



A CSW Industrials Company

Plumbing Mechanical Products

By Jerry Myren

Plumbing Mechanical Products



**SureSeal Waterless Inline
Drain Trap Seal**



G-O-N Glue on Nozzle



Clean Check Extendable Backwater Valve



Golden Grip

Plumbing Mechanical Products

- Product Overview
- Applications
- Target Customers
- Key Competitors
- Why are we Better?
- Objections to Overcome



SureSeal® Waterless Inline Drain Trap Seal



Sewer Smell

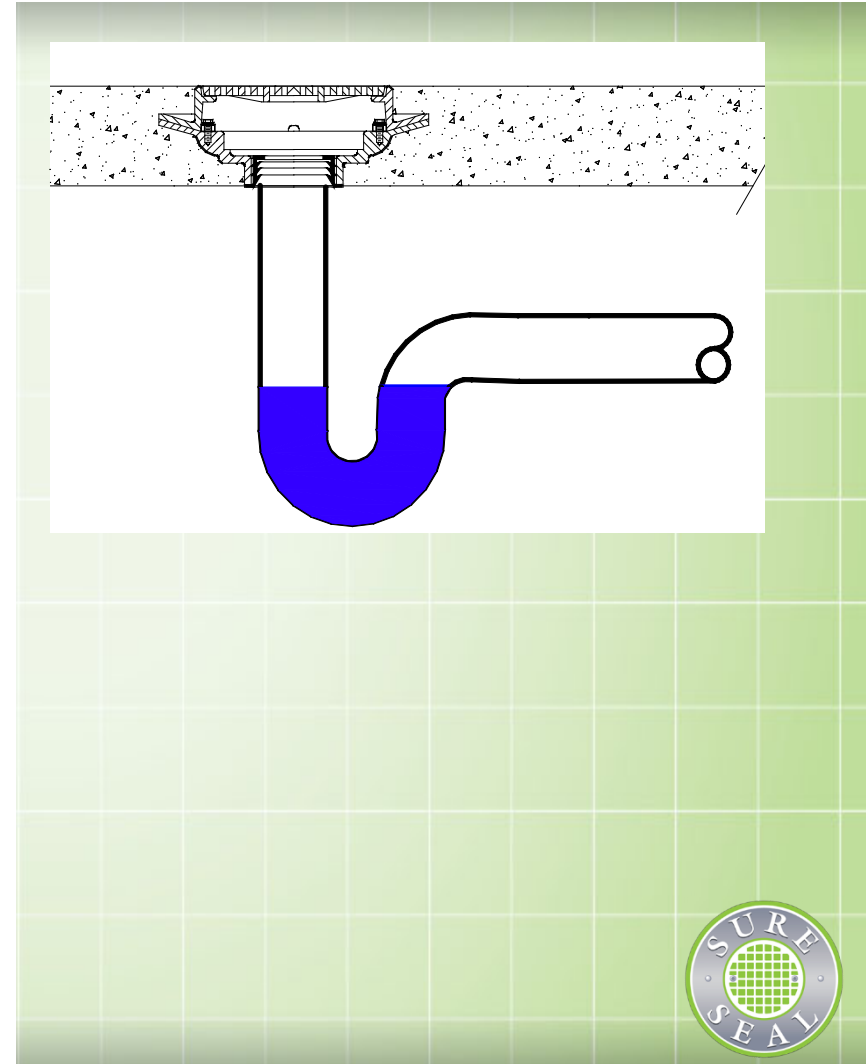


Sewer Smell



Role of a P-Trap

- Floor drains connect to standard traps in the drainage system
- All drains that are connected to the sewer system are required to have P-Traps to protect against dangerous and noxious sewer gas
- **North American Standard** requires between 1.5 - 4" water depth in the P-trap

