

## AFFORDING YOUR WATER TREATMENT PROGRAM

### FINDING RISK-FREE WAYS TO REDUCE WATER TREATMENT COST

Given how expensive it can be to operate and maintain cooling systems, it's no surprise that companies are constantly looking for ways to reduce that expense. The good news is that there are ways to lower your water treatment cost, but the bad news is that not all of those options are good ones. There's often a fine line between cutting cost and cutting corners. You want to be sure that the money you save today won't be needed to cover expensive repairs tomorrow.

### YOU GET WHAT YOU PAY FOR

When looking for ways to save money, it's helpful to remember that cost often equals quality. For example, conventional wisdom suggests that the best way to save money on any contract is to put it out for competitive bid. And it definitely is good practice to request quotes from several water management companies, so that you can compare their services and pricing. Just take care that you don't fall into the trap of assuming that selecting the lowest bidder will save you the most money. Water management companies have the same profit pressures as everyone else. They can't lower their prices without lowering their own costs, which often results in a lower quality of service. They may not monitor the system as often as they should, or use chemicals that are less-effective, or install lower-quality equipment. You might save money in the short-term, but in the long run, you'll pay more in repair and replacement cost.

### TURNING SEWAGE INTO SAVINGS

Fortunately, there are other ways to save money without risking the integrity of your cooling system. For example, if you have a cooling tower at your site, you may be eligible to receive a credit on your sewer charges.

Sewage charges aren't based on the amount of waste water coming *out* of a site; they're based on the amount of water flowing *into* it. Water companies make the simple assumption that "what goes in, must come out" and set their charges accordingly. And that can be a safe assumption, except for sites that use cooling towers to cool their buildings. These systems remove heat through evaporation, which converts the water into a mist that floats away with the wind instead of discharging down the sanitary drain.

Every 10°F drop in temperature requires the evaporation of one percent of the recirculating water. A 100-ton system that is in constant operation will have an evaporation rate of 4,320 gallons per day. That equates to 129,600 gallons per month, or 17,325 cubic feet. If the site was paying a typical sewage rate of \$2.64 per 100 cubic feet of water, it would be overpaying on its sewer bill by \$457.38 every month.

To find out whether your site qualifies for a credit, your next step should be to contact your water company. They may require that you install a deduct meter on the bleed line from your cooling tower so that they can monitor how much of water is actually being discharged to the sewer system.



## NEXT STEPS

Reducing sewer charges is one way to make your water management program more affordable. For more advice, please contact us here at Solid Blend. Our professionals are ready to help with all your water management needs.