

WATERLESS URINAL GUIDE

Everything you need to know about buying,
installing and maintaining waterless urinals

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CHAPTER 1:

INTRODUCTION

At Ecoprod we have been selling and installing waterless urinals for many years. Our urinals are installed in thousands of locations throughout the UK. In this eBook we want to help you understand what makes waterless urinals special and why we believe they should play a central role in every organisation's water saving strategy.

What you'll learn

- How waterless urinals work and why they're better than traditional urinals
- Why waterless urinals are the smartest environmental choice
- How to install, maintain and clean waterless urinals

We hope very much that you find it useful. To find out more or to arrange a free trial installation in your organisation call us on 01483 773373, mail enquiries@ecoprod.co.uk or [visit our website](#).



CHAPTER 2:

ABOUT ECOPROD

Ecoprod is a family-owned and run company with many years' experience in the mechanical and building industries.

At Ecoprod we supply products which are water and energy efficient as well as raising the standard of the whole washroom environment.

We supply URIMAT waterless urinals to a range of customers including McDonalds, Tottenham Hotspur, Stonehenge, KFC, B&Q, Ikea Caravan & Motorhome Club, and National Trust and Royal Opera House.

About URIMAT waterless urinals

We know from experience that URIMAT is the only truly effective waterless urinal technology. Time after time we have met customers who didn't believe that a waterless urinal could also be easily maintained and odour free, that is, until they try URIMAT!



CHAPTER 3:

THE BENEFITS OF URIMAT WATERLESS URINALS

The benefits of URIMAT waterless urinals

The best way to see how URIMAT could benefit your organisation is through a trial installation. Many of our clients tested URIMAT waterless urinals in one or two locations before installing them throughout their organisations.

Save water and reduce your carbon footprint

URIMAT has been chosen and specified by over 850 organisations in the UK alone. URIMAT's patented waterless technology has been tried and proven in many types of location, both low and high footfall, and URIMAT has excelled every time. Here are some of the arguments that have convinced even the most demanding URIMAT customers.

Huge reduction in water consumption

Using URIMAT waterless urinals saves a huge amount of water compared to traditional flushing urinals. Typically each URIMAT urinal saves 100,000 litres of water per year. As a rough guide, this equates to between £200 and £750 per urinal per year, just in water savings alone (depending on region and water tariff charges).

URIMAT has been awarded the prestigious **Waterwise Marque** in recognition of its water-saving credentials. Saving water means saving money on your water bills. You will generally also realise a sewage cost saving, as sewage costs are normally calculated based on water usage.

Cut cleaning costs

URIMAT urinals are much easier and quicker to clean than traditional urinals. Each bowl is made of a super-smooth polycarbonate or ceramic material to which deposits cannot stick, and is specially moulded with no pipes, awkward corners or sharp edges to clean. Your cleaners need only spray the inside of the bowl with MB ActiveCleaner, a micro-biological cleaner which then breaks the urine down organically.

There's no need for scrubbing and scouring so cleaning time is reduced and effectiveness increased.

Bad odours are eliminated

Once you install URIMAT urinals, bad odours in your washrooms are a thing of the past. URIMAT urinals guarantee an odour-free washroom, with no need for a constant flush. The patented URIMAT drain trap stops any odours from the drainage system entering the washroom.

No more waste pipe blockages

The URIMAT urinals collect urine in a patented drain trap, from where it is discharged into the drainage system without the need for a constant flush. This means that no limescale or urine stones can form in the pipework, reducing the possibility of blockages and significantly decreasing your urinal maintenance costs.

An end to overflowing urinals

The urine is immediately passed into the waste system and none is retained within the urinal. The absence of water flushing means that the waste pipework does not become scaled up and block, causing a backup into the urinal.

Much greater hygiene levels

The shape of the urinal bowl is designed to minimise splashing beneath and around the urinal, so your hygiene levels dramatically improve, even while cleaning requirements reduce.

Lower environmental impact

The URIMAT system is entirely chemical-free. The urinal bowl is made of 100% recyclable polycarbonate. The manufacturing process is carbon neutral. The MB ActiveCleaner contains no harmful chemicals and, because it's biological, it is not dangerous to humans, animals or plants and it biodegrades completely. Dermatological tests confirm that it doesn't irritate cleaners' skin, as do the harsher cleaning agents required to clean traditional urinals.



New communication methods

URIMAT waterless urinals can incorporate a built-in advertising display (static or video), enabling you to provide information to your customers or to generate revenue by renting out the space to other advertisers. Video content can be loaded onto these screens remotely so you can update it quickly whenever required.