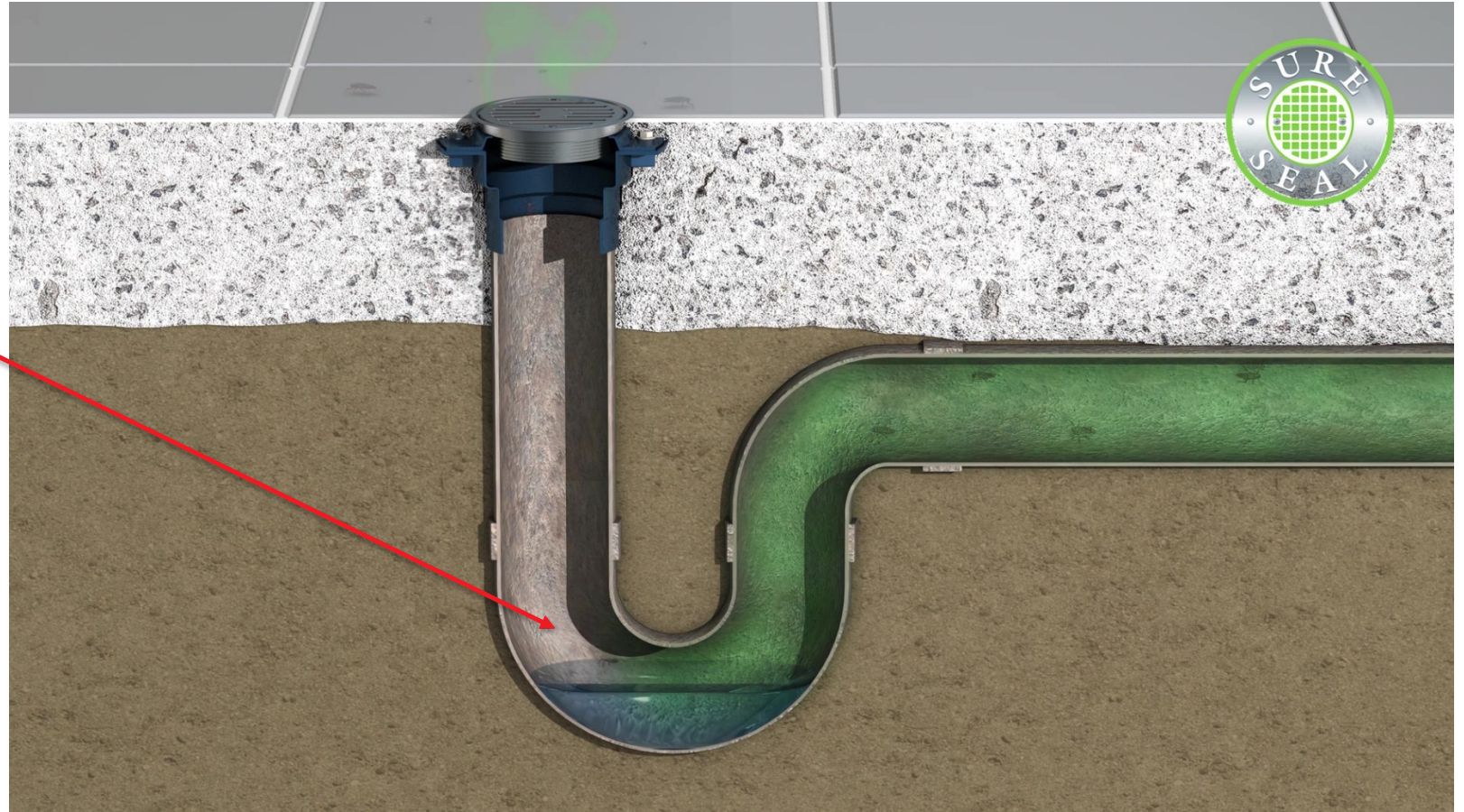


Why Smells Occur

Evaporated trap seal

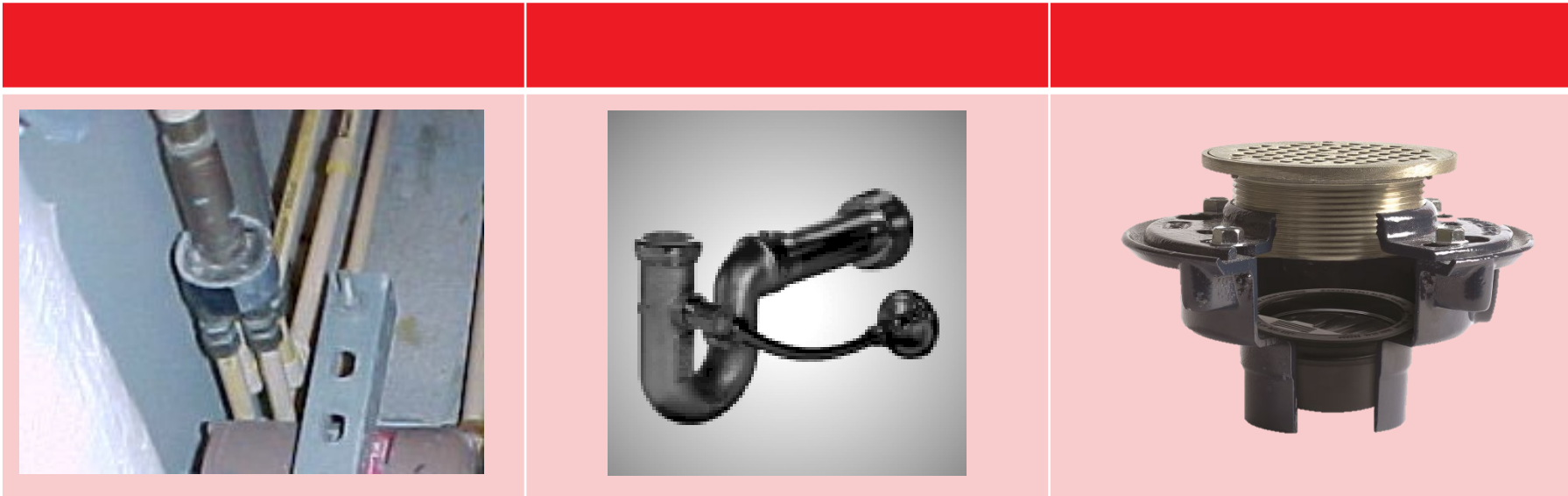
Reasons:

- Failed trap primer
- No trap primer
- Infrequently used drain



Types of Seals

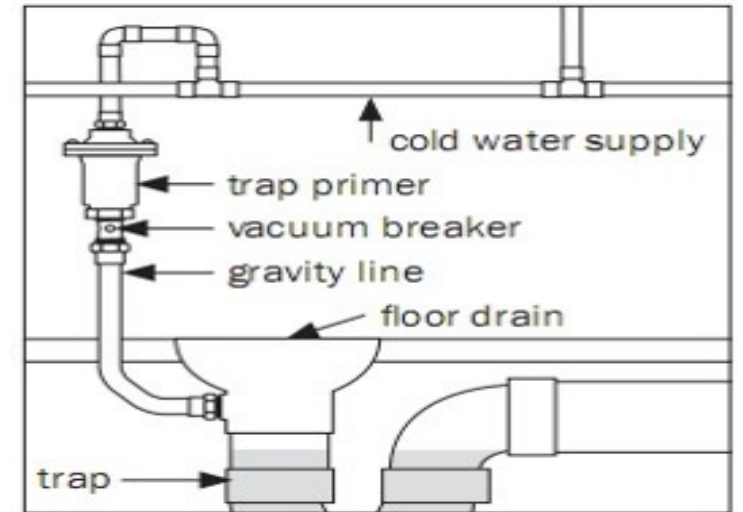
To prevent the escape of sewer gases through floor drain traps, *protection* must be provided to **protect the seal**



Water Supply Trap Primer

The original method of protecting a trap seal was a “water supplied trap” seal primer regulated by **ASSE 1018**.

*This method of priming traps uses **potable water supply** to the trap primer device. Provides intermittent discharge to the trap in response to the flow or pressure changes in the supply line.*



Drainage Supply Trap Primer



To reduce the waste of water, a drainage supply trap seal primer was developed and regulated by **ASSE 1044**.

*The type of device covered by the ASSE 1044 Standard is designed to **supply water to a drain trap** to provide and maintain its water seal using water supply from a ¹fixture drain line, ²flushometer valve tailpiece, or an ³electronic primer device.*



This style of valves catches a small quantity of water and directs it to the floor drain. The length of unvented tubing, however, is limited.

Waterless Trap Seal Protection Device

A Waterless Floor Drain Trap Seal protection device can be installed in an existing floor drains without any changes to the plumbing system.

A waterless barrier-type trap seal protection device shall protect the floor drain trap seal from evaporation.

*Barrier-type floor drain trap seal protection devices shall conform to **ASSE 1072** and must pass tests for:*

- 1) flow*
- 2) trap seal interference*
- 3) dirt & debris*
- 4) grease, and*
- 5) physical membrane.*



ASSE 1072

Performance Requirements for Barrier Type Floor Drain Trap Seal Protection Devices

