

arc dinner drawing

This issue we're offering a \$100.00 gift certificate to any Clyde's Restaurant. Fill out the entry form and mail it to us by December 12th, 2008 to enter this drawing. Thank you all for your responses. Keep sending in your entries and you just might win! The winner of the last drawing was Michael Beachley of Divaris Property Management, who enjoyed watching the Orioles-Red Sox game on August 19th.

Name: _____
 Company Name _____

 Address _____

 Phone _____

Entries must be received by December 12, 2008 to be eligible. The winning entry will be contacted by phone and listed in the next newsletter. No duplications, please.

Detach this portion of the newsletter, fill in the requested information and mail your entry to:

**Arc Water Treatment Company
 Clyde's Dinner Drawing
 10620 Riggs Hill Road, Unit J
 Jessup, MD 20794-9431**



EMPLOYEE MILESTONES

Arc recognizes several individuals who have provided dedicated service to our customers. We greatly appreciate their efforts and continued commitment to excellence.

David Goldstein	President	28 Years
Eric Hagen	VP – Sales	20 Years
Bob Whitcomb	VP & Controller	10 Years
Bibi Perrotte-Foston	Correspondence	9 Years
Sophia Zhang	Bookkeeper	5 Years
Gloria Wade	Contracts Administrator	5 Years
James Graham	Service Technician	3 Years

Orioles Tickets Winner

Eric Hagen presents Michael Beachley with Orioles tickets, won from the last WaterWorks drawing.



featured customers

ARC SERVES MAJOR SENIOR CENTERS

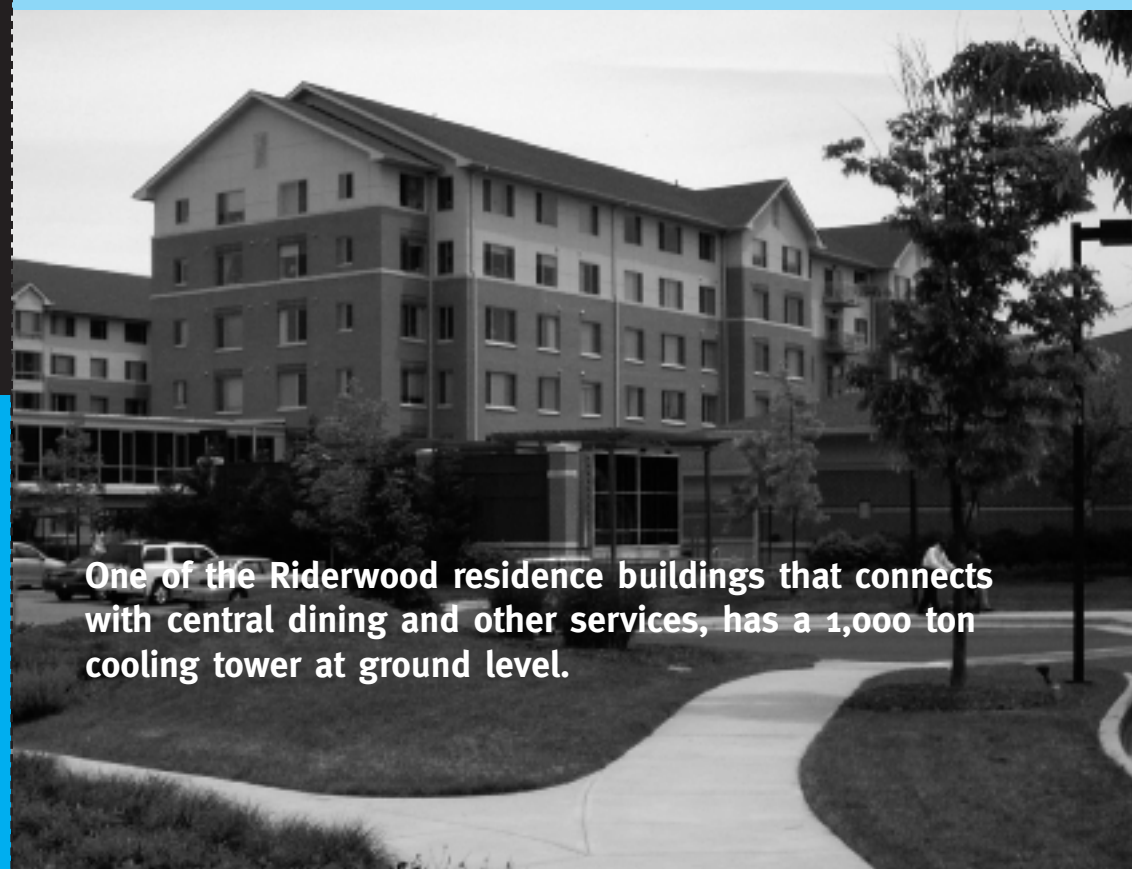
There's a special client we wish to recognize – the Erickson Retirement Communities. They have selected Arc Water Treatment as their vendor of choice in the Mid-Atlantic Region.

