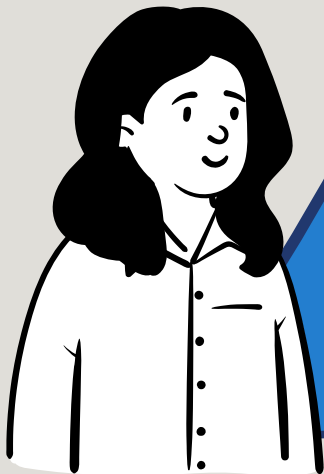




ADVISING YOUR CUSTOMER

Water Tests for Salt Pools

A built-in salt indicator light will turn RED when under 3,000 PPM, letting the pool owner know **when to add salt** due to water splash-out or backwashing of a sand or DE filter. This helps ensure that there is enough salt in the pool to continue generating chlorine. If levels dip below 3,000 parts per million (ppm), it's time to bring the salt level back up to 3,600 ppm.



REMEMBER: As a trusted advisor, your customer depends upon your knowledge and expertise to help guide their purchasing decisions. Understanding how a product works is essential to building trust and creating pool enthusiasts!



Good to Know

These resources will aid your knowledge about different pumps available

- For information on the **proper sizing of a pool pump**, please go to *Pentair University Online* → *General Education Learning Plan* → *Existing Pool Hydraulics*
- For the **pool volume calculator** please go to the Pool IQ app, available at the Apple® App Store® and Pentair.com

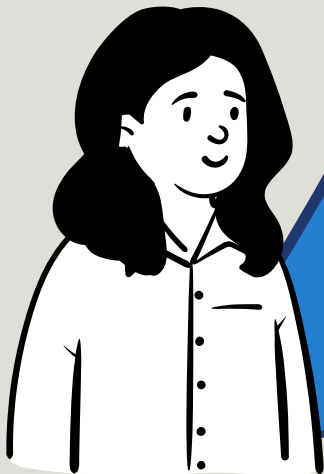




ADVISING YOUR CUSTOMER

What's that Smell?

If your customer complains of a **strong chemical odor**, that indicates that chloramines have formed due to insufficient levels of chlorine to fight off contaminants. It generally takes up to ten (10) times the combined chlorine test reading to sufficiently super-chlorinate the water to eliminate the chloramines. High intensity, UV-C lights offer an alternative to added chemicals by neutralizing chloramines on contact.



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Ideal Prospects

Water Chemistry Monitoring Systems

- Young, tech-savvy pool owners with kids who love their smart devices and are obsessed with the quality of their pool water for the sake of their family
- Older pool owners with grandkids that want to assure pristine water and fast, effortless testing
- Pool owners that love to vacation and fear coming back to a green pool
- Owners of vacation rentals that need to assure that the pool water is always in range and ready for the next guest -- and quickly acted upon when it's not
- The overwhelmed pool owner who needs reminding to avoid out-of-control water conditions that are both costly and time-consuming to resolve

