

# INTERVIEW WITH ROGER MOSKALUKE OF THE UNIVERSITY OF SASKATCHEWAN!



Our Canadian counterpart, Kari Montsion, sat down with Roger Moskaluke, Facilities Manager: College of Kinesiology, University of Saskatchewan to discuss his experiences with TMI's products and service.

**KM:** Hi Roger. Thanks for taking time out to share your thoughts on TMI. Can you tell us what a typical 'day in the life' of your facility looked like prior to your work with TMI?

**RM:** *Our two salt water swimming pools on campus have always been very busy. A typical day would see our Masters and Jr. Masters swim club in the water at 6:30 AM, followed by aquatic fitness classes, members' swim, college classes, public lessons and Campus Recreation Intramurals. There are days when 700-800 patrons will get wet in one of our pools. The salt water chlorine making systems in place would struggle at times to keep up to the demand we placed on them.*

**KM:** What were your objectives when you determined there were challenges that needed to be addressed?

**RM:** *Our objectives were simple. We wanted a cleaner, safer, higher quality pool environment for our patrons and staff to play and work in. We had concerns around inconsistency in our daily water chemistry. Our current practice was super chlorinating our pools every two weeks. The adding of chemicals made for an expensive practice and created a chemistry that tended to bounce all over the place. We also were concerned about the release of chloramines into the indoor pool environment. We always had adequate air flow, but you could smell our pools and we always knew when it was time to do a burn.*

**KM:** How did you become aware of TMI?

**RM:** *We Googled UV pool systems and TMI was one of the companies that popped up on the web. After some research from my office and Facilities Management on Campus, TMI was invited and encouraged to submit and Request For Proposal on what their UV systems could do for our pools.*



UNIVERSITY OF  
SASKATCHEWAN

College of Kinesiology

FOR MORE OF THE INTERVIEW SEE REVERSE SIDE

TMI Sustainable Aquatics  
PO Box 433  
Manchester, WA  
P: 800-818-8266  
F: 360-871-6871  
E: [info@tmisaltpure.com](mailto:info@tmisaltpure.com)  
W: [www.tmiaquatics.com](http://www.tmiaquatics.com)  
SM: @tmiaquatics



## INTERVIEW CONTINUED...

**KM:** What was it about the TMI action plan that convinced you they had the equipment and expertise to help you achieve your goals?

**RM:** *The one thing that captured my attention right from Day 1 was the fact that TMI only worked in salt water environments. That was not the case in any other company that submitted a proposal. With all the challenges we had over the years with our salt water pools many of us at the U of S thought that this special focus on salt water might be a real plus for our operations. The details to numbers (both monetary and operational) in the proposal showed us exactly what TMI thought their UV systems could and would do for us.*

**KM:** You made the choice to incorporate TMI UV Systems into two of your pools. What was your experience with respect to their availability, expertise and training services?

**RM:** *TMI was very easy to work with. Communication and understanding client needs is key to any business relationship. Once we chose to work with TMI the relationship took off. Information between both parties flowed freely and honestly. This made for a solid design and install period. Staff on site for the install made us very comfortable with the equipment that was installed. It was very much a 'turn key' project.*

**KM:** How did the installation process go? Were there any difficulties encountered? If so, did TMI resold them to your satisfaction?

**RM:** *There were some minor problems along the way - there always are. TMI was great to work with. There were some hardware problems that with a few emails and phone calls were easy to fix. TMI was very aggressive in making sure the systems operated as advertised. Our satisfaction was their goal, that was easy to see. One other thing I really liked, TMI was always ready to propose some procedural solutions to help us get the most out of the UV systems that were installed. If we had a question TMI had a proposed solution that made sense and for the most part we have to run with.*

**KM:** What has the swimmer reaction been to the upgrades?

**RM:** *We get many comments from staff and patrons about the water being clearer, cleaner and easier on the body. These types of comments were very common almost from day one of turning on the system. I know mom and dads that bring their kids to our pools for lessons sure do like the air quality. Those that are regulars comment on the air being much better than before. We have been at it now for two years and the days that you can smell one of our pools are long gone.*

**KM:** Having had the TMI support system in place for a while, have we lived up to your expectations?

**RM:** *Yes, TMI has been a great service provider. We have yet to run into any major maintenance issue and any minor problems have been dealt with effectively. There is no heavy sales pitch when it comes to sales and service. TMI tells you what you need to have on hand in case of problems and has not sold us anything that we have not needed in the operation of the two systems we have on campus.*

**KM:** As a result of your upgrades, in which areas are you noticing cost savings, both in hard dollars and in man hours?

**RM:** *The cost saving are exactly what we thought they would be. TMI's initial proposal said that we would save money in chemicals and operational (maintenance) expenses. We are on pace to have the two systems paid for in 3 years. The numbers showed this as realistic from day one and we are very happy to be seeing this become a reality. Our lithium hypochlorite bill alone was \$15,000 per year. It is pretty much nonexistent now. We don't have to dump our pools every two years. This alone saves us over \$12,000 per year. It is very easy to see that TMI's UV systems have done exactly what TMI said they would do and why we made a good choice.*

**: Thank you very much for your time Roger!**



TMI Sustainable Aquatics  
PO Box 433  
Manchester, WA  
P: 800-818-8266  
F: 360-871-6871  
E: [info@tmisaltpure.com](mailto:info@tmisaltpure.com)  
W: [www.tmiaquatics.com](http://www.tmiaquatics.com)  
SM: @tmiaquatics