Quick return on investment

Our existing customers report an average return on investment payback of between 18 months and 24 months, with many achieving return on investment in substantially less than this. Our lowest payback time, achieved by a manufacturing plant, was only four and a half months from installation.

Reduce energy use

A water saving of 100,000 litres equates to a carbon reduction of 40.0 kg (industry standard now is 0.4g CO₂ saved per litre) so switching to URIMAT waterless urinals will significantly reduce your carbon footprint. Additionally, all URIMAT polycarbonate urinals are manufactured in a carbon neutral process that uses 100% renewable energy.

CHAPTER 4:

WHY URIMAT WATERLESS

Save 100,000 litres of water per year per urinal

Obviously one of the biggest benefits of waterless urinals is the amount of water that they save. Typically, each URIMAT urinal saves 100,000 litres of water. Even for a relatively small organisation with only a few urinals, this quickly adds up and for larger organisations it can be a very substantial amount of money indeed.

Cut environmental impact

Organisations these days are increasingly concerned about their impact on the environment, so saving water can be an organisational goal in its own right. However,

saving water and its associated cost isn't the only reason to make the switch to waterless urinals. Waterless urinals offer significant functional benefits as well.

Eliminate urinal odour

A flushing urinal attempts to control odour by flushing away any bacteria that could cause odour. The flush is also supposed to prevent blockages by washing away any materials (typically hair and other related debris) that could cause the urinal to block.

However, there are a number of problems with this approach. It can only work effectively if the urinal is flushed sufficiently often – typically an automated flush would need to be set to



operate every five minutes in order to achieve odour-free operation, but the cost of this in water usage terms can be very significant indeed and so few organisations allow their urinals to flush this often, hence odour build up is a common problem with flushing urinals.

Reduce maintenance costs

Indeed, whilst water is needed to flush away odours and blockages, it's not necessarily good for urinal operation in other ways. Water contains salts and when these are mixed with the uric acid in urine a chemical reaction takes place that forms a lime-scale type hard deposit often referred to as "urine stones".

Over time, this will cause the waste pipes to scale up and potentially block, leading to significant maintenance costs. The only way to control this is to keep the urinals flushing

regularly so that the scale does not have a chance to build up.

Many organisations use flush control systems that limit or stop flushing completely at times when urinal use is low, such as overnight or at weekends. But doing this can significantly increase the speed with which scale blockages build up because there's no continuously running water to keep flushing the scale away. So, flushing regularly is necessary in order to prevent odour, blockages and scale build-up, but the costs (both financial and environmental) are significant.

Installing waterless urinals eliminates the water ingredient so that this chemical reaction and the formation of hard deposits no longer occurs. Some clients have installed URIMAT urinals just to eliminate this problem and the associated preventative and reactive maintenance costs that result from blocked urinals!



Hygienic and odour-free

Waterless urinals address both of these problems, we believe much more effectively than traditional flushing urinals. The URIMAT system channels urine via a funnel into an odour trap and through a one-way membrane into the sewage system. As soon as the urine stops flowing the membrane closes, trapping odours in the sewage system and

preventing them from escaping back into the washroom. Our waterless urinals also contain a microbiological cube that improves hygiene, reduces deposits and prevents the inside of the odour trap and the waste pipe becoming encrusted with organic matter, urine deposits and fats. This means that lime-scale and associated problems are prevented without the need to use running water.



CHAPTER 5:

HOW MUCH IS 100,000 LITRES OF WATER?

We talk a lot about how each URIMAT waterless urinal can save up to 100,000 litres of water per year, but it's sometimes hard to grasp what that means in real terms. What does 100,000 litres of water look like? What does it really represent in terms of practical savings?

- It takes 100,000 litres to produce 10,000 sheets of A4 paper. Average national water consumption in the UK is 150 litres per person day (for drinking, washing, flushing the toilet, showering, dishwashers and washing machines) so 100,000 litres represents one person's water consumption for nearly two years.
- The typical person drinks 263 litres of water per year so 100,000 litres represents 380 years' worth of drinking water.
- An old style single flush toilet uses 13 litres of water per flush, so 100,000 litres represents 769 flushes. The average household flushes 13 times per day so 100,000 litres is 60 days of flushing.
- The average 5 minute shower uses 35 litres of water so 100,000 litres represents 2,857 showers – assuming one shower per day that's almost 8 years of showers.
- A full bath averages 150 litres of water so 100,000 litres represents 666 baths, almost two years' worth.
- Washing dishes by hand after one meal typically uses 18 litres of water so, assuming three meals per day, 100,000 litres represents 5 years' worth of washing up.
- One litre is 1.75 pints so 100,000 litres is the equivalent of 175,000 pints of beer.
- Running a tap uses around 10 litres of water per minute, so you'd have to run the tap continuously for almost a week to use up 100,000 litres.
- Running a modern washing machine uses around 70 litres of water so for 100,000 litres you could run your washing machine 1,428 times.
- A grande Starbucks coffee is 470ml so 100,000 litres represents 212,766 Starbucks' coffees.
- The average annual rainfall in the UK is 594 litres of rain falling per square metre of ground, so 100,000 litres represents 168 years' worth of rain falling on one square metre.

