

Descaler helps customers save time, money

Precision Dynamics Inc.

David Guttery founded Precision Dynamics Inc. in 1990 with a simple sales philosophy: Always work in a customer's best interest. As a result, Guttery prides himself on being honest and straightforward when telling people about his company's flagship product, Dynamic Descaler®.

Not that Guttery feels he needs to mislead potential customers — far from it.

Dynamic Descaler practically sells itself. As one of the world's leading liquid descalers, this product is the brand of choice for those wanting to safely and effectively remove calcium carbonate and other scale build-up on the water side of plant and manufacturing equipment.

Dynamic Descaler is based on a proprietary formula that includes powerful detergents and strong inhibitors, all of which are safe for workers to use on a variety of equipment including boilers, chillers, condensers, heat exchangers, oil coolers, vacuum pumps and water piping systems.

Alvaro Virgen, project manager for Roses Southeast Papers LLC, likes the fact that he doesn't have to worry about being injured while using Dynamic Descaler when cleaning his company's numerous vacuum pumps.

"Of course my company requires that we wear protective face masks and gloves when working with this and similar products," he said. "But Dynamic Descaler can spill on your regular clothing and won't give you any problems. You are able to touch wet piping and pumps without being injured."

Bill Carpenter of Accurate Marine uses Precision Dynamics' top product and has also found it to be safe for both him and his equipment.

"The product is real safe," he said. "All you need is a pair of gloves and safety glasses, and you're good to go. It's also safe in terms of using it to clean things like condensers and heat exchangers. I have had the same set of 15 pumps for more than five years. Dynamic Descaler has never damaged a single one."

That's because Dynamic Descaler has the lowest corrosion rate of any descaler on the market today.

Some customers may be misled by companies claiming that their descaler is noncorrosive. As Guttery tells his clients, no descaler is completely noncorrosive, so it's important to know just how corrosive the product you're using really is.

Corrosion tests conducted by independent laboratories have confirmed that Dynamic Descaler is the least corrosive descaler available. That's why equipment treated with the product lasts longer — preventing shutdowns, expensive repairs and high operation costs.

Another important factor that companies should consider before investing in a descaler is its effect on the environment.

Dynamic Descaler is especially attractive to companies wanting to do their part to protect the environment because it's biodegradable and environmentally friendly.

"We have had no problems disposing of it," said Virgen. "We use as much as 100,000 gallons of water each day at our paper mill, so we are very conscious of our water use and disposal. Dynamic Descaler doesn't present a problem."

In addition to being a safe product, Dynamic Descaler is simple to use.

"We pump the product out of the drum and into a tank. It mixes with the water, we check the pH level, and we are ready to go. It's quick and easy," said Carpenter.

Walt Dorn of Southern Paper Group agrees. He uses the product to clean equipment such as vacuum pumps and heat exchangers.

"Dynamic Descaler is very easy to use," he said. "You can take an air pump, hook it up and go. Time is always an issue, so Dynamic Descaler is great to use in that respect."

Dynamic Descaler is great to use not only because it's safe and easy to work with; it's also effective.

Scale deposits are a problem in all types of water-cooled and water-based equipment, as they reduce operating efficiency by insulating the heat transfer surfaces and restricting water flow. If not tended to periodically, scale can lead to equipment failure and costly repairs or replacement.

That's where Precision Dynamics' Dynamic Descaler comes in.

Because the product has the right blend of detergents and other components, it is up to 20 percent more effective than other leading descalers. And it's been tested and retested over the years to ensure that it remains the leading descaler available.

In addition to being safe, effective and easy to use, Dynamic Descaler is also more affordable than other descaler products.

"We first learned of Dynamic Descaler a few years ago," said Virgen. "We were using another descaler that worked but was too expensive. David sent us a sample of Dynamic Descaler, and we immediately saw that it worked just as well and was more affordable."

Dorn also feels confident that he is getting the best product at the lowest price every time he purchases Dynamic Descaler.

"I think the pricing is very competitive," he said. "I feel like I am definitely getting what I pay for."

He also likes the fact that Precision Dynamics ships his order as soon as possible.

"I order Dynamic Descaler three times a year and have never had any problems getting it. They are very prompt," said Dorn.

The vacuum pumps at Virgen's facility hold as much as 500 gallons, meaning that he must order the product in bulk several times a year. He never worries that his order will be delayed, as Precision Dynamics makes certain that each order goes out the same or next business day — even to facilities outside of the United States.

"We call David and receive the product sometimes as early as the next day. We place larger orders, and it still gets to us very quickly," Virgen said.

Once a customer receives Dynamic Descaler he can rest assured that Precision Dynamics' experienced network of national and international account managers will be available to answer any questions about the product.

In fact, Guttery will often make on-site visits with new customers to help ensure that Dynamic Descaler is being used properly and to its fullest potential.

"After we first purchased the product, David came to our site and showed us how to use Dynamic Descaler. Since then they have been out two more times to check in with us," said Carpenter.



Heater coils **before** being cleaned with Dynamic Descaler®.



Heater coils **after** being cleaned with Dynamic Descaler®.

Virgen also benefited from Guttery's visit.

"David came out to our facility and helped us with the product," he said. "He showed us how Dynamic Descaler worked better than similar products out there. He was very helpful."

Guttery makes on-site visits because he believes in his product — just as he did when he began Precision Dynamics with a customer-first sales philosophy more than 17 years ago.

For more information, visit www.beralon.com or call (612) 9624-8011.

Dynamic Descaler®

Before

Most Effective Descaler Available

After

Lowest Corrosion Rate of any Descaler
— Don't be fooled by companies that claim their descaler is "noncorrosive."

- Biodegradable
- Safe and easy to use
- Works fast
- Powerful detergents
- Superior corrosion inhibitors
- Extends life of equipment
- Improves efficiency
- Used worldwide

Available in

- Tankers
- 275 and 330 gal. totes
- 30 and 55 gal. drums
- 5 gal. pails
- 4 x 1 gal. cases

Safe on

- Steel
- Copper
- Plastic
- Iron
- Brass
- Rubber

Ideal for

- Boilers
- Chillers
- Condensers
- Cooling Towers
- Heat Exchangers
- Liquid Ring Vacuum Pumps
- Oil Coolers
- Water Piping Systems

Call for volume pricing.
(612) 9624-8011 www.beralon.com davidm@beralon.com

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