

## More than just a good meal!



Pleasing patrons at our restaurants is much more than serving a great meal. Our customers judge us on the performance of our wait staff, restroom cleanliness, the comfort of our seats, even our outdoor landscaping.

One of the toughest things to do in a restaurant is dish cleaning. It's a science. And even though we balance the soap and rinse thoroughly, flatware and glasses can still come out of the dishwasher with water spots on them. Believe me, they are absolutely clean and sterilized, but water spots in the customer's eyes leave them questioning cleanliness.

We triple filter our incoming water, and until recently, we have been running our hot water through a traditional salt water softener. But still the hard water sometimes wins out and we send the dishes back for a second cleaning. This wastes water, wastes staff time and can be costly in terms of utility charges and customer confidence.

Last December, I was introduced to an intriguing new device called HydroFlow, a water conditioner that clamps on the incoming water pipe. I was skeptical at first, but since I spend nearly \$3,000 a year on water treatment, I am always on the lookout for a better solution that will help me manage the 11,000 gallons of water we go through in each of my restaurants per day.

We tested HydroFlow technology for one month, checking its effectiveness each week. I began noticing differences almost immediately. The first thing I noticed was that the silverware began to sparkle like new. After two weeks, the scale build up on the inside of the dishwasher was beginning to break down, and the scale around the sink faucets wiped clean with just a wet paper towel. (Prior to this, we were unable to remove scale build-up without a lot of elbow grease and abrasive pads).

After just six weeks, the HydroFlow device not only proved to be the "solution" I was looking for in cleaning my dishes and glassware, it cleaned the residual scale in my dishwasher and faucets. I have now completely shut off my salt-water softener and am abandoning it in favor of the HydroFlow water conditioner. In a word, this device is remarkable! I have ordered HydroFlow devices for my other two restaurants, one for my home and one for my sister's home.

*Sam Manolakas, President - Brookfield Restaurants*