- A typical mug of tea is 350ml so 100,000 litres is the equivalent of 285,714 cups of tea.
- It takes 200 litres of water to manufacture one can of cola, so 100,000 litres represents the water needed to produce 500 cans of cola.
- 100,000 litres of water would fill a typical 100 litre garden water butt 100 times.
- A commercial car wash uses about 200 litres of water, so 100,000 litres is the equivalent of 500 car washes.
- The average hosepipe can use 1,000 litres of water per hour, so 100,000 litres represents a hosepipe running for four days continuously.
- 25 URIMAT waterless urinals installed for one year would save the equivalent volumetric content of an Olympic Swimming Pool.

How much this saving represents financially varies from region to region as different water authorities charge different amounts. Typically we find that the average charge is somewhere around £4.25 per cubic metre.

100,000 litres is 100 cubic metres so means a saving of £425 per urinal per year (substantially more in some areas). A customer with 10 URIMAT waterless urinals installed would be looking at a saving of at least £4,250 per year off their water bill.

There are also substantial savings to be had in terms of CO2 emissions, as the energy needed to process water to make it fit for use is substantial. Saving 100,000 litres of water equates to a carbon reduction of 40.0kg, so switching to URIMAT waterless urinals will significantly reduce your organisation's carbon footprint.

CHAPTER 6:

SAVING MONEY ON YOUR WATERLESS URINALS ISN'T JUST ABOUT THE COST OF THE WATER

As already discussed, saving water is one of the main benefits of installing waterless urinals. However there are many other ways that waterless urinals will save you money.

Saving water from urinals flushing

As a general rule of thumb, 80% of the savings you make when you install waterless urinals will be as a result of the water savings. However, it can sometimes be tricky to determine exactly how much water you're saving. In an ideal world your urinals would be separately metered and so you'd be able to measure your savings precisely, however in reality this is rarely the case. It's often hard to measure precisely because urinals may not be separately metered.

As already mentioned, organisations typically save up to 100,000 litres of water per waterless urinal per year, when compared to a traditional flushing urinal. Obviously that depends a bit on how often the flushing urinals are flushed and how that flush is calibrated.

The water used to flush a single urinal can vary from 29m³ to 235m³ per year. How much that costs depends on how much the water company in your area charges. This can vary from around £2 per cubic metre to over £7 per cubic metre.

Saving water from cleaning

One of the key differences between waterless urinals and flushing urinals is the way that they are cleaned, as we will discuss further later in this eBook. Typically, cleaners use a lot of water when cleaning flushing urinals.

With waterless urinals, however, they should not use any water at all. Putting water down waterless urinals damages them and can lead to problems with odour. Obviously, this is a small saving when compared to the water that's used to flush the urinals but it's still worth considering as all these costs add up, particularly if you have a large number of urinals onsite.

Saving on maintenance costs

Assuming your waterless urinals are looked after correctly then your maintenance costs will be much lower than the cost associated with maintaining flushing urinals.

Odours and blockages are a fact of life with traditional urinals but with waterless urinals, assuming they're maintained according to instructions, can be completely odour and blockage-free. That's why it's absolutely critical to ensure that correct cleaning and maintenance protocol is observed. There's more information elsewhere in this book about how to ensure your waterless urinals stay odour-free.

Saving cleaners' time

Another area of saving to consider is that of cleaning costs. This can also be hard to quantify precisely but is something worth considering.

The cleaning protocol for waterless urinals is much quicker and simpler than that for traditional flushing urinals. Simply put, all your cleaners need to do is spray the urinals with a suitable cleaning solution (we recommend MB ActiveCleaner) and gently wipe the urinal with a soft cloth. No scrubbing, brushing or vigorous cleaning required. That means your cleaners can clean more urinals in a shorter amount of time.

