



WASHINGTON ATHLETIC CLUB

August 4, 2005

The Washington Athletic Club in Seattle saves in excess of \$75,000 per year in water and sewer costs by using the Resort Spa Signature with Comfort Control showerhead.

1,000 to 1,200 showers per day in our Athletic areas have realized a water use reduction of more than 5 million gallons of water per year.

Our 113 hotel rooms have been retrofitted with the Resort Spa heads and are experiencing reduced use of just under 1 million gallons per year.

Adding in the reduced costs as a result of heating less water for showering and our savings reach 6 figures.

The initial Cost to purchase and install the showerheads was less than \$7,500 in 2001. Lower utility costs at that time still allowed for a simple payback of less than 2 months.

And best of all the product works. Our members and guests are very satisfied with the Resort Spa head. It does deliver an invigorating shower just as advertised. In fact even at a supply pressure of less than 60 PSI, some of our members and guests still utilize the adjustable flow feature for a "softer" spray. Concerns about getting a good rinse from a reduced flow head were allayed immediately after the skeptics tried it for themselves.

Showerhead maintenance is a thing of the past. The heads do not plug, rust or foul in any manner. They don't break or wear out either. Not a single head has been replaced in four plus years. And some of the showerheads in our popular conditioning department shower rooms are in use for a solid 12 of the 17 hours the area is open each day.

Installing the Resort Spa head was one of the all around best, energy saving moves that we made at the Washington Athletic Club. Utility cost savings, guest satisfaction, maintenance free, and they even look nice.

Perhaps the highest compliment I can provide is, I use it in my own home. I have for several years. And I have no desire to look for anything better!

Sincerely,

A handwritten signature in black ink that reads 'Andy Voogd'.

**Andy Voogd, RPA, FMA
Building Operations Manager
Washington Athletic Club**