

Where is one to turn for value and objectivity?

Sales

Salesmen strive to maximize profit by selling their product at the highest price by creating the PERCEPTION of value.

You, the customer, on the other hand, wish to select the best product at the lowest price. You and any salesman have conflicting goals.

Science and Engineering



Research - discovering and describing facts about matter and energy.
Engineering - developing useful, inexpensive, materials and technologies.
Communicating - the fruits of science and engineering (e.g. this seminar).

Buildings are networks of engineered systems. During design and construction, soils, building structures, electrical, water and HVAC systems, are engineered, installed and commissioned. Our specialty is protecting HVAC water systems from corrosion and scaling with engineered protective treatment programs.

Since 1970, we have engineered and managed such programs for facilities managers.

| | |
|------------------------|--------------------------------|
| | <u>cost / system / year</u> |
| Closed Chilled System: | \$192 |
| Closed Heated System: | \$192 |
| Steam System: | \$192 |
| | <u>cost / 200 tons / month</u> |
| Cooling Tower: | \$84 |

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Richard Kunz, chemist, ltd. ... helping facilities engineers since 1970

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