Saving cleaning materials

For best results, as just mentioned, we recommend using MB ActiveCleaner to clean your waterless urinals. An additional benefit of using MB ActiveCleaner is that it is far more economical than other cleaning solutions.

MB ActiveCleaner is supplied as a concentrate which, when cleaning urinals, you dilute at a one to twenty ratio. This means that one bottle of MB ActiveCleaner will last for approximately four months when used on four urinals being sprayed twice per day.

Saving money on masking odours If you have traditional flushing urinals then the chances are that you're also having to spend money on odour-masking substances such as air fresheners, scented oils and room deodorisers in order to keep your urinals smelling good. In contrast, if you clean and maintain your waterless urinals correctly then they are guaranteed to stay odour-free.

CHAPTER 7:

HOW URIMAT URINALS ARE MADE

URIMAT waterless urinal bowls are manufactured using high tech facilities and machinery. The polycarbonate bowls are manufactured in a carbon neutral process using 100% renewable power sources. Reject and end of life products are able to be recycled and reprocessed.

High-tech production

The video below shows the high-tech injection moulding manufacturing process for the production of the polycarbonate bowls

Carbon-neutral processes

URIMAT polycarbonate bowls are manufactured in a process that uses renewable energy from wind and hydro-electric sources.

Efficient transportation

The URIMAT polycarbonate urinal bowls are extremely light and are packed inside each other, two per carton, which keeps the environmental impact of packaging and transportation to an absolute minimum.



CHAPTER 8:

HOW URIMAT WATERLESS URINALS WORK

Types of waterless urinal

There are three types of waterless urinal technology.

- Oil or chemical cartridges - urine passes through a oil or chemical-based barrier which is then supposed to form a seal which reduces odours. Using this system requires expensive cartridges to be replaced every few months, and the maintenance costs are high, particularly since the oil seal can easily be accidentally broken, for example by a cleaner washing a bucket of water down the urinal.
- Sleeve technology - urine passes through a sleeve and then through a seal into the waste system. Using this system can also be expensive as the sleeves need to be regularly replaced. Plus the seal needs to remain moist which can lead to some hygiene and odour issues.
- URIMAT's patented ActiveTrap - URIMAT waterless urinals are the only ones that use this technology, which is much more effective at preventing odours and hygiene issues as well as being significantly cheaper and easier to maintain.

The patented and exchangeable ActiveTrap used in the URIMAT Urinals collects the urine and discharges it (without using water) into the drainage system. No pollutant oils or chemicals are used and no odours can develop.

How does the MB ActiveTrap work?

- Collected urine is channelled via a funnel into the odour trap and runs through the vertically positioned membrane into the sewage system.
- As soon as urine stops flowing, the membrane closes and in this way prevents gases from the sewage system from escaping.
- The integrated MB ActiveCube improves hygiene, reduces deposits and prevents the inside of the odour trap and the waste pipe becoming encrusted with organic matter, urine deposits and fats.
- After the MB ActiveCube has dissolved, the red surface beneath the transparent cover signals that the odour trap needs replacing.
- The vertical membrane technology guarantees that odours are completely sealed away and can withstand both negative and positive pressures, so it is impossible for gases from the sewage system to escape.



CHAPTER 9:

HOW TO INSTALL URIMAT

URIMAT products are simple to install and the range of models available will cover the footprint of virtually every existing water-flushed urinal bowl making retrofit installation easy and cost effective.

Getting started

Before commencing any installation, it is very important to check that there are no blockages or partial blockages present in the existing drainage or waste systems.

Always replace existing waste pipework back to soil stack or drain locations. If this is not possible because of access, make sure that any existing pipe work is clear.

Use correct fittings with our **standard plumbing assembly set** (part no. EP57.002). 110/82mm diameter soil floats must be thoroughly cleaned.

Application

Soil and waste systems must be installed with correct falls.

Where a moulded wall seal is supplied for polycarbonate urinals, this must be fitted. This is applied by working from the bottom edge on one side, then around the urinal to the opposite bottom edge. Please note: this wall seal is longer than the perimeter of the urinals and will need to be trimmed on completion of the installation.

Ceramic urinals should be sealed to the wall with sanitary grade silicone sealant.

Installation

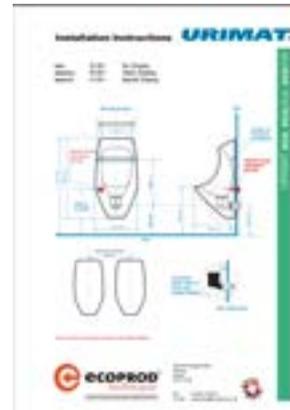
When installing with vertical surface pipework, the outlet spigot on the urinal will need to be reduced in length by 25mm before fitting elbow connectors (part no. **UR58.005** & **UR58.201**).

