

**CASE STUDY: DRAMATIC REDUCTIONS FOR APARTMENTS IN GREATER ATLANTA AREA**

Property management firms KENCO and Cocke Finklestein invested in the Stealth System and saw a return in under 12 months. Conservation contractors, Water-Smart of Maylene, Alabama, installed Niagara's high-efficiency showerheads, aerators and ultra high-efficiency Stealth® toilet. The results have been documented and the Stealth System is proven to conserve our natural resources and provide monetary savings.

**KEN EDWARDS ENTERPRISES, INC.**

2219 BRIARCLIFF RD., N.E.

**ATLANTA, GEORGIA 30329**

(404) 633-0401



APARTMENT MANAGEMENT & CONSTRUCTION

INVESTMENT REAL ESTATE

November 17, 2010

We are an apartment management company in Atlanta, Georgia, where water has become a real issue due to recent drought conditions, watering restrictions, ever increasing water rates, as well as legal issues concerning the rights to consume water from Lake Lanier, a local reservoir.

In July of 2010, we contracted with Water Smart, "Tom the Toilet Man" and Stephanie Stallings to install water saving commodes, aerators, and shower heads. In addition to the installation of the new fixtures they also made a minimal amount of minor repairs on dripping faucets in sinks and tubs using Water Smart's leak repair program.

When first meeting with Water Smart, we were discussing the use of a 1.6 gallon per flush fixture to replace the 3 plus gallon per flush fixtures currently in use. However, there was new technology available from Niagara called the Stealth that used .80 gallon per flush. Even though this technology had not been used in a Multi - Family setting, we researched it, tested it, and were impressed with the performance. We chose to implement the water saving program using the Stealth .80 gal per flush fixture and are very pleased with the results. There has been no increase in the amount of maintenance issues, and the reduction in consumption has been an astounding 62.1% monthly, making the return on investment less than 12 months.

We have successfully increased the value of our asset, while being good stewards of our natural resources, and would recommend the Stealth Toilet and Water Smart to anyone considering reducing their water consumption expense.

Sincerely,



Randy Robinson  
Vice President

**SINCE 1964**

[www.KencoApartments.com](http://www.KencoApartments.com)

**CASE STUDY: DRAMATIC REDUCTIONS FOR APARTMENTS IN GREATER ATLANTA AREA**

Metered results and water billings for Waverly Manor, managed by KENCO.

**62.1% REDUCTION**

**STEALTH .80GPF 112**

Location: Waverly Manor Apartments	5830 Buford Highway Norcross, GA 30871	PH: 770-449-4906	Contact:
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Management Company KENCO Apartment Management	Address: 2219 Briarcliff Road N.E. Atlanta, GA 30329	Phone: 404-633-0401	Contact: Randy Robinson Director of Operations
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**WITHOUT WATER CONSERVATION MEASURES IMPLEMENTED:**

Date Meter Read	# Days in Cycle	Consumption in CF or Gallons	Avg. Daily Consumption	Average occupancy:
08-20-09	23	602,200	26,182	84%
09-25-09	36	615,100	17,086	82%
10-22-09	27	380,100	14,077	79%
11-20-09	29	439,500	15,155	80%
12-19-09	29	421,300	14,527	82%
01-21-10	33	545,100	16,518	82%
02-16-10	26	508,700	19,565	85%
03-19-10	31	370,100	11,938	89%
04-16-10	28	339,600	12,128	84%
05-20-10	34	408,300	12,088	84%
06-21-10	32	414,800	12,962	85%
07-16-10	25	442,100	17,684	90%
<b>Yearly Totals</b>	<b>353</b>	<b>5,386,900</b>	<b>15,260</b>	

**WITH WATER CONSERVATION MEASURES IMPLEMENTED:**

Date Meter Read	# Days in Cycle	Consumption in CF or Gallons	Avg. Daily Consumption	Occupancy %
08-25-10	40	218,100	5,452	89%
09-24-10	30	181,600	6,053	92%
10-18-10	24	144,700	6,029	92%
<b>Yearly totals</b>	<b>94</b>	<b>544,400</b>	<b>5,791</b>	

\* Yearly Average Daily Consumption calculated by dividing total yearly consumption by number of days in yearly cycle.

**CASE STUDY: DRAMATIC REDUCTIONS FOR APARTMENTS IN GREATER ATLANTA AREA**

Metered results and water billings for Waverly Manor, managed by KENCO.

