

BRIEFING 12

FLUSHMATE®

A DIVISION OF SLOAN VALVE COMPANY

High Efficiency Toilets (HET) with *FLUSHMATE®* IV dramatically lower water usage and virtually eliminate maintenance problems (and by the way, residents like them!)



According to the City of Baltimore Department of Public Works, Bureau of Water and Wastewater, high water bills can be caused by many different reasons, ranging from water leaks, excessive usage, stolen water, estimated bills or incorrect meter readings. For the owner of the 356 Lochwood apartments, those reasons were magnified by the never-ending maintenance calls he was receiving about the largest “consumer” of water in a household: the toilet.

“While the city encourages water conservation, it is up to the owners and managers of complexes such as Lochwood Apartments to take a proactive approach,” said Bret Hopkins, Managing Member for Fairfax Station Enterprises, LLC, the company that manages Lochwood Apartments. “And that’s exactly what we did.”

According to Hopkins, he first considered *FLUSHMATE®* technology for performance considerations. “My crews were busy unplugging toilets instead of doing their other maintenance responsibilities,” he said. “For example, I had one tenant with special needs and we were in that unit about once a week

unplugging the toilet. I decided to test a *FLUSHMATE*-equipped fixture in that unit to reduce the maintenance calls. The performance was outstanding – virtually eliminating all maintenance issues since installation – but you can imagine my surprise when I also found out the amount of water savings that potentially could be involved using this technology!

“‘Residents first’ is our motto,” he explained. “For every dollar spent, we target positive impacts for the residents, to drive down expenses, and increase income – in that order. By installing *FLUSHMATE*, we achieved these objectives, greatly improving the living conditions of the residents. They achieve a positive flush every time, spend less time cleaning their toilets, and spend almost no time plunging toilets. We have received great feedback from residents because of *FLUSHMATE*.”

Hopkins explained that ROI and improved cash flow excited him as an investor and manager of real estate. “By cutting water consumption, we knew we would reduce our water bills, which

would improve the ROI for the toilets. Based on our current water rates, and the pending increases, the ROI on these toilets will be less than 24 months,” he said.

How *FLUSHMATE®* Works at Lochwood

Hopkins’ approach to the 356 units at Lochwood, which consist of one and two bedroom apartments, each with single bathrooms, was simple: testing. “With water bills continuing to go up and up and those performance issues I mentioned, it became imperative that we do something with the toilet, which is the largest single ‘consumer’ of water in a household,” he said. Compounding the problem, for three consecutive years, the Baltimore Department of Public Works approved 9% increases for water rates.

After careful study of toilet technologies, he selected toilets with *FLUSHMATE®* inside. *FLUSHMATE* is pressure-assist technology that offers superior flushing performance. It utilizes air pressure to deliver a powerful flushing action, using only one gallon of water per flush.

“We chose *FLUSHMATE* because it met all of our requirements,” Hopkins said. “We wanted a toilet that was robust enough to handle ALL of our situations. So we installed four new fixtures at two different properties to test them (one with the person with special needs). We even put one in a leasing center.”

Once the fixtures with *FLUSHMATE* were installed, the problem was solved almost overnight. “In-service time of approximately 400 *FLUSHMATE*-equipped toilets is almost eight months, and we have been on only five toilet-related maintenance calls. We used to

get that many on a Saturday,” Hopkins said approvingly. “We replaced each toilet in every one of our 356 apartments at Lochwood and approximately 50 more at the other communities we operate.

“We have had such positive results from dramatically less maintenance calls and lower water/sewer bills, that we have begun to implement *FLUSHMATE* at three more properties,” Hopkins added. “We have implemented over 50 more *FLUSHMATE* installations, with the same positive impacts.”

Proof is in the Billing

The water bills for Lochwood reflect a dramatic water savings to go along with the much lighter maintenance duties. “We got our skilled maintenance men out of the toilet business and into the skilled labor business for which they were intended,” he said, pointing out that the water bills over time demonstrate significant savings, including:

- **A 57% average drop in daily cubic foot water usage.** Water companies charge by the 100 cubic feet of water, which is approximately 748 gallons. Typically, charges are calculated at different levels: higher rates for lower usage, and lower rates for higher



usage. In many cases, after the installation of *FLUSHMATE*, the third level of usage was never reached.

- **A 46% average reduction in water costs because of less usage.**

According to Hopkins, that can mean “big bucks because of the number of apartments involved.”

Multi-housing facilities such as Lochwood Apartments now have a viable alternative to increasingly higher water bills, plus a solution to replace older, inefficient fixtures that can be found in such buildings. “That answer is *FLUSHMATE*-equipped toilets,” said Hopkins, “especially if you want to combine water savings AND high performance for the residents. I treat this like a business but make decisions as if it were my home.”

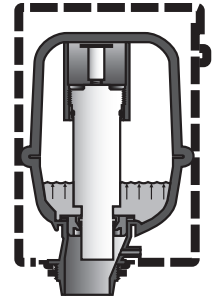
Hopkins said that the future savings will help reduce operating expense and improve their cash flow. “*FLUSHMATE* technology is going to go a long way to help our position.”

Address	\$ Savings	Water Savings*
1001-09 E Belvedere Ave	67%	78%
5620-30 Loch Raven Blvd	75%	72%
5618-24 Woodmont Ave	67%	59%
1400-08 Lochner Rd	66%	57%
1119-27 E Belvedere Ave	63%	55%
1261 E Belvedere Ave	59%	46%
1307-11 E Belvedere Ave	57%	42%
1401-07 Lochner Rd	56%	40%
5636-42 Woodmont Ave	49%	34%
1101-09 E Belvedere Ave	48%	32%
5652 Woodmont Ave	47%	27%
1313-21 E Belvedere Ave	42%	26%
5600-06 Loch Raven Blvd	46%	24%

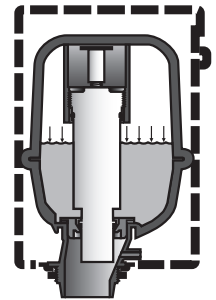
*Savings varied based on the usage of the fixture removed.

HOW IT WORKS

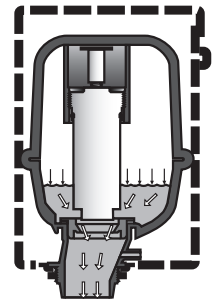
1. As water enters the tank, the air inside is trapped and compressed.



2. The charged toilet is ready to flush.



3. When flushed, the pressure pushes water through the toilet at more than three times the rate of a traditional gravity system.



FLUSHMATE®

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