The long tail connector (part no. **UR58.201**) can be reduced in length to suit site requirements.

The standard plumbing assembly set (part no. **EP57.002**) converts the vertical elbow connector (part no. **UR58.201**) to standard UK solvent weld waste systems.

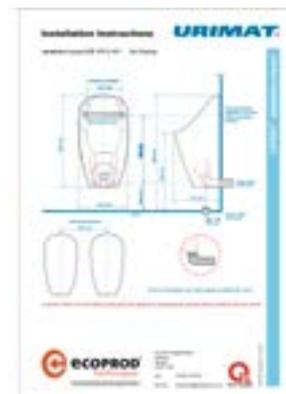
Installation instructions for eco, ecoplus and ecoinfo models

You can download these instructions as a [PDF here](#).



Installation instructions for Ceramic Compact and compactinfo models

You can download these instructions as a [PDF here](#).



Detailed installation instructions for all our models are [available on our website](#).

CHAPTER 10:

HOW TO ENSURE YOUR WATERLESS URINALS DON'T SMELL

We sometimes talk to clients who are concerned that waterless urinals might smell. Perhaps they've seen them onsite somewhere and found that there's been an odour. Or perhaps someone has mentioned to them that they think waterless urinals smell. Or perhaps they think the only way you can stop urinals from smelling is to constantly be flushing them.

The truth of the matter is that sometimes waterless urinals do smell, but when that happens the cause is always the same: they're not being cleaned properly. If you clean your urinals properly then we guarantee that they'll be odour-free. As one of the respondents to our recent customer survey wrote "anyone who has issues with odour cannot be maintaining the urinals correctly".

What causes waterless urinals to smell?

The problem arises because waterless urinals need to be cleaned in a different way from traditional flushing urinals. Indeed, it's critical that your waterless urinals must not be cleaned in the same way that you'd clean traditional flushing urinals. That's because what works for flushing urinals is actively damaging for waterless urinals.

The good news is that the cleaning regime for waterless urinals is actually much less onerous than the equivalent for flushing urinals. The design of waterless urinals means they're much easier to keep clean and odour-free if, and it's a big if, your cleaners clean them correctly.

That's why it's vital that when you install waterless urinals you also invest in proper training for your cleaning staff. Without that, you risk your staff damaging the urinals by cleaning them incorrectly and once that happens you can start to get issues with odour.

People often worry that if the urinal isn't regularly flushed then this means that the bowl becomes less hygienic and will eventually begin to smell. However, the reverse is actually true. Every time you flush a urinal the limescale in the water used to flush starts to accumulate an

I can't believe how fantastic they are and that they work so well without needing any running water. They always look clean, they always smell clean and they're 100% easier to clean because there's no water going into them.

*Louise Lyttle, Campus Supervisor,
Leeds Beckett University*

absorbent layer in the urinal bowl. Bacteria can then develop in this layer and that results in odour.

By contrast, the bowls of waterless urinals are made from a super-smooth polycarbonate or ceramic material to which deposits cannot stick. There's nowhere that odour-causing bacteria can grow.

Make sure your cleaners don't scrub the waterless urinals

All your cleaners need to do is spray the inside of the bowl regularly with MB ActiveCleaner, a microbiological cleaner that breaks down the urinal organically. It's really important that your cleaners don't scrub the interior of the waterless urinal bowls (as they're probably used to doing with traditional flushing urinals) as doing this can damage the super-smooth surface and introduce microscopic cracks in which odour-causing bacteria can live.

Use the correct cleaning materials

It's important too that you use the correct cleaning materials to take care of your waterless urinals. We recommend MB ActiveCleaner. That's because MB ActiveCleaner has micro-bacterial spores in it which are activated as soon as they come into contact with anything organic, such as the fat, protein and other organic elements found in urine. As soon as the spores are activated they eat all the organic materials that they can find

before falling dormant again. They then lie dormant until the next person comes along and uses the urinal.

Other non-biological cleaning products tend to mask odours by forming a temporary cover over the organic matter that can cause smells. This effect will only ever be temporary. In contrast, the bacterial agents in MB Active Cleaner are actively destroying the organic matter that causes odours and can also lead to blocked pipes.

MB Active Cleaner also offers another benefit. If used regularly it starts to form a permanent protective layer on the surface that's being cleaned, helping to further ensure that the area concerned stays clean and odour-free between cleans.

