

CWT Spotlight



Joel Palichat, CWT

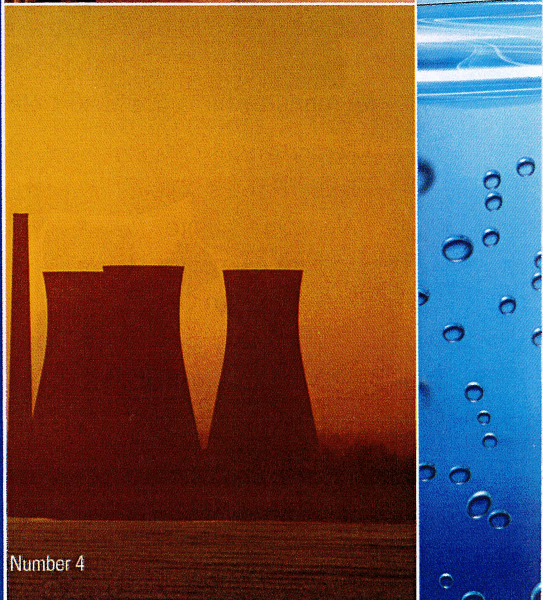
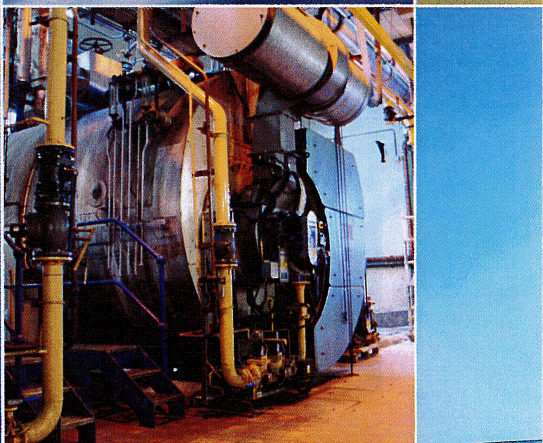
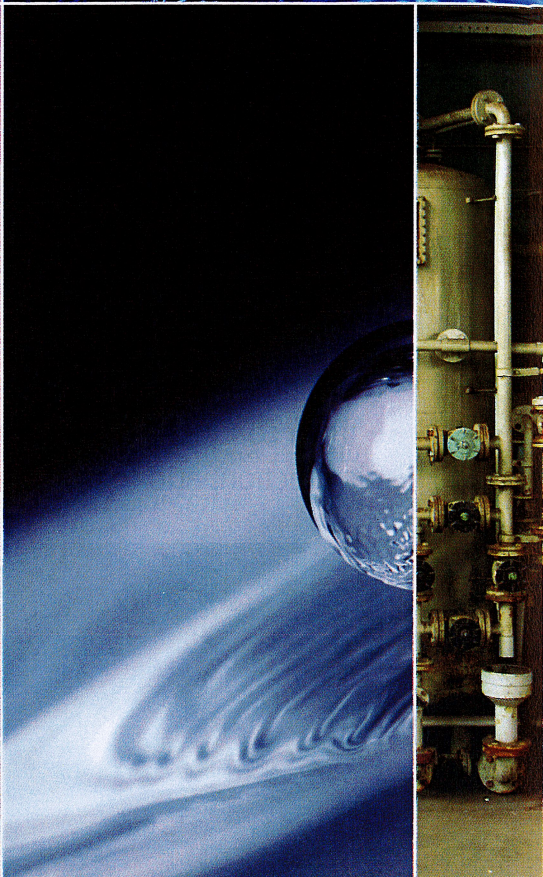
*Business Development Manager
GLA Water Consultants, Inc.*



Joel Palichat, CWT, has 7 years of experience in the water treatment industry. After receiving his chemistry degree from Case Western Reserve University, Mr. Palichat joined GLA Water Consultants as a Service Technician. Mr. Palichat is now responsible for developing new business throughout the region while continuing to service existing clients. Joel lives in the Pittsburgh, Pennsylvania area.

