DISCUSSION GUIDE

EP 397: HOW TO LOOK AT YOUR TESTS

EPISODE SUMMARY

In Episode 397, **Trace Blackmore** discusses how to approach water treatment testing with a "Pinks and Blues" mindset. He covers organizing tests, interpreting results, and optimizing the process, focusing on categories like base water, concentrated water, and system signs. Trace emphasizes comparing results to identify issues like scaling or corrosion and the importance of adjusting treatment programs based on these insights.

KEY TAKEAWAYS

1. **MINDSET IN TESTING:** Form a hypothesis before running tests and understand how the system is expected to behave.

2. **TEST ORGANIZATION**: Categorize tests into base water, concentrated water, product contributions, and system signs.

3. **TEST TIMING:** Optimize testing by running longer tests first and organizing them by how long they take to complete.

4. **TRUE CONCENTRATION**: Test non-scaling ions to determine if water concentration and if issues like scaling are occurring.

5. **INTERFERENCES:** Identify potential interferences, such as sodium hypochlorite affecting chloride levels.

6. **SYSTEM SIGNS**: Look for signs of scaling or corrosion by comparing water samples over time.

7. **EFFICIENCY**: Save time by knowing the procedures and timing of tests to better serve customers.

8. **RESIDUALS**: Understand that many product-related tests show residuals in the system, reflecting what's left after product usage.

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KEY TAKEAWAYS

9. **DETECTIVE WORK:** Embrace a detective's mindset, as tests often hint at deeper system issues requiring further investigation.

10. **PRACTICE & EFFICIENCY:** Mental preparation and familiarity with testing procedures can significantly improve efficiency in the field.

TEAM DISCUSSION QUESTIONS

1. Why is it important to form a hypothesis before conducting water tests?

2. How should you categorize your water tests for optimal analysis?

3. What does "true concentration" mean, and how can you determine it?

4. Why does Trace suggest running the longest test first?

5. How can sodium hypochlorite impact chloride levels in testing?

6. What can discrepancies between silica and hardness concentrations indicate?

7. What role does test timing play in improving efficiency during site visits?

8. How should you interpret product contribution tests like phosphate or PTSA?

9. What are "system signs," and how do they help diagnose system conditions?

10. What does Trace mean by “your tests are your tool, not your master”?

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ANSWER KEY (FOR THE FACILITATOR)

1. It allows you to determine if your test results will confirm or disprove what you expect from the system.

2. Tests should be grouped into base water, concentrated water, product contribution, and system signs.

3. "True concentration" refers to the accurate ratio of concentrated to base water, often determined using non-scaling ions like chloride.

4. To ensure efficient use of time and avoid delays while tests develop.

5. Sodium hypochlorite adds chloride, which can distort concentration results if used as a baseline ion.

6. If silica concentration is lower than expected, it may indicate that hardness is forming scale rather than remaining dissolved.

7. Knowing test durations helps prioritize longer tests to prevent downtime during site visits.

8. They indicate what the product has added to the system.

9. They refer to signs such as scaling or corrosion, which provide insight into system health based on test results.

10. Testing should be efficient and should not dominate your time, allowing more focus on the customer.

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FULL EPISODE DETAILS

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