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*.
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 fixture drain line, flushometer valve tailpiece, or an electronic 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.
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® Trap Seal
Stops bugs and gases
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
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.
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.
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

- Product Overview
- Applications
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- Key Competitors
- Why are we Better?
- Objections to Overcome
Typical Drainage TYPES on Commercial Buildings
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
- Applications
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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

- **Lower Collar** w/ 75psi flapper
- **Cleanout adapter** and plug (optional)
- **Valve body** in PVC or ABS
- **Upper Collar** w/set screw
Normally Open vs. Normally Closed Valves

**Normally Closed** VS **Normally Open**

(Fig. A) Demonstration of flow:
The Clean Check® assembly includes: (1) lower collar with flapper, (2) upper collar & (3) valve body (riser pipe not included).

When water flows through the system (green arrows), the flapper opens allowing waste to flow from the home/building to the sewer.

In the event of a backup (red arrows), the flapper will seal preventing sewage backup into your home/building.
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® 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
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- 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

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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

GoldenGrip™ fix: 30 min

Major shower arm fix: couple days +
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

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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:
Corroded tub drain...no crossbars!

Golden Extractor™ Saves Time

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”

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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??

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