What prompted you to obtain your CWT, and why do you feel this credential was important to have? Youth can sometimes be a disadvantage, especially in a technically demanding industry. As a young water treatment professional, I wanted to be taken seriously out in the field. How many times has a water treatment professional tried to change the way a plant operator was running his/her facility only to get the answer, "Well we've been doing it this way for 25 years so we are not going to change." It happens all the time. Now imagine this identical scenario when you are relatively new in the industry and trying to talk to an engineer with 30 years of experience. Talk about a losing battle. These real life experiences were the driving forces which motivated me to obtain my CWT certification. I really felt I needed some accreditation of my skills as a water treatment professional to give prospective clients the confidence that my water treatment knowledge was legitimate. Not only does the CWT designation give my future (and current) clients the assurance that my competency in water treatment is high, but it also gives me a distinct advantage over competitive water treatment companies who might not have this prestigious endorsement.

How did you prepare for the test? I did several things to prepare for the test. First, I definitely studied the AWT Technical Reference and Training Manual. I reviewed the manual for about 2 months prior to the test. I was also fortunate enough to be enrolled in several AWT Technical Training seminars prior to taking the test. The seminars were very helpful in reviewing the massive amounts of information that the exam covers. During the weekend of my actual exam, I would always head back to my room to review the material the seminars had covered on that day, which really helped reinforce the information. I also stayed for the bonus calculation presentations at the end of the seminars, which I thought were a great way to get sample problems and also get questions answered. I tried to read current technical publications, including the Analyst. I thought the sample exam questions in the Analyst and on the AWT website were very beneficial in



giving me at least some idea on the nature of the questions. In addition to studying, I also received a tremendous amount of guidance, mentoring, and advice from my company CEO who is a CWT and decorated AWT member.

What advice would you give those thinking about taking the exam?

The CWT exam encompasses an extensive amount of material from boilers to cooling systems and calculations to regulatory issues. Trying to cram for this type of test is almost impossible. My advice for anyone interested in taking the exam is first and foremost to attend at least 2 of the AWT Technical Training Seminars prior to attempting the exam. I found the seminars to be invaluable learning tools that provided excellent overall reviews of the material presented in the exam. The one disadvantage of the seminars is that the amount of material discussed is enormous. There is so much knowledge and information to absorb in a limited time frame so it can be overwhelming. I really think that being exposed to the seminars more than once would greatly benefit anyone thinking about taking the exam. I also strongly suggest paying particular attention to the presenters as they regularly added tidbits of information throughout their presentations, which I found very helpful. While the presenters do not give you actual test questions, they do emphasize information that they feel is the most important, and I thought it helped me focus as I was studying for the exam. Obviously, reviewing the AWT Technical Reference and Training Manual is also a must. Anyone taking the exam should also try and talk to current CWTs on their experiences with the exam.

What do you think are the most prominent issues facing the water industry today?

I believe that the terminology "Going Green" is going to provide many challenges and hopefully also many opportunities to the water treatment industry. More than ever companies will need an awareness of green technologies and chemistries. This will include water conservation techniques, dry chemistries, non-chemical programs, and filtration. The companies that do not adapt to the changing market will fail. Those that are able to use "Going Green" to an advantage will succeed. Many of us are seeing more and more non-chemical devices being used and being marketed successfully as Green technology. As water treatment professionals, it will be our responsibility to market ourselves as Green alternatives also. We have to

assure our clients that using chemicals does not mean we are not Green. How can we combat the negative stigma attached to chemicals and help our clients become Greener? As water treatment professionals, we must be proactive and expose our clients to RO and DI technologies, dry chemistries, and water reuse programs. If we do our jobs right, we can take "Going Green" right to the bank for our clients and ourselves. ☺

Congratulations To Our Newest CWTs

Please join us in congratulating the latest individuals to become CWTs (May 10, 2010 – August 16, 2010)

Byron Brown, CWT, Guardian-IPCO, Inc.

Brian Cusick, CWT

Alan G. Dunkelberg, CWT, Walter Louis Chemicals

Mike Friedman, CWT, Guardian-IPCO, Inc.

Chris Kersey, CWT, Blackmore Enterprises, Inc.

Thomas Mastbaum, CWT, Solid Blend Technologies, Inc.

Luke Miller, CWT, Solen, Inc.

Joel A. Yeckel, CWT, Capital Technologies, Inc.

Warren O. Yeckel, Jr., CWT, Capital Technologies, Inc.

Chemical Storage Solutions

Gemini Water Treatment Products

- ▶ Dual Wall Gemini / Little Gem
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- ▶ Single Wall Aquarius Nestable
- ▶ Tank Accessories

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