**KENCO**  
**Waverly Manor**  
**2009 BILLING STATEMENT**

Account Management - (View)

File Edit Options Functions Consoles Help

Account Number: 05-2090-02 New Occupant Address: 5830 S BUFORD HWY S/L Zone: 1 Name: WAVERLY MANOR TOWNHOMES

General | Metered | Non-Metered | Financial | Information | Comments | History | Consumption History | Service Orders | Devices

Services: 100 16 WATER 2" - 11125888 Filter Period: 8/2008 Thru: 9/2010

Grid Graph Bill History

Year									
Month	Date	Read		Total Consumption	Demand		Reading		Occupant
		Previous	Current		Read	Consumption	Flag	Source	
Oct	10/22/2009	30408400	30788500	380100			Regular	Hand Held	02
Sep	09/25/2009	29793300	30408400	615100			Regular	Hand Held	02
Aug	08/20/2009	29191100	29793300	602200			Regular	Manual Read	02
Jul	07/28/2009	28513900	29191100	677200			Regular	N/A	02
Jun	06/25/2009	27982700	28513900	531200			Regular	N/A	02
May	05/27/2009	N/A	27982700	484700			Regular	N/A	02
Apr		N/A	27498000	805500			Regular	N/A	02
Mar		N/A	26692500	503400			Regular	N/A	02
Feb		N/A	26189100	621000			Regular	N/A	02
Jan		N/A	25568100	730500			Regular	N/A	02
- Year: 2008 Total 5									
				Avg 517950					

**KENCO**  
**Waverly Manor**  
**2010 BILLING STATEMENT**

70 448 5945 City of Norcross 03:49:21 p.m. 11-17-2010 1/1

Account Management

File Edit Options Functions Consoles Help

Account Number: 05-2090-02 New Occupant Address: 5830 S BUFORD HWY S/L Zone: 1 Name: WAVERLY MANOR TOWNHOMES

General | Metered | Non-Metered | Financial | Information | Comments | History | Consumption History | Service Orders | Devices

Services: 100 16 WATER 2" - 11125888 Filter Period: 11/2008 Thru: 12/2010

Grid Graph Bill History

Year									
Month	Date	Read		Total Consumption	Demand		Reading		Occupant
		Previous	Current		Read	Consumption	Flag	Source	
- Year 2010 Total 10									
Oct	10/19/2010	35077700	35222400	144700			Regular	Hand Held	02
Sep	09/24/2010	34896100	35077700	181600			Regular	Hand Held	02
Aug	08/25/2010	34678000	34896100	218100			Regular	Manual Read	02
Jul	07/16/2010	34235900	34678000	442100			Regular	Manual Read	02
Jun	06/21/2010	33821100	34235900	414800			Regular	Hand Held	02
May	05/20/2010	33412800	33821100	408300			Regular	Hand Held	02
Apr	04/16/2010	33073200	33412800	339600			Regular	Hand Held	02
Mar	03/19/2010	32703100	33073200	370100			Regular	Hand Held	02
Feb	02/16/2010	32194400	32703100	508700			Regular	Manual Read	02
Jan	01/21/2010	31649300	32194400	545100			Regular	Hand Held	02
				Avg 477079					

**CASE STUDY: DRAMATIC REDUCTIONS FOR APARTMENTS IN GREATER ATLANTA AREA**

Metered results and water billings for Southern Heights, managed by Cocke Finklestein.

**76.2% REDUCTION**

**STEALTH .80GPF 114**

Location Southern Heights Apartments	2900 Camp Creek Parkway College Park, GA 30337	PH: 404-559-8177	Contact: Mr. Earnest Cummings Mobile # 404-644-8408
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Management Company Cocke Finkelstein Management	Address: 1801 Peachtree St. N.E. Ste 200 Atlanta, GA 30309	Phone: 404-880-4141	Contact: Sid Malkin Director of Operations
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**WITHOUT WATER CONSERVATION MEASURES IMPLEMENTED:**

Date Meter Read	# Days in Cycle	Consumption in CF or Gallons	Avg. Daily Consumption	Average occupancy:
10-19-09	31	2,365	76.29	
11-17-09	29	2,400	82.76	
12-17-09	30	1,500	50.00	
01-20-10	34	2,229	65.56	
02-17-10	28	2,296	82.00	
03-18-10	29	2,408	83.03	
04-19-10	32	2,475	77.34	
05-18-10	29	1,870	64.48	
06-17-10	30	2,309	76.97	
07-20-10	32	2,399	74.97	
08-17-10	30	1,788	59.60	
09-16-10	33	1,838	55.7	
<b>Yearly Totals</b>	<b>367</b>	<b>36,718</b>	<b>100.05</b>	

**WITH WATER CONSERVATION MEASURES IMPLEMENTED:**

Date Meter Read	# Days in Cycle	Consumption in CF or Gallons	Avg. Daily Consumption	Occupancy %
10-19-10	33	886	26.85	
11-17-10	29	592	20.41	
<b>Yearly totals</b>	<b>62</b>	<b>1478</b>	<b>23.84</b>	

\* Yearly Average Daily Consumption calculated by dividing total yearly consumption by number of days in yearly cycle.

