

MARYLAND ATHLETIC CLUB AND WELLNESS CENTER BALTIMORE, MD

The Maryland Athletic Club and Wellness Center, owned by Tim & Liz Rhode, or “the MAC” as it’s known in the area, opened for business on September 3, 1996, providing a truly unique vision of health and wellness for the Baltimore County community. What started as 26,000sf of abandoned warehouse space has expanded three times to more than 61,000sf of the finest health and wellness activities available anywhere in the Country. The “MAC” effectively merges wellness with fitness, and offers more than just exercise – including aquatics, education, motivation, recreation, rehabilitation, balanced nutrition... All of the things that contribute to a healthy lifestyle.

When chatting to Tim Rhode about his conversion to Salt Pure®, he started with **saving money** and **rave reviews from members!** Here’s **Tim Rhode’s** story about his conversion to Salt Pure®:

*“We experimented first on our most volatile pool, a 1,700 sf warm-water therapy pool that sees huge swings in bather load on any given day. **Our experience was so good** that we quickly scheduled the remaining 3 pools, including our hot tub and planned to use the Salt Pure® System on each of the 4 pools in our new club, currently under construction in downtown Baltimore.”*

What about cost issues? Are you saving or spending with your TMI System?

*“There’s an expense up-front to convert to the TMI system, but the **return is terrific** with the drastic savings in monthly operating costs. The other return is that the members instantly detect an improvement in the water, and anyone who had an aversion to chlorine (typically 17% of the population) is now delighted.”*

Or is this less important to you than swimmer satisfaction?

*“They’re equally important. Our pools were very clean before, so it was important that any new approach to sanitation did not diminish that reputation. **I didn’t think it was possible, but within a day of the first installation, the water quality had visibly improved beyond our previously high standard!**”*

What is your overall experience with TMI?

*“Helpful, fair and easily the **most knowledgeable people** we’ve met when it comes to water chemistry and what really goes on in a commercial pool. **In a word – Excellent!**”*

Well, we return the compliment. It is the clubs such as the “MAC” and Sunset Athletic Club, that allow us to be as good as we can be. After all, we are only as good as the clubs we work with!

SUNSET ATHLETIC CLUB, PORTLAND, OREGON

The owner, **Chuck Richards**, was not only the highest scoring American in the modern Pentathlon at the Olympic Games in Munich in 1972 but has been a dedicated member of the Health industry ever since, and is an innovative and inventive Club Owner. Approaching the completion of a 4- phase expansion to include among other things, **his indoor Aquatic Facility** which was completed early in 2006, Chuck wanted to ensure that his expanded facility would be energy and resource efficient. The result, was an **energy efficient, “green” building which is healthier for the members, healthier for the environment and more cost effective to run.**

Sunset Athletic Club has been a “dream” to work with. Chuck approached TMI in the design phase of his project and designed his pump room to accommodate his maintenance staff in the best possible ways. **Installing and “staging in” his Salt Systems and Controllers went incredibly smoothly and we put that down to the quality of staff we were given to work with and superior facility design.**

I recently chatted to Chuck about his decision to go with Salt Pure® and he reminded me that he did a lot of research in the market in general and chlorine generation in particular before deciding to go with Salt Pure® so was very comfortable with his decision by the time he went ahead. This is what Chuck had to say:

*“**Going with Salt Pure® was the right decision** in many respects. From the user standpoint, the **members love it!** They cite all the usual reasons: soft water that is gentle on the eyes, skin and swim suits; no chlorine smell, and it is comfortable for the more sensitive swimmers such as seniors and children as there are no skin rashes. I even have some members who have moved further away from my club but kept up their memberships because they like the pools, and will drive 30 to 40 miles just to swim at our facility. I’ve added about 500 memberships since the Aquatic Center phase was completed and I’m **saving about \$700 per month** after payback of about 4 years on my capital equipment. My overall experience with TMI has been terrific. From the start I have embraced full involvement with TMI and have developed strong relationships between my staff and **TMI staff which makes our job so much easier. When problems arise, they are quickly solved!**”*

Chuck stressed that it is important for TMI’s customers to **fully understand the support capability that TMI offers and to take full advantage of that.**

From our perspective, Sunset Athletic Club has been terrific to work with too and we are proud to be associated with a forward thinking, “green” facility such as Sunset Athletic Club.