

### Timberhill Athletic Club

Interview Date: November 2022

The Willamette Valley in Oregon was said to be the 'Eden' at the end of the Oregon Trail for thousands of Americans who migrated to this region in the mid-19th century. The city of Corvallis is located at the confluence of the Willamette and Mary's Rivers. This jewel of a town was named Corvallis in 1853 meaning "Heart of the Valley". The area is renowned for its Pinot Noir Wines and is listed as one of the top 10 College Towns in the country. The land that makes up the Willamette Valley was historically home to the Kalapuya, a diverse group of several distinct Native American Hunter and Gatherer tribes.



#### Timberhill Athletic Club in Corvallis has been a TMI customer for 23 years.

Timothy and I were fortunate to meet Randy Huber, then owner, around that time and being the visionary that he was, he had the courage to be one of the first commercial pools in Oregon to convert over to a Salt Pure® system.

We sat down with Kyle Larkin, General Manager since 2020, to chat about our long history and his experience working with TMI and salt. While Kyle had worked with pools previous to joining Timberhill in 2018 as the Pool Manager, he had never worked with salt pools. The TMI system was not only completely foreign to him, but the equipment was aging, some of it was original and was in serious need of an upgrade in order to establish reliability and stability of pool chemistry. Since he had previously worked only with liquid chlorine pools, we asked why he didn't just switch back to chlorine at that point.

Kyle explained that the two most driving factors were cost and reliability. Looking back, he was grateful not to be handcuffed to liquid chlorine during the pandemic, when significant fluctuations in price and availability occurred.

*"During the pandemic, chlorine prices doubled and there were significant shortages so working with our TMI Salt Systems was way preferable but just as importantly, it is safer and easier to rely on salt because we can avoid moving carboys of chlorine through the club! Safer for my staff and just safer all around."*

*"Members are slowly starting to come back after the pandemic and to have so many members returning is a testament to what we have to offer the community. There is a strong social component, and the club is an integral part of the community. We are the only athletic club in town and have a total of 6 bodies of water. That in itself, is a draw!"*



Regarding the TMI system,

*"I love the TMI System. The accessibility to the TMI Tech staff is fantastic. I can text or call and get a call right back to help me problem solve whatever is going on. Even though I have no mechanical or engineering background, the TMI Techs have been able to walk me through and solve all problems. I enjoy the fact that there is less maintenance than with running a regular chlorine pool."*

*"The Salt pools are one of the highlights of our introductory tour. A lot of people know about salt these days and are always excited to try it. The water definitely feels gentler on the skin and eyes. If I were to talk to a counterpart who was considering the switch to TMI, I would say, **just do it, you won't be disappointed. You'll make your life, and your customers, so much better in so many ways!**"*