Administrator | 10 Years |
| Willie Bailey | Service Technician | 10 Years |
| Joe Vogt | Service Technician | 9 Years |
| Jeff Lucas | Service Technician | 9 Years |
| Danny McCulley | Service Technician | 8 Years |
| David Hollingsworth | Sales Director | 7 Years |
| Andrew McPhail | Service Technician | 5 Years |
| Missy Cooke | Sales Assistant | 2 Years |
| John Zimmerman | Service Coordinator | 2 Years |
| Paul Sappington | Territory Manager | 2 Years |

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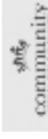
arc

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waterworks

waterworks

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ARC services the James Madison Building. It anchors the courtyard of the USPTO six building complex. Also shown are the Thomas Jefferson and Henry Knox Buildings.



waterworks goes GREEN

LOOK INSIDE TO FIND OUT MORE!



arc in the Community

waterworks goes GREEN



Above: The Arc Sales Team were all staffing our booth at the recent PM Expo, and (from left to right) are David Goldstein, Eric Hagen, and David Hollingsworth.

The Arc sales team continues to be active in meetings, conferences, and specialty events of several regional associations' chapters. Whether its monthly networking sessions or sponsoring holes at association golf tournaments, they have been helping to make these events even more successful. Particularly for the Washington, DC chapter of NAPE, the Property Management Association (PMA) and three chapters of the Institute of Real Estate Management (IREM), we are competitive players in their golf tournaments.

This past June, a few of our more exciting days were spent at IREM Chapter 92's golf tournament at Bretton Woods, and NAPE's Annual Golf Outing at the Shenandoah Country Club in Front Royal, VA.

The Arc Water Treatment sales professionals are always ready to provide seminars for our customers, to teach facility managers and engineers about the importance of proper water treatment chemicals and systems.

This issue is printed in green soy ink to emphasize Arc Water Treatment's commitment to the Green Movement. This movement is affecting all our working and personal lives, as we strive to be friendlier to the environment. While Arc has implemented appropriate internal changes, such as joining the USGBC, switching to diesel vehicles, and recycling much of our "trash", the important message in this issue is that there are many ways Arc can help you "go green".

Arc is actively participating with the local chapter of the U.S Green Building Council, and studying the criteria in the LEED (Leadership for Energy and Environmental Design) Standards for both new and existing buildings. We have met with many Consulting Engineers who tell us that all their new construction work is affected by the LEED Standards, with many of the buildings applying for LEED Certification. This has led to alternative ways of thinking about power and water consumption on almost all projects, and creative solutions where appropriate.

Articles in this issue show examples of those creative solutions, yet also put in perspective the importance of relying on tried and true methods for building maintenance.

Especially with respect to renovations of existing buildings where energy and water savings opportunities are great (and more LEED points are attainable with respect to cooling tower operation), Arc Water Treatment has researched new approaches to controlling water use in towers.

We at Arc are prepared to work with building owners, managers, and engineers to design and implement the best water treatment solution for your project, as you seek to "make your building greener".

new customers

This rooftop view shows three main buildings of the US Patent and Trademark Office in Alexandria, VA.

ARC WELCOMES NEW CUSTOMERS

Arc is pleased to have signed up many new customers over the last few months. Some of these distinctive properties include:

Stoneleigh Building

Normandy Real Estate
Chantilly, VA

Dulles Station West

2000 M Street
Washington Real Estate
Investment Trust

Cancer Research Bldg.

Johns Hopkins University
Baltimore, MD

Governor Square

B.F. Saul
Gaithersburg, MD

Harris Teeter #235

Arlington, VA

The Palazzo Condominium

Arlington, VA

Potomac Plaza Terraces

Washington, DC

Aldi Distribution Warehouse

Frederick, MD

Georgetown Visitation Monastery

Washington, DC

Vantage House Condominium

Columbia, MD

Upper School

Friends School
Baltimore, MD

U.S. Patent and Trademark Office

LCOR
Alexandria, VA

LCOR, a Philadelphia-based property development and management company, recently selected Arc Water Treatment to provide the water treatment services for the complex that houses the U.S. Patent and Trademark Office Headquarters in Alexandria, VA. This greatly expanded our relationship with LCOR, who had already retained us to service another building in the new Carlyle neighborhood built around the USPTO campus (see our Fall 2007 WaterWorks issue).

The USPTO Headquarters provides working offices for about 9,000 employees, in six buildings that surround an attractive courtyard. Each building has its own cooling tower and interconnected chilled water system that Arc Water Treatment has been retained to service. There are two 1700 ton towers and four 1100 ton towers, for a total cooling capacity of 7,800 tons, all interconnected to an energy management system that enables towers to be turned off when not needed. The chilled water systems service each building and also benefit from a campus wide system that enables significant energy savings in managing the HVAC systems.

