

2. SOURCE OF WATER: _____

3. CONSUMPTION RATE and/or WATER USES: *[Indicate with either gpm/gph/gpd]*

4. CURRENT TREATMENT SYSTEM: _____

5. ELECTRIC USAGE: _____

6. MAINTENANCE EXPENSES: _____

7. MANAGEMENT TIME: _____

8. OTHER ASSOCIATED EXPENSES: _____

9. OTHER COMMENTS: _____

10. RECOMMENDATIONS: _____

* TWT Equipment Installation to be facilitated by:

System Appraisal Form *Instructions**

The following instructions and suggestions are intended to facilitate the process by which the sales representative conducts appraisals of water and fluid management systems of potential clients. These appraisals are then submitted to management for review with the TWT technology staff. The data provided on this Appraisal Form, along with the recommendations of TWT, will serve as the basis for preparing a proposal for the client. Accordingly, the information provided here should be accurate and as complete and detailed as possible.

Summary of Conditions:

Clearly designate the type of situation [home, business, farm, swimming pool, industry, etc.] that is being evaluated. Specify what portions of this situation are being included in the assessment [the entire household, the cooling tower only, the boiler, or only a certain portion of the farm site, etc.]. Describe the conditions as they now exist, the problems that are being experienced and/or the improvements that are being sought. This section of the appraisal form sets the background and provides the basic data needed for both the Appraisal and for the resulting Proposal. Attach charts, diagrams or any other illustrations that may clarify the situation. See the attached check list for various types of situations and the typical data needed for each.

Source of Water:

Designate the source of water for this situation [i.e. County water, well water, pond or stream, etc.] and describe the general condition of this water [treated by the County chlorinating system, untreated river water, deep well, etc.]. If available, provide any available analysis of the water [testing done by a lab, testing done by the facility maintenance or engineering staff, etc.].

Consumption Rate and/or Water Uses:

Regarding rate: how many gpd [gallons per day], gph [gallons per hour] or gpm [gallons per minute] are being consumed at this facility. Industrial or agricultural facilities often have a meter and monitor it regularly. A typical home may only have a water bill with consumption rate shown. Some may have neither, so simply estimate.

****Note: "Data Collection"***

Refer to your TWT Resource Book for other equipment, industry specific information needed to support proposal.

Water uses: summarize what the water is used for [drinking, washing, farm irrigation, swimming pool, hot tubs, cooling tower, etc.]. We will treat water differently for human consumption or household use versus farm use or other commercial/industrial applications. So differentiate the uses made of water as different uses will require different treatment methods.

Current Treatment System:

Describe any current method of treatment of the water and designate the location where this method is used [i.e. use of chemicals deposited directly into the pool, use of a kitchen counter filtration device, an in-line filter system located downline of the pump, etc.]. To the extent possible, obtain the brand name, model and general function of the treatment system [i.e. Aqua Pur Reverse Osmosis 4 gallons per minute under the counter system for drinking water, etc.]. Or, simply indicate that there is no treatment system in use. Ask how recently the water has been tested and obtain results if available.

Electric Usage:

How much electricity is required to operate each of the units [hot water heating, boilers, etc.] if known. If details are not available, obtain the general electric costs per month as a standard against which we can later show reduced costs from use of the TWT systems.

Maintenance Expenses:

How much is being spent monthly or otherwise on maintenance of various parts of the system [such as cleaning the swimming pool, time and labor for the blow down of the cooling tower, replacement or repair of the system, etc.]. Also obtain costs for routine use of any chemicals [specific type, amount and cost], again as a standard against which to show reduced costs resulting from the installation of a TWT system.

Management Time:

How much time does management [or the home owner] need to spend on a routine basis to supervise or otherwise attend to the operation of the current system? Reduction of this wasted time by the installation of a TWT system can be an advantage as it results in "one less thing to do" that accordingly liberates time and energy for other more important matters.

Other Associated Expenses:

Include any other costs that are a part of the operation, maintenance or management of the current system. For example, is any routine monitoring required, do certain parts of the systems [such as nozzles, or other functional parts] need to be cleaned routinely, is there down time during cleaning, are there routine reports to submit or regulations to observe that require time, has there been any down time due to equipment clogging, have they replaced piping equipment due to problems, etc.

Other Comments:

Is the client receptive to change or possible improvement, is there any urgency to get this job done, will this job lead to others within the company or within the industry, are there any cost or budgetary restrictions that may require special financing, will this installation serve as a model for other similar situations and thus increase sales, etc..

Recommendations:

Based on your view of this situation, what recommendations do you offer? Your special insights into this situation will be valuable in preparing a proposal that will be acceptable to the client.

Use Extra Sheets as necessary

In preparing this Appraisal Form, clarity is of the utmost importance. Do not try to crowd information into inadequate space but rather use as much paper as you need to prepare a comprehensive and useful report. Use separate sheets if necessary and number your responses according to the list above.