

Quality Statement



Water Management is committed to maintaining high customer satisfaction with its innovative water efficiency programs.

We will propose products and services that are “fit for use” and that will set the standard for quality and value in water efficiency.

We strive to be world class in every aspect of water efficiency by fostering a culture of honesty, openness, mutual respect and teamwork.

Water Management understands the necessity of continual improvement (both as a company and as individuals) to keep us at the forefront of water conservation and to exceed customer expectations.



World Plumbing Day is an international event, initiated by the World Plumbing Council, held on March 11 each year to recognize the important role plumbing plays in societal health and amenity.

The WPC, through its member countries and its partnerships with bodies like the World Health Organization, works all year round to promote the benefits of safe plumbing, but in 2010 it decided to launch the concept of embedding a single day on the world’s calendar dedicated to plumbing. The idea was that on March 11 each year people all over the world would pause to reflect on the vital role plumbing plays in preserving their health and way of life and in building sustainable disease free futures for millions in the developing world.

And so World Plumbing Day was born, and it is big and getting bigger all the time. Today, on the continents of Australia, Europe and Africa events are organized to mark the occasion and draw attention to the importance of good plumbing and sanitation. In China, England, Germany, India, Canada, North and South America and many more places industry leaders in governments, policy makers, and community based organizations are promoting World Plumbing Day.

Working within the spirit of these initiatives the World Health Organization and the World Plumbing Council developed the “Health Aspects of Plumbing” publication noting that sustainable health, especially for children, is not possible without access to safe drinking water and basic sanitation facilities.

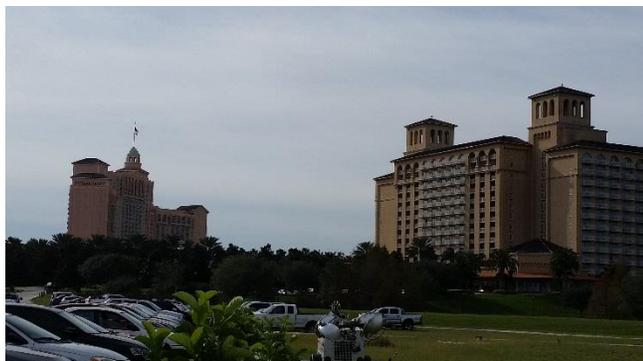
“Health Aspects of Plumbing” is a comprehensive and substantive examination of the design, installation and maintenance of effective plumbing systems. It recommends a number of plumbing system design and installation specifications that have demonstrated their validity over years of existence and discusses the microbiological, chemical, physical and financial risks associated with plumbing.

Published by the World Health Organization and the World Plumbing Council, the book is dedicated to the achievement of the best possible plumbing practices to ensure the highest health benefits from the use of sound plumbing practices and is a tremendous resource for administrators and plumbers. Click on the link below to download of copy of this publication.

http://www.who.int/water_sanitation_health/publications/plumbinghealthasp/en/

Hospitality News

Water Management completed a water efficiency assessment for the **Grande Lakes Resort** in **Orlando, Florida** last year and went back to the resort in December to rebuild toilets and replace aerators and showerheads with low flow fixtures. **Buster** and **Brian Vroom** and **Dennis Porter** completed the work on February 1st.



The Grande Lakes Resort in Orlando is comprised of the **Ritz Carlton** and the **JW Marriott**. The Ritz-Carlton features 582 guest rooms, including 60 Executive Suites, 56 Ritz-Carlton Club Level rooms and suites, two Presidential Suites and one Royal Suite with a variety of amenities and over 47,000 square feet of flexible meeting space. The JW Marriott features more than 100,000 square feet of flexible meeting space, plus 1,000 guest rooms and suites, and a lazy-river outdoor heated pool.

We also completed another Hospitality job in February in **Atlanta, Georgia** at the **Hilton Garden Inn Perimeter Center**. **James Palmer**, **James Benjamin** and **Danny Matthews** installed new Toto toilets in this 193 room hotel that offers 3,600 square feet of hotel meeting space that accommodates up to 150 people as well as catering services.

Atlanta News

On February 18, 2016, **Mike Maurer** and **Bill Hoffman** participated in the City of Atlanta Water Efficiency Assessment Advisory Group Meeting. The meeting was held at the Southface Energy Institute located in Atlanta. Since 1978, Southface has worked with consumers, the construction and development industry and policymakers to forge market-based solutions for creating green jobs, clean energy solutions and sustainable communities.

