



HEALTH CARE

Garratt-Callahan's Softener Solution Pays for Itself at a Texas Hospital and Health Center

Problem

A large hospital in Texas, had problems with its aging water softener, an extremely large one-tank unit with a cast-iron control body and cast-iron diaphragm valves. The unit was delivering very short runs of soft water, well below capacity, and sometimes failed to regenerate completely. It was consuming excessive amounts of salt – and excessive employee hours spent on manual regeneration. In addition, the inconsistent supply of soft water was allowing scale to build up in the boilers.

Solution

Through an ROI analysis, Garratt-Callahan determined that a replacement softener would pay for itself in salt costs alone within 16 months. Delivered by Garratt-Callahan and installed by the hospital, the new unit features twin alternating tanks that regenerate automatically as soft water is used. Garratt-Callahan also instituted a polymer program in the water system to clean up the built-up scale in the hospital's boilers.

Results

As predicted by the ROI analysis, salt usage has been reduced by some 21,000 pounds per year, resulting in annual savings of \$3,150. In addition, more than \$1,000 per year in labor costs have been eliminated. The hospital's boilers receive all the soft water they need, all the time, and are cleaning up as a result of the Garratt-Callahan polymer program.

Conclusion

Instead of simply throwing more chemicals (or money) at a failing water softener, Garratt-Callahan provided a long-term solution that will pay for itself in short order.

Garratt-Callahan. Water treatment solutions for the long run.