

## Vail Self Cleaning Water Coolers

What's the point in having filtered or bottled water if your water cooler is filled with bacteria? {mosif usergroup=registered} Up until now, ozone and UV have been the main method for disinfecting water coolers. Automatic disinfection of the water dispenser is a major advantage in the competitive marketplace.

Many low end water dispensers are flooding the country. Whether it's the cheap bottled water coolers from the big retailers. Or the new generation of low price bottleless water coolers that more and more water companies are offering.

With all of this low cost competition, business has become tougher for many. Although the water market is still expanding, many new companies crop up daily wanting a piece of the pie.

The most successful method for getting people to choose your service over others is to offer water coolers with features unavailable on these low cost water dispensers.

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People spend a lot of money on buying clean bottled water or an expensive water filtration system. Only thing is that in most cases, that clean, good water gets soiled when it goes into the water cooler. Damp environments always grow bacteria quickly, especially when not cleaned. Like the back corner of some people's fridges.

With every passing year, people are becoming more and more concerned with bacteria. And as research shows, almost every water cooler has bacteria levels many times higher than the maximum the government recommends as safe. Not only that, but over 1/3 of household water dispensers have at least one disease causing form of bacteria. The basic reason is that almost no one cleans their coolers often enough. It's just too much work.

As a result demand for self cleaning water coolers is on a rise. Europe now enforces mandatory water dispenser cleaning because of the bacteria issue. And it's possible in the future that similar laws will be passed in North America. But regardless if any law is passed or not. The fact that it has become a public issue shows how concerned people are.

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By offering a disinfecting water cooler, your company will have an immediate advantage. In general most people want products that do the cleaning for them. Very few actually want to go through the hassle of cleaning their water dispenser.

They much prefer machines to do the cleaning for them. And they're willing to pay hundreds of dollars, if not thousands for these time saving, manual labor reducing devices. Dishwashers, self defrosting freezers, self cleaning ovens, washing and drying machines, vacuum cleaners. These standard household appliances are all tools to assist with cleaning. A water cooler is no different.

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Hot water disinfection is a new technology based on one of the oldest cleaning principles. Everyone knows that hot water disinfects just about anything. It's used to clean in dishwashers, laundry washing machines, professional steam cleaning vacuums, and even in industrial applications. {mosif usergroup=registered}And unlike ozone and UV, which many people associate with the depletion of the ozone layer and skin cancer, hot water sterilization is something that all are familiar with, and have probably used during their lives. It's an immediately accepted technology, used in dishwashers, and washing machines, that requires no convincing. {endif}

{multithumb thumb\_width=100 thumb\_height=200 thumb\_proportions=crop num\_cols=1}This technology generates hot water in the hot tank. A microprocessor controls a solenoid that releases this hot water into the rest of the water dispenser. The computer turns the cold system off during disinfection. The hot tank then continues to heat the water in the entire water cooler until a temperature a little below boiling is reached. The temperature is then maintained in the water cooler for an extended period of time. Allowing for any bacteria, viruses and fungi to be killed.

Afterwards, the microprocessor instructs the solenoid valve to close, and the water dispenser to resume normal function.

This process maintains an extremely clean water system. Like ozone, the hot water travels throughout the water cooler, getting into every nook and cranny exposed to water.

{mosif usergroup=registered} With this type of system, competition against regular water coolers is a breeze. You only need to point out that with other water dispensers, the owners need to manually take them apart every couple of weeks, and clean them with bleach or hydrogen peroxide.{endif} Simple soaping won't work, since scrubbing cannot be done in the small waterways like the faucet paths and various tubes. This process takes at least an hour to do properly.

Modern research has demonstrated that bleach solutions don't kill all the water cooler bacteria, like once thought. The bacterial biofilm acts as a protective shield for the bacteria cell, and makes them an amazing 150 to 3000 times more difficult to kill, depending on the types of bacteria that are found in the water dispenser. Wiping with bleach solution only works in the areas of the water cooler that can be reached. But the internal tubing still retains bacteria cells which are shielded by the biofilm. So populations return even after cleaning.

The alternative to not cleaning the water cooler is to allow bacteria to develop biofilm slime in the water dispensers. This layer of slime gets thick enough to see by the eye. And when that much forms, the water cooler contains many billion bacteria. Which in turn causes high quantities of bacteria to populate the water. Generally hundreds if not thousands of times higher than in tap water.

And while most water cooler bacteria is considered harmless. A recent study showed that a whopping 36% of household dispensers had disease causing, pathogenic bacteria as well. A high percentage of that being coliform. Coliform bacteria meaning bacteria commonly found in human feces. A healthy adult with a strong digestion may be able to drink water like this, and not see any obvious side effects, except perhaps the occasional stomach flu. Far more at risk are toddlers and young children, and anyone else with immature immune systems or weak digestion.

