

SBRPA's Business Partners



April's Featured Partner: Sol Wave Water



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The Good, The Bad, The Ugly of Water

How is it that something we all require we know so little about?

Our area, Van Nuys through Paso Robles, we have some of the hardest water in the country. As owners of multi-family, we see that a majority of our maintenance and cap-x investments go to the areas of our properties that are exposed to the tap water. Kitchens and bathrooms, water heaters and valves, sinks and fixtures, and shower doors and tile. Consider the Burmese Proverb "Water can wear away even the hardest rock". In Santa Barbara we see the water leave behind the rock on everything we own.

Water softening is the only way to actually address the damage done by hard water. A "real" water softener actually removes the hardness

(dissolved rock) from the water before it enters the building. You know the call from the tenant that the water heater is crackling and popping, the call that you know will result in the \$1000-5000 bill from the plumber, that can be dramatically reduced or prevented.

As space becomes more crucial, and greater efficiency is sought, we see the installation of tankless water heaters on the rise. Our raw tap water is too hard for the tankless heaters and will void the warranty on most major brands of tankless heaters if a water softener is not installed.

Desalinated water is not for everyone, only a select few get it. Although the desalination plant is producing about 30% of the water for the City, that water is only delivered to the water front and downtown up to about Carrillo street. The harbor area doesn't seem to get any, none on the Westside, not much on the Eastside. The desalinated water is much less hard compared to our regular Cachuma water.

Not only does soft water protect the building and infrastructure, it improves the quality of living the tenants. On larger properties we can get the per unit costs below \$25/mo, offering the benefits of soft water help get the more discerning tenant who is willing pay \$50-150 more in rent per month. What a benefit, protect the property, have happy tenants, and bring in more rent with less maintenance costs.

Softeners come in different sizes and configurations. One of the common errors we see is incorrectly sized softeners. The three main factors in correctly sizing a unit are pipe size of the building, and the total occupancy of the building, and the hardness of the water in your area. Most of Santa Barbara's water is in the 22-25 grains of hardness per gallon. Goleta is often in the 28-34 grain range. Solvang can be

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14-35, and parts of Camarillo are 48-52 grains per gallon.

As equipment ages it needs to be serviced and maintained. Here are the top 10 indications your water softener may need attention:

1. High water bill
2. Softener not using salt
3. Very low, or no water, flow in the building (resin in the softener needs to be replaced)
4. Amber or yellow tiny beads clogging aerators, faucets, shower heads.
5. Scale buildup on shower doors, faucets, and inside dishwasher.
6. Salty tasting water
7. Salt tank full of water
8. Softener has constant water to drain
9. Water heaters failing too often
10. Tenants complaining of spotty dishes.



Lori Zahn and Steve Nipper

About the author: Steve Nipper is the owner of Sol Wave Water, his 29 year background in the water conditioning industry has greatly contributed to the success of the company. From Van Nuys to Paso Robles, Sol Wave Water sells, rents, and services all major brands of softeners, filtration systems, drinking water systems, and offers 5-gallon bottled water delivery. If you already have equipment, Sol Wave Water offers delivery of salt and potassium, regular maintenance services, as well as one time service calls, efficiency checks, and system rebuilds. Please call today to see how good we can make your ugly water. www.SolWave.com or 805-845-5443