

Sent: Wednesday, March 12, 2008 10:46 AM

Subject: FORUM Q & A: CONVERTING HARDNESS TO MG/L...AROUND THE WORLD

Dear Aquathin Dealer OnLine;

For many of you, this will be a nice review. Customers can hand over lab water analysis reports of their water showing total hardness values given in grains per gallon equally as often as mg/l...and sometimes you will see it given in "degrees", meaning level of and not associated with temperature. It is important to check "the fine print" to know under which calculation regimen the hardness values were determined so that you can properly set your Aquathin Softeners...and so we all are on the same page! For example;

1. If 21gr/g is in our every day Hach Test Kit grains per gallon (fairly universal), the conversion factor is $17.1 = 359.10 \text{ mg/l}$.
2. If 21gr/g is in "English" or "Clark" degree (not used very much), the conversion factor is $14.3 = 300.30 \text{ mg/l}$. You can then convert this value to gr/g (ala #1 above) by dividing by 17.1.
3. If 21gr/g is in "French" degree (infrequently used in France, Belgium, Algeria, Angola, Mozambique), the conversion factor is $10 = 210 \text{ mg/l}$. You can then convert this value to gr/g (ala #1 above) by dividing by 17.1.
4. If 21gr/g is in "German" degree (infrequently used in Germany, Austria, Denmark, Holland), the conversion factor is $17.9 = 375.9 \text{ mg/l}$. You can then convert this value to gr/g (ala #1 above) by dividing by 17.1.

This little review from Aquathin U is not so little...because many of your competitors suffer Knowledge Deficit resulting in improperly set softeners and dissatisfied Customers with scaled up dishwashers, boilers, cooling towers etc.

I LOVE MY AQUATHIN ! AND REMEMBER, THE NEXT BEST THING TO OWNING AN AQUATHIN IS RECOMMENDING ONE TO A FRIEND !!

Let me know what you AquathinK !

Warmest regards to all...as well, your comments are always welcome and very much appreciated.

FOR THE BEST TASTE IN LIFE &

28 Years Pure Excellence

...and another Quarter Century re-inventing the water industry !

Think Aquathin...AquathinK !

(visit the allnew www.aquathin.com)

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"Alfie"

Alfred J. Lipshultz, President

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