**CASE STUDY: DRAMATIC REDUCTIONS FOR APARTMENTS IN GREATER ATLANTA AREA**

Metered results and water billings for Southern Heights, managed by Cocke Finklestein.

Account# . . . : 30200600 . 76631 \*\*\* Credit Problems \*\*\*  
 Account Meter History Inquiry-----UT7130S1  
 Account#: 30200600 76631  
 Name . . : CFI HEIGHTS  
 Address : 2900 CAMP CREEK PKWY WTR  
 CC=Current Customer/PC=Previous Customer  
 Type option, press Enter. Reset: \_\_\_\_\_  
 5=Display

---Meter---		Read				Billed	More: + -
Opt	Type Number	Date	Read 1	Days	Type	Cons.	Calc'd Demand
---	W 01154979	1/20/10 PC	33496	34	A	2229	
---	W 01154979	12/17/09 PC	31267	30	A	1500	
---	W 01154979	11/17/09 PC	29767	29	E	2400	
---	W 01154979	10/19/09 PC	27367	31	A	2365	
---	W 01154979	9/18/09 PC	25002	31	A	2391	
---	W 01154979	8/18/09 PC	22611	29	A	3369	
---	W 01154979	7/20/09 PC	19242	33	E	2451	
---	W 01154979	6/17/09 PC	16791	30	A	2597	

More.  
 F3=Exit, F9=Resequenece, F12=Cancel

**Cocke Finkelstein**  
**Southern Heights**  
**2009 BILLING STATEMENT**

Account# . . . : 30200600 . 76631 \*\*\* Credit Problems \*\*\*  
 Account Meter History Inquiry-----UT7130S1  
 Account#: 30200600 76631  
 Name . . : CFI HEIGHTS  
 Address : 2900 CAMP CREEK PKWY WTR  
 CC=Current Customer/PC=Previous Customer  
 Type option, press Enter. Reset: \_\_\_\_\_  
 5=Display

---Meter---		Read				Billed	More: +
Opt	Type Number	Date	Read 1	Days	Type	Cons.	Calc'd Demand
---	W 01154979	11/17/10 CC	52357	29	A	592	
---	W 01154979	10/19/10 CC	51765	33	A	886	
---	W 01154979	9/16/10 CC	50879	30	A	1838	

  

---Meter---		Read				Billed	Calc'd
Opt	Type Number	Date	Read 1	Days	Type	Cons.	Demand
---	W 01154979	8/17/10 CC	49041	28	A	1788	
---	W 01154979	7/20/10 CC	47253	32	A	2399	
---	W 01154979	6/18/10 PC	44854	1	F	0	
---	W 01154979	6/17/10 PC	44854	30	A	2309	
---	W 01154979	5/18/10 PC	42545	29	A	1870	
---	W 01154979	4/19/10 PC	40675	32	A	2475	
---	W 01154979	3/18/10 PC	38200	29	A	2408	
---	W 01154979	2/17/10 PC	35792	28	A	2296	

09-20-10 16:11 FROM- 4046695080 T-421 P0006/0006 F-590

**Cocke Finkelstein**  
**Southern Heights**  
**2010 BILLING STATEMENT**

**CASE STUDY: DRAMATIC REDUCTIONS FOR APARTMENTS IN GREATER ATLANTA AREA**

Metered results and water billings for Southern Lakes, managed by Cocke Finklestein.

<b>69.7% REDUCTION</b>		<b>STEALTH .80GPF 113</b>		
Location Southern Lakes Apartments	4001 Lakemont Drive College Park, GA 30337	PH: 404-559-8177	Contact: Mr. Earnest Cummings Mobile # 404-644-8408	
Management Company Cocke Finklestein Management	Address: 1801 Peachtree St. N.E. Ste 200 Atlanta, GA 30309	Phone: 404-880-4141	Contact: Sid Malkin Director of Operations	
<b>WITHOUT WATER CONSERVATION MEASURES IMPLEMENTED:</b>				
Date Meter Read	# Days in Cycle	Consumption in CF or Gallons	Avg. Daily Consumption	Average occupancy:
09-16-09	33	2915	88.33	
10-15-09	29	2666	91.93	
11-13-09	29	2575	88.79	
12-15-09	32	2734	85.44	
01-15-10	31	2972	95.87	
02-15-10	31	2540	81.94	
03-16-10	29	3350	115.52	
04-15-10	30	2398	79.93	
05-14-10	29	2373	81.83	
06-15-10	35	2354	67.26	
07-16-10	28	2121	75.75	
08-13-10	28	2693	96.18	
<b>Yearly Totals</b>	<b>364</b>	<b>31,691</b>	<b>87.06</b>	
<b>WITH WATER CONSERVATION MEASURES IMPLEMENTED:</b>				
Date Meter Read	# Days in Cycle	Consumption in CF or Gallons	Avg. Daily Consumption	Occupancy %
09-14-10	32	1280	40.00	
10-15-10	31	862	27.81	
11-15-10	31	342	11.03	
<b>Yearly totals</b>	<b>94</b>	<b>2484</b>	<b>26.43</b>	
* Yearly Average Daily Consumption calculated by dividing total yearly consumption by number of days in yearly cycle.				

