

Water Sense

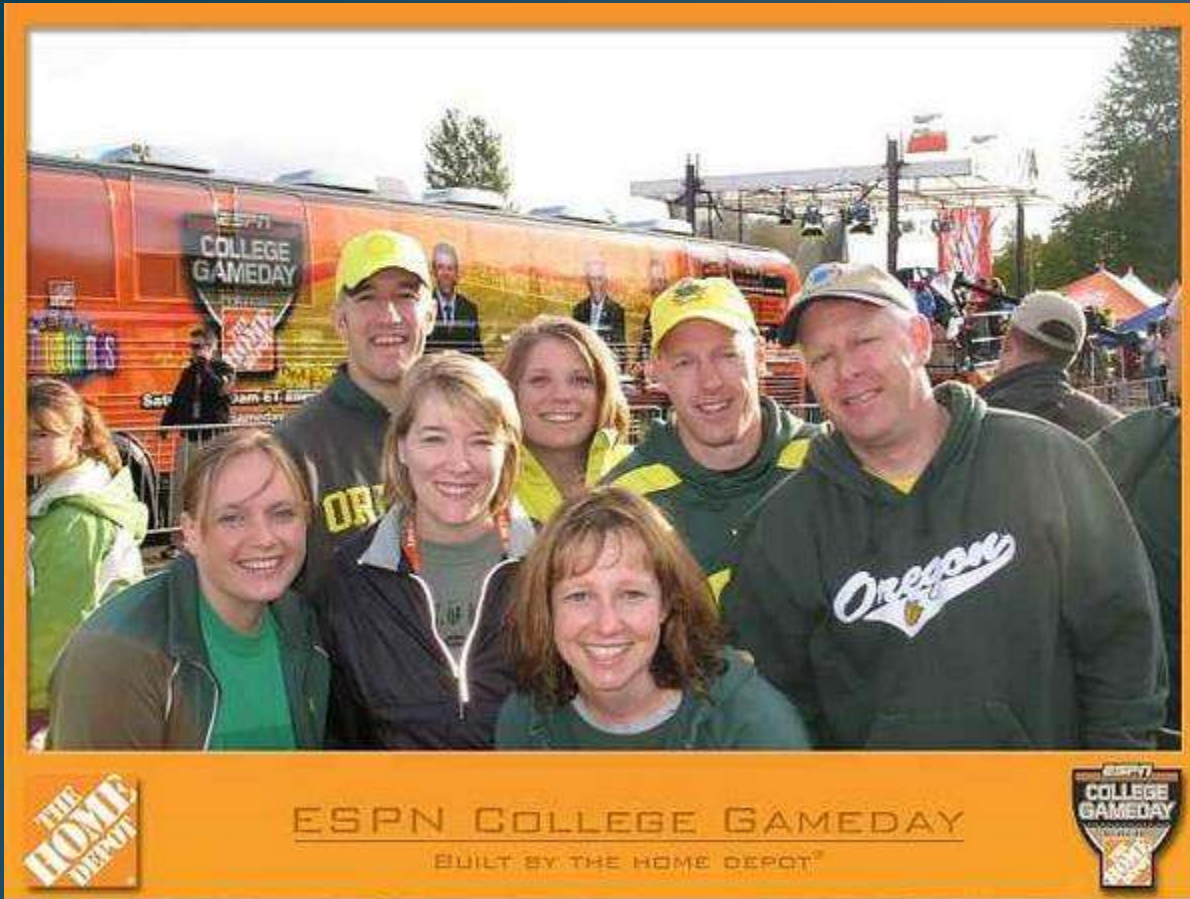
Andi Van Blaricom | 11/30/2011



Andi Van Blaricom

- 10 years in HVAC industry
- Started my career with Trane Service in Portland, OR
- Masters Degree in Business
- Worked in Training and marketing for Johnstone Supply
- Joined McKinstry in 2008
- Certified Trainer in the “GreenPlumbers ®” Curriculum in 2010

AND



Water Coverage

- What is “GreenPlumbers ® ”
- Why do we care about water?
- Benefits of the Water Audit
- Approach to the Water Audit
- Deliverables to the customer
- Local Rebates
- Questions

Water Fun Fact



- How much water does it take to make a pint of beer?
- 8-24 Gallons- Depending on the type of Beer

“GreenPlumbers”

- Founded in the USA in 2007
 - Originally from Australia
 - Non Profit Organization
 - Provides training and support to Plumbing companies
- Three main goals
 - Help with creating an image shift of Plumbers
 - Attracting new generation to the industry
 - Champions of Conservation

Today's view of the plumber



Original Image of Plumbers



“GreenPlumbers”

- Founded in the USA in 2007
 - Originally from Australia
 - Non Profit Organization
 - Provides training and support to Plumbing companies
- Three main goals
 - Help with creating an image shift of Plumbers
 - Attracting new generation to the industry
 - Champions of Conservation

