

The Real Dry Facts

Floyd County Executive Director of Facilities Jack Gresham was ready to wash his hands of a stinky problem that had been nagging him for years. Like so many other schools nationwide, the boys' restroom at Pepperell Elementary in Rome, Georgia was smelling beyond belief and the district was flushing money down the drain on replacement valves and parts.

"Basically, I had had enough," said Gresham. "I was concerned not only about the cost associated with this problem, but the health and safety of the students using the facility."

Gresham, who manages 25 facilities for Floyd County, decided to put a call in to Klaus Reichardt, Managing Partner and founder of Waterless Co., LLC. – the originator of the waterless urinal concept. Founded in 1991, Waterless has to date installed thousands of No-Flush™ urinals and counting in the United States and abroad – with a hefty emphasis in schools and other educational institutions.

Smelly issues

"One of the biggest concerns parents have is the odor in restrooms at schools," said Reichardt. "Add to that a district's concern that it costs about \$120 per year per urinal to maintain parts and repair vandalism; then add the cost of the supply water. What you end up with is a problem in need of a major solution for the benefit and well-being of everyone involved."

Reichardt, who saw an environmental need for this product during the drought of the early 90s, said the only simple solution was to integrate modern technology into an old concept.

"What we knew from all the way back to 1891 when the water infrastructure was not what it is today, is that you don't need water to transport urine, because urine is a fluid itself that is transported naturally through the magic of gravity," said Reichardt. "We just had to improve upon that concept and create something that could be easily maintained and installed."

A century later, Waterless Co. No-Flush™ urinals resemble conventional fixtures, and easily replace

them. They install to the regular waste lines, but eliminate the flush-water supply lines. Flush valves are eliminated as well; there are no handles to touch, no sensors, no moving parts. The urinal bowl surfaces are smooth; urine is 96 percent liquid and its drainage is affected without flush water.

Gresham thought the concept sounded good enough, but worried still about maintenance and cost. He agreed to give the urinals a try and see for himself. What he discovered surprised him and his entire staff.

"Our odor problems went away almost immediately," said Gresham. "And our maintenance costs decreased as well. Waterless really made a believer out of me."

But Gresham said the true testament is that his maintenance staff likes them better as well.

"They were all concerned that the new urinals would be more work but what we found was that they actually reduced the amount of time staff was spending in restrooms, freeing up time for other projects."

Gresham said Waterless and the district took measures to ensure all staff members were trained in how to maintain the new urinals. Understanding how they work makes caring for them simple.



WATERLESS™

Cleaning it up

Basically operation goes like this. Urine flows down into the EcoTrap® drain insert. In the EcoTrap® the urine passes through a floating layer of biodegradable BlueSeal® liquid, which forms a barrier that prevents sewer vapors from escaping to the restroom atmosphere. Urine under the barrier layer overflows into the central tube and runs down to the conventional drain line.

The layer of approximately three ounces of BlueSeal® will last for a minimum of 1,500 sanitary uses – or about twice a month in a typical school environment. The liquid is then simply replenished, which takes about 20 seconds to do.

The EcoTrap® retains urine sediments and is easily replaced 2-4 times a year according to traffic to the fixture. A special tool, the X-Traptor®, is used to remove the EcoTrap®, which takes only approximately 3 to 4 minutes to replace. The urinal bowl itself is cleaned the same way any flush urinal would be cleaned and because urine is softer than water, there are less deposits on the urinal, so even scrubbing is reduced.

Saving money, time, and water

“Maintenance is virtually cost- and effort-free,” said Gresham. “Each year I budget about \$12 per year per urinal and it costs about \$8 to maintain. I have more than made back my initial investment simply in maintenance costs.”

Waterless urinals do not necessarily cost more up front, but Reichardt says the money a district does spend initially is made back in less than two years. The urinals cost about \$350 each and the BlueSeal®

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The school is on a septic system and serves about 650 students and 89 adults.

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urinals and when we replaced them with the Waterless, the water use dropped to 8,000 gallons,” he said. “That savings alone more than covered the cost of the units.”

Randy Thompson, Lead Plumber at the Moreno Valley School District in California said it took five years for Waterless to convince him – but he too has become a believer.

“To me, as a plumber, I had my doubts,” he said. “But even I was impressed. Waterless really does work even better than flush systems.”

Thompson installed the urinals at Vista Heights Middle School where the boys’ restroom – again – was creating a major stink on multiple levels.

“I was having to change the flush valves every month at \$50 a shot due to vandalism and carelessness,” said Thompson. “And the smell was absolutely terrible.” But once the urinals were installed, Thompson’s problems vanished.

Moreno Valley was so pleased with the success of the new Waterless urinals, that the district has recently passed a school bond that will be used in part to replace flush urinals districtwide over the next eight years. There is no more odor, clogging or valve replacements and Thompson said the maintenance staff has more time for other facility repairs and concerns.

“What can I say,” said Thompson. “They made a believer even out of a stubborn plumber. I’d say that was a testament to their success.”

Waterless Co. strives to offer premium products, price stability, lowest long-term operating costs, exceptional customer service, as well as product innovations throughout its product line. For more information about the company’s No-Flush™ urinals or other products, call 1-800-244-6364 or visit Waterless Co. on the web at www.waterless.com

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product is \$17.60 per quart, which will last about 15-20,000 uses. The replacement EcoTrap® costs \$6.50, in comparison to other competitors who charge up to \$39.95 for their equivalent.

“Because of the competition out there in the non-water using urinal market, there is a misconception that Waterless urinals are more expensive to maintain,” said Reichardt. “But we make it affordable and we provide the best product on the market today.”

Gresham was so pleased with the new urinals he decided to install them at Armuchee Middle School as well. What he discovered there was an environmental benefit he wasn’t counting on but was happy to take advantage of.