



## “I Can Fix It” Typifies Mr. Water™ Owner

Scott Handy, owner of Mr. Water™ Professional Water Treatment, is a one-man operation that serves Hagerstown, MD, the central part of the state and the surrounding region. The full-service water softening and conditioning company specializes in sales, service, maintenance and repair of residential and light commercial water treatment equipment. For a small service fee, it also offers water testing, evaluation of well pump systems and system evaluations to determine what needs to be done to return existing treatment equipment to proper operation. If Handy finds it necessary, he will recommend new equipment and treatment options. All of the company's new EcoSoft Water Treatment Systems® are custom-built to the highest standards based on a thorough water analysis.

By Denise M. Roberts

### Mr. Water™ Professional Water Treatment

Hagerstown, MD 21740

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Employees: One

Vehicles: Three



Handy, a former plumber and 22-year industry veteran, planned his transition to water treatment for more than 10 years. His interest in chemistry, mechanics and people propelled him into water treatment. "I found water and well systems fascinating!" he said. "Residential well water systems commonly suffer from poor water pressure and low flow rates for various reasons, which will cause water softeners, filtration or purification systems not to function properly," said Handy. He specializes in treating water that looks cloudy, creates a blue or green stain, smells like sulfur (rotten eggs), tastes badly, or stains fixtures brown, all of which can gradually damage expensive plumbing and require dishwasher and water-heater repairs.

"Local water sources can contain substances such as nitrate, lead, petroleum byproducts and other organic and/or inorganic substances that can be harmful to human health. Because water conditioning is a science and a trade, I've found that some companies lack the expertise in both water chemistry and well systems that is needed to properly recommend the right equipment. This can, unfortunately, lead to the homeowner purchasing the wrong system for their water problems.

"All water treatment systems require some routine maintenance, which I can do to help determine if the system just needs maintenance, is in the wrong configuration or is the wrong system altogether. I service Culligan®, Ecowater®, RainSoft®, Kineticco® and most other systems using Fleck®, Clack® or Autotrol® valves, commonly installed by plumbing companies. Knowledge of residential UV and RO systems and expertise in the wide array of brands and types of systems sold in this area makes this company unique as a resource in the service area. In addition, I'm fully licensed, insured and bonded." Handy offers up-front pricing, professional installation, a 100-percent performance guarantee on all new systems, and a 30-day warranty on most repairs. He genuinely cares about helping consumers and making sure they get the highest quality water for many years to come, whether in a business or residence.



With the current push to create and introduce new technologies to meet the ever-changing regulatory landscape, Handy has moved the needle a little farther. The combination of his inquisitive nature and mechanical skills resulted in a new, patent-pending water softener and sulfur removal system. The EcoSoft Water Treatment Systems 32,000-grain Electronic Demand Water Softener w/EcoVent™ combines closed gravity aeration (with air injector or air pump) and ion exchange water softening. It is also available in a super-heavy-duty 64,000-grain version with dual micronizers (air injectors) or single air pump for extreme water conditions. "I think this new product is going to revolutionize the market and change how water treatment is done in this country," said Handy. ♠

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