Erickson Retirement Communities is the nation's leading builder and manager of moderately priced continuing care retirement communities. With eighteen major properties from Maryland to Colorado, and over 11,000 employees, they have grown in twenty-five years to be one of the leading providers of an active senior living environment and are setting a new standard in active care. Their strong promotion of the active lifestyle is evolving into a proactive approach to health care for seniors, and John Erickson, their founder is leading the transition for managing health care costs for those aged 70 and up.

Headquartered in Catonsville, Maryland, many of their properties are in the Mid-Atlantic Region, and Arc Water Treatment is proud that Riderwood is the third property for which we are providing complete water treatment service. Each of these properties has multiple residential apartment buildings and several common buildings to house, feed, and support the active senior lifestyle.

Most of the properties have multiple HVAC systems. Oak Crest Village in Parkville, MD has six cooling towers (linked in two major systems) that provide over 3,600 tons of cooling capacity. Riderwood, in Silver Spring, MD has five major towers in separate buildings with almost 4,000 tons of capacity. Servicing this much tonnage requires considerable amounts of treatment chemicals, and our highly qualified Service Technicians ensure that not only is the necessary amount of chemical delivered each month, but that the conductivity control panels, chemical feed pumps, and chemical storage tanks supporting the treatment systems are maintained in good working order.

Arc Water Treatment is pleased to be Erickson's vendor of choice, and to be a key part of their providing an active, healthy environment for their residents.



One of the Riderwood residence buildings that connects with central dining and other services, has a 1,000 ton cooling tower at ground level.

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Water Treatment Company
 of Maryland, Inc.

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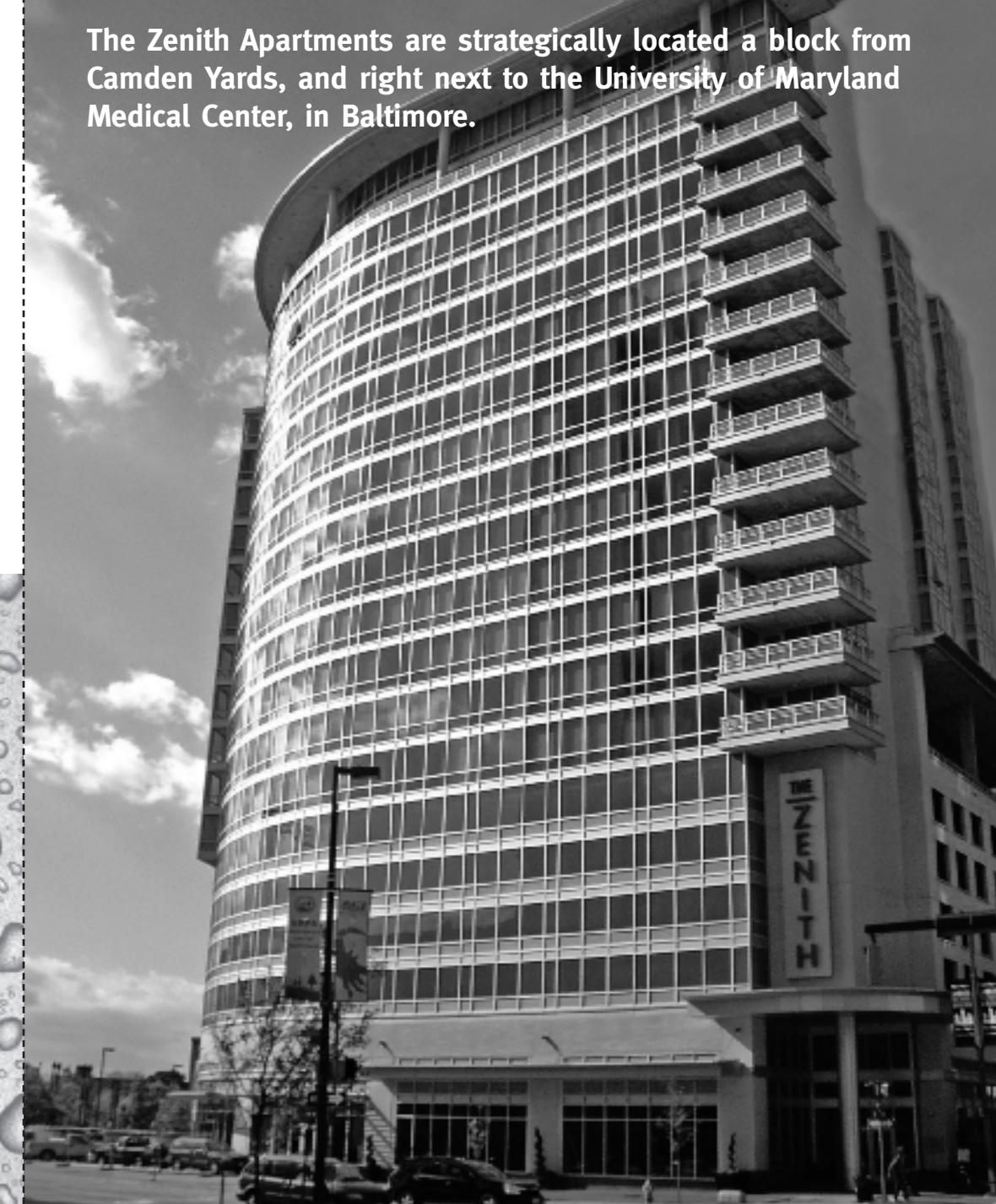