Sometimes people mistakenly think that MB Active Cleaner is more expensive than other cleaning products and so they switch to something they think is cheaper, not realising that the product is going to be much less effective and may even be damaging their urinals.

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Cleaning them is so much easier than cleaning traditional urinals, and more efficient too. I can't believe how long the cleaning fluid lasts. I thought we'd go through bottles and bottles of it but we don't.

*Louise Lyttle, Campus Supervisor,
Leeds Beckett University*

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In fact MB Active Cleaner is extremely economical as it can be used highly diluted. You can clean your urinals with a one to twenty solution which means that one bottle used on four urinals being sprayed twice per day will last for approximately four months.

Never put water down a waterless urinal

Another problem that can arise is when cleaners put water down a waterless urinal, perhaps when they're cleaning them or perhaps at the end of their cleaning round when they have a bucket of dirty water they need to dispose of. It is absolutely critical that no water goes down your waterless urinals as water damages them.

When water and urine meet, the calcium in the water reacts with the uric acid in the urine and creates limescale deposits that block pipes. In traditional flushing urinals this problem is counteracted to some extent by the fact that there's a continuous flush to wash these deposits away.

However that's not the case in waterless urinals. It only takes a small amount of water to hit a urine deposit and this limescale reaction will occur. Without a constant flush it won't get washed away and over time these deposits will build up and block your urinal as well as causing issues with odour.

Treat your waterless urinals correctly and they won't smell

If you're investing in waterless urinals then it's critical that you also invest in the training and education that's necessary to ensure that the urinals are cared for correctly.

If you clean your urinals correctly then we guarantee that they won't smell.

But the cleaning method for waterless urinals is different from that your cleaners will be used to using for your traditional urinals. You need to ensure that your cleaners understand how critical it is that they follow the waterless urinal cleaning instructions. The good news here is that the correct cleaning regime for waterless urinals is much less onerous and time consuming than that required for traditional urinals!

[Watch our video guide to keeping your URIMAT urinals clean](#)



WHY YOU SHOULD USE MB ACTIVECLEANER TO CLEAN YOUR URIMAT URINALS

MB ActiveCleaner saves you cleaning and maintenance costs as well as keeping your urinals hygienic and odour-free

We strongly recommend that all our clients use MB ActiveCleaner to clean their waterless urinals. MB ActiveCleaner has micro-bacterial spores in it which are activated as soon as they come into contact with anything organic, such as the fat, protein and other organic elements found in urine.

As soon as the spores are activated they eat all the organic materials that they can find before falling dormant again. They then lie dormant until the next person comes along and uses the urinal.

Using MB ActiveCleaner offers a great number of benefits over any other approach to cleaning your urinals. Using it makes keeping your waterless urinals clean a simple matter, actually much simpler and more straightforward than cleaning traditional flushing urinals – here are the main reasons why.

- **Versatile** – MB ActiveCleaner can be used for cleaning any area where you might find organic matter of any kind, so you can use it anywhere in the bathroom or kitchen. Many of our customers use it for cleaning the floor in their washrooms. This means your cleaners only need one product for almost all their cleaning, making life simpler and the cleaning process quicker.
- **Far more economical** – we supply MB ActiveCleaner as a concentrate, which you then use at a one to twenty dilution when cleaning urinals (one to fifty if you're using it to clean other parts of your washroom). That's just 50 millilitres of cleaning fluid mixed with water in a standard size spray bottle. One bottle of MB ActiveCleaner used on four urinals being sprayed twice per day will last for approximately four months.
- **Simple and quick, no scrubbing needed** – to keep your waterless urinals clean, all your cleaners need to do is spray the inside of the urinal once or twice a day and they're done. Unlike with other cleaning solutions, there's no requirement to scrub the urinal or wipe it down (unless of course there are solid elements in the urinal that require removal). Indeed, we strongly recommend not scrubbing the urinal as this can damage its surface, leading to small cracks and scratches in which bacteria can potentially flourish, making it more likely that your urinal will smell bad.

