



www.azh2o.com  
**Boyett Family**  
**Rayne**<sup>®</sup>  
Water Conditioning



**Owned and operated  
by the Boyett family  
for over 46 years.**

04.29.15

Based upon our findings and experience over the past 48 years it is our estimation and opinion it is better to rent the water softener rather than purchasing.

Here are the financial and scientific facts with links to our web page (our web page has more detailed information)

Water Softener purchase vs. renting

**To purchase** a 64,000 grain (which is the appropriate size here in AZ) water softener the initial investment is \$1,850.00 (installed on a loop; this includes tax).

The cation resin will need to be changed every 5 years to maintain sustainable soft water; and the valve will have to be rebuilt. The price for this work is \$1150.00 (this is a big job; it requires 12 hours of work and transportation to perform this task).

\$1850

+ 1150

**\$3,000.00**

Here is a link in which we explicate the inner workings of our water softeners and discuss the cation resin (the main ingredient of the water softener):

<http://azh2o.com/faq/>

**To rent** a 64,000 grain water softener each month is \$30.00 plus tax. Over 5 years \$1,800.00 plus tax.

Every 5 years we install a new water softener (rebuilt) and brine tank (rebuilt) at no charge. If there are advancements in technology; or we have to increase the size to an 80,000 grain – this will be included.

\$1,800.00

**To rent a water softener over a 5 year period vs. purchasing; you will save \$1,125.00**

Our Mission is to be the best water treatment company in the United States by providing exceptional customer service and exceptional products and services that exceed our clients' expectations. It is our goal to provide a safe working environment with the best tools to facilitate our work. Our company is committed to following the Water Quality Association's code of ethics; working with our co-workers and clients honorably and with the highest degree of respect and integrity. We are proud that we work drug free.

**38 EAST 5TH AVENUE • MESA, ARIZONA 85210 • (480) 969-7251 • Fax: (480) 464-1997**  
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**With our rewards program (making a positive comment every 6 months; you will save an additional \$300.00)**

**Total savings by renting \$1,425.00 = \$1,125.00 + \$300.00**

This is a link with more information on this subject:

<http://wp.azh2o.com/?p=43>

The current population in the Phoenix metro area is currently 4.33 million people

[http://en.wikipedia.org/wiki/Phoenix\\_metropolitan\\_area](http://en.wikipedia.org/wiki/Phoenix_metropolitan_area)

Currently ranked 6th in population, it is predicted that Phoenix will rank 4th by 2020  
[http://en.wikipedia.org/wiki/Phoenix,\\_Arizona](http://en.wikipedia.org/wiki/Phoenix,_Arizona) (totaling over 7 million inhabitants 'as we understand').

Because we live in the desert, our water is scarce. In order to provide for our present and future water needs; more water will be drawn from the Central Arizona Project (CAP) <http://www.cap-az.com/>.

The cities have to heavily chlorinate the water. The chlorine is removed by 50% 'by our cation resin'. This causes the resin to disintegrate. If no action is taken on the cation resin (this can cause low water pressure and plumbing problems). Through continued scientific study 'and field diagnostic of cation exchange resins' (I have inspected over 1,000 water softeners 'in the field' since February 18, 2010') we are learning the tipping point on all water softeners is currently 5 years.

For this reason; when you rent a water softener – we change the unit every 5 years (at no charge). This will keep the unit sustainable. If any adjustments are needed 'at any time' there is no additional fee for service. We feel \$30/month plus tax is a very affordable service fee for the level of service, dependability and convenience we will provide you.

Respectfully,

Brian Hayden Boyett BS, MWS, CI  
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All of our installations include this bypass valve 'with inserted screen (shown in this picture -on the left hand side)'. This 'inserting screen in the bypass technique' is a world- wide industry process invention (by our company) 'which we have been utilizing since 2009 (one of our customers suggested it)'. We call this product: **The Boyett's Family bypass with screen.**



We feel that this process invention will save our clients thousands of dollars over time. We have heard stories of people having to spend \$5,000 to clean water treatment media out of their plumbing and fixtures 'because they had water equipment that did not include **The Boyett's Family bypass with screen.**

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