

orioles ticket drawing

This issue we're offering two field box seats, 10 rows behind home plate, to see the Baltimore Orioles play the Atlanta Braves (Inter-league Play) on Friday, June 12 at 7:05 pm. Fill out the entry form and mail it to us by May 22, 2009 to enter this drawing. Thank you all for your responses. Keep sending in your entries and you just might win!



Name: _____
 Company Name _____

 Address _____

 Phone _____

Entries must be received by May 22, 2009 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**



PMA AWARDS

The Arc Management and Sales Team is shown just before accepting the award as the PMA Associate Member of the Year, at the PMA Annual Awards Dinner.

fyi

WHY WATER TREATMENT IS COST EFFECTIVE

In the current economic pressure-cooker, many properties are reviewing their operating costs for areas that would seem less essential during tight times, or may not be justified under close cost/benefit analysis. Plus the emphasis on "going green" has everyone reviewing the use of utilities (electric, gas and water) for areas where reductions can be achieved, often justified as another cost-cutting action.

One maintenance service that stands up to close cost analysis is HVAC water treatment. Whether it is treating the water in closed loop systems or in cooling towers, a good property manager or engineer knows that an effective water treatment program is money well spent. For closed loop systems, which usually require fewer chemicals once a system is commissioned, one might think that this is an area that would hit the cost-cutting block. Yet the small fee to have an independent expert verify regularly that the systems are well-maintained, and continue to stay corrosion free, is well worth the peace of mind. If for no other reason, it allows building management to "sleep well" knowing their HVAC systems are continuing to function as designed. Considering the cost of the alternative, no one wants to explain to the owners that many thousands of dollars must be spent to replace internal piping before its expected life-time, simply because pipes became corroded and failed due to saving a few pennies on critical water treatment over the years.

More importantly are the hundreds or thousands of dollars saved through regular, professional chemical treatment of the water in the cooling tower. These well-spent dollars (only a few hundred a month in most cases) easily offset an annual expense of having to acid-clean condenser tubes or heat exchangers, which, without proper treatment, are the critical mechanical components that develop layers of calcium scale. A scaled heat exchange surface is much less energy-efficient, greatly reducing heat transfer and causing a huge increase in electrical costs.

Similarly, a proper water treatment program will reduce corrosion in your HVAC systems, greatly extending the service life of both your equipment and building piping. The relatively few dollars spent on chemical treatment pays huge dividends if you can avoid costly repairs for many years.

Another consideration when looking at the cooling tower water treatment program, is whether to continue treating to prevent Legionnaires disease. Cooling towers are known incubators of *Legionella* bacteria, and if an outbreak should occur, owners of a tower without treatment would be subject to lawsuits. The protection against this situation is to maintain professional water treatment services, and include regular testing for *Legionella* to protect building occupants and defend against potential litigation in case of an outbreak.

A good, comprehensive water treatment program keeps your HVAC systems clean and free from scale, corrosion and biological fouling, allowing you to maximize your system efficiency and keep your energy costs at a minimum. So avoid reducing the water treatment budget to keep from being "penny-wise, but pound foolish".

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	17 Years
Joe Vogt	Service Technician	11 Years
Jeff Lucas	Service Technician	10 Years
Danny McCulley	Service Technician	9 Years
David Hollingsworth	Sales Director	8 Years
Andrew McPhail	Service Technician	6 Years
Missy Cooke	Sales Assistant	3 Years
John Zimmerman	Service Coordinator	3 Years
Paul Sappington	Territory Manager	3 Years
Earl Andrews	Service Technician	2 Years
TJ Farmer	Service Technician	1 Year

Pre-Sorted Standard
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Association of Water
 Technicians, Inc.

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A Publication of Arc Water Treatment Company of Maryland, Inc.
SPRING 2009



The statue of Pope John Paul II greets everyone as they enter the Cultural Center, and overlooks the reflecting pool that stretches almost the entire length of the building.

Arc is the PMA Associate Member of the Year...