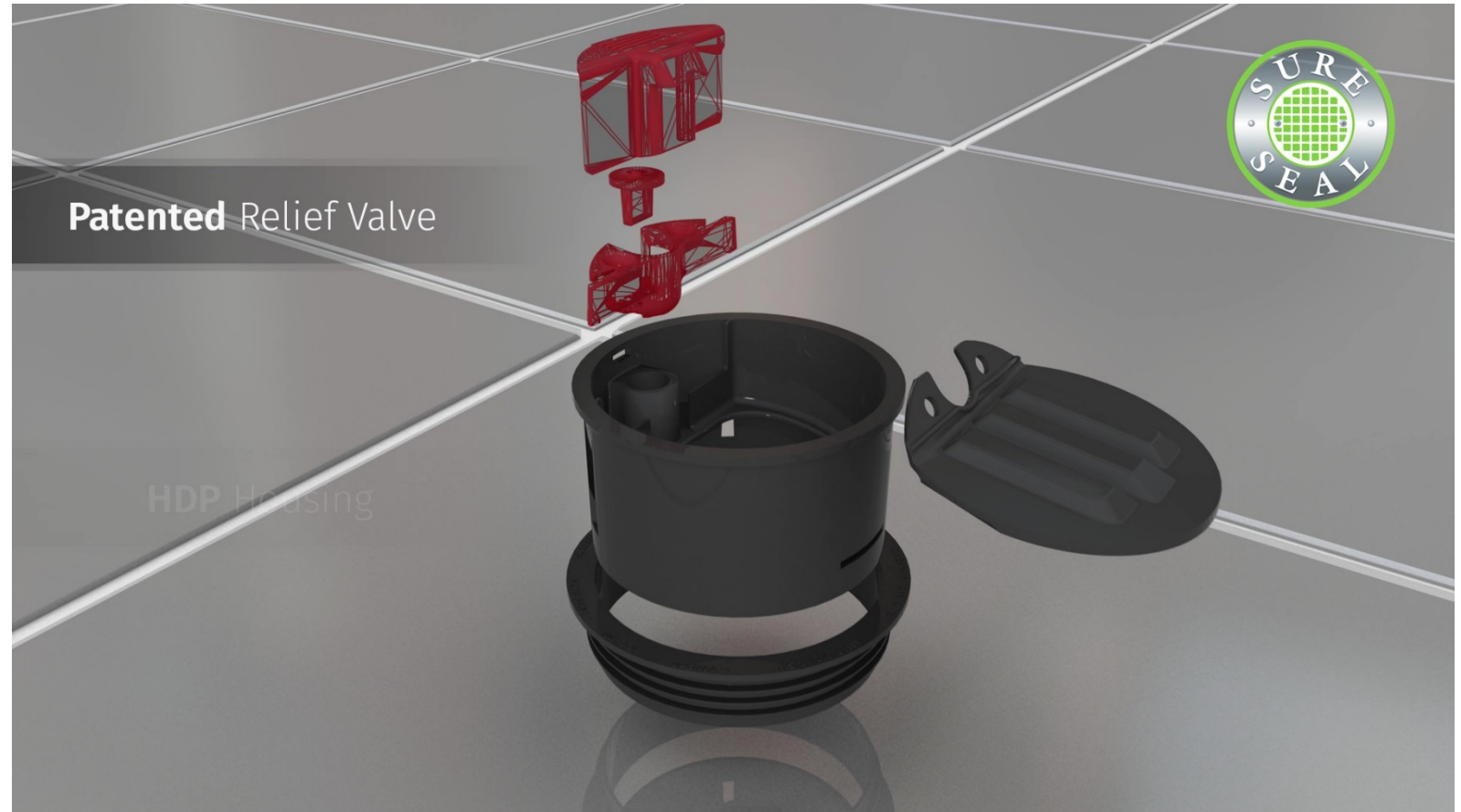


This barrier method does not automatically & periodically **provide water** to replenish the trap seal, it must **provide a barrier on the inlet** side of the trap seal that will minimize evaporation caused by the ambient air on the building side of the trap. This barrier must also **provide adequate drainage** capabilities required for the floor drain's intended use as determined by its design, size & installation location.

While developing the TEST requirements for these devices, certain adverse conditions were taken into consideration: introduction of fouling substances such as dirt/sand, floor wax or grease into the device. Drainage requirements are provided to accommodate infrequent & sizeable water flows caused by water line breaks, fixture overflows or backflow preventer discharges.

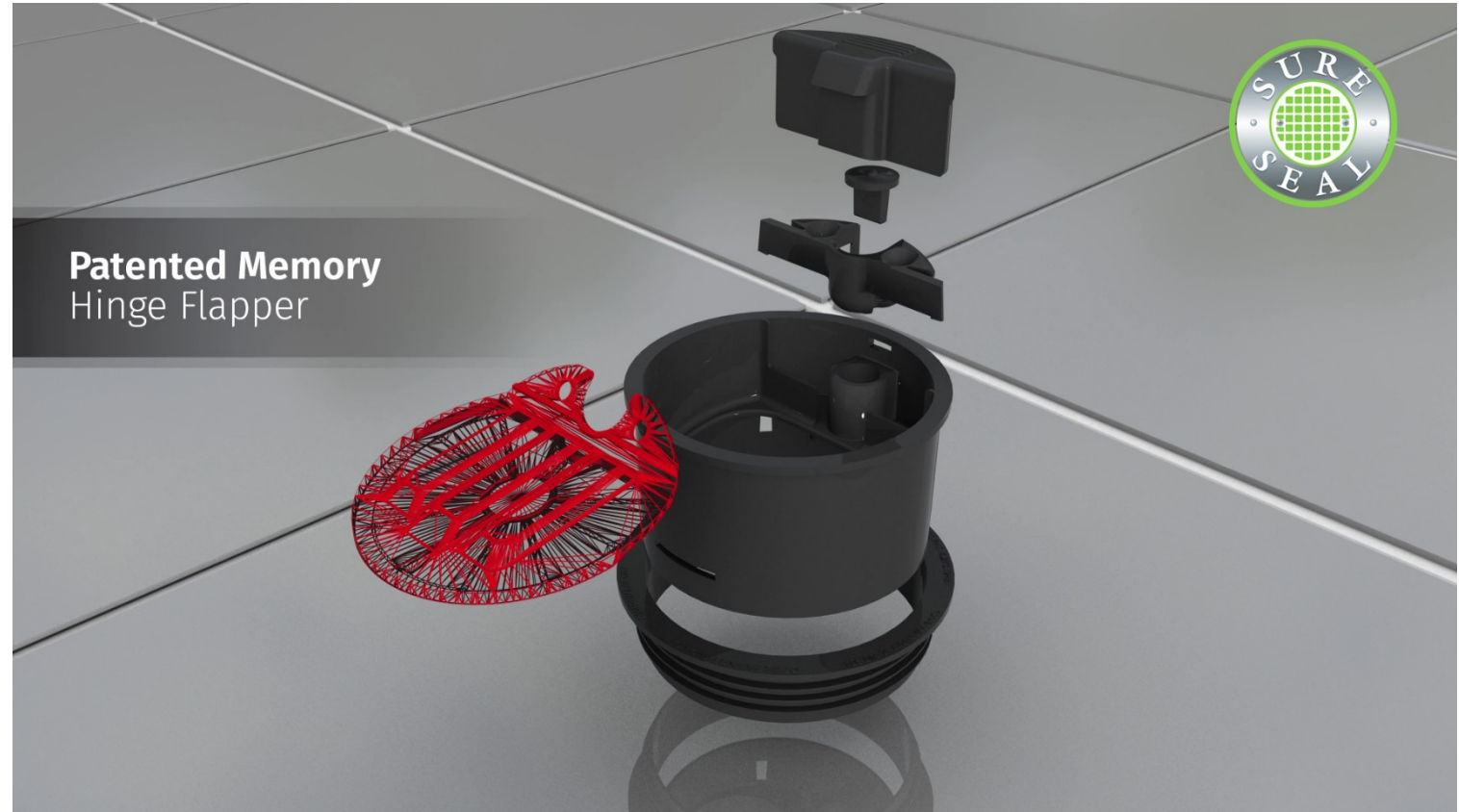
SureSeal® Design

In the event of an AIRLOCK situation, the “Patented Relief Valve” will allow the valve to *flutter* slightly and allow the flapper to open and function properly.



