

To those concerned,

Over a year ago, Bob Soffel introduced me to *HydroFLOW*, an electronic water conditioner that removes and prevents scale, mold, bacteria and algae in water systems. He presented a lot of supporting data and a sincere passion to serve the healthcare community. We discussed an ice machine that presented chronically with biofilm as a potential trial opportunity.

I agreed to a trial on that ice machine. After a 90-day trial, we found the device works as described; it reduced hard scale and eliminated biofilm and mold. The ice machine that gave us regular challenges was no longer doing so, and was clean upon routine visual inspection. Regular cleaning has been easier and takes less time and interference with regular hospital operations.

After a full year in use, the *HydroFLOW* device on ice machines at our hospital proved to:

- reduce trouble calls due to bio, mold and scale problems.
- reduce risk associated with bio and mold to our patients, staff and visitors.
- reduce costs associated with maintenance, repairs and replacement.
- improve compliance and regulatory standards of care.

I recommend that you consider this product for your ice machines. It certainly reduces maintenance issues due to hard scale and makes regular maintenance much easier. But more importantly, it reduces risk to our patients, staff and visitors. It also helps to keep us compliant with food and safety regulations as well as Joint Commission standards.

Bob is a trusted partner in combating infection potential in water and air applications through proven technology and is focused on delivering the next 'best practices' in modern healthcare facility management. He strives to understand the challenges, is sincere in his approach, and exhibits a technical proficiency of the technologies he chooses to offer.

I intend to continue asking Bob to apply *HydroFLOW* where it can make a positive impact on the various challenges we have within our facility's water systems.

I'd be happy to discuss our experience with my healthcare colleagues. Please coordinate with Bob for my contact information.

Sincerely,

Randy French
Director of Facilities
Central Kentucky Hospital