LOOK INSIDE TO FIND OUT MORE!



new customers



Left: A view of the beautiful Pope John Paul II Cultural Center Building, with its dramatic rooflines and architecture, as seen from the front.

arc helps the construction industry



Left: This new COPT property at 300 Sentinell Drive, Annapolis Junction, MD, makes a significant appearance as one drives into the COPT complex of buildings right across from an entrance to the NSA, and near other major government contractors' facilities.

arc water treatment named PMA associate member of the year

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:

Arundel Preserve, Airport Square 16, Tech Park Two
COPT
Linthicum, MD

City Hall
City of Manassas
Manassas, VA

Center City Schools
Public Charter Schools
Archdiocese of Washington
Washington, DC

Pope John Paul II Cultural Center
Catholic Archbishops
Washington, DC

Firstfield Professional Center
Scheer Partners
Gaithersburg, MD

General Scott Condos
Advanced Building Services
Washington, DC

The John Carroll School
Belair, MD

The Kenmore Apartments
WRIT
Washington, DC

LMG
1343 L Street
Washington, DC

Loyalton of Hagerstown
Hagerstown, MD

New Tower Building
Edenwald
Laurel, MD

St. Albans Parish
St. Albans Episcopal Church
Washington, DC

Walter Reed Apartments
Poretsky Building Group
Washington, DC

Water Street Condominiums
Baltimore, MD

Workforce & Tech Center
Constellation Building Systems
Baltimore, MD

Arc Water Treatment was invited to become the water treatment company for the Pope John Paul II Cultural Center, a masterful addition to the Washington DC monuments, completed at the turn of the 21st Century to attract visitors from all over the world. Pope John Paul II himself selected the location for a site as "a crossroads of the world", not as a memorial, but as a center for the interaction of faith and culture. It has become both a monument to his service, and a place for each visitor to explore their faith and "learn about the role of faith in the new millennium".

The main building is one of dramatic design, with a soaring roof over top of a modern design in contrast to the architecture of the nearby Basilica of the National Shrine of the Immaculate Conception. Its 100,000 square foot interior houses a small chapel, three auditoriums, a cafe and two gift shops, along with numerous exhibits and tributes to Pope John Paul II. There are also five interactive galleries, which offer a quiet place to study and reflect on faith as well as the opportunity to learn about the history of the Catholic Church and its role in society.

It is a public building, open five days a week for visitors, with a large reflecting pool out front, to establish the mood for quiet reflection. The building is cooled by a 425-ton cooling tower and chiller, well hidden from the public, heated by a central plant, and uses closed-loop water-based systems to distribute the heating or cooling throughout the building to both public spaces and private offices. Arc Water Treatment has been retained by their Chief Engineer, Lorenzo Bundy, to provide the water treatment for the cooling tower, closed loop systems, and also for the recirculating water supporting the reflecting pool. Proprietary chemicals are fed into the cooling tower to prevent corrosion, scale and biological fouling, and additional chemicals are fed into the closed loop systems. Using a pump and timer, biocides are also injected to the fountain's circulating system to prevent algae and slime from forming on the reflecting pool.

Arc Water Treatment is especially proud of our selection by the Executive Committee of four Archbishops to serve the Pope John Paul II Cultural Center. It expands our reputation of providing the best service possible for several Archdiocese of Washington locations, and now we are particularly pleased to add the Cultural Center to our growing list of significant buildings in the Washington, DC area as clients. Arc knows that keeping these systems operating at peak efficiency and under strict control to prevent biological fouling or other buildup is paramount, to the operation of the Cultural Center, as the Pope himself is always watching over his building.

Below: Arc Service Technician Willie Bailey is shown after having "tagged" a water fountain as out of service while he "sterilizes" the potable water system for Francis Scott Key Elementary School, in Silver Spring. Arc Water Treatment provides this sterilization service for many plumbing contractors to ensure the pipes are clear of bacteria, and provides requisite testing certification, prior to new buildings or renovations being occupied. It is an extremely important safety step to ensure the water is fit to drink for our school children and other building occupants.



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:

1129 20th Street, NW
Washington, DC
(The Severn Group/META Engineers)

Amazon Loudoun Exchange
Ashburn, VA
(W. E. Bowers/EXP)

Broadway Medical Office Bldg.
Baltimore, MD
(Napoli-Cover/Votta & Assoc.)

Dominican House of Studies
New Academic Building
Washington, DC
(Washington Refrigeration/
Mandoza, Ribas, Farinas)

Dumont Condominiums
Washington, DC
(JCM Associates/
Metropolitan Engineering)

Galway Elementary School
Silver Spring, MD
(Spears Mechanical/Weigand Associates)

King Street Hotel
Alexandria, VA
(W.E. Welch/HCYU & Assoc.)

Lafayette Tower
Washington, DC
(W.E. Bowers/TOLK, Inc.)

