

9/23/2013



To whom it may concern:

Nationwide Arena has been looking for ways to conserve on the utilities to operate the arena, as well as find methods to gain additional points towards our LEED certification goals. One thing we considered was water usage reduction, as it ultimately saves money on utilities. So we've investigated water conserving urinals as an option to meet our goals.

Most urinal systems were expensive and burdensome to maintain. They typically require total replacement of the existing urinal, which usually was as expensive as the one being replaced. The process of replacing an existing urinal also requires wall and floor repairs. Not to mention that the water system is then turned off, which means it is no longer available to wash down the fixture after daily cleaning.

Betco presented the SmartValve and SmartScreen as a simple and cost effective method to meet our goals. The installation used the existing valve body and urinal so there was no need to renovate the facility, and their solution allows the urinal to still be flushed during daily cleaning.

Nationwide Arena is an athletic and conference facility with 167 urinals. Our initial cost savings was based on Betco's Smart Restroom cost savings calculator, which showed us a water savings of 2 1/2 million gallons a year. We initially purchased a few systems to install in 2 restrooms for a 90 day beta test. We monitored the conditions of the restrooms in which they were installed, and asked for feedback from the custodial group and patrons. After 90 days, we removed the urinals and evaluated the condition of the urinals and the drain lines.

The biggest concerns the test addressed included previous costs associated with regular maintenance of the original urinal system, odors in the restrooms and mineral deposits in the drain lines. Our experience showed a nice improvement in the reduction of labor and replacement parts costs to the urinals, and we had no issues with odor and no buildup in the "P" traps or the drain lines. We were very pleased with the resulting restroom fragrance from the SmartScreens as well! The test and evaluation showed an ROI in just a few short months.

Nationwide Arena ordered SmartValves and SmartScreens in November 2012. It has contributed towards earning our LEEDS points and we are on track to save in excess of 2 1/2 million gallons of water this year by using the Betco Smart Restroom System, and would definitely recommend this system as a valuable addition to your water conservation efforts.

Sincerely,

A handwritten signature in black ink that reads "Brad Cleveland". The signature is written in a cursive style with a large, looped "B" and "C".

Brad Cleveland  
Director of Operations  
NATIONWIDE ARENA