Water Fun Fact



- How many gallons of water does it take to refine one barrel of crude oil?
- It takes 1,851 gallons of water to refine one barrel of crude oil

Earth's Water

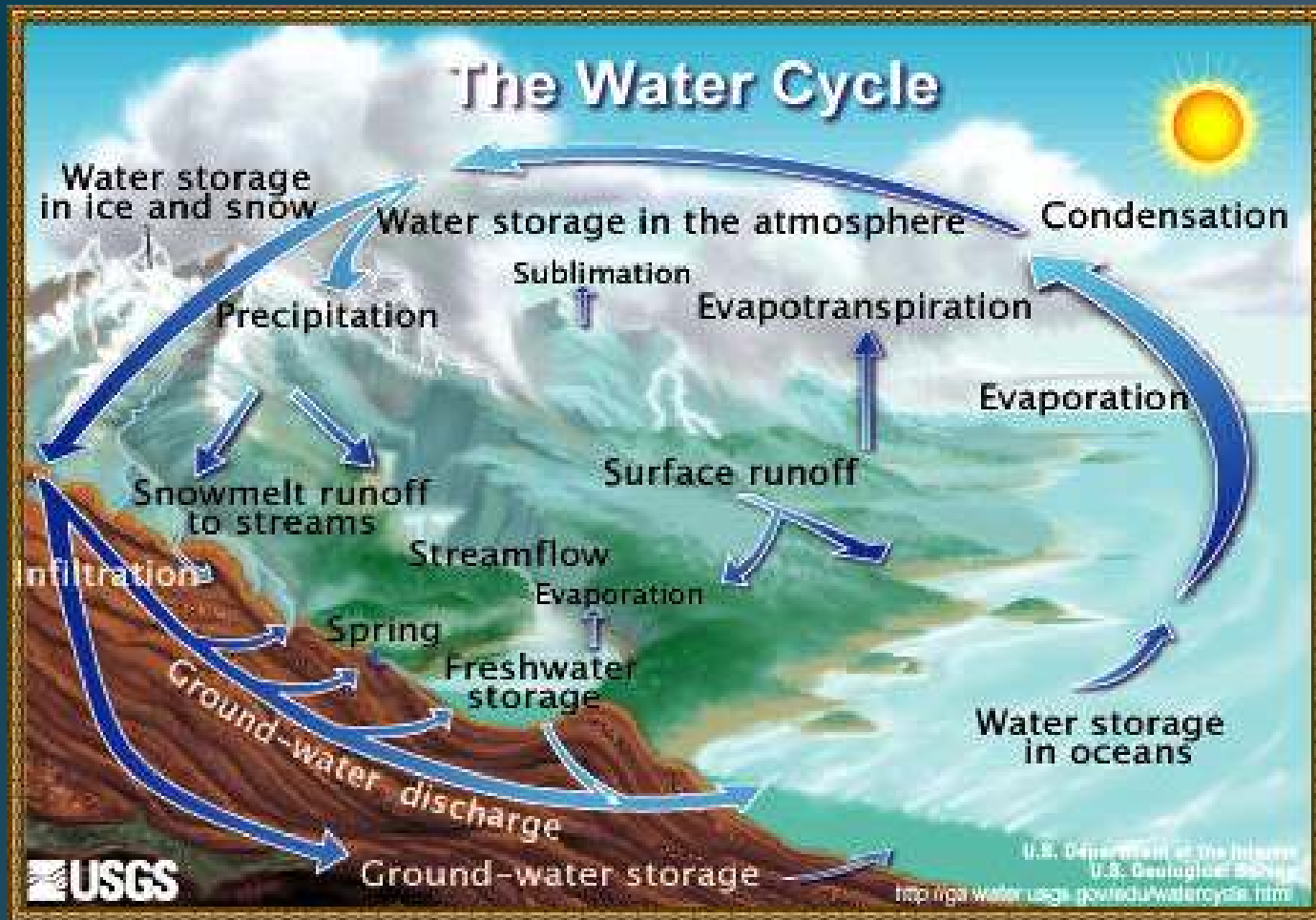


Got Water

- Some facts about Earth's water supply:
 - About 70% of the earth is covered by water
 - The amount of water on earth has always been the same
 - Water moves through the "water cycle" and is not destroyed
- So How much water is available for use?



Water Cycle



Got Water

- Some facts about Earth's water supply:
 - About 70% of the earth is covered by water
 - The amount of water on earth has always been the same
 - Water moves through the "water cycle" and is not destroyed
- So How much water is available for use?



