



Hydrotec Review

2006 has been an interesting year for Hydrotec, which has seen internal promotions, new staff, new products and a new range of Site Services.

The most notable change has been the internal promotion of Rosemary Bensley from Commercial and Finance Director, a post that she has held within the company for the past 7 years to Managing Director and Peter Owen now resuming the role of Executive Chairman.

A Key Account Manager has been appointed this year and 2 Sales Executives now support the external sales force and the internal sales team has gained an additional member of staff.

Chlorine Dioxide is a welcome addition to the existing range of Hydrotec products and the Site Services division has had its profile raised with a comprehensive Services portfolio and a brand new Services Brochure.

Hydrotec Water Treatment Ireland Limited is now independent of Hydrotec (UK) and is managed by Adrian McCormack, he is based in Ireland and can be reached on this mobile number: 00353 87051 6141

Overall 2006 has been a progressive time for Hydrotec, that has seen significant growth not only from the year's sales figures, but also from within the company and as a new year begins, 2007 has the makings of continuing this success.

HYDROTEC
(UK) LIMITED

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MD's Comment

In the short time I have been in my new role I am pleased to see a heightened level of activity in all areas. The addition of the new members of the sales team has

enabled Hydrotec to focus on Key Contractors whilst maintaining and strengthening the excellent customer relationships with our Consultants. There has been significant investment in our CRM and this is proving to be a valuable sales tool. I am looking forward to leading our highly motivated team to achieve new successes in both product innovation and provision of new services during 2007.



The Hydromag installed in Osterby's main drinking water distribution shaft



The integral control box mounted in an additional protective casing

The lengths that a Hydromag will go..



The community of Osterby (population over 8000) in the county of Rendsburg-Eckernförde, Germany has enjoyed for over 13 years, clean and chemical free water thanks to a DN100 hydromag.

The local community office in Osterby contacted the German Hydrotec office regarding a central water treatment system that would protect the public drinking water from scale and corrosion.

Based on the planning documents forwarded by the local waterworks company and consumption data, Hydrotec calculated the parameters for the installation of a physical water-conditioning unit, that was the Hydromag DN100.

The Hydromag was installed in the central distribution shaft of the drinking supply in Osterby's pumping station in January 1994. Later that year the residents of Osterby were consulted regarding the quality of their water and 87% of the population recognised a significant benefit, particularly as the total hardness of the water had been measured at 362ppm and they were more than happy with their chemical free water.

This was the first time that a Hydromag had been fitted into a municipal water supply network and considering that it is looking after a total pipe work system of 11km which was installed 13 years ago, the DN100 Hydromag continues to give long lasting and efficient treatment.

HYDROTEC *at your service..*

Autumn/Winter 2006

Hydrotec at your service

The success of the Hydrotec services department continues to be the cornerstone of our drive to meet the criteria of our mission statement:- "To be the water solution provider of choice, through the provision of world class products and services, for the commercial and industrial sector".

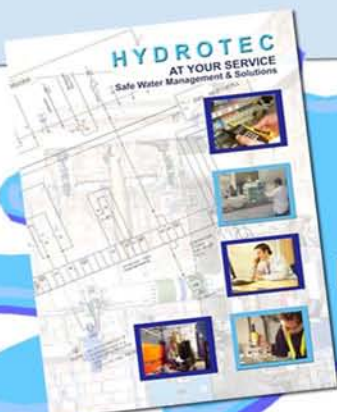
Many of the regulars to our website, www.hydrotec.co.uk will have noticed our improved and expanded service pages and portfolio. We aim to offer a complete 'mains to drains' service for all your water treatment needs and this would be from the initial consultancy to the final solution.

The Service packages are closely tailored to the needs of the individual and could comprise of services in the following 3 areas:-

1. Water Hygiene Services this could involve:
 - Risk Assessments
 - Chlorination & Disinfection
 - Temperature & Biological monitoring contracts.
2. Building Services would include:
 - Pre-commission cleaning
 - Biological & chemical Analysis
 - Fault finding and Consultancy Services.
3. Chemical treatment packages would supply the needs of:
 - Pre-commission cleaning
 - Closed and open circuit corrosion inhibitors and biocides.

Recently the Sales and Technical management and Internal staff all received specialist training that was provided and assessed by the 'Water Management Society'. Many of them achieved the highest grades available, so you can be assured of the quality of advice you receive.

Hydrotec remain committed to providing the highest level of support possible in the Water Treatment industry.



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New Chlorine Dioxide Dosing System

Hydrotec's new chlorine dioxide dosing system – 'Hydrodos' was launched during 2006, to complement Hydrotec's range of quality water treatment products.

Chlorine dioxide systems are increasingly popular in the fight against legionella and have rightly found their place in building services and industry alike. At the heart of the Hydrodos system we've employed an advanced platinum catalyst. It is this catalyst which gives the Hydrodos the edge over competing systems.

An important feature is the utilisation of the chemical precursors that will be up to 50% better than rival systems. This is because un-reacted by-products are minimised in the water system, there by giving a much greater conversion ratio to chlorine dioxide.

The net result is that higher levels of chlorine dioxide is produced whilst remaining within Drinking Water Inspectorate parameters.

The Hydrodos system is available in several formats, with a range of configurations to serve tank based or direct fed water systems and the control technologies range from proportional to the more sophisticated in-line monitoring and control systems.



Hydrodos

HYDROTEC *Entertains you!*

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Football

A World Cup evening this year was a hi-light for Hydrotec. The Zetter Hotel in the city of London was the venue and over 50 of Hydrotec's customers watched the England v Trinidad and Tobago game on Thursday 15th June.