- **No more yellow stains** – if you're used to traditional flushing urinals then you know that yellow stains on the urinal bowl are a fact of life. That's not the case when you clean your waterless urinals with MB ActiveCleaner – the biological agent in MB ActiveCleaner means that you'll never get yellow stains because the spores in the cleaner eat away the organic matter that causes them.
- **Lasting protection** – If you disinfect something with a traditional disinfectant then the disinfectant will kill everything, bad bacteria and good. However, it does not provide you with any lasting protection so as soon as the urinal is used again, the bad bacteria start multiplying again. The difference with MB Active Cleaner is that, used regularly, it starts to grow a protective biological cover over the area that's been cleaned. This cover helps ensure that the cleaning effect endures in between cleans, keeping your urinals hygienic and odour-free.
- **Reduce the chances of blocked pipes** – By using MB ActiveCleaner you'll also reduce significantly the chances of your waste pipes becoming blocked with organic matter. With traditional urinals this is a real problem but if you're using MB Active Cleaner then the bacterial agents in the cleaning fluid will be 'eating' all the organic matter that traditionally leads to blocked pipes. MB ActiveCleaner also eliminates limescale, soap and shampoo residue, keeping your washroom clean and cutting your maintenance costs significantly over the longer term.
- **Eliminates the source of odours rather than simply masking them** – Traditional urinals and surrounds are generally made of porous materials, which means that organic matter gets into the microscopic gaps in these surfaces, remaining there and causing odours. Traditional cleaning liquids will mask this problem by forming a temporary cover over the organic matter rather than getting rid of it permanently. However, the active organisms of MB Active Cleaner can penetrate into these cracks and scratches to fight contamination on a much deeper level.
- **Save money on odour-masking substances** – cleaned correctly, your waterless urinals should be completely odour-free, so you won't need to spend money on odour-masking substances any more. No more scented oils or room deodourisers. The MB ActiveCleaner keeps your washroom smelling fresh.

PAYBACK EXAMPLES

Here are some examples of projects that we have worked on and savings that customers have achieved.

A global software company HQ in Surrey saved £10,000 per year and achieved pay back in 18 months

We installed our waterless urinals in the HQ of a large software firm. The firm had 12 gents washrooms onsite, each of which had a nine litre cistern flushing six times per hour, 24 hours a day, 365 days a year. That means the company was flushing away over 5.5 million litres of water per year.

Thames Valley water charges £1.69 per cubic metre of water per year. In this instance that means that the company was paying £9,595 in annual water charges for flushing its traditional urinals.

By switching to waterless urinals the company could save almost £10,000 from its annual water bill.

- The supply of urinals cost £7,668
- Installation cost £5,250 (excl VAT)
- A year's maintenance cost £1,588
- Total cost of the project in year one was £14,506
- By year two the cost was only £1,588 in maintenance charges with a saving of £9,595 in annual water charges
- Payback including installation and yearly maintenance was achieved in 18 months. In addition the water saving of 5.5 million litres per year equates to a reduction of 993kg of CO2 emissions.

A nation-wide food producer based in Cornwall saved £17,000 per year and achieved payback in less than 6 months

We installed 17 waterless urinals in various areas of a large food production company's site. The company estimated that it was using just over 3.5 million litres of water per year for flushing urinals.

Southwest Water charges £4.86 per cubic metre of water per year. In this instance that means that the company was paying over £17,000 per year in water charges for flushing its traditional urinals. By switching to waterless urinals the company could save more than £17,000 from its annual water bill.

- The supply of urinals cost £4,206
- Installation cost £2,942 (excl VAT)
- A year's maintenance cost £1,005
- Total cost of the project in year one was £8,153
- By year two the cost was only £1,588 in maintenance charges with a saving of £9,595 in annual water charges
- Payback on 17 waterless urinals including installation and yearly maintenance was achieved in 5.5 months. In addition the water saving of 3.5 million litres per year equates to a reduction of 628kg of CO2 emissions.

A pharmaceuticals company based in the North West saved nearly £8,000 per year and achieved payback in just over 6 months

We installed 7 waterless urinals across a pharmaceutical company's site. The company estimated that it was using just over 3.3 million litres of water per year for flushing urinals.

United Utilities charges £2.33 per cubic metre of water per year. In this instance that means that the company was paying over £7,700 per year in water charges for flushing its traditional urinals.

By switching to waterless urinals the company could save more than £7,700 from its annual water bill.

- The supply of urinals cost £2,764
- Installation cost £1,080 (excl VAT)
- A year's maintenance cost £386
- Total cost of the project in year one was £4,230
- By year two the cost was only £386 in maintenance charges with a saving of over £7,700 in annual water charges.
- Payback on 7 waterless urinals including installation and yearly maintenance was achieved in 6.5 months.

In addition the water saving of 3.3 million litres per year equates to a reduction of 579kg of CO2 emissions.

A global soft drinks company based in Norfolk saved over £15,000 per year and achieved payback in only 4.5 months

We installed 13 waterless urinals in various areas of a soft drinks company's site. The company estimated that it was using over 7.8 million litres of water per year for flushing urinals.

