



May 20th, 2013

To Whom It May Concern,

Like most school districts, MISD is focused on saving any and all utilities costs. To begin with, it makes sense and it saves money. Water usage reduction should be one of our most focused areas of interest, not only due to the drought conditions we have been experiencing in Texas for several years but water is a precious resource that we tend to take for granted. Empire Paper and Betco presented MISD with a unique and simple water conservation product.

Most waterless urinals were expensive and burdensome to maintain. They required totally replacing the existing urinal, which was usually at least expensive as the one being replaced. This typically would cause the restroom wall and/or floor to need repair after the old urinal was removed and before the new one was installed. The Betco Smart Valve was presented to us for consideration. The installation was simple taking less than 1 minute and it also used the existing valve body and urinal so there was no facility renovation required.

We have purchased and installed 50 smart valves at several of our campuses. Our original concern was odors in the restroom and possible mineral crystals formation in the drain lines. We have had no odor issues and we have seen no crystal buildup. As a matter of fact, our restrooms have a much more pleasant smell due to the Betco smart screen. We are saving over two million (2,000,000) gallons of water per year currently. When we install the valves system wide, our annual water savings will be in excess of fifteen million (15,000,000) gallons with annual water spend savings of \$130,000.00.

Sincerely

A handwritten signature in black ink, which appears to read 'Marcelino Fuentes Jr.', is written over a large, light-colored scribble that partially obscures the printed name below.

Marcelino Moose Fuentes Jr.

Custodial Supervisor

Midland ISD