Lansdowne Office Park
Lansdowne, VA
(R.W. Warner/KTA Group)

National Business Park #320
Annapolis Junction, MD
(Mechanical Engineering
Construction/WR&A)

National Harbor Bldg C
Oxon Hill, MD
(K.G. Johnson/E&S Construction Engineers)

Northern Virginia Forensic Lab
Manassas, VA
(Shapiro & Duncan/
McLaren, Wilson & Laurie)

Park Place II
McLean, VA
(John J. Kirtin/ EK Fox)

Station Place III
Washington, DC
(W.E. Bowers/Joseph
R. Loring & Assoc.)

We have been working at several locations in the National Business Park, in western Anne Arundel County near the headquarters of the National Security Agency (NSA) for Mechanical Engineering & Construction, Inc. (MEC2). These are buildings built by Corporate Office Properties Trust (COPT) to house the many contractors that are doing much of the work for the NSA and are expanding in anticipation of the growth of jobs being transferred to Ft. Meade as part of the Base Realignment and Closure Committee (BRAC). COPT has erected several buildings at 300-306, 320, and 322 National Business Park (also less than 5 miles from Arc's headquarters), and they have provided a mini-boom in construction and jobs for this area around NSA/Ft. Meade.

MEC2 has been retained as the design and construction mechanical engineer on these buildings, and they work closely with COPT on determining the systems to be used for heating and cooling each building. As their web site states, "MEC² is an established and well-respected engineering and construction firm serving the Baltimore-Washington area. The company is focused on providing comprehensive mechanical solutions for our commercial, industrial, institutional, and government clients." They specialize in high-level engineered design, installing the plumbing and HVAC systems, and doing the



commissioning and maintenance services after the construction warranty expires.

Arc Water Treatment has developed a close relationship with both COPT and MEC2 to help provide the water treatment equipment, services, and expert advice for these new buildings. We are working together to ensure these buildings adhere to developing "green" standards, and to help conserve water use at the cooling towers. While COPT has been experimenting with new technology for water treatment in selected buildings, Arc has helped them monitor the cooling tower performance and use of make-up water.

Arc is currently treating their closed loop chilled water systems with protecting chemicals as well. At NBP 300, they installed a 525-ton cooling tower, with traditional water treatment, and we provided a conductivity control panel, chemical feed pumps, and solenoid bleed valve to provide the tower with protective treatment chemicals and biocides.

Arc has been retained at each building to provide monthly service visits to monitor cooling tower and chilled water system conditions, taking water sample tests on each. These provide COPT with a history of the condition of the water in buildings with similar-sized HVAC systems, and the initiation of a recording log of tower water consumption that will become even more critical as pressures increase to reduce potable water usage in large office buildings. We are pleased to assist both MEC2 and COPT in this early study of cooling tower water management issues, and we know that this work will further our reputation as "the region's premier water treatment company".

The Property Management Association (PMA) awarded the Associate Member of the Year to Arc Water Treatment Company of Maryland, Inc. for 2008. This award recognizes the PMA Associate Member that has contributed the most each year to the programs and events held by PMA. It was bestowed on our company at the annual awards dinner held last November at the Bethesda Marriott.

This annual dinner is a one of their largest affairs, with over 400 industry professionals attending. Arc Water Treatment was represented by President David Goldstein, Vice Presidents Eric Hagen and Robert Whitcomb, Sales Director David Hollingsworth and Territory Manager Paul Sappington. Following an excellent surf-and-turf dinner, the annual awards were recognized and new PMA officers were installed.

All five Arc Water Treatment representatives went forward to receive the award, which was given due to the extra efforts Eric Hagen and David Hollingsworth had invested over the year to help with PMA programs. David Hollingsworth was co-chair of the Spring Break Committee, helping to organize the annual golf outing and major fundraiser. Eric Hagen has served on the PMA Operations Council, which provides educational resources including the annual Maintenance Summit to building engineers and maintenance personnel. Paul Sappington is on the PMA Community Service Committee, which aims to use members' expertise to serve the community.

Associate Members are critical to PMA's success, not only financially through extra dues and event sponsorships, but also to add extra needed hands in organizing each event. Especially with their regular presentations at many monthly meetings, the Associate Members provide continuing education and training for professional members. Arc Water Treatment participates in the PM Expo, the PMA Maintenance Summit, and has been a PMA 5-Star Sponsor for 5 years, helping make PMA programs a continued success.



The Property Management Association presented Arc Water Treatment with their Award as the Outstanding Associate Member of the Year.



arc is going places