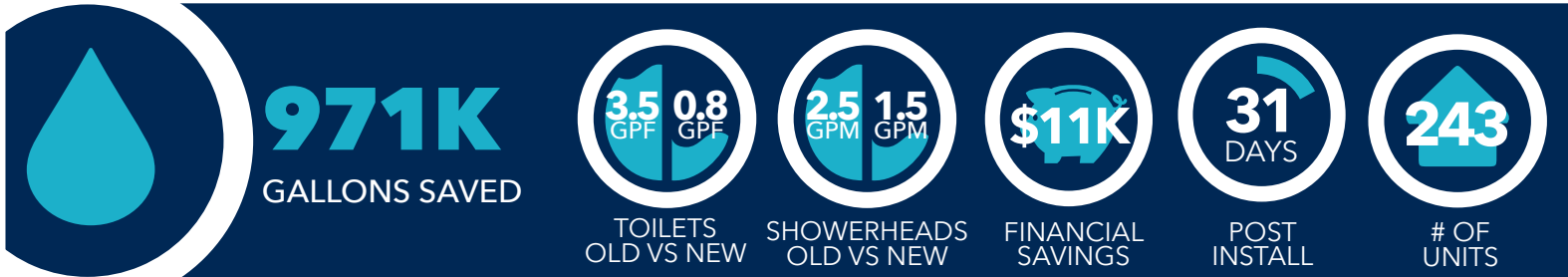
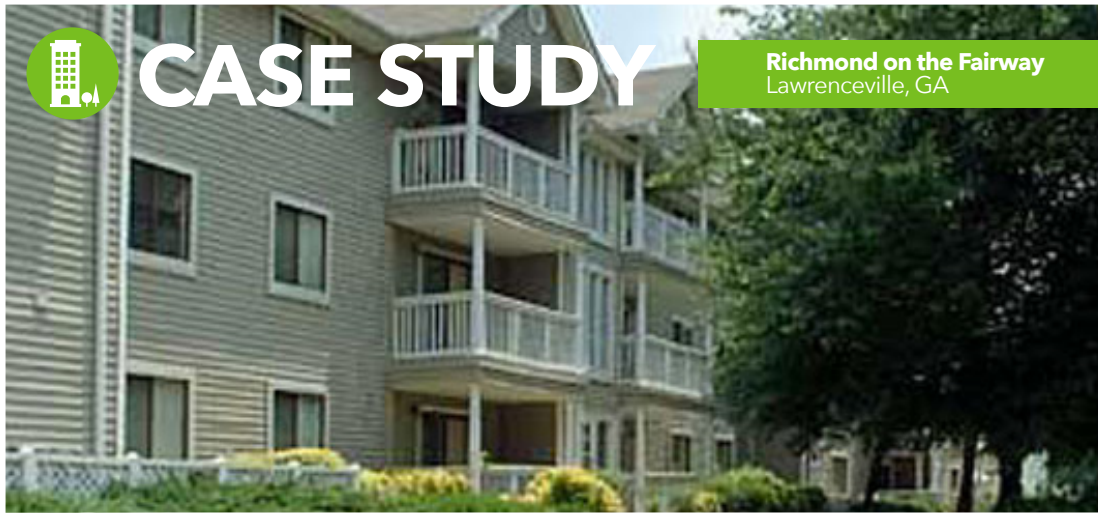




CASE STUDY

Richmond on the Fairway
Lawrenceville, GA



NEW FIXTURES SAVE APARTMENT COMPLEX \$140,000 ANNUALLY AND PROPERTY VALUE SOARS

Annual water and financial savings certainly exceeded expectations at Richmond on the Fairway.

HIGH WATER RATES AND WATER USAGE

Located on more than 30 acres of land, Richmond on the Fairway contains 243 units with 23 one- to three-story buildings, three swimming pools, and three laundry rooms. It was built in 1976 and still had the original plumbing fixtures - outdated, inefficient toilets, showerheads and aerators.

In January 2013, the water and sewer bills had hit a high of \$28,723.84 with more than 2,218,437 gallons of water used. The necessity to save water and money on utility bills was clear, so the community reached out to the Apartment Water Management Company, LLC to assist with financing and installation of high-efficiency conservation products.

THE PRODUCTS

In May 2013, 481 bathrooms were retrofitted with Ultra-High-Efficiency-Technology (UHET™) Water-Saving Kits from Niagara Conservation. Each kit included a EPA WaterSense® certified Original Stealth 0.8 GPF toilet, Earth Massage 1.5 GPM showerhead, 0.5 GPM kitchen and bath aerators, water supply lines, and wax rings.

The Original Stealth boasts the lowest gallons per flush on the market; flushing at just 0.8 gallons each time thanks

to Stealth Technology - a patented, re-engineered flush that works better and wastes nothing. The showerhead and aerators have Niagara's Equiforce™ Technology, a pressure-compensating technology that guarantees a powerful, consistent flow rate regardless of available water pressure.

THE RESULTS

When the work was completed in June 2013, 481 toilets, 302 showerheads, and 705 aerators had been replaced. With the completed retrofit, along with efforts to conserve water and lower bills by repairing swimming pools and main line water valve, Richmond on the Fairway lowered the monthly water usage by 48% since January 2013 which equated to monthly savings of \$12,897.62.

While monitoring the Richmond project, there has been no evidence of excessive sewer stoppages due to the retrofit, and the water and sewer bills do not indicate double-flushing or improper use of the newly installed toilets by the residents.

In addition to the annual savings of \$140,000, the property value has increased five to seven times the savings number.