waterworks

waterworks

A Publication of Arc Water Treatment Company of Maryland, Inc.
Fall 2008

The Zenith Apartments are strategically located a block from Camden Yards, and right next to the University of Maryland Medical Center, in Baltimore.



Featured this month is a newly-completed building just across from Oriole Park at Camden Yards.
LOOK INSIDE TO FIND OUT MORE!

new customers

arc celebrates 45 years

ARC WELCOMES NEW CUSTOMERS

Arc is pleased to have signed up many new customers over the last few months. Some of these distinctive properties include:

413 N. Caroline St.
Johns Hopkins
Baltimore, MD

600 Red Brook Run
700 Red Brook Run
David S. Brown
Owings Mills, MD

6707 Electric Drive
Beatty Management
Springfield, VA

Bennett Park Apartments
WRIT
Arlington, VA

Chase Plaza Condominium
Paul Associates
Washington, DC

Courtyard by Marriott
Aberdeen, MD

Fredericksburg Ice Park
Fredericksburg, VA

Harris Teeter #282
Washington, DC

Hollins Market
Baltimore Public Market Corp.
Baltimore, MD

Montgomery Park Office Building
Trane
Baltimore, MD

Reisterstown Sportsplex
Baltimore County Revenue Authority,
Baltimore, MD

Town of Ocean City
Johnson Controls
Ocean City, MD

Woodward Building
SJK Properties
Washington, DC

The Zenith Apartments
Bozzuto Management
Baltimore, MD

The building we feature this month has already been seen by those who watch the Orioles on TV, as it's a newly completed landmark just across from Camden Yards. The Zenith is a 21 story luxury apartment building advertised as "Sophisticated, Stunning, and Spectacular". It is marketed as a fashionable address featuring top-grade finishes and walls of glass overlooking Orioles Park at Camden Yards, and Baltimore's Inner Harbor.

Already 75% leased after less than a year, many doctors from nearby University of Maryland Medical Center are making it a convenient home. The UM Hospital is essentially next door, including its world renowned Trauma Center. Bozzuto Management Company, recipient of the National Home Builders Association's Property Management Company of the Year Award, manages the Zenith to the highest standards, providing premier service every day.

With this standard in mind, we were contacted by their Service Manager to provide water treatment to the 400-ton cooling tower and closed loop system. We will also be treating the three new boilers that are being installed. Having helped them clean up white rust issues in the tower, and initiating our highly effective cooling tower treatment chemicals and alternating biocides, we are now able to maintain these systems to the Zenith's high standards via monthly visits.

Arc Water Treatment is pleased to have been chosen to service The Zenith Apartments, and we believe it is another example of how we continue to be the Regions' Premier Water Treatment Company.

Arc Water Treatment has been celebrating several significant events that we want to share with our readers. Not that Party! Party! Party! applies, but that we are especially proud of our achievements and those achieving special milestones.

First we announce our **45TH ANNIVERSARY!** Arc Water Treatment was founded in Philadelphia in May, 1963 by Edwin F. Goldstein and his partner. Several years later, Ed had the opportunity to service the GEICO Headquarters in Bethesda, and began making contacts in this region. By 1980, when his son David graduated from the University of Maryland, there was ample opportunity for David to work full time growing the business here. Eventually the firm split from its Philadelphia partner, and Arc Water Treatment Company of Maryland has been growing ever since. With David now as our President we can look forward to many more years of success.

Ed Goldstein, Arc's Chairman, turned **80** this year, and David Goldstein has been celebrating his **50TH** in his own special way. This has included several golf trips in addition to his regular ones with his school mates. Ask him in particular about the trips to Cancun, Florida and the Poconos. As we celebrated with him (see the picture of his cake), we wished David many more healthy and happy years.

