



# NewsLeak

February 2013

Volume 108

## WMI Quality Statement

WMI 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.

WMI 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.

## A Little Presidents' Day History

The story of Presidents' Day begins in 1800, following President George Washington's death in 1799. Because Washington was venerated as the most important figure in American history, events like the 1832 centennial of his birth and the start of construction of the Washington monument in 1848 were cause for national celebration.



While Washington's Birthday was an unofficial observance for most of the 1800s, it was not until the last 1870s that it became a federal holiday. The holiday initially only applied to the District of Columbia, but in 1885 it was expanded to the whole country.

The holiday became popularly known as Presidents' Day after it was moved as part of the 1971's Uniform Monday Holiday Act. The act also included a provision to combine the celebration of Washington's Birthday with Abraham Lincoln's, which fell in February as well.

Washington and Lincoln still remain the two most recognized leaders, but Presidents' Day is now popularly seen as a day to recognize the lives and achievements of all of America's chief executives. However, the federal government has held fast to the original incarnation of the holiday as a celebration of the country's first president, and because of this, the third Monday in February is still listed on official calendars as Washington's Birthday.

## Our meeting with Kohler

*Written by Tony Cimini*



**James Palmer** and I met with Laura Dose, a Kohler engineer, last week at our project in Philadelphia to do a walk through and discuss some of the issues we have been having with their product. We found that many floors have adequate static pressure, but when the valve is actuated, the dynamic pressure drops far lower than the recommended minimum. This pressure "drop-off" causes the flow to the fixture to also drop at or below the minimum recommended (25 gpm). The attached photo is of the pressure/flow meter that was used to determine if enough flow was getting through to the fixture for a satisfactory flush.

Anyone who has attended one of my tutorials on "Pressure vs. Flow" would know that pressure and flow in a piping system are directly related, and that the working definition of pressure is "the resistance to flow"—right, **Wayne?!!**



## The Wishing/Doing Gap

Who hasn't wished to win the lottery or for someone or something to make it all better? Seth Godin has something short but valuable to say about the Wishing/Doing Gap:

"It would be great to be picked, to win the random lottery, to have a dream come true. But when we rely on a wish to get where we want to go, we often sacrifice the effort that might make it more likely that we get what we actually need. Waiting for the prince to show up is a waste of valuable time, and the waiting distracts us from and devalues the hard work we might be doing instead. If you can influence the outcome, do the work. If you can't influence the outcome, ignore the possibility. It's merely a distraction."

What are you wishing/hoping for? Is it something you could really have if you put your mind, heart and body into it? If yes, then get out of your head (stop thinking about it) and do something this week to move closer to it!

## Where In The World Is WMI?



A new domestic project for the **City of Fredericksburg**, Virginia to replace toilets, urinals, faucets, and low flow regulators that began this month is 20% complete. Working on this project is **Eddie Gonzalez, James Benjamin, Reggie Williams, and Dennis Porter.**

Work began on a new project this month at **Park Cheverly Apartments** in Hyattsville, Maryland to rebuild 192 toilets. The project is 30% complete and is being done by **Bob Smith, Nery Martinez, Giovany Gonzalez, and Kay Koroma.**

A new Shared Savings project began at **Westphalia Woods II Condos/Townhouses** in Upper Marlboro, Maryland on February 4. The project to replace toilets, showerheads and low flow regulators is 20% complete and is being done by **Nery Martinez and Kay Koroma.**

The ongoing project at **Hollybrook Condominiums** in Falls Church, Virginia to rebuild 186 toilets, install new showerheads, low flow regulators, and perform leak repairs is 75% complete. Working on the project this month was **Eddie Gonzalez, Reggie Williams, Bob Smith, Nery Martinez, Giovany Gonzalez and James Palmer.**

The new project at **3728 New Hampshire Avenue** in Washington, D.C. to replace toilets and rebuild tubs was completed this month by **Pete Valentin, Douglas Martinez, Reggie Williams and Giovany Gonzalez.**

A new Shared Savings project began this month at **Ashburton Woods Apartments** in Baltimore, Maryland to replace 150 Western toilets. The project was completed on February 19 by **Brian Vroom, James Benjamin, Pete Zarcone, Dennis Porter, and Douglas Martinez.**

The **Hillhaven Healthcare Management** project in Adelphi, Maryland to install toilets, pressure vessels and flow controllers was completed on February 21. Working on this project was **Brian Vroom, James Benjamin, Kay Koroma, and Dennis Porter.**

The **Akron Housing Authority** project in Akron, Ohio to retrofit 800 Flushmate vessels was completed on February 20. Working on this project was **Dan Sirakis and JC Reffitt** from the Nashville office, and **Jeff Bell** and **Butch Deibler** from the Virginia office.

### **California Dreaming**

**Dave Woods, Pete Zarcone and George Carroll** flew to Pasadena, California on February 11 and jumped right in to work at **NASA's Jet Propulsion Laboratory** to begin an irrigation project. There are over 4,000 irrigation nozzles to retrofit, irrigation flow sensors to install, landscape renovation, rainwater harvesting, and controller programming to be done. And as you can see, Dave looks like he fits right in! Ha!



