

# Amazing ScaleBlaster Success Story at

*The Chief Engineer of the Crowne Plaza* explains the amazing benefits he has seen from ScaleBlaster, perhaps saving the new investors of the hotel hundreds of thousands of dollars.



He then gave private tours to the seminar attendees to view the actual installations installed throughout the resort.

## Nothing like having trust in ScaleBlaster

When the Chief Engineer of the Crowne Plaza issued a PO on December 6th for several ScaleBlaster units to get installed on the resort to solve their hard water issues, CET management decided this might be a good place to hold their next convention. The event would have to be planned and promoted in just two months. They could use the hotel as an actual reference if the units were working to the Crowne Plaza's liking.

Attendees could see the installations in place and even hear from the chief engineer give his opinion on ScaleBlaster.

While people could gamble down the street at the Hard Rock Casino, the staff at Clearwater Enviro Tech took their own big gamble with ScaleBlaster delivering results. Almost 60 attendees would be arriving for the annual convention in just two months. Not really a whole lot of time to allow ScaleBlaster to do the full job. What the hotel wanted ScaleBlaster to do was a major task.

But ScaleBlaster certainly hit the jackpot with the Crowne Plaza.



## the Crowne Plaza - site of the seminar.

The Crowne Plaza was looking at replumbing the resorts entire piping system because they were unable to get hot water to the two top floors in a timely manner - unless they ran the water faucets up there all night long. Their pipes were full of limescale and only getting worse.



Virtually outside the conference room doors, workers dismantle the Crowne Plaza's old cooling tower while a new one was getting installed. Hard water had destroyed this 200-ton Marley. Industrial ScaleBlaster units are getting installed on the new cooling tower.

## The amazing results of ScaleBlaster at the Crowne Plaza

The Crowne plaza in Tampa ordered several ScaleBlaster units in early December of 2011. The hotel's entire piping system was so scaled up from water use over the past twenty years or so, they were not able to get hot water on the 4<sup>th</sup> and 5<sup>th</sup> floors unless they ran some of the water faucets up there all night long. The water heaters were cranked up to 130 degrees just to obtain normal temperatures. The electrical and water bills were astronomical on the resort that includes 269 rooms and over 30,000 square feet of conference rooms.

The resorts entire piping system needed to be replaced, or somehow descaled. The first option would run into the **hundreds of thousands** (or even more as the Chief Engineer noted with the cost of copper today). This is where ScaleBlaster came into play. In about 3-4 weeks after the installation, he began to receive complaints from resort guests and even the new general manager, who was staying in one of the suites on the 4<sup>th</sup> floor. The water was too hot!

Then the crew stopped turning on the water faucets on the top two floors overnight, which was done so guests would have hot water - first thing in the morning. The water was still hot - first thing in the morning - without leaving the faucets on all night! The water heaters were turned down by as much as 30 degrees. ScaleBlaster had totally descaled their pipes in under a month.

Because CET was going to hold their convention there and wanted to use the hotel as a showcase, the company donated additional units for their laundry room and dietary area. While those areas were not really a priority for the Chief Engineer, he certainly wasn't going to say no to that offer.

At their corporate Christmas party, the Chief Engineer and his wife stayed at the hotel that evening. They were shocked at how soft the towels felt. In the past, the towels had a "worn" and rough feel to them. In the laundry room, the lint from the dryers had virtually vanished. It used to cover the entire room. Lint is very flammable, and the Fire Marshall is constantly checking for it. Not only is the hotel saving money on labor, but on wear and tear on their towels and bed sheets.



A price tag on the savings from the ScaleBlaster installation? The Chief Engineer has no idea at this point. The cooling tower units are about to get installed, and the savings from that will only add to the total. During the seminar, the General Manager of the hotel even came by to visit and inform the CET team how happy they were with ScaleBlaster and admitted he was very skeptical at the beginning. But when his water started getting too hot in the morning, he knew something was going on. "Almost like magic" he said about ScaleBlaster.