LCOR received the EPA's 2007 Energy Star Award for efficient operation of the USPTO buildings, recognizing their efforts to reduce electric demand for lighting and heating, an energy management system to recover exhaust heat, and use of high efficiency motors in the HVAC systems. The dynamic management of cooling capacity through the chilled loop serving all buildings, was a key component of this effort. This was only one example of LCOR's commitment to green building management, as they apply for LEED certification for many of their recently constructed buildings.

Arc Water Treatment is proud to have been selected by LCOR to service this multi-building complex because it recognizes our commitment to quality and reliability as "The Regions Premier Water Treatment Company". This is another example of managers of green buildings remaining committed to a chemical-based treatment system for their cooling towers. They know the traditional water treatment program is the most efficient and cost effective approach to ensure that HVAC systems achieve maximum performance for many years.

arc helps the construction industry

Arc Water Treatment values its close relationships with many Mechanical Contractors (MC's) and Consulting Engineers (CE's) throughout the Baltimore/Washington DC region. We have successfully supplied equipment and services for new HVAC systems at the numerous buildings the MC's are hired to construct. We want to thank them for their business and recognize many of the new landmarks in our region, with the (MC's/CE's) listed below each:

*322 National Business Park
Annapolis Junction, MD
(Mechanical Engineering & Construction/WR&A)

*1225 Connecticut Ave.
Washington, DC
(R&R Mechanical/Girard)

*1331 L Street
Washington, DC
(W.E. Bowers/Girard)

*3120 Fairview Park
Falls Church, VA
(Tyler Mechanical/GHT)

*Amazon Loudoun Exchange
Ashburn, VA
(W.E. Bowers/Syska-Hennessy)

*Arundel Preserve
Hanover, MD
(Mechanical Engineering & Construction/TOLK)

*Claude Moore Health Center
INOVA Fairfax Hospital
Falls Church, VA
(Calvert-Jones/JB Wyble)

*Green Building
Washington, DC
(Severn Group/AKF)

*Madrigal Lofts
Washington, DC
(Woodlawn/GHT)

*New Academic Building
Coppin State University
Baltimore, MD
(Spears Mechanical/RMF)

*Park Crest Lofts
McLean, VA
(Ronco Mech. Contractors/Girard)

*Parcel 26 Highland Park
Washington, DC
(Williams Mechanical/GHT)

*Patterson Park Casino
Baltimore, MD
(Trimmar/SIDHU)

*TASC V
Chantilly, VA
(D.M.R. Associates/EK Fox)

*Wesley Brown Field House
U.S. Naval Academy
Annapolis, MD
(Horton Mechanical/Kovacs, Whitney)



The featured building this month is one just constructed by The Whiting-Turner Contracting Company for Corporate Office Property Trust (COPT) of Columbia, Md. Arc Water Treatment is proud to have been selected by Mechanical Engineering & Construction Corp. as the subcontractor to supply the HVAC water treatment equipment and service. The building will be the anchor for a new mixed-use development, named Arundel Preserve, near the extremely successful Arundel Mills Mall.

COPT is a leading developer of office buildings, particularly in the Washington, DC metropolitan area, with over 248 properties nationwide. Near burgeoning Ft. Meade and NSA, they have created National Business Park containing 18 buildings, most occupied by high security or technology firms working for nearby Federal operations, and Arc Water Treatment is retained to service many of the HVAC units in that area.

COPT was honored as the first recipient of the National Green Development Award from the National Association of Industrial and Office Properties (NAIOP) for one of the LEED certified buildings in National Business Park. They have attained three gold and three silver Leed certifications, and 24 other projects (including Arundel Preserve) are registered for potential certification.

The commitment of COPT to "building green" is clear, as is their commitment to properly treating their HVAC systems. Even while trying new

Above: The brand new Arundel Preserve Building is the first of several to be built near the booming Arundel Mills Mall in Hanover, MD

technologies in some buildings, the majority of their programs involve traditional water treatment, using a comprehensive chemical program to protect the cooling towers and prevent algae growth. The use of a dual biocide controller is key to this, enabling the regular, controlled bleed-off water prior to excessive build-up of corrosives, and the alternating of effective biocides to reduce algae and Legionella bacteria.

Arc Water Treatment supplied a dual-biocide controller to the Arundel Preserve, along with water meter, valve, tanks, and pumps, to support a modern water treatment program. Our skilled Service Technician checks this equipment for proper calibration, and maintains necessary chemical levels in the cooling tower, as well as the closed loop system from the tower to the chiller, and the chilled water system feeding the air circulating units throughout the building. He adds chemical as needed each month, and will do so through the year-long warranty period for the new building. We hope to continue treating this building for years, as we are doing for so many of COPT's properties.



greener