Congratulations are due to Eric Hagen for **TWENTY YEARS** of dedicated service to Arc Water Treatment. Eric has been a loyal and highly productive salesman since joining the company in 1988, and he will continue to support his customers for many more years to come.

And just announced is an award to be given in December to Arc as the **ASSOCIATE MEMBER OF THE YEAR** for 2008 from the Washington Regional Chapter of the Property Management Association. There will be more about this in the next issue.

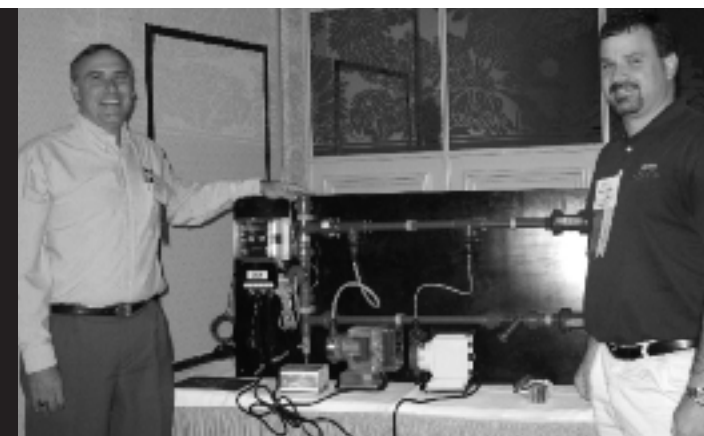


TJ Farmer, Arc Water's Service Technician, inspects one of the two large cells of the cooling tower at Fox Hill Retirement Community.

Right: The birthday cake presented to David Goldstein on his 50th.



Right: Eric Hagen and Paul Sappington at the PMA Maintenance Summit with the working demonstration panel that includes a controller, conductivity sensor, and pumps.



Right: The new Fox Hill Retirement Community is almost finished, and awaits its new residents, who will move in soon.

arc helps the construction industry



Company for opening late in 2008. The facilities will offer three levels of senior living: independent apartments, assisted living, and Alzheimer units, along with an outpatient rehabilitation center.

Designed by Dimella Shaffer Architects of Boston, MA, it presents Craftsman-style buildings with four main wings connected to the central core, housing restaurants and other services. Most units have garden views, fountain views, or views of the adjacent Burning Tree Golf Course, all surrounded by 16 acres of manicured grounds and natural forests. RDK Engineers, also from Massachusetts, designed the mechanical and other systems, which include large, centralized heating and cooling systems. A 1500 ton cooling tower provides the chilled water that is then circulated throughout all the buildings and living units to keep residents cool in summer. Similarly, a single heating plant provides hot water that runs in a closed loop to all living spaces for heating the apartments.

Weitz contracted with Heffron Company of Kensington, MD to install all the mechanical systems for the complex. For over 80 years, Heffron Company has been installing Mechanical and Plumbing systems in commercial offices, biotechnology process facilities, and power generating stations in the Washington

Metropolitan region. They have helped build major facilities for companies such as Human Genome Sciences, Genetic Therapy, Genvec and Avalon Pharmaceuticals. Heffron selected Arc Water Treatment to provide the water treatment equipment and warranty service for the large cooling tower and the closed loop systems that support HVAC services for the entire Fox Hill complex.

Our contract with Heffron called for supplying the control panel, pumps, bypass feeders, and other equipment that Heffron installed in the Equipment Room on the first floor of the building housing the gigantic cooling tower. The tower consists of two interconnected cells, operating as one large system, which receives the chemicals that we supply to protect them from corrosion, scale and algae formation. We also provided chemicals to clean these water-based systems, and to reduce corrosion within the closed loop systems. The contract calls for us to make monthly visits for a year to ensure these systems work properly throughout the warranty period, protecting both the contractors and the owner. Arc Water Treatment is very proud to be chosen for this work at this outstanding new senior center located alongside one of Bethesda's wealthiest communities.

ARC PROVIDES KEY SPEAKER

The Washington, DC chapter of the Property Management Association recently held their annual Maintenance Summit, to provide continuing education to building maintenance and engineering personnel. Eric Hagen, Arc Vice President, was a featured speaker in presenting the Principles of Water Treatment. Over 30 people attended this popular seminar, where they had the opportunity to test samples of water with differing conductivity levels, to learn the impact of running high cycles in cooling towers, and see different types of chemical feeding equipment. Using a Powerpoint Presentation, Eric talked through the various chemicals used to treat water and their importance in all HVAC systems.

Our sales staff is available to make this presentation to property management firms, design offices, and other organizations with an interest in water treatment. Please call us at 800-832-3260 to schedule a seminar for your office.