

2: WATERLESS URINAL PRODUCTS REQUIRED



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PRODUCTS REQUIRED TO CONVERT URINALS TO WATERLESS

Includes waste outlet fittings plus sufficient UMD cartridges and Bactericidal Cleaner to last 3 months.

Product	Pack of 1	Pack of 4	Pack of 12	Pack of 24	Pack of 32	Total Cost
UMD Installation Kits	2	1				£122
Bactericidal Cleaner (5 litres)	2					£40
Delivery						£10
Total (excluding VAT)						(A) £172

Estimated Annual Water Saving = 944 cubic metres = £1,596

Payback period of approximately 2 months

ONGOING COSTS AFTER CONVERSION

UMD cartridges and Bactericidal Cleaner required 3 months after conversion and quarterly thereafter, including applicable volume discounts.	Total Gentworks Supply Charges	= Cost per Quarter
3 months of supplies (B)	£160	£160
9 months of supplies	£424	£141
12 months of supplies	£514	£129

ANNUAL PRODUCT COSTS VERSUS WATER USAGE

Period	Total Gentworks Supply Charges	Estimated Net Savings (Water savings MINUS Gentworks charges)
First 12 mths (A+(3xB))	£596	£944
Next 12 mths (4xB)	£640	£956
Over 2 years	£1,236	£1,900

LIST OF SUPPLIES REQUIRED FOR CONTINUATION OF WATERLESS

Select Period	3 months					Total Cost
Product	Pack of 1	Pack of 4	Pack of 12	Pack of 24	Pack of 32	Total Cost
UMD cartridges	2	1				£110
Bactericidal Cleaner (5 litres)	2					£40
Delivery						£10
Total (excluding VAT)						£160

IMPORTANT NOTE:

UMD cartridges have a shelf life of 1 year so it is not worth ordering more than 12 months supply.

Bactericidal Cleaner has a shelf life of 2 years.

Disclaimer: We have tried to make these calculations accurate and up to date but we cannot guarantee that there are no errors. Gentworks Ltd. will not be held responsible for any loss, damage or inconvenience caused as a result of any inaccuracy or error

3: WATERLESS CONVERSION - CHARGES FOR OPTIONAL SERVICES

Experienced Gentworks engineers can convert urinals to waterless and service them quarterly across most of England and some of Wales. To view our charges, which include all cartridge and chemical supplies, please answer below 2 questions about the site.



Q1. In which county is the site that you are considering converting to waterless urinals?

London

Hammersmith & Fulham

Q2: Of the 6 urinal bowls you listed on page 1, how many have visible traps or u-bends underneath?

6

All of the bowls

OPTIONS FOR CONVERSION AND/OR SERVICING BY GENTWORKS ENGINEERS

Guidance for self-installing and servicing is available at www.waterless.co.uk. If you have experienced regular odour and/or blockage problem, then consider having Gentworks engineers carry out the conversion, including pipework repairs. Many customers choose to have Gentworks professionally convert the urinals then perform subsequent quarterly servicing in-house.



Example of a visible trap underneath a urinal bowl.

PRICING FOR CONVERSION AND QUARTERLY SERVICING BY GENTWORKS FOR WATERLESS

Conversion to Waterless by Gentworks: Clearance of waste pipes; installation of new traps and custom waste outlets with UMD cartridges; draining of cistern and water supply pipes, then capping of water supply ("dead-legging"). Includes supplies for 3 months.

£597

Subsequent Quarterly Servicing by Gentworks: Replacement of cartridges; clearance of urinal waste pipes by mechanical means when necessary to ensure optimum reliability; removal of waste from site. Includes supplies for 3 months.

£249

No cost option

Waterless cartridge hygienically recycled by Gentworks for re-use.



NOTE: For sites maintained by Gentworks engineers, there is a no-cost option of using waterless cartridges hygienically recycled in our workshops.