Water Summary

- About 97.5% of the water on the earth is saltwater
- That leaves about 2.5% as freshwater
- 1.75% of that remaining freshwater is in glaciers, snow cover, or frozen elsewhere
- We are left with approximately 0.75% fresh groundwater for our use

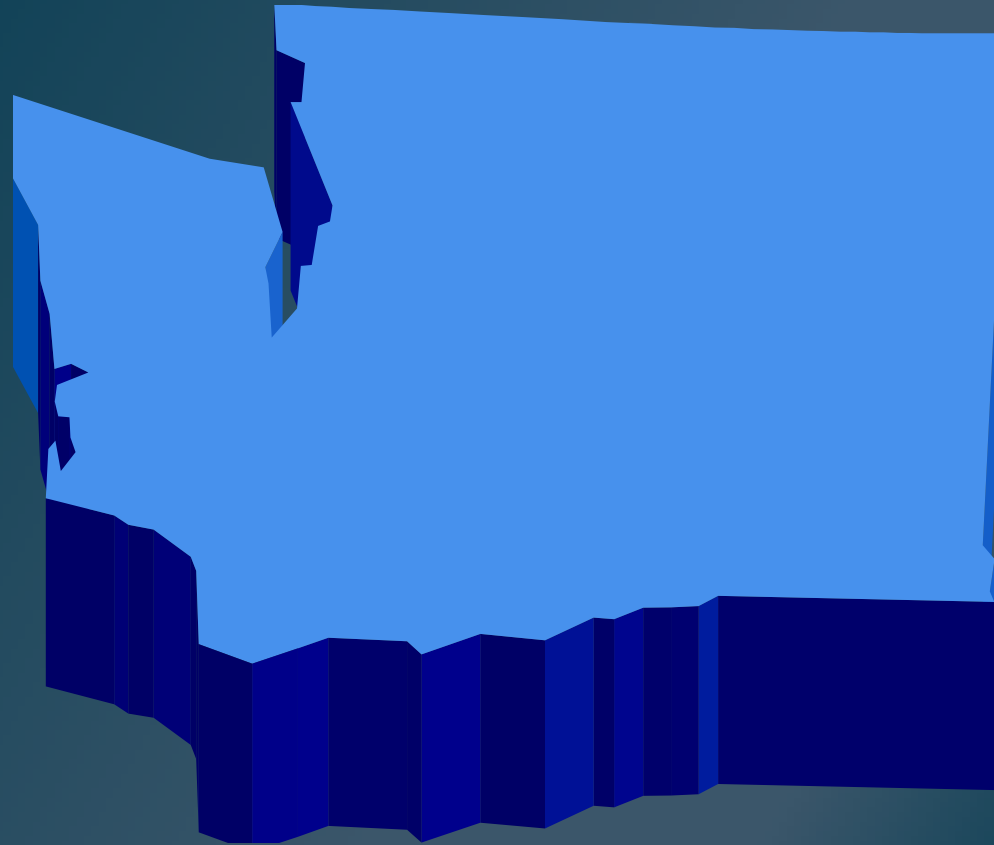
Water Summary

- **359 million, trillion gallons**
 - **1,386 billion, trillion liter**

Approximately how many people are on the earth?

- 12/10 estimate, 6.88 billion people
- **(52 billion gallons per person)**

Water/Sewer in the Pacific Northwest



Water Audit

- Benefits
 - *Calculates the total value of your Water use*
 - You can't improve what you don't measure. Calculations will be performed for the purpose of identifying water and energy savings, as well as financial savings, that will help the end-user to make an educated choice
 - Information will be provided on environmentally efficient products and practices that will help you save money and be green!

Water Audit

- Approach
 - Complete an approved Water Audit using MCA and “Green plumbers” Standards. A water expert will review your water consumption, assess your buildings current level of usage and provide you with an estimate of your expected savings on your water bill.
 - Once your information has been review, the expert will work with you to outline a plan for improvement and provide a detailed report with water saving tips and suggestions.
 - Information will be provided on fixture replacements and a ROI report will be provided on any beneficial replacements or repairs

Customer Information

- Demographic of building tenants
- Site Specific Opportunities
- Water Bills (Past 12 months)

Deliverables

- Complete Water Report
- ROI for Recommended projects
- Product Recommendations and water saving tips
 - www.greenplumbersusa.com
 - www.cascadewater.org
 - <http://www.savingwater.org/>
 - <http://www.mytpu.org/tacomawater/>

Tacoma Water Rebate Program

- Eligibility
 - Only Tacoma Water customer with non-residential water service accounts.
- Rebate Amount
 - Calculated on a Case by Case Bases
 - Currently offering \$0.42 per unit saved
 - Unit = 1 CCF (748 gallons of water)
- Application

Recap

- Why do we care about water?
 - Environmental
 - Financial
- Benefits of the Water Audit
 - Check up on your building
- Approach to the Water Audit
- Deliverables to the customer
- Questions?

Water Fun Fact



- How many gallons of water does it take to make a serving of Chocolate?
- It takes 2,847 gallons to make one serving of chocolate

-
- Thank you for coming

Andi Van Blaricom
andiv@mckinstry.com
206-832-8315

