

LAKWOOD INSTRUMENTS

SINCE 1973

Improving the Environment with Advanced Technology



MAR 15th, 2010 Newsletter

Special Interest Articles

- Puppy Love
- "I'm Back!"
- AWT Notes!!
- Pie..Lotsa Pie.

Multiple Training Courses Being Offered!

TIME TO BRUSH UP! We are always putting together classes and filling slots with individual companies for group training of techs and sales people on Lakewood Equipment via Webinar and on site. Call us to schedule your organization for this great training.

Did you ever get a free puppy for Christmas?

Growing up on a farm in central Indiana, we were always surrounded by animals. Pigs, Cows, Chickens, Cats and a few dogs. At one point my father came to my brother and I and asked, "How many #\$\$% dogs do the two of you have now?"



Not being totally up to speed with my brothers head count, I suggested a quick inventory. My brother went one way and I went the other, meeting back up in the feed house, where Dad was waiting. Dad looked at me and said, "How many are yours?". I proudly stated, "12 are mine". He turned to my brother and asked, "How many are yours?" . Tracy smiled and said "16 more!". Dad did not look pleased. I asked "What's up Dad, you look concerned."

"Well boys, I know I said you both could have a pet or two if you take care of them and feed them everyday. I had a dog growing up, but this is a problem. Where did all these dogs come from?". My brother jumped in and said, "They're free Dad, I didn't spend a penny on them."

Dad smiled and said, "And there lies the problem. The county assessor stopped by yesterday and sold me a kennel license for \$250 for all the free puppies. Then he turned and pointed at the delivery of dog food the feed mill had just dropped off. Boys, do you see that 1 ton pallet of dog food that was delivered today at a cost of \$400 for the free puppies?"

" Yes sir!". I whispered to my brother, "I don't think this is going our way...". Dad continued, "And the county assessor asked for proof of rabies shots for the dogs by next week. Do you boys have that proof? No sir-ree Bob!! Well, the Veterinarian wants \$25 each for a rabies shot. And what does that come too?"

"I don't know, Sir, they let us use a calculator in school for numbers that big!". Well, we were assigned to clean the pig barn for six months for free and worked hard to give away as many free puppies as fast as we could.

Now, if you are the one of the first two people that read this and email a picture of your precious pet, dog, cat or what ever, I will sent you a free model 150 boiler controller. Send to: model150@lakewoodinstruments.com. The sensor will not be included, because those puppies are not free. -Loren Salsman

I'M BACK!!! *In 1983, I was involved in an industrial*



accident where I was run down by a fully loaded fork lift. The accident left me with 4 ruptured discs in my lower back, 2 cracked vertebrae, severe nerve damage, and no feeling from the waist down. My left knee took the brunt of the impact (perfect one point landing!). Within 3 months, I learned to walk again, but with a lot of pain in the left knee.

Flashing forward to May of 2009, I finally reached the pain limit I was willing to tolerate in my leg. Upon examination, the orthopedic surgeon said I had the worst knee that he had ever seen anyone walking on.....and I was still bowling on it too! As you know, we decided to go ahead with a total knee replacement this past January .



I now have no pain, and more flexibility in the knee than I have had since I was in my early 20's. The post-op therapy was difficult, but the daily exercises I am doing help keep the joint working properly. I am building more strength in the leg every day. This past weekend was the first show with my band that I was able to stand the entire night without pain. I LOVE my new knee, and how it has changed my life.....Ed Breest



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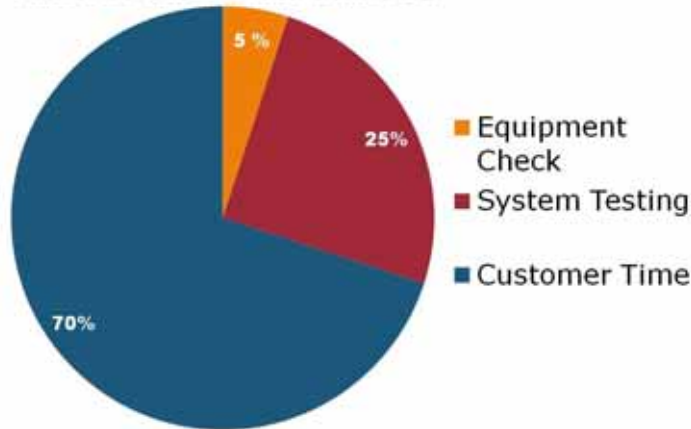


Dear Mom,

We had great time at AWT Training in Vegas. Jason and I learned a lot about our industry and water treatment from the instructors. They did an awesome job. Trace Blackmore taught me "water" math. Met a nice lady from "across the pond" named Angela. Said she was from a place called Scotland. Isn't that where Leprechauns come from? We weren't sure, so we will "Google" it when we get home. —Tom

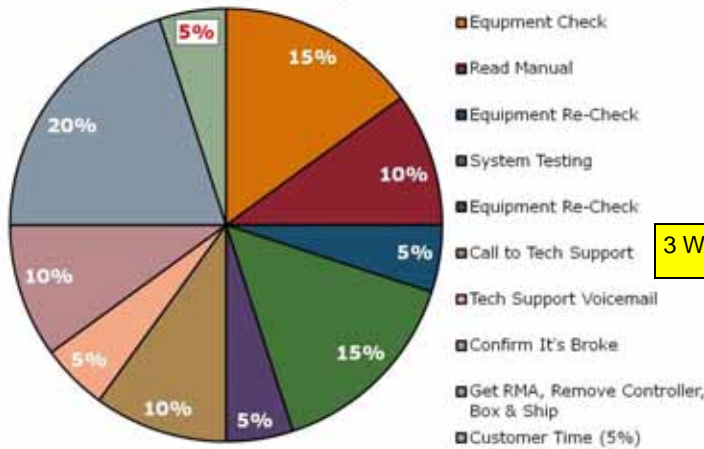
PS: The next class is Apr 25 in Atlanta.....