Estimated Quarterly Water Saving = 236 cubic metres = £399

COMPARISON OF SERVICE LEVEL CHARGES AND NET SAVINGS (Who converts and then services quarterly)			Estimated Net Savings (Water savings MINUS Gentworks charges)		Payback Period
	First Quarter Gentworks Charges	Subsequent Quarterly Charges	First 12 months	Subsequent Years	
In-house converted & in-house serviced (supply only)	£172	£160	£944	£956	2 months
Gentworks converted & in-house serviced	£597	£160	£519	£956	6 months
Gentworks converted & Gentworks serviced	£597	£249	£252	£600	9 months

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4: THE LOW FLUSHING ALTERNATIVE TO WATERLESS - Gentworks Calculator (version 4.6)

"Low flushing" (twice per day) may be a worth considering as an alternative to waterless if there are concerns that the weekly dosing regime cannot be reliably maintained. Implementing low-flushing is more intricate than converting urinals to waterless. Not only is it necessary to ensure that the waste pipes are clear, but also the pipes supplying the urinals with flush water must operate satisfactorily. Furthermore, if not already present, a **flush controller able to activate a flush at 12 hour intervals** needs to be installed and calibrated. Set-up costs are usually higher than for waterless but subsequent quarterly costs are lower as no dosing chemical is required. Experienced Gentworks engineers are available to carry out the conversion of urinals to low flushing. It is recommended that Gentworks engineers service the urinals quarterly. Our charges shown below include all products.

About Service Options

As in the case of waterless conversions, Gentworks engineers are available in many areas of England and Wales to carry out the installation. We can also maintain the low-flushing urinals by performing a servicet every 3 months. The vast majority of Gentworks customers choose to have Gentworks engineers install and maintain low flushing urinals as they are more likely to suffer from blockages than waterless if not professionally maintained, although less so than most urinals.



NOTE: Sites that choose "low flushing" in preference to "waterless" generally have one or more of the following characteristics:

- Lack of confidence that weekly dosing regime can be adhered to

- Concerns that cleaners will not adhere to cleaning requirements

- Bad past experience of waterless

PRICING FOR CONVERSION AND QUARTERLY SERVICING FOR LOW-FLUSHING	Gentworks Charges
Conversion to Low Flushing by Gentworks: Urinal waste and flushing pipework cleared, repaired and/or replaced as necessary for optimum reliability. Flush controller fitted and calibrated.	£944
Subsequent Quarterly Servicing by Gentworks: Cartridge replacement, clearance of waste and flush pipes as necessary, and removal of used cartridges from site. Dosed with additional environmentally friendly chemicals to aid waste flow.	£224
Note: For sites maintained by our engineers, there is a no-cost option of using cartridges recycled by Gentworks.	

Benefits of Low-Flushing over Waterless

- No weekly dosing activity and no dosing chemical required

- No need to drain and cap water supply pipes

- Regular "rinsing" of urinal bowl

Estimated Quarterly Water Saving = 231 cubic metres = £391

SERVICE CHARGES AND NET SAVINGS	First Quarter Gentworks Charges	Subsequent Quarterly Charges	Estimated Net Savings		Payback Period
			First 12 months	Subsequent Years	
Gentworks converted & Gentworks serviced	£944	£224	-£53	£667	15 months

PRODUCTS REQUIRED (if supply only)	First Quarter	Subsequent Quarters
Electronic Flush Controller (FCV01)	3	£297
UMD Cartridges (with waste fittings at conversion)	6	£122
Total (including £10 delivery)		£429

VERY IMPORTANT: Whilst neutral cleaners (pH=7) are compatible with UMDs in low-flushing mode, **GENTWORKS BIO-BLUE MICROBIOLOGICAL CLEANER IS STRONGLY RECOMMENDED.**

One 5 litre container at a cost of £20 is sufficient to clean 5 urinals, seven times per week, for a whole year.

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