

Dear partners!

We are often told that Akon gives its dealers a 50% discount on equipment, so it is more profitable to sell their station, since dealers earn more money on it than on our dosing station. We respect our colleagues from Akon and with this letter we just want to provide you extra arguments in favor of our equipment when working with your clients.

As a comparison, let's look at their automatic dosing station “**Junior**” **Rx/pH** at a cost of 72,367 rubles (on the Akon website) - 50% (dealer discount) = 36,183.50 rubles - it is a purchase price, respectively, the **dealer's earnings will be 36 183.50 rubles**.

Our automatic dosing station **Crystal P: Rx, pH** at a cost of 121,680 rubles - 30% (dealer discount) = 85,176 rubles - it is a purchase price, **respectively, the dealer's earnings will be 36 504 rubles**.

In fact the dealer's earnings are almost the same. Of course, can will tell that you need to give the client a discount (some give from 20% to 40%) - otherwise you won't sell! Giving such discounts to a client means not respecting yourself! Hence, the ability to present the client with the equipment that you think he needs, even if it is more expensive, comes to the fore. To convince a client of our advantages, and not to offer it cheap equipment (anyone can sell a cheap product!).

Comparative characteristics of the above Akon and Darin equipment are the following:

1. Guarantee: Darin – 2 years, Akon – 1 year.
2. Display on the controller: Darin – 4 lines, Akon – 2 lines (visualization).
3. Measuring cell for electrodes: Darin – standard, Akon – optional.
4. Moisture protection (splash-proof) of the controller case: Darin - IP65, Akon - IP54.
5. Darin uses PID control (proportional, integral, differential calculation) for dosing, Akon – only proportional calculation (This is an indicator of how correctly the station approaches the point of the required result, how smoothly the values fluctuate around the required result).
6. Darin – the presence of an electronic flow meter is especially important when using a free chlorine electrode, since it is necessary, according to GOST, to measure free chlorine at a flow of 30-40 l/h. Akon – no flow meter.
7. Darin – the choice of pH- or pH+ , there are regions where the water has an acid predominance – it is necessary to dose pH+ to maintain the pH in the range of 7.2-7.6. Akon does not have this possibility.
8. Darin provides the ability to select a pair of pH buffer solutions to calibrate a pH electrode: 4.0 and 7.0 or 7.0 and 9.0, very convenient, since in some regions there is either one pair or another. Akon does not have this possibility.
9. Darin has automatic regeneration of the free chlorine electrode (cleaning) with the ability to program the start time (up to three times a day). Akon does not have this possibility.
10. Darin has the ability to turn off the automatically dosing pump if its continuous operation during a specified time does not have a response (an adjustable water indicator, for example, pH, does not change in the desired direction). Akon does not have this possibility. This is to prevent the pumps from idle operation).
11. Darin automatically sets the limitation of the maximum performance of the metering pumps depending on the volume of the pool and the performance of the filtration circulation pump (to prevent overdosing). Moreover, the user can manually change these restrictions up or down during the operation of the pool. Akon does not have this possibility.
12. Darin can block the dosing of reagents when water is added to the balance tank (only for deck level pools) and keep this blocking for some time set by the user after the completion of the water filling (for mixing freshly added water with water in the balance tank and pool water) – it is especially important for small balance tanks. Akon does not have this possibility.

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13. Darin has free software and a standard RS-485 interface to connect the station via twisted-pair wire with a computer for remote monitoring and control (dispatching). In Akon this is an additional option, for additional price. Akon has the ability to install a GPRS module.
14. Darin can be connected to a coagulant dosing unit and an algicide dosing unit with the possibility of control from the controller - as an option, for additional money. Akon does not have this possibility.

We hope this information will help you in your work with clients.

Best regards, DARIN