Mike, having a Georgia Master Plumbing License and representing Water Management with Bill Hoffman, were invited due to their distinction as industry experts in water efficiency standards. The goal of the group is to develop the framework for the City of Atlanta's newly required water efficiency assessment standard for commercial buildings. In April of 2015, the City of Atlanta mandated that all commercial office buildings larger than 25,000 sq. ft. undergo regular water audits.



There will be several ongoing sessions in the near future to hopefully develop the final model that will be adopted by the City of Atlanta and other cities throughout the United States.



Where in the World is Water Management

We began a large-scale water saving project in January for the **Housing Authority of the Birmingham District** in Birmingham, **Alabama**. **Charlie Gildehaus** along with **Dan Sirakis** and **Bob Smith** are working on this project which is 28% complete.

Our multi-year Water Conservation project with **Brookdale Senior Living**, in **Austin, Texas** began in February. **Matthew Ridout** and **Chris Boldon** performed water assessments for Brookdale in November and **Chris** and **Aaron Waldron** are rebuilding toilets and installing faucets and showerheads for the facilities. They completed work at the Brookdale North Austin location and are now at the Brookdale Parmer Lane facility.

The **Wilson County Public Schools** project in **Tennessee** to replace/retrofit toilets and install flow controls is now 87% complete. Working on this contract are **Bill Harrison, Jeff Bell, and Butch Deibler**.

Meanwhile, the **El Reno FCI** prison project to replace/retrofit 740 toilets/urinals and retrofit 647 faucets in **Oklahoma** is now 70% complete. **Eddie & Giovany Gonzalez** and **Nery & Douglas Martinez** are working on this project.

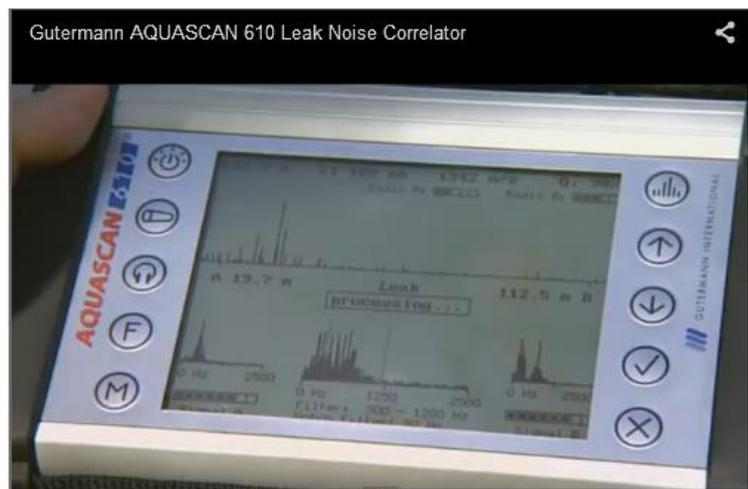
Multi-Family Projects

Water saving projects were completed at **The Cloisters Apartments** in Washington, D.C. by **Mark Harewood, Pete Valentin, Ward Corbin, Brian Vroom, Dennis Porter, and Joel Matthews**; at **Parkview Gardens Apartments** in Maryland by **Brian, James Benjamin and Dennis**; and at the **Villages of Parklands** by **Brian, Dennis and James** in Washington, D.C.

Leak Detection News

Using our **Gutermann Leak Noise Correlator**, we were able to identify the exact location of the 10 gallon per minute underground hot water leak at **George Mason Village Condos** in Arlington, Virginia. Unlike most underground leaks, this leak had never surfaced. The Gutermann unit is unique in that it has sensors that listen to the sounds in the water lines and based on the pitch and frequency of those sounds it is able to correlate to the exact location of the leak.

For more information on this really cool service go to <http://www.watermgt.com/solutions/leak.html>



Irrigation News

As part of our many of our water assessments especially the ones out West we are including a review of the water needs for the on-site irrigation.

Cable has created a proprietary process in which he maps out the grass and shrub zones. As part of each analysis he also determines how much water they should be using and how much they could save if they removed their turf as part of one of the many “Cash for Grass” programs. See below.