Its local water company charges £2 per cubic metre of water per year. In this instance that means that the company was paying over £15,600 per year in water charges for flushing its traditional urinals.

By switching to waterless urinals the company could save more than £15,600 from its annual water bill.

- The supply of urinals cost £3,417
- Installation cost £1,990 (excl VAT)
- A year's maintenance cost £452
- Total cost of the project in year one was £5,859
- By year two the cost was only £452 in maintenance charges with a saving of over £15,600 in annual water charges
- Payback on 13 waterless urinals including installation and yearly maintenance was achieved in 4.5 months.

In addition the water saving of 7.8 million litres per year equates to a reduction of 1,366kg of CO2 emissions.

LEEDS BECKETT UNIVERSITY



I am the campus supervisor in charge of all the cleaning in the University. The waterless urinals were installed in the food court last September as part of the University's Green Impact initiative. They were installed while I was on holiday.

When I came back everyone was gushing about these waterless urinals but I was very sceptical. I thought there was no way that they would work, that they would stink and so on, but they've been absolutely amazing.

I'm a massive convert - if I had my way they'd be installed all over the campus.

No more odour

I can't believe how fantastic they are and that they work so well without needing any running water. They always look clean, they always smell clean and they're 100% easier to clean because there's no water going into them.

Much easier to clean

Cleaning them is so much easier than cleaning traditional urinals, and more efficient too. I can't believe how long the cleaning fluid lasts for. I thought we'd go through bottles and bottles of it but we don't.

With traditional urinals you often have a constant trickle of water through them which means you can get lots of problems with limescale and other marks which can be really difficult to clean off. You don't have any of these problems with the waterless urinals.

They're much easier to clean and, importantly, they always look clean too.

No more blockages or flooding

We used to get a lot of blockages in traditional urinals on campus and they can cause all kinds of problems but we haven't had any of that with the waterless urinals.

The traditional urinals run on battery sensors that regulate the flush. From time to time the battery runs out and if the guys don't spot that on their check then they don't flush at all for a few days which causes huge problems with odour. It's not an issue at all with the waterless urinals.

Similarly, we used to get overflows and floods caused by blockages in the traditional flushing urinals. These can be hugely damaging. If they happen over a weekend then you can come in on Monday and find that you've got a ceiling down on the floor below. Again, the waterless urinals remove this problem completely.

Smells lovely and looks clean

I'm converted. If it was up to me we'd have them all over the campus. It's such a big difference - if you go in the gents now it always smells lovely and looks so clean.

When we first installed the waterless urinals we put one of our own cleaners in to clean them, our team leader trained her on the correct method and then trained the external cleaners. They all picked it up straight away. They've had no problems with it and they never get mixed up. The feedback from the cleaners is really positive. They find the waterless urinals much easier to clean.

The feedback from the cleaners is really positive. They find the waterless urinals much easier to clean. You just spray them and wipe round - no more scrubbing or rinsing.

Positive feedback from students

We've put a sign up explaining to the students what the waterless urinals are about. A few found it strange at first but the only comments we get are about how great it is that the urinals don't smell like they used to.

Great service from Ecoprod

The pods need replacing every few months. I raise a purchase order and as soon as Ed sees it he sends out the order and it's here the next day. It's fantastic service. I know within two days of placing the order that I'll have the replacements so I never need to worry.

The service from Ecoprod is really good.

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STONEHENGE GROUPS' WELCOME CENTRE

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The new visitors' centre at Stonehenge opened in December 2013. It was designed to deal with the increased footfall that we have experienced here, as a result of which we've had to open the new Groups Welcome Centre and in that we have installed URIMAT waterless urinals, in addition to the ones that we have at the regular visitors' centre. These were installed in October 2017. Waterless urinals by URIMAT were specified by the architect as part of the building programme.

Here at Stonehenge we're not connected to any mains water supply so we need to extract water from a borehole, so we need to limit the use of freshwater on site in terms of maintaining our commitment to the environment - URIMAT's waterless urinals really do help with that process. All of our waste water is treated here at Stonehenge before being tankered away.

In terms of the load on the sewage processing plants that we have here on site, the URIMAT waterless urinals really are key to ensuring that that load is reduced. So when we were specifying the groups welcome centre that we have here we were looking at technology that we had already implemented, technology that works well for us, so that's why we made the decision to install them in the new groups welcome centre.



On a busy day during the summer period we can see round about 9,000 or more visitors on site so it's really important that the technology copes with that amount of footfall, and since installation we've had no problems whatsoever.

Jamie Graham, Operations Manager