On Tuesday, January 22, a WMI team composed of **Bill Harrison, Chris Anderson, and Jacob Rios** headed off to the town of Windsor, located in Sonoma County near Santa Rosa, California. Through Russ' contacts within his water conservation network, WMI was selected as a prime contractor to work in the town of Windsor on a new national program known as PAYS or "Pay As You Save". PAYS is a pilot program developed by the Energy Efficiency Institute, Inc. in which residential home owners are offered the option of purchasing select energy conserving measures, with no up-front costs to them.

Depending on the measures a resident chooses, the town of Windsor implements a surcharge on the resident's water bill for a certain period of time to cover the cost of the labor (WMI) and equipment installed (provided mostly by the town of Windsor). There is a guarantee that the resident's monthly surcharge will be lower than their estimated savings. For example, the Energy Efficiency Institute has already calculated that if an eligible Windsor resident agrees to have a Stealth toilet, shower head, and two aerators installed, the resident will be billed an extra \$7.50 a month on their water bill, and will be guaranteed an estimated \$10.00 in water bill savings a month. This model closely resembles our Shared Savings contracts with multi-family properties, except it is geared towards individual home owners and utility districts. There are other energy efficient measures offered by other contractors such as electrical, landscaping, and home appliances.

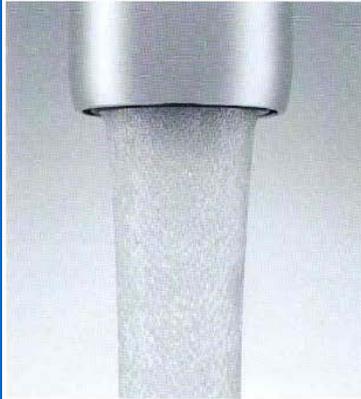
**Bill, Chris, and Jacob** have gone through mandatory training provided by the town of Windsor to become more familiar and experienced with the PAYS program. WMI will initially target a list of approximately 1,000 residences that have been pre-qualified and noted as having a history of high water usage. Toilets, shower heads, and aerators are provided by the town of Windsor, and WMI will simply invoice the town directly for our labor.

The initial plan is to work on the project for at least six weeks to then evaluate our progress. The pilot program runs until August of 2013, but WMI has the option at any time to reconsider. Please wish these guys luck and success as they enthusiastically

embark on a new and exciting project for WMI. You never know – if this is a huge success, more volunteers will be needed to rotate or add to the crew – so get your sun tan lotion ready!

## Tech Talk

### Stream Patterns



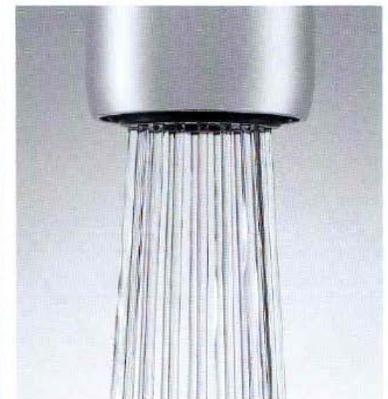
#### Aerated stream

Faucet aerators introduce air into the water stream to produce a larger white stream soft to the touch and non-splashing. Aerators are the usual choice for residential faucet applications. Both in the bathroom and kitchen.



#### Laminar stream

Laminar stream straighteners produce a non-aerated water stream. Ideal for high flow applications or health care facilities (no mix water/air). NEOPERL® laminar spout-end devices deliver a crystal clear and non-splashing stream.



#### Spray

When the flow rate is too low to produce an aerated or laminar stream, a spray device is used to produce a miniature shower pattern to provide full coverage of the hands during washing. Sprays are recommended for use in public lavatories.

### Stream Quality and Lime Resistance

#### Traditional Aerator Construction



washer

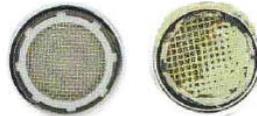


insert



threaded housing

#### Conventional Aerators



Wire Mesh Screens



Lime builds up fast on wire mesh screens and blocks off the water and air passage. The stream loses aeration and starts splashing and the flow rate decreases.

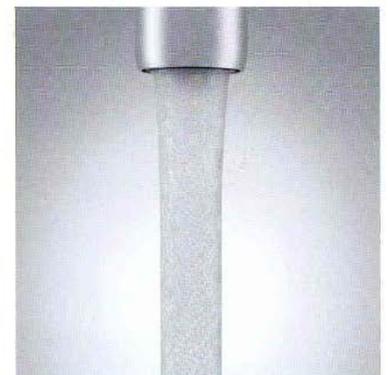
#### NEOPERL® Aerators



Perlator®  
Honeycomb®



Cascade®  
SLC®



NEOPERL aerators are screenless by design, helping to reduce lime-build up (Honeycomb® construction) or allowing easy lime removal by simply rubbing the silicone bottom (SLC® construction).

## Water Management & Tuxedo Industrial Park

Water Management, Inc. was contracted to install new remote readable meters in the individual owner's units at Tuxedo Industrial Park. The meter install was completed on January 30, 2013. At that time, all the new meters were remotely read, and a manual read was performed on the WSSC main meter. Invoices were issued to property owners at that time that included the consumption from the previous meter reads and the newly installed meters up to January 30th.

