

BRIEFING 10

FLUSHMATE®

A DIVISION OF SLOAN VALVE COMPANY

Water Conservation – the Portable Way

Why the “Wow Factor” is Just as Important as Saving Water

Black Tie Services, Inc. is changing the way people think about portable restrooms by eliminating the grungy telephone booth design and providing elegant compartments with plumbing fixtures on par with the finest commercial restrooms.

Black Tie routinely provides event planners, organizations, corporate users and private individuals with top-of-the-line portable restrooms and showers. Delivering portable restrooms from more than 20 locations throughout North America, the Lockport, IL company has sent portable restrooms to the Super Bowl, Professional Golfers' Association tour stops and other events ranging from construction sites to fashionable weddings. Black Tie Services' restrooms were also taken to the World Trade Center and the Pentagon to assist the recovery efforts a couple of days after the September 11 terrorist attacks.



Mark Okonski, Engineering Project Manager for Black Tie Services, Inc., says his company leaves nothing to chance when planning an event. “Large groups of people use our facilities so we have to learn everything there is to know about the event from expected attendance to planned beverage services. We even have consumption expectations based on the event. This allows us to calculate the required tank holding capacity so that the event runs smoothly,” explains Okonski.

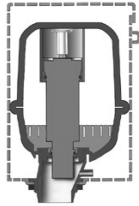
“We are constantly looking for ways to conserve water because our business involves waste tanks of a limited size, which limits the amount of flushes we can handle,” Okonski continues. “Since 1999, we’ve used *FLUSHMATE*’s 1.0-gallon-per-flush units. Prior to that, we were using *FLUSHMATE*’s 1.6-gallon-per-flush pressure-assist unit. When *FLUSHMATE* introduced us to their 1.0-gallon-per-flush unit, it made a big difference in our ability to create the ‘Wow Factor’ at the events we host.”

Delivering the “Wow Factor” is exactly what Dave Bandauski, President of Black Tie Services, had in mind when the company was formed. “We have women — and guys will do this as well — but women will drag a friend into the restroom and say, ‘Wow! Look at this,’” explains Bandauski. “That’s why it was important for us to solve the capacity problem because our facilities never fail to impress, and we don’t want any service interruptions for our guests.”

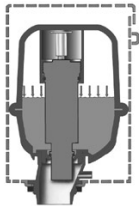
Rod Berganske, Technical Director for Black Tie Services, explains further. “The amount of people who can be serviced during an event is determined by the capacity situation with the holding tanks. The holding tanks used to require some level of service throughout the day, depending on the event, and that was interrupting the event itself. We needed a way to save every ounce of water from flush to flush,” he said, “so we turned to *FLUSHMATE* again.”

“Saving water is critical in our business, especially when you can’t easily get a truck in to service the trailer at some of these events,” Okonski adds. “When the holding tank is full, we are out of service. That’s why installing those 1.0-gallon-per-flush *FLUSHMATE*®-equipped toilets did the trick. Now we can handle the volume – and perform service tasks after hours, when it is more convenient and less intrusive.”

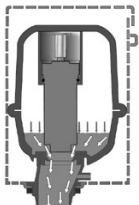
How *FLUSHMATE* Works



1. Water Flows to Vessel
The vessel traps air, and as it fills with water, it uses the water supply line pressure to compress the trapped air inside.



2. Vessel Ready to Flush
The compressed air is what forces the water into the bowl, so instead of the “pulling” or siphon action of a gravity unit, the pressure-assist unit “pushes” waste out.



3. Air Pressure Empties Vessel
This vigorous flushing action cleans the bowl as well—something a gravity unit just can’t accomplish.

*(Requires minimum line pressure of 20 psi for 1.6-gallon models; 25 psi for 1.0-gallon models.)
 FLUSHMATE is an integral part of a complete toilet and not suitable for retrofit applications.*

The *FLUSHMATE*-equipped toilet traps air inside a specially designed vessel. As the vessel fills with water, *FLUSHMATE* uses the water supply line pressure to compress the trapped air inside the vessel. The compressed air is used to force the water into the

bowl and “pushes” waste out, instead of the “pulling” or siphon action of a traditional unit. Along with using less water, *FLUSHMATE*’s vigorous flushing action cleans the bowl better than traditional units.

This innovative design helps Black Tie Services provide uninterrupted service at events. That’s because *FLUSHMATE*-equipped toilets produce a powerful pushing action at the start of a flushing cycle so there is no clogging of the toilets and minimal water use.

By maximizing the force of water delivery to the bowl and through the drainline, *FLUSHMATE*-equipped toilets completely eliminate the need to double flush. And for Black Tie Services, the fact that these units do not leak is another essential characteristic, considering the capacity of their tanks.

All of these factors, along with a large water surface area in the bowl, help keep Black Tie Services’ facilities immaculate, which adds to the “Wow Factor” that the company prides itself on for maintaining.

“We have been the highest rated vendor of the PGA since we came onboard,” says Bandauski. “It isn’t that other vendors aren’t doing their job; it’s just that our service produces such a ‘Wow’ effect. And *FLUSHMATE* helps make that happen. You can always tell a pressure-assist toilet when it flushes. It has a ‘Wow’ effect all of its own.”

The *FLUSHMATE IV* system was originally designed to meet new market demands for additional water savings. Currently, 17 states are experiencing severe drought conditions. This product goes a long way toward saving water. Hotels, light commercial buildings and homes are already using this system. In addition, the 33% drop in water

consumption makes it ideal for the United States Green Building Council’s LEED® program.

FLUSHMATE-equipped pressure-assist toilets are available from leading fixture manufacturers worldwide in a variety of colors and styles.

FLUSHMATE systems are available in 1.6 gpf (6 lpf) or 1.0 gpf (3.8 lpf) models from leading fixture manufacturers worldwide in a variety of styles and colors. For more information on these systems, including *FLUSHMATE*’s automatic sensor flushing systems, please contact us or visit our website: www.flushmate.com.

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