



Culligan Success Story Treasure Island Resort and Casino



After Treasure Island implemented brine reclaim on their water softening system, they experienced a 30% savings in salt.

Customer:

Treasure Island Resort and Casino, Red Wing, Minnesota

Description of Business:

Resort and casino with approximately 1,700 employees

Contact:

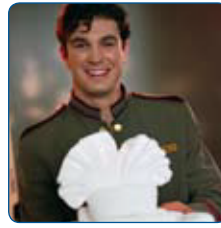
Mike Siegfried, Master Plumber
Larry Befort, Chief Engineer

Situation/Problem:

Treasure Island Casino had recently purchased a triplex softener system and was asked to be a test site for Culligan's MVP controller. The customer was interested in the new controller because it offered the ease of programming; with the push of a button, all of the softeners take on the same setting. Treasure Island had a relatively new softener system with older controls, so as part of the field test, we upgraded the Treasure Island system with MVP (in 2002).

Mike Siegfried had heard about brine reclaim technology from another company, who touted a possible 15% - 20% salt savings. Mike was interested in saving money on salt and asked Culligan for information on their brine reclaim system.





Superior service with every order.

Every customer is important. And every customer is different. With a partner like Culligan Commercial, you can expect a water treatment plan as original as you are. And like you and your business, we pride ourselves on supporting our solutions with ongoing expert service.

Solution:

Culligan offered Treasure Island Casino the opportunity to, once again, be a test site - this time, for Culligan's new brine reclaim kit. Mike would be able to try the product for three months, and Culligan predicted a 30% savings in salt. The testing began in the summer of 2006.

Equipment installed:

- Water Softener
- Brine reclaim kit

The results/Customer Benefits:

There are 2 areas in the facility that have softeners: the hotel area and the receiving dock, which feeds the casino and kitchen. The brine reclaim system was put on the softener for the kitchen. That system used 21,900 lbs. of salt from January to August. The cost of the salt is 10.25 cents per lb. They've been saving 30% of that cost, which equates to \$673 for a six-month period. Mike Siegfried and Larry Biefort can compute the actual savings because the truck that pumps salt into the softener has a scale that can measure the salt usage.

The hotel area of Treasure Island Casino uses 31,000 lbs. of salt per year. They're considering putting brine reclaim on the hotel softener as well, which would result in a total savings of approximately \$2,000 annually. The brine reclaim system will pay for itself in 2 years. Mike likes the fact that one brine reclaim controller feeds all 3 softeners. He believes it will be dependable over a long period of time and it's cost-effective.

Culligan Advantages:

- Localized service.
- Factory support and training.
- Ability of the product to adapt to most any system.
- The Culligan sales representative's expertise in accurately assessing the problem and creating a customized solution that met the customer's needs.
- Brine reclaim ROI tool that calculates savings and payback time for the customer.

Finally, an end-to-end solution from a single source.



Place your commercial and industrial water treatment needs in the hands of a global leader.

For over 70 years, Culligan has made better water. Our global network, comprised of 800+ dealers and international licensees in over 90 countries, is completely dedicated to solving any and all water-related problems. As the unrivalled worldwide leader in water treatment, our sales representatives and service technicians know the local water conditions in your area. Being global and local ensures that no one is better equipped than Culligan to deliver customized solutions to any commercial and industrial water issues that affect your business and your bottom line.

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