SureSeal® Design

The patented “**Memory Hinge**” allows for a complete seal every time!



SureSeal® Line-Up

Available sizes:



SureSeal® Features

- Saves time and money \$\$\$
- **Saves water** versus use of “traditional” trap primers
- **Stops** sewer gas odors and bug infestation
- Press fit design fits all 2”, 3”, 3.5” & 4” drain sizes
- Flapper opens with **less than** 4 oz. of water
- No restriction of **water flow** through the drain
- Patented **pressure relief valve** prevents air lock scenarios
- Patented **memory flapper** guarantees a complete seal every time
- **ASSE 1072** tested and approved
- 10-year warranty

SureSeal® Plumbing Codes

- PHCC
NSPC 2012 Edition
- ICC-ES Listed PMG-1070
- IPC 2015 Edition
 - 1002.4.1 Trap seal protection. Trap seals of emergency floor drain traps and trap seals subject to evaporation shall be protected by one of the methods in Sections 1002.4.1.1 through 1002.4.1.4
 - 1002.4.1.4 Barrier-type trap seal protection device. A barrier-type trap seal protection device shall protect the floor drain trap seal from evaporation. Barrier-type floor drain trap seal protection shall conform to ASSE 1072.
- IAPMO Listed C-4165
- UPC Pending Approval for the 2015 Code Cycle

SureSeal® Plumbing Codes



The UPC label identifies that the product complies the **Uniform Plumbing Code** in addition to the “standard”



The C/IAPMO Triangle Logo identifies that we meet the “standard”, but do not meet the *requirements of the UPC Code*.

SureSeal® Plumbing Codes

IAPMO “Certificate of Listing” characteristics:

Barrier type floor drain trap seal protection devices. Installation instructions shall not state or imply that the device may be used in lieu of a trap primer. Product to be installed with other IAPMO R&T listed fittings, in accordance with the manufacturer's instructions, and the requirements of the latest edition of the Uniform Plumbing Code.

SureSeal® Target Customers

Target Opportunities:

- Plumbing contractors: new construction, repair and replacement
- Plumbing wholesalers
- Facility maintenance
- Multi-family construction contractors
- Commercial builders
- Restaurant supply

SureSeal® Key Competitors

Green Drain.....



MIFAB MI GARD.....



IPS Green Drain.....



JR Smith Stink Stopper.....



Proset Trap Guard.....



Sioux Chief Trap Shield



SureSeal® Differentiators

- Simple press fit design....no silicone needed
- Saves time and money
- Patented **relief valve**
- Patented **memory flapper** ... completes a seal every time
- Saves water and eliminates the need for a trap primer
- Fits both cast iron and plastic drains
- Name brand recognition
- 10-year warranty

SureSeal® Objections to Overcome

- Pricing issues....with the help of our PAR system, quick response to special pricing makes pricing issues easier to address
- Lack of a “complete” floor drain product line

Plumbing Mechanical Products: Glue-On-Nozzle

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Typical Drainage TYPES on Commercial Buildings



G-O-N®

G-O-N® glue-on-nozzle is a decorative cast nickel brass downspout nozzle and escutcheon with a reversed threaded integral PVC insert



G-O-N® Product Features



- Solid cast nickel brass 2 piece construction
- Timeless architectural style
- Solvent welds directly to drain pipe
- Professional on site finish
- 3-step process eliminates the need for additional site work to coordinate with masonry or stucco crew
- Available in sizes 2" through 12"
- Bird Screen accessory available
- Anti-theft escutcheon

Installing G-O-N®

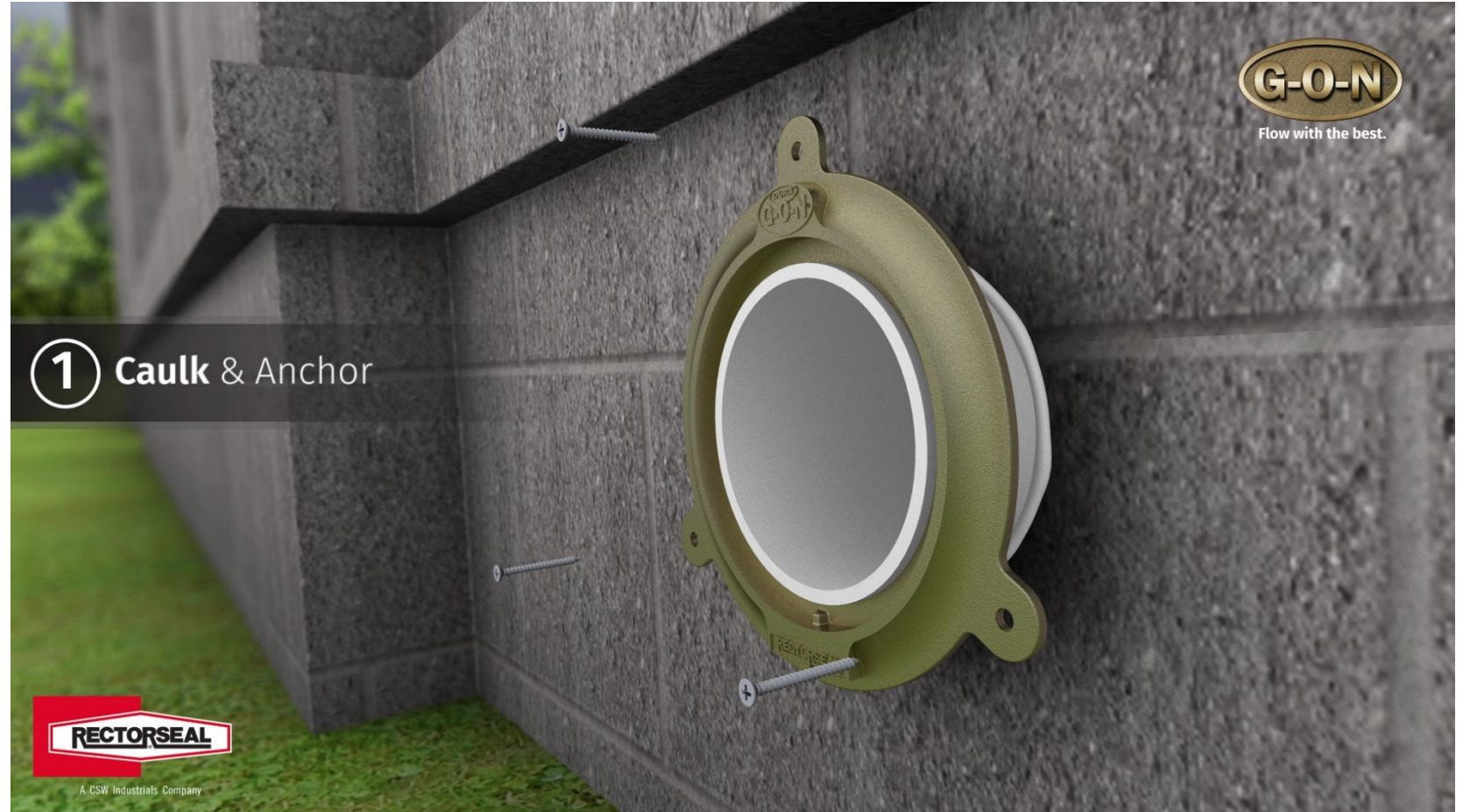
Installation tools and supplies needed.