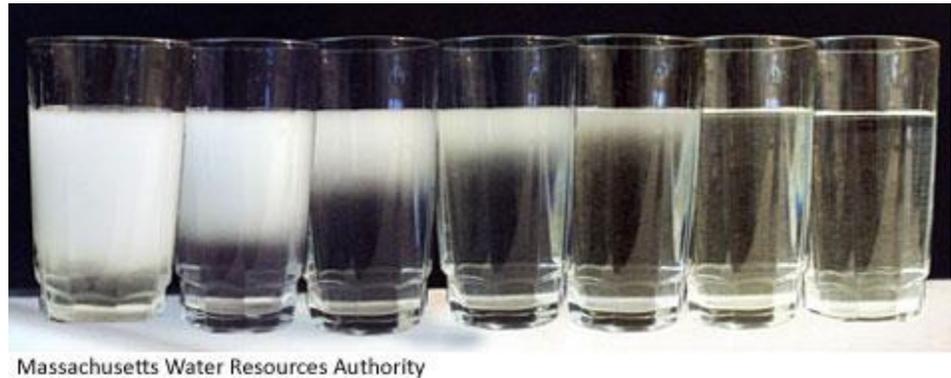
In the example below the total landscape area is 21,868 square feet and the annual irrigation amount (using 25% rainfall) required for existing landscape is 160,731 gallons. The landscape areas around the property consists of turfgrass, trees and shrubs. In the image below, the turfgrass areas in green are labeled with numbers 1-7 and the shrubs and trees areas are in yellow.



Turf	Area
1	715 sq ft
2	826 sq ft
3	2,755 sq ft
4	212 sq ft
5	1,241 sq ft
6	1,336 sq ft
7	147 sq ft
Total	7,231 sq ft
Shrubs and Trees	
Total	14,637 sq ft

Got Milky Water?

During the time of year when water coming into the house is colder than the temperature inside the house, your tap water may look cloudy. Cold water holds more air than warm water does. Consequently, when cold water from the water mains outside comes inside our heated homes and the water begins to warm, the air must escape. It does so by bubbling out in tiny air bubbles, making the water look milky.



To determine if this is why your water looks milky, or opaque, run water into a clear container and watch the container for a few minutes. If the water clears from the bottom to the top of the container, as you see in these photos, then the phenomenon described is occurring. The air bubbles are moving from the bottom to the top of the container to escape into the open atmosphere.

Accounting News

Who says you can't have fun on the job? After a long year of processing:

- ❖ 7,280 bills
- ❖ 4,463 checks
- ❖ 1,200 journal entries
- ❖ 5,869 invoices
- ❖ 2,880 deposits
- ❖ Thousands of inventory transactions
- ❖ And HUGE amounts of research, analysis, and filing tasks...



We say thank you to **Joyce, Maya, Tari, Joel, Mickey, and Marion** for your team work and superior performance. Despite the work, we all managed to keep a smile on our face!

HR News: 401k Update

Our 401k advisor, Nick Hammelman, was in the office earlier this month to give us an update on the marketplace. He reviewed the stock market fluctuations of 2015, which showed the market bounced around quite a bit. Showing a graph of what would have happened to \$100 that you may have invested at the beginning of the year, after the market ups and downs, you would have ended the year a few dollars up from where you started.

Nick pointed out that due to Water Management's matching program, your contribution of \$100 to your 401k at the beginning of the year would have immediately gone to \$150 due to matching, resulting in a 50%+ return on your money. You also would have saved additional money on payroll taxes because your contributions are not taxed.

If you are interested in increasing your 401K contribution, even by 1%, the form can be found on the Paylocity Self-Serve website under Benefits: 401K Contribution Amount Change Form, or you can contact **Yvonne**.

IT News: Windows 10 Notification

Many of you may have noticed in recent months a new icon on the bottom right hand side of your notification tray on your computers that looks like a small white Windows icon. You're probably aware of this if you've seen the annoying notification window (to the right) popup on your screen. This is for the "Get Windows 10" application. Since the release of Microsoft's "Windows 10" operating system, Microsoft is offering a free upgrade from Windows 7 and Windows 8.1 operating systems to anyone who wants Windows 10.



This offer is good for the first year from its release in July 2015. However, there are many users who don't want to upgrade their computers, or just don't want to see the app's icon and notifications. At Water Management, we're not ready at this time to move to a new operating system.

If you would like to hide "Get Windows 10" and turn off its notifications, please contact **Dave Taylor** and he'll walk you through the process.

March Milestones



Anniversaries

Abdul Doodoo – 19 years

Aaron Waldron – 1 year

Danny Matthews – 1 year

Congratulations!