Time On Site With Lakewood Instruments Controllers



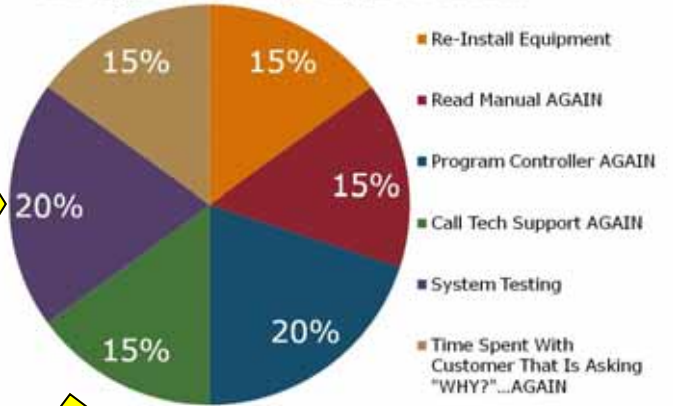
“Lakewood” vs. “Them”
How do you want your pie sliced?

Time On site with Competitor Controller



3 Weeks

2nd Trip (same month) To Replace Controller



Time On The Road



Looking For Replacement Business You Lost Due to Recommending THAT Equipment!

LAKEWOOD INSTRUMENTS MODEL 150 BOILER WATER TREATMENT CONTROLLER



The Model 150 uses the latest in microprocessor capability, giving the user a high level of application flexibility. Multiple inputs and very easy setup characterize this new technology.

This controller can be used in the Continuous Sample, Sample/Cycle, or **Sample/Hold** modes to control the boiler water conductivity.

PART NUMBER 1269089 SHOWN
Boiler Water Treatment Controller

\$762 List

FEATURES

- Use this Controller for conductivity control of boilers. It can be used for Continuous Sample, Sample/Cycle, or Sample/Hold control of boiler conductivity.
- Removable power cord and receptacles for simple conduit installations.
- One (1) water meter input, conductivity input, flow switch input, and 4-20 mA output are all standard features.
- Designed with a single circuit board for better reliability and lower cost.
- Large open shallow enclosure for easy wiring.
- The enclosure is rated NEMA 4X.
- Power selector switch for 115 or 230 vac operation.
- Heavy-duty stainless steel domed numeric keypad and illuminated graphical display allow for quick and easy programming. Steel domed switches improve the tactile sensing and life expectancy of the keypad.
- LED indicators for power, alarm and relay status.
- The display is lit by two LEDs when any key is pressed.

BENEFITS

- Easy to program, the Model 150 Controller uses an intuitive menu and a numeric keypad for programming.
- No add-on options. Flow switch input, 4-20mA output, and three boiler conductivity control methods; Continuous Sample, Sample/Cycle, and Sample/Hold are standard.
- Single circuit board design improves reliability.
- Multiple methods of chemical feed for application flexibility.

SPECIFICATIONS

Conductivity range	100-10,000 μ S	Water meter input	Contact head, paddle wheel or turbine
Conductivity sensor	2 electrode	Timer	Max. blowdown time exceeded, relay time exceeded
Conductivity Resolution	\pm 10 μ S	Output Signal	One 4 – 20 mA, non-isolated powered output
Accuracy & repeatability	\pm 1.0%	Relay ratings	3A each, 10A total
Deadband/Setpoint	Adjustable	Power	120/240 VAC 50/60 Hz
Auto/Manual outputs	Menu selectable	Ambient	32° - 120°F (0 - 49°C)
Output relays	2 selectable use and 1 for blowdown	Enclosure	NEMA 4X
Keypad	16 tactile push-buttons		
Display	16 X 2 Character		

ORDERING OPTIONS

Controller Options

- 1269089** Boiler Water Treatment Controller Only. (No Sensor or Plumbing).
- 1269092** Boiler Water Treatment Controller, Including 1/2 " MBV-1 Motorized Ball Valve, 1/2 inch Orifice Union, and SR2 Boiler Conductivity Sensor.
- 1269093** Boiler Water Treatment Controller, Including PLKT Plumbing Assembly and SR2 Boiler Conductivity Sensor.

BOILER SYSTEM OPTIONS



- 1168374 SR2 Boiler water sensor with 20 ft cable and elbow. 3/4 NPT connection.
- 1233981 PLKT Plumbing Kit, 1/2 NPT.
- 1167520 GV, 1/2 Globe Valve
- 1166355 Orifice Plate, 1/2 NPT, 1/16.
- 1166354 Orifice Plate, 1/2 NPT, 1/8.
- 1167244 Orifice Union, 1/2 NPT.
- 1268608 MBV1 1/2 in NPT Motorized ball valve.
- 1268614 MBV2 3/4 in NPT Motorized ball valve.

