
THE VILLAS OF WHITE ROCK – APARTMENT HOMES

August 10, 2011

To whom it may concern,

In February of 2011, I purchased & installed a Water Conservation Valve from Green4All Products. With my water costs averaging about \$25,000 per month on my 400+ unit apartment complex, I'm always looking to conserve and lower my bills.


After they installed the valve, and 2 or 3 more trips to properly adjust it, the results are in, and I can comfortably answer the following questions that were asked:

- 1) What do you like about the valve? The engineering is simple and easy to understand how it's design works. I didn't have to be an engineer to understand how the valve delivers the desired results.
- 2) What problem(s) did the valve solve? It lowers recorded water usage because it prevents air being read as usage. It lowered my bills!
- 3) What did you like about working with Green4All? They addressed concerns/questions promptly. All the reps seems to be genuinely concerned about the integrity of the product its value to me. Never felt like I was just trying to be "sold".
- 4) What would you say to someone evaluating the valve? It's a capital cost which lowers expenses thus increasing cash flow, and Net Operating Income. In my business a higher NOI increases the value of my property.

Overall, the valve delivered an 18.8% lower meter read. By my rough calculations this nets to a 9.4% savings on my average water billing (half of my water bill is for waste water charge). A 9.4% savings on my average YTD monthly billing of \$25,561 is \$2,403 / month, and when annualized is \$28,833. The cost of these valves has about a 5 month payback, increases the Net Operating Income by about \$29,000, and increases the property value by about \$360,000 at a 8% Capitalization Rate.

Thus far, the purchase of the valve has proven to be a very good return on investment.

Best regards,



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