Installing G-O-N®

Step 1:

Seal around drain pipe with silicone caulk and anchor the anti-theft escutcheon. Secure with appropriate wall anchor.



Installing G-O-N®

Step 2:

Measure hub depth of
G-O-N®. Cut to proper
length



Installing G-O-N®

Step 3:

Using Rectorseal solvent cement, place nozzle over pipe and into escutcheon.



G-O-N® Accessories

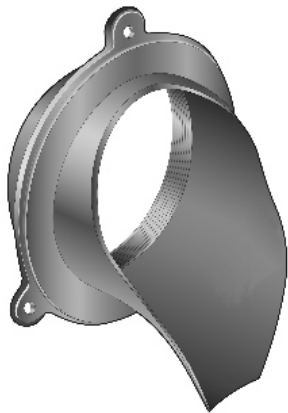
Bird screens available in sizes 2" through 12" for both G-O-N® and DuraGON nozzles.



G-O-N® Key Competitors

Competition:

- Jay R Smith Mfg. Co
- Zurn
- MIFAB.....



G-O-N® Common Objections

- Not in specifications
- Rectorseal does not have a drain line
- Not in all buying groups
- Pricing is high
- G-O-N® is subject to tariffs

G-O-N® Target Customers

- Commercial Plumbing Contractors
- Plumbing Wholesalers
- PVF Wholesalers
- Specifying Engineers and Architects

Dura G-O-N® Features



- Durable high-impact polymer
- 10-X the weathering resistance of ABS
- Timeless style with the look of oil rubbed bronze
- Solvent welds directly to the drain pipe
- Professional on site finish
- Available in 3", 4" and 6" sizes
- 3-step process eliminates the need for additional site work to coordinate with masonry or stucco crew
- Bird Screen accessory available
- Anti-theft escutcheon

Dura G-O-N® vs. G-O-N®

- Dura G-O-N® would be used more on lower profile buildings...strip centers, smaller commercial buildings, projects with smaller budgets etc.
- G-O-N® would be used on more higher profile buildings.....banks, government buildings, multi story office buildings etc.
- Projects where the nozzles would be installed 20'+ off the ground would warrant the use of a Dura G-O-N®
- Higher profile buildings would use G-O-N® on the front and visible sides and on the back side (less visible) they would use Dura G-O-N® – this makes it much easier to own the spec

Plumbing Mechanical Products – Clean Check Extendable Backwater Valve

- Product Overview
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- Objections to Overcome



Clean Check® Extendable Backwater Valve



Clean Check® Extendable Backwater Valve

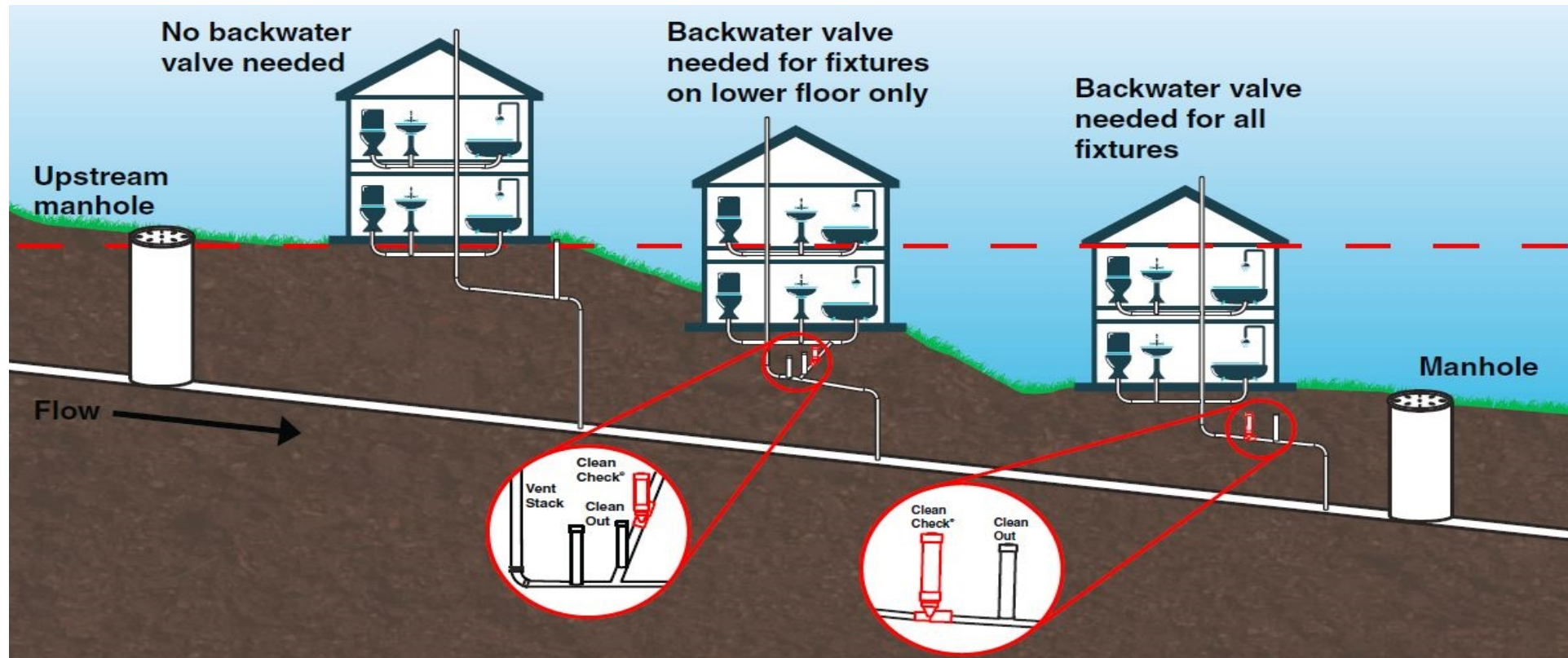
prevents sewage backup into a residence or building as a result of a plugged sewer system, excess volume in the system or groundwater flooding.