### *System Test*

The meters, including the WSSC main, were read again on February 7, 2013. The overall consumption for the sub-meters came to 11,600 gallons of water, or an average of 1,450 gallons of water, per day for this eight day period. The WSSC meter registered an overall consumption of 11,000 gallons, or an average 1,375 gallons, per day for this same eight day period. The difference in the consumptions is due to the fact that the smaller sub-meters will pick up lower flow than the larger main meter, so they should always show a little higher overall consumption. The other variable is that the larger meter reads in 1,000 gallon increments, where the smaller meters read in 100 gallon increments. Thus, the larger meter will never read 11,600 gallons. It will go straight to 12,000 gallons.



### *Conclusion*

The purpose of this test was for a number of reasons. First, it tells us that the property does not have any underground leaks between the main WSSC meter and the individual unit meters. Secondly, the sub-meters are capturing all of the consumption used on the property and all unit owners are getting billed for the exact amount of water they are using.

Water Management will issue unit owners bills with actual meter readings and consumptions quarterly. WMI will also provide the property with an overall summary page which shows the individual unit owner's consumption and the corresponding WSSC reads.

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## Remembering Frederick Hemphill



On February 10, 2013 a fitting memorial service was held for Frederick Hemphill at the Everly Wheatly Funeral Home. He is the father of Julia Hemphill, **Mark Hemphill**, and James Hemphill. He is survived by three sisters Mary Ann Smith, Barbara Young and Catherine Kohler, and six grandchildren: Regan, Benjamin, Bradley, Samantha, Connor, and Emma Hemphill. Our condolences are extended to the Hemphill family in this time of need.

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## Noteworthy News



### Buried in Boston

In snow that is! Here's what **James Moore** saw out his front door after snowstorm Nemo struck the northeast earlier this month. Now that's some serious snow! Forget driving! Anyone want to go skiing instead?!

### It's a Boy!

On Friday February 8th, **Chris and Lindsey Boldon** brought a new baby boy into the world. Diggory Press Boldon weighed in at 8.4 lbs. and was 21 inches long. Congratulations Boldon family!



### Steam's New Survey Tablet

**Keith Carlsen** and **Matt Brinker** are working together to update the steam proposal models to incorporate the new Steam Survey Tablet. The steam tablet is a first in the industry and further establishes WMI as the leader in steam conservation in the industry. The changes to the model also incorporate a variety of other nuances, including updated savings calculations, pricing and material stock inventories. This new auditing platform will allow WMI to capture a wide range of data and allow us to process it to the final proposal and scope much quicker and with fewer errors. This will mean lower development and project costs for our customers. In addition to steam traps, we can now capture control valve data and valve-to-valve piping configurations.

This system is currently being used as a beta program in the field. A fully working version is expected soon.



### Leadership Lessons for a Dancing Guy

Recently we shared a video in our Site Superintendent meeting called "First Follower, Leadership Lessons from a Dancing Guy". The video shows a random guy dancing like crazy (literally) at an outdoor concert to talk about the relationship between a leader and the "first follower" in a movement. Not only is it insightful, the video visually illustrates how a movement can start and gain momentum with a simple "candid camera" moment caught on tape! Click [here](#) to check it out!

## HR Corner



### Attention CareFirst Members!

Don't forget to check out [CareFirst's Member Services website](#) for instant access to your personal medical plan. The site is complete with claim status information, your HRA account balance, a provider look-up directory, and health and wellness tools. The site is very user-friendly, and can be easily accessed from anywhere, even your smartphone!



### Shrink the Calories in Your Drink

If you've walked through a supermarket lately, you've probably noticed the flood of drink products. Consider the refrigerated section; where milk and orange juice once ruled, you'll find a rainbow of fruit juice blends and yogurt drinks.

Down another aisle you'll see countless fruity beverages in bottles, cans, plastic, and packets of powder. Varieties aim at everyone from adults to toddlers. Check the labels and you may be surprised at the amount of sugar added to drinks that aren't 100 percent juice.

Then there's the summer favorite, iced tea. Remember when tea just came in bags and you brewed your own? Then came the explosion of bottles and cans of lemon-flavored tea, fruited tea, green tea, herbal tea, and power teas.

And don't forget the soft drinks. Cola companies dominate with the sweet, caffeinated, and carbonated products we love. The average American drinks more than 50 gallons of soft drinks a year, in serving sizes that keep growing.

Beverages can be an unexpected source of extra calories, so it's important to choose your drinks wisely. Avoiding drinks with excessive amounts of added sugar or even fat, in some cases, can be beneficial for your waistline and your overall health.

## MILESTONES



### March Birthdays



### March Anniversaries

Butch Deibler – 3/3  
Marion Sewell – 3/14  
Bruce Jacobeen – 3/14  
Russ Horner – 3/15  
Yvonne Horner – 3/23

Abdul Dodoo – 16 years  
James Moore – 2 years  
Matt Brinker – 2 years  
Don Welsh – 2 years  
Steve Williams – 2 years