Excitement and tension generated from the game was the order of the evening, which was interspersed with a hot and cold finger buffet and liquid refreshment from the open bar. Just in case you had forgotten England won by 2 goals to nil!



GOAL !

Website competition

Throughout the first round matches of the 2006 World cup,



Hydrotec ran a competition on their website. The prize was a case of wine if you guessed the nearest time of the first England goal scored in the first 3 England games. We were inundated with entries and 3 very happy Hydrotec customers were presented with their wine. Be sure to regularly check the website for the next competition. www.hydrotec.co.uk

Hydrotec at the forefront of Industry current affairs

Organised by Hydrotec, The Water Table Forum meets quarterly and comprises of a group of invited industry figures to discuss the current issues and regulations that effect everybody working within the water industry.

On the Agenda for the evening are guest speakers who are invited to do presentations and informal Q and A and debate sessions.

If you would like further information about the Water Table Forum please contact: karen@hydrotec.co.uk

The Winning Team!

More recently the golf day organised in aid of the Mayor of High Wycombe's Appeal 2006-2007, to raise funds for the Thames Valley & Chiltern Air Ambulance Trust was won by a team entered by Hydrotec.

Despite the driving wind and rain an enjoyable and worthwhile fund raising day was had by all. £1207.11 in total was raised from this charity golf day and Team Hydrotec which was made up of customers and staff collected their champagne prizes.

Why not come and join us at the next Hydrotec event. Let your Area Sales Manager know what interests you and we will keep you updated on events scheduled for 2007.



Team Hydrotec with the Mayor weathered but unbeaten.

Have you taken a look at ALL of our website recently?

We like to think that we have an up to date and relevant website for today's water treatment requirements.

Not only will you find all of our products and services together with a downloadable technical area, but also there is a News Board and a comprehensive 'Info Centre' with useful links to industry sites and reference sources.

But don't take our word for it log on to www.hydrotec.co.uk and see for yourself.

HYDROTEC *The solution provider*

Autumn/Winter 2006

Hydromag Hits Home

For many years the word Hydromag has been synonymous with the very best in electromagnetic water conditioning. The traditional market place was often commercially biased and included offices, schools, hospitals and hotels.

In recent years we have found that the hydromag has been increasingly specified for the housing market. Contributing factors to this include more and more Consultants turning their backs on cheap wrap around devices, space often precluding the installation of water softening plant and new legislation of governmental dictates such as Breeam and Part L.

Developers and Builders are looking at energy uses within the home and exploring ways to maximise the efficient use of this energy. Whole of life cost solutions, that provide guaranteed levels of performance, no maintenance whatsoever and treats the entire water system is now the criteria when specifying a water conditioning unit.

The hydromag ticks all of these boxes and more and in the example of a 1960's block of 40 apartments in Slough that has recently been refurbished as part of a social housing programme, two DN65 hydromags were fitted to treat the entire water supply. This has had a huge impact not only on savings on the capital cost, but also on the installation cost during the construction phase. Remember only two units were required to be fitted!

The treatment level that the hydromag will give is guaranteed at 100% at ambient temperatures and the level is maintained for around 5 days, even for flow rates in excess of 30 litres per second, this level of treatment is unparalleled. The Slough refurbishment included the provision of a new plant room where the hydromags were fitted in parallel after the pump booster sets.



Meet the sales team:

Area Sales Managers

Jonathan Gillett, M4 corridor, West Country & S.Wales

Mobile: 07801 239898

Ian Wedd, Central London, Bucks, Herts, Beds & Northants

Mobile: 07764 453042

Ivan Brown, South-East England & London EC2,3,4 postcodes

Mobile: 07739 237482

Rob Cracknell, East England. London E & EC1 postcodes

Mobile: 07734 714819

Mark Chajeki, Midlands & Central England

Mobile: 07712 135460

Craig Milner, North England, North Wales & Scotland

Mobile: 07711 756886



Ian Wedd is a Hydrotec A.S.M.

To soften or condition? - That is the question

A question my eminent colleagues often pose, whilst on my visits within the water treatment fraternity, is when to soften & when to condition.

Depending on the application there are, of course, many valid & pertinent reasons for the use of either method, but there is no doubt that a water softener represents the best option for removing the hard water particulate completely from the water.

At Hydrotec we offer the state of the art Hydronic water softener. This unit has unique features that enhance its performance & efficiency offering economy with flexibility by accurately matching regeneration to water demand. The Hydronic is capable of meeting individual requirements and this feature alone saves significant amounts of money spent on salt by avoiding unnecessary regeneration.

The drawback with all softeners is they will need periodic maintenance and depending on water quality the resin bed will also need to be replaced from time to time and of course there is the ongoing costs of salt and additional water consumption required by the regeneration process. It should also be noted that softened water is not regarded as potable.

When it comes to treating hard water to prevent scale build up, an electro-magnetic physical water conditioner represents the best option. Hydrotec's technologically advanced Hydromag physical water conditioner has a unique & patented flow path through the unit that ensures that 100% of the water is treated & has a polarity reversal mechanism which ensures the unit is maintenance free & will last a lifetime.

Electro-magnetic water conditioners use no chemicals & the water remains potable and they are effective against scale build up by changing the ionic charge of the hard water particulate.

As you can see there are many options to consider, so the next time you ask yourself should I soften or should I condition, your choice is clear. Ask Hydrotec!