**CASE STUDY: DRAMATIC REDUCTIONS FOR APARTMENTS IN GREATER ATLANTA AREA**

Metered results and water billings for Southern Lakes, managed by Cocke Finklestein.

**Cocke Finkelstein**  
**Southern Lakes**  
**2009 BILLING STATEMENT**

Account Meter, History, Inquiry, UT7130S1  
Account#: 30194200 21229  
Name : CFI LAKES LLC.  
Address : 4021 LAKEMONT DR WTR  
CC=Current Customer/PC=Previous Customer  
Reset: \_\_\_\_\_  
Type option, press Enter.  
5=Display

Opt	Type	Number	Read Date	Read 1	Days	Type	Billed Cons.	Calc'd Demand
---	W	06331113	2/15/10 PC	87611	31	A	1124	
---	W	06331113	1/15/10 PC	86487	31	A	1315	
---	W	06331113	12/15/09 PC	85172	32	A	1257	
---	W	06331113	11/13/09 PC	83915	29	A	1325	
---	W	06331113	10/15/09 PC	82590	29	A	1461	
---	W	06331113	9/16/09 PC	81129	33	A	1546	
---	W	06331113	8/14/09 PC	79583	29	A	1062	
---	W	06331113	7/16/09 PC	78521	31	A	990	

Account#: 30194227 21232  
Name : CFI LAKES LLC.  
Address : 4001 LAKEMONT DR WTR  
CC=Current Customer/PC=Previous Customer  
Reset: \_\_\_\_\_  
Type option, press Enter.  
5=Display

Opt	Type	Number	Read Date	Read 1	Days	Type	Billed Cons.	Calc'd Demand
---	W	64869119	3/16/10 PC	65630	29	A	1495	
---	W	64869119	2/15/10 PC	64135	31	A	1416	
---	W	64869119	1/15/10 PC	62719	31	A	1657	
---	W	64869119	12/15/09 PC	61062	32	A	1477	
---	W	64869119	11/13/09 PC	59585	29	A	1250	
---	W	64869119	10/15/09 PC	58335	29	A	1205	
---	W	64869119	9/16/09 PC	57130	33	A	1369	
---	W	64869119	8/14/09 PC	55761	29	A	1540	

**Cocke Finkelstein**  
**Southern Lakes**  
**2010 BILLING STATEMENT**

Account#: 30194200 76630 Current Balance : 6,541.95  
Transaction Meter, History, Inquiry, UT7130S1  
Account#: 30194200 76630  
Name : CFI LAKES LLC.  
Address : 4021 LAKEMONT DR WTR  
BILL : 11/18/2010  
CC=Current Customer/PC=Previous Customer  
Reset: \_\_\_\_\_ + \_\_\_\_\_  
Type option, press Enter.  
5=Display

Opt	Type	Number	Read Date	Read 1	Days	Type	Billed Cons.	Calc'd Demand
---	W	06331113	CC 11/15/10	95911	31	A	289	

  

Opt	Type	Number	Read Date	Read 1	Days	Type	Billed Cons.	Calc'd Demand
---	W	06331113	10/15/10 CC	95622	31	A	281	
---	W	06331113	9/14/10 CC	95341	32	A	266	
---	W	06331113	8/13/10 CC	95075	28	A	1043	
---	W	06331113	7/16/10 CC	94032	28	A	1121	

Account#: 30194227 76630 \*\*\* Credit Problems \*\*\*  
Account Meter, History, Inquiry, UT7130S1  
Account#: 30194227 76630  
Name : CFI LAKES LLC.  
Address : 4001 LAKEMONT DR WTR  
CC=Current Customer/PC=Previous Customer  
Reset: \_\_\_\_\_  
Type option, press Enter.  
5=Display

Opt	Type	Number	Read Date	Read 1	Days	Type	Billed Cons.	Calc'd Demand
---	W	64869119	11/15/10 CC	73608	31	A	53	
---	W	64869119	10/15/10 CC	73555	31	A	581	
---	W	64869119	9/14/10 CC	72974	32	A	1014	
---	W	64869119	8/13/10 CC	71960	56	A	1650	
---	W	64869119	7/16/10 CC	70310	28	E	1000	