E coli, Legionella, and other serious bacteria have all been found in water coolers. In order to remove any colonies from your water cooler, you need to use automatic sterilization.

Hot water self cleaning is the best option. It thoroughly cleans the water cooler at a heat that not only kills bacteria cells, but fungus and viruses too. UV disinfection has a serious drawback. It can only kill bacteria that comes close to the UV bulb. Areas that are far away from the bulb, or hidden areas, like the tubing, are not effected by the UV at all. So bacteria can thrive in these areas. Ozone is just as effective as our hot water. But most water dispensers that have ozone aren't sealed properly. Therefore, they release high levels of ozone into whatever room they're in. Which can cause lung damage, and other ailments.

The hot water self cleaning function destroys all types of bacteria, as well as fungi, viruses and protozoa, such as E Coli, Giardia lamblia, Vibrio cholerae, Legionella pneumophila, Cryptosporidium parvum, Salmonella, Campylobacter jejuni, Shigella sonnei, Entamoeba histolytica, Yersinia enterocolitica and even the most heat resistant viruses like Hepatitis A.

When your customers understand the consequences of letting bacteria grow in their water dispensers, they'll look at self cleaning water cooler you offer and compare it to the bacteria breeding water coolers your competition offers. And they'll probably come to the same conclusion they did when they purchased their self defrosting freezers, laundry machines, dishwashers, and other essential time saving, sterilizing machines.

You might be renting water coolers now that you are cleaning by hand. If so, you can save yourself hundreds of dollars a year per water dispenser. I'm not sure how many water coolers you have in your fleet, but if it's a good size, then this can translate into tens of thousands, if not hundreds of thousands of dollars in savings every year.

You'll be able to get about 15 times as many customers for these water dispensers.

Most companies are trying to sell water coolers to people that don't already have them. Not those that already have ones they're satisfied with. How many of your clients don't have a water dispenser? 5% - 10% at most?

Why would water companies bother to try to sell a water cooler to someone that already owns one? Up until now, it wouldn't make sense. However, you now have the ultimate solution to keeping water coolers clean. A technology that will prevent their children from drinking large doses of bacteria. This is the perfect reason for a water cooler upgrade. In fact anyone that already has a cooler is a perfect customer. Not just the 5 to 10% that don't have coolers yet. This is a real profit maker. You have loyal customers right now, who are used to buying from you. They're naturally the people who will be most responsive to your sales efforts. Before, there was no reason for them to buy a new water dispenser. Now you have the opportunity to sell or rent far more water coolers than you could have imagined for this upcoming year.

"The previous year, I think I sold maybe 25 to 30 coolers ... and in the first year we brought in your coolers and sold about 135 coolers, so it really boosted our sales, of course, not only the cooler sales, but we received many new water customers because of them."

-- Ernie Pawluck, Purified Water, BC

"It's the five year warranty. The energy savings. It's all around an amazing package ... It's very easy, once I start explaining everything to the clients, I know it's sold. Honestly, in our experience, we're probably selling three times as much."

-- Vicky Gonzalez, Extreme H2O, ON

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{multithumb default}Elite Self Cleaning Water Cooler

\* Hot water disinfection. The complete advantage when selling against plain, non self cleaning water dispensers. The only water coolers in the world with hot water self cleaning.

\* Digital control panel. Allows you to program how often the self cleaning cycle runs. It also lets you know what it is doing in the disinfection process. It's exclusive to the Elite coolers.

\* One water cooler supplies an entire office. Makes 2.67 gallons of extremely cold water under 50°F per hour. Side by side tests show that these water dispensers make about 20 times as many cups per hour compared to most water coolers. It has an oversize condenser that makes a thick ring of ice. This causes rapid cold water production.

\* The cold tank is highly polished stainless steel. Very reflective, like a brand new stainless steel cooking pot. Compared to the dull unpolished steel most water coolers use, this speaks volumes of very high quality and craftsmanship. At 1 gallon, the size of the cold tank is also impressive, since it has the largest volume out of any bottled water cooler, or convertible to bottleless water dispenser.

\* Supplies an entire office of tea drinkers. Produces an incredible 2.12 gallons of steaming hot water per hour. It's huge 1.58 quart tank has a powerful 600 Watt element.

\* Don't waste money buying more than one kind of water cooler. This one does it all. It can easily be changed from a bottleless water dispenser to a bottled water cooler. And unlike other convertible water coolers, this one allows you to put your filters inside the front panel.

\* You don't need to switch on the light during the night when coming to get a drink. It has a soft blue night light which keeps the faucet area lit.

\* The POU system has a dual float mechanism that has been tested to an incredible 500 PSI.

Keep bacteria out of your clean filtered or bottled water. Give us a call right now to place your order.

Effectively kills bacteria and viruses in your water cooler. Prevents buildup of bacterial biofilm slime common in 99% of coolers. {multithumb thumb\_width=100}