



## Culligan Success Story Camille Beckman



**Customer:**  
Camille Beckman  
Eagle, Idaho

**Description of Business:**  
Manufacturer of high-end body care and bath products, creams, and lotions.

**Contact:**  
Foad Roghani, Principal

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### Situation/Problem:

There are two possible sources of water for the Camille Beckman facility: city water and an Artesian well that's on their property. The city water is extremely hard, so they use the well water, which is 4 grains of hardness. The products that Camille Beckman manufactures soften and moisturize the skin, so even 4 grains of hardness is too hard for these types of products. If the water is substandard, not only might the products be less effective, but the impurities in the water might have a negative interaction with other ingredients in the products.

They met with a number of companies and consultants to explore the possibilities around water treatment. They wanted to ensure that they were getting the right system – one that would be tailored to their needs and not an "off-the-shelf" solution.

When they contacted Culligan, they were impressed by the knowledge and consultative style of the representative. Mr. Roghani and Paul Beckman, another Camille Beckman principal, collaborated with Culligan to develop a system that would supply them with the quality of water they needed.



## Superior service with every order.

Every customer is important. And every customer is different. With a partner like Culligan Commercial, you can expect a water treatment plan as original as you are. And like you and your business, we pride ourselves on supporting our solutions with ongoing expert service.

### Solution:

Culligan Ultrapure system

### Equipment installed:

- Hi-Flo 2 Carbon Filters
- Hi-Flo 55 Softeners
- UV
- Culligan Depth Filter
- 3 Commercial Series A-4 Reverse Osmosis Units
- Mixed-bed Portable Exchange Deionizers

### The Results/Customer Benefits:

This company was started by Camille Beckman in 1986. With all of their experience, they knew upon moving into their new facility that they would need water treatment. Getting a high-purity system in place was a preventive measure to keep their products at the level of quality that their customers have come to expect.

### Culligan Advantages:

- The Culligan representative was knowledgeable about the complicated requirements of a high-purity water treatment system and was pleasant to work with.
- Culligan has state-of-the art technology and an extensive range of products.
- Culligan has been cooperative and responsive throughout the entire process, from planning through after-sale service.

**Finally, an end-to-end solution from a single source.**



**Place your commercial and industrial water treatment needs in the hands of a global leader.**

For over 75 years, Culligan has made better water. Our global network, comprised of 800+ dealers and international licensees in over 90 countries, is completely dedicated to solving any and all water-related problems. As the unrivalled worldwide leader in water treatment, our sales representatives and service technicians know the local water conditions in your area. Being global and local ensures that no one is better equipped than Culligan to deliver customized solutions to any commercial and industrial water issues that affect your business and your bottom line.

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