Results of **Not** Having Backwater Valve

Results with **NO** backwater valve



Backwater Valve Application

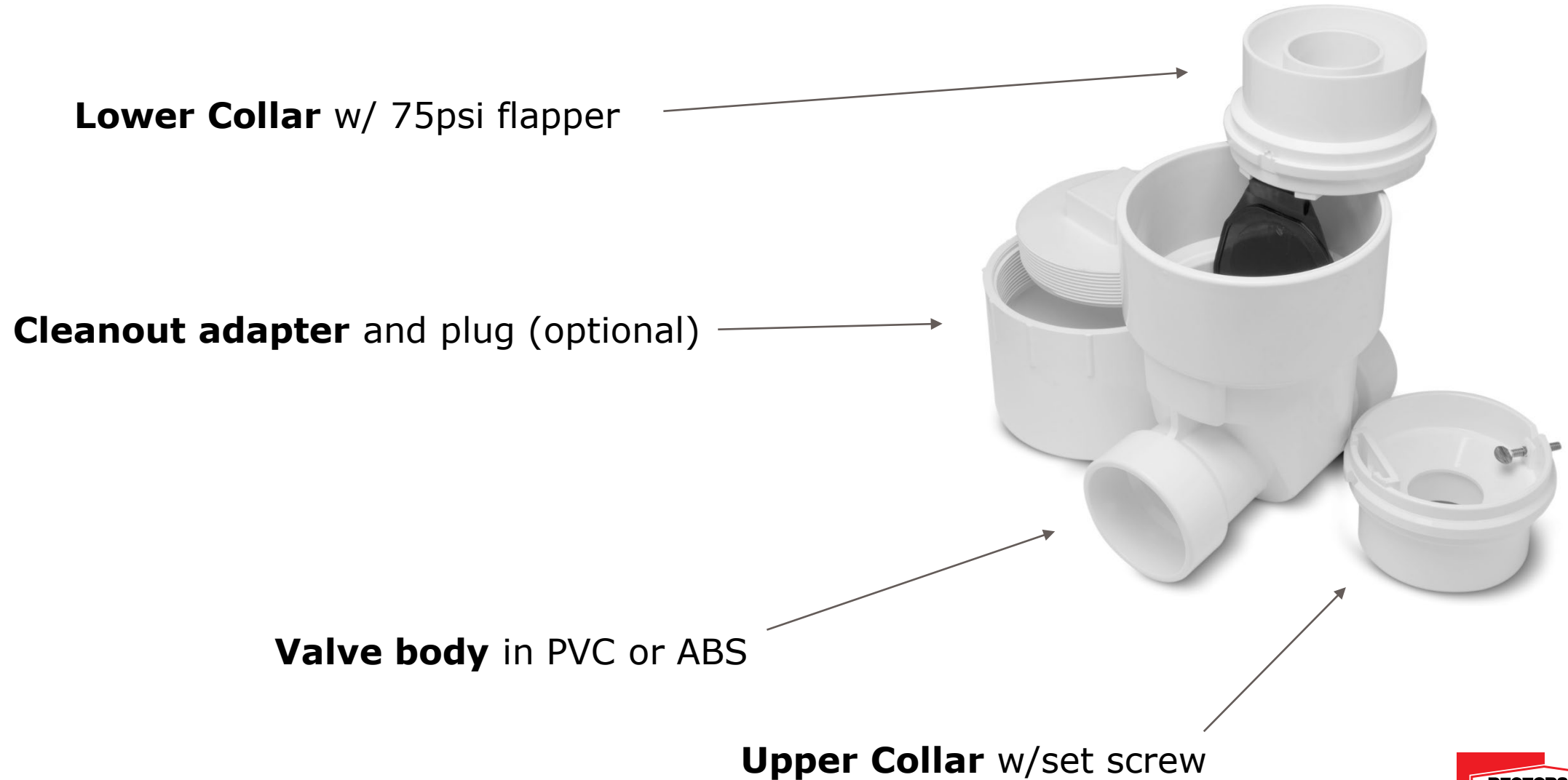


Clean Check® Features

- Prevents the reverse flow of backwater/sewage into a structure
- Installs discretely outside, < 12' below Grade Level
- Eliminates the need for a Costly Manhole
- Readily accessible from Grade Level for easy maintenance
- Meets UPC/IAPMO, IPC, ICC, IRC and CSA plumbing codes
- Available in PVC or ABS in sizes 3", 4" and 6" (PVC only)



Clean Check® Parts

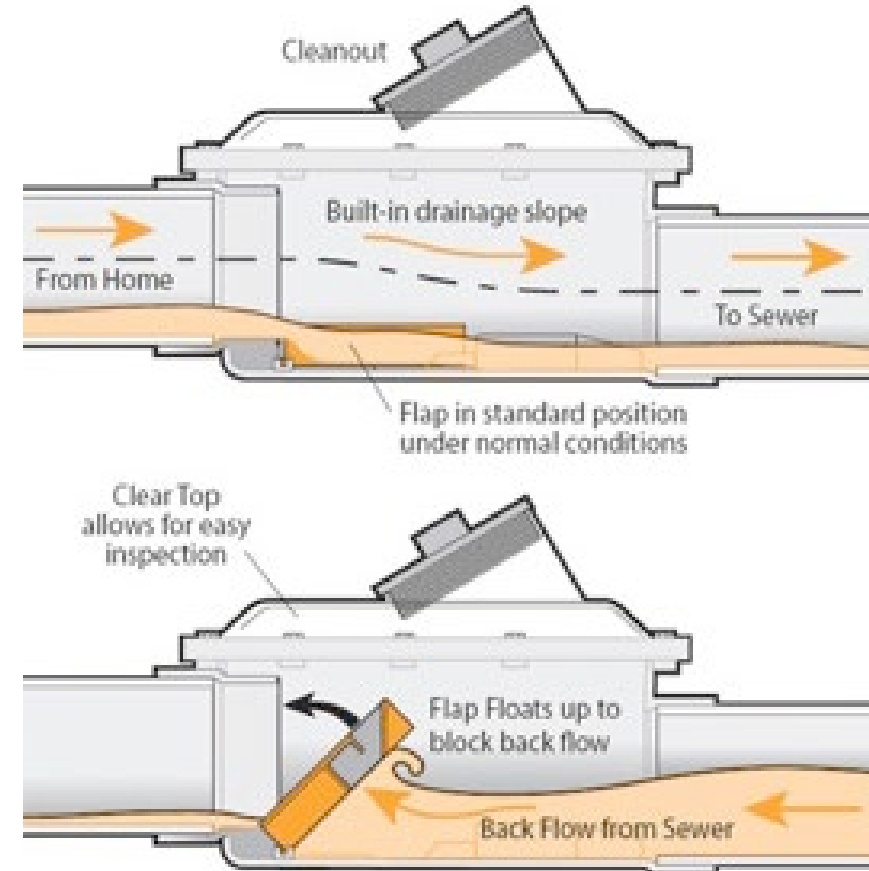
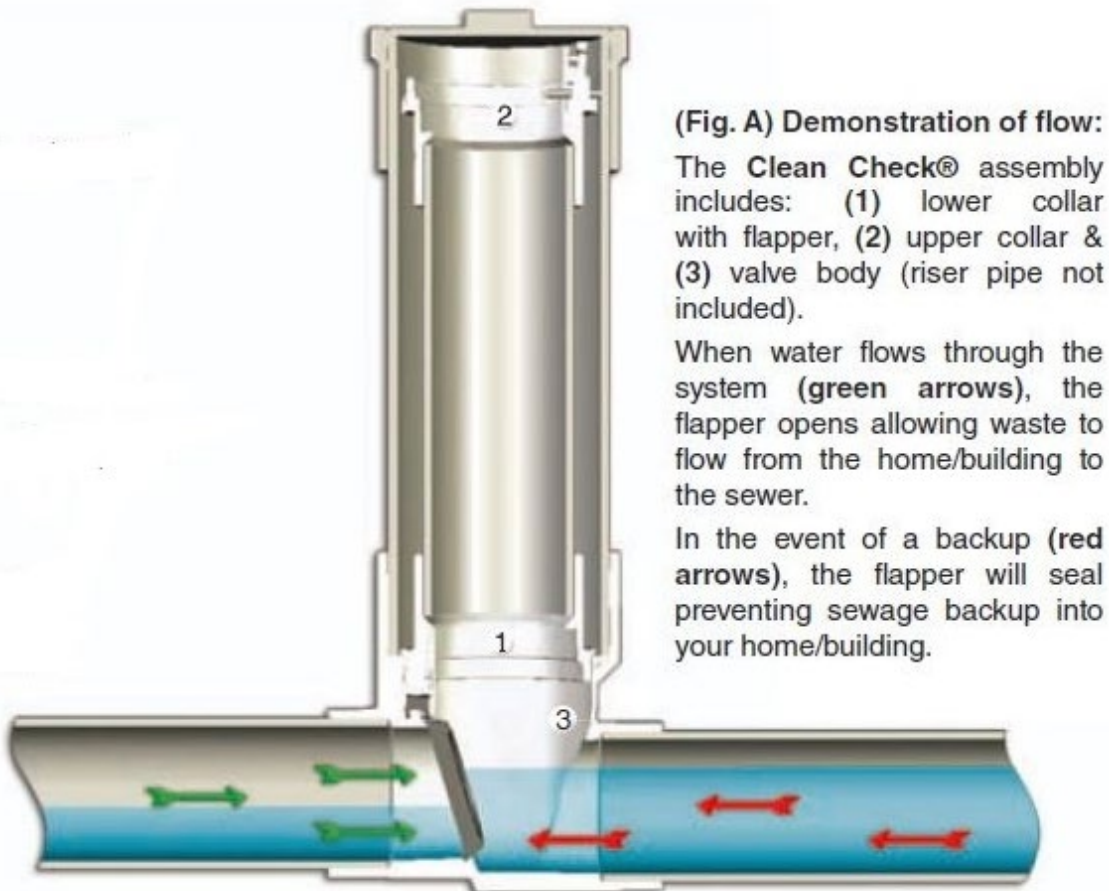


Normally Open vs. Normally Closed Valves

Normally Closed

VS

Normally Open



Clean Check® Rebuild Kits

PVC



ABS



Clean Check® Updated Collar

New collar design gives the contractor the option of using 4" or 2" inner riser pipe. This makes for easier removal of inner riser pipe, collars and flapper for inspection



Thumb screw for securing inner riser pipe in the event of a backflow

Clean Check® 75 PSI Flapper

Snap in pull out tab
making replacements
quick and easy.



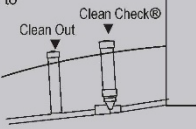
Clean Check® - 6" Replacement Instructions

<https://rectorseal.com/product/clean-check-extendable-backwater-valve/> - (click) Resources

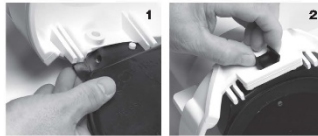
Your property is now protected from sewage backups by a Clean Check® extendable backwater valve.

With appropriate maintenance, this valve will protect your property from sewer backups due to system overloads, block-ages and flooding. It is your responsibility to have this valve checked

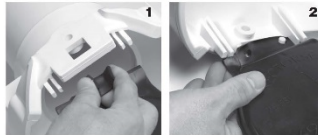
periodically to insure that it is operating properly. Under normal installation and use, a three month inspection interval is recommended. It is also recommended that a licensed plumber perform these inspections.



6" CLEAN CHECK Flapper replacement instructions:



Remove flapper: 1. Stretch and pull the base of the rubber flapper from under the slots on each side of collar. Pull punch holes off of pegs in collar. 2. Pinch edges of flapper lock and push out of collar mount.



Replace flapper: 1. Pinch edges of flapper lock and push through collar mount. 2. Stretch and secure rubber flapper base around and under slots on each side of collar. Pull punch holes in flapper base over pegs in collar to secure.

Replacement flappers are available from your local plumbing contractor or wholesale supplier.
Part No. 96982 (6" flapper)



2601 Spenwick Drive - Houston, TX 77055
800-231-3345 www.rectorseal.com

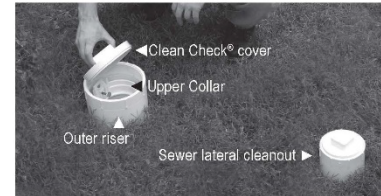


6" Extendable Backwater Valve Maintenance Guide



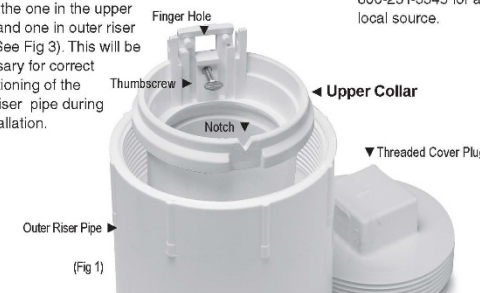
Maintenance Procedure

NOTE: Harmful bacteria are present in sewer lines. We recommend that you contact your local health district for proper sanitary precautions.



The following steps will guide your plumber through a proper inspection of your Clean Check® Extendable Backwater Valve.

1. Locate the Clean Check® cover. It has been placed outside your building, between the sewer lateral cleanout and the building.
2. Remove the threaded cover plug by unscrewing it to expose the upper collar of the inner riser assembly.
3. Loosen, but do not remove, the stainless steel thumbscrew located inside the upper collar.
4. Note the locations of the thumbscrew and opposing notch. There are two notches: one in the upper collar and one in the outer riser pipe (See Fig 3). This will be necessary for correct repositioning of the inner riser pipe during re-installation.

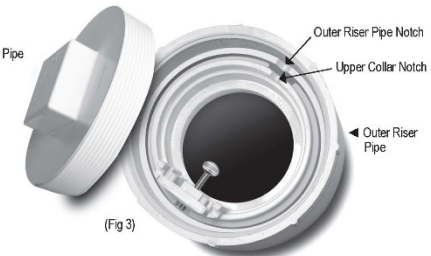


5. Using the finger hole provided above the thumbscrew of the upper collar, extract the inner riser assembly from the outer riser pipe and place it on the ground.
6. Clean debris from the flapper, inner riser assembly, as well as the in ground valve body.
7. Inspect the flapper for deterioration or damage caused by the harsh environment in which it operates. If deterioration is present, replace the flapper. (See back for replacement instructions and flapper part number)

For additional availability, contact:
RectorSeal® Customer Service at
800-231-3345 for a local source.



8. The Clean Check® Extendable Backwater Valve is designed for easy re-installation. To properly re-seat the valve, slowly lower the inner assembly back into the outer riser pipe and rotate it until you feel the unit drop into place. The notch in the upper collar should now be lined up with the notch in the outer riser pipe.
Important: Correct alignment of the notch in the upper collar and the notch in the outer riser pipe is necessary for correct repositioning of the inner assembly.



9. After seating the inner riser assembly properly, hand tighten the thumbscrew until it re-seats against the inside wall of the outer riser pipe. Be certain the thumbscrew is NOT resting on the top of the larger outer riser pipe. The flat side of the flapper should be resting, in the closed position, on the building side of the valve body.
10. Replace the threaded cover plug.



A CSW Industrials Company

Clean Check® Common Questions

1. When is a backwater valve required? According to IPC and UPC and local plumbing codes, when **upstream manhole** cover is ABOVE the flood rim of the lowest fixture in a building.
2. When is a manhole required for use with backwater valves? According to IPC and UPC, concrete manhole needed when the **backwater valve** is buried deeper than arms length (2').
 - * With Clean Check®, NO need for an expensive manhole cover
3. How **often** does a backwater valve need to be serviced? Service needed varies by manufacturer's instruction. The Clean Check® flapper should be inspected every 12 months.
4. How **deep** can the Clean Check® be buried? According to ICC, backwater valves maximum bury depth is 12'
5. Can the Clean Check® extendable backwater valve be used as a **cleanout**? NO, a cleanout snake risks damage to the seating surface where the Clean Check® flapper seals.

Clean Check® Competitive Products

- Canplas
- Sioux Chief
- Mainline
- Spears
- Oatey

Clean Check® Key Advantages

- Name Brand Recognition
- Only backwater valve with a flapper rated at 75 PSI

Clean Check® Common Objections

- RectorSeal does not have a “standard” backwater valve for “in basement” shallow (up to arms length deep) applications

Plumbing Mechanical Products – Three Golden Tools

- Product Overview
- Applications
- Target Customers
- Key Competitors
- Why are we Better?
- Objections to Overcome



Golden Grip Internal Pipe Wrench



Golden Extractor Tub Drain Tool



Golden Pipe Shredder

GoldenGrip™ Features

- Self-locking and reversible
- For use with a 3/8" or 1/2" ratchet
- **No** thread damage
- Works in tight spaces

<u>Code</u>	<u>Description</u>	<u>Qty/Cs</u>
97250	Single 1/2"	6
97251	Single 3/4"	6
97252	Double 1" & 1-1/4"	3
97253	Double 1-1/2" & 2"	3
97256	Set of 4 tools	1



GoldenGrip™ Applications

- Extracting corroded or rusted pipe nipples
- Can be used on variety of pipes:
chrome, brass, cast iron, steel and galvanized
- Installing chrome nipples and shower arms



GoldenGrip™ Saves Time

Major repair / fix: several days +



GoldenGrip™ fix: 1 hour



GoldenGrip™ Saves Time

Major shower arm fix: couple days +



GoldenGrip™ fix: 30 min



GoldenGrip™ Key Competitors

Competitors:



Golden Extractor™ Features

- For extracting and installing tub drains
- Uses a standard 3/8" ratchet
- Removes bolts/screws where the heads are broken off or just hard to remove on wall hung urinals and toilets
- Universal size
- Made of tempered steel



<u>Code</u>	<u>Description</u>	<u>Qty / Cs</u>
97258	Golden Extractor Tub Drain Tool	1

Golden Extractor™ Usage

When removing a tub drain, the **golden cam** and **tool body** will grip the tub shoe in three contact points providing even torque for easy removal.

When installing a new tub drain, turn clockwise and the golden cam stays intact and will not scratch or scuff the new drain. The **stub** at the bottom of the tool is used for installing and tightening the drain down when using drain's crossbars.



Golden Extractor™ Applications



Golden Extractor™ Key Competitors

Competitive tools:



Golden Extractor™ Saves Time

Corroded tub drain...no crossbars!



Golden Extractor™: 30 mins



Will not work



Will not work

Golden Pipe Shredder™ Features

Reams out **solvent-welded** plastic fittings so they can be reused

- Cuts stubs to be flush or recessed with wall
- Removes water closet flanges that need replacing
- Kit includes FOUR Shredders (98050):
1-1/2", 2", 3" and 4"



<u>Code</u>	<u>Description</u>	<u>Qty/Cs</u>
98050	GOLDEN PIPE SHREDDER KIT	1

Golden Pipe Shredder™ Features



Hub Guides

Carbide teeth

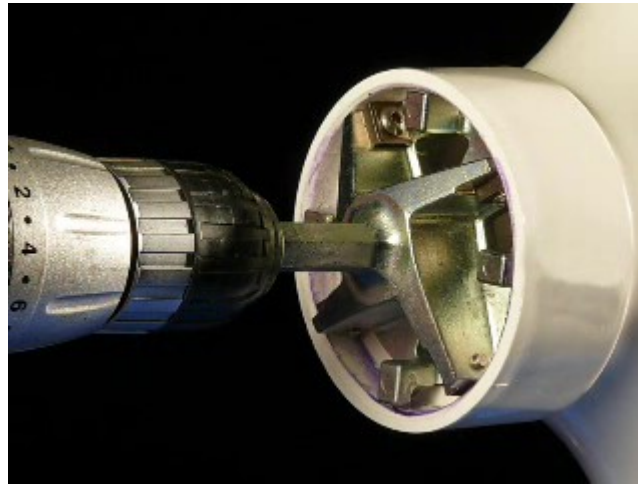


Golden Pipe Shredder™ Usage

Start



During

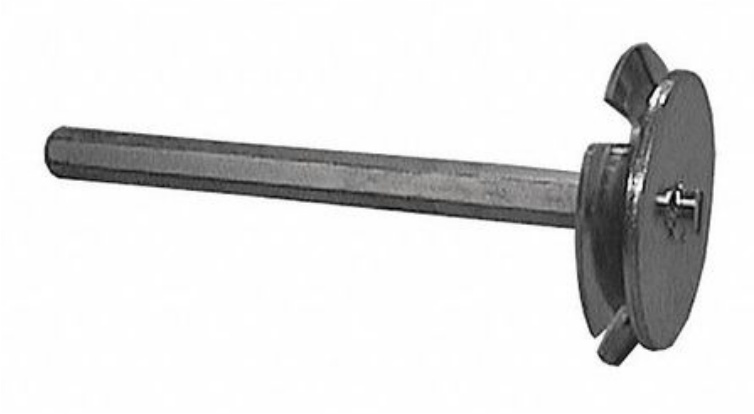


Completed



Golden Pipe Shredder™ Key Competitors

Jones Stephens



Reed Mfg.



Golden Tools Target Customers

- Plumbing contractors - repair
- Plumbing & Industrial Wholesalers
- PVF Wholesalers
- Facility Maintenance
- DIY Market

Golden Tools Objections to Overcome

- RectorSeal known for tools that make job EASIER!
- Quality Tools that last (nearly) forever resulting in lower repeat sales

Why are we the best?

RectorSeal® = Quality

QUESTIONS??

jerry.myren@rectorseal.com