



## ***News Letter Jan 2012 Edition***

### **2012 – Trend Forward**

#### **Happy Belated New Year!**

Looking forward to a New Year with lots of opportunities for all of us. We have been skeptical on whether the economy was getting stronger, but it appears all the indicators are going in the right direction. We look to the future with great anticipation.

Before we get into 2012, We would first like to **Thank All Of You** that have done business with Con-Serv Manufacturing. We are well aware that without our customers we have no business. We appreciate the opportunity to provide you the solutions you need to support your clients.

In 2011, We put a lot of emphasis on customer service, broadening our product line and product quality. We have launched over 5 new products like the CSRO, CSERO, UF system and others. Our quality team has identified some areas that can and will be improved upon. And our sales and customer service team has been busy identifying new ways to improve the value added benefits of doing business with Con-Serv.

2012 will be a continuation of our commitment to customer service and quality products. We have many items on our "to do list", that are designed to improve lead time, quality, and customer service. Look for our future e-mails to learn more about our new and upcoming projects.

### **On the Web:**

#### **What Else do You Need?**

Our Sales and Marketing staff continue to look for additional information that we can place on our website that will better explain Con-Serv Manufacturing, the Technologies and the Products. In so doing, we have quadrupled the information available with no end in sight. In addition we are working on a variety of tools that our customers can use for design and sales.

We have had some really good input from many of you on what you would like to have. Did you know you can find the following information on our Resource page:

**[Membrane Replacement Instructions](#)**  
**[Electrical Load Information](#)**  
**[Pipe Size Flow Rates](#)**  
**[Temperature Correction Factors](#)**  
**[Reverse Osmosis Troubleshooting](#)**  
**[Sieve Mesh Conversion Table](#)**  
**[Methods of pretreatment prior to Reverse Osmosis](#)**  
**[The Filtration Spectrum](#)**  
**[Reagent Grade Water Chart](#)**  
**[Water Test Information](#)**  
**[And More](#)**

We are looking to you, Our Valued Customers, to let us know how we can improve. **What else do you need?** Visit the website. We look forward to your input.



## Featured Product: FS Series

### FREE STANDING COMBINATION SERIES I

The FS Comb Series I will deliver Large Amounts of water for a small amount of money. The unit is equipped with VFD speed control drive, SS Zero maintenance filter element, and pump guard advisor. This model has been designed for systems not using other pre-treatment processes, such as ozone or enzyme. The Mass Air Injection can be used for air sparging of Storage tank water. Mass Air Sparging will help to control tank odor.

Call us today for pricing. You may also visit the website for a product cut sheet.

## Temperature matters in Reverse Osmosis.

You might be wondering why your product water flow is greater this winter that you have experienced this summer. Or you may have needed to reduce your concentrate pressure because you are making too much water. The Temperature of the water effects performance. A recent membrane projection run for one of our clients noted at 32PSI difference in the required feed pressure for his RO. This was the difference between 70F and 97F.. You can view the temperature correction chart in the resource guide to see the adjusted flow rates for Temperature.

## Light Bulb Jokes

Q: How many bikers does it take to change a light bulb?

A: It takes two. One to change the bulb, and the other to kick the switch.

Q: How many Hell's Angels does it take to screw in a light bulb?

A: Only one. But do you really want to hang upside down with a light bulb up your ass for asking??

Q: How many referral agents does it take to screw in a light bulb?

A: Two: One to screw you out of a fee, and the other to send you to a store where they ran out of bulbs weeks ago.

Q: How many physiotherapists does it take to change a lightbulb ?

A: None. They just give the dead bulb some exercises to do and hope it will be working a bit better the next time they see it.

Q: How many emergency room technicians does it take to change a lightbulb ?

A: One, but the bulb will have to spend 45 minutes in the waiting room.

Q: How many body builders/weightlifters does it take to change a lightbulb ?

A: Four. One to change the lightbulb. One to spot. The other two to stand and yell support (Come on! You can do it! etc...) But they only get three attempts

## Maintenance reminder.

With the proper pretreatment for Reverse Osmosis, Your membranes can last for years. Have you verified your water softeners and carbon filters are running at their optimum performance?

Con-Serv Manufacturing has been producing Water treatment and recovery equipment for many industries and applications for over 30 years.

Give us a call today on your next project.

Industries served:

Electro-Plating  
Textile Manufacturing  
Power Generation  
Irrigation/Agriculture  
Landfill Leachate  
Electronics Manufacturing  
Pharmaceutical Manufacturing

Chemical Manufacturing  
Sea Water Desalination  
Beverage Production  
Pigment Production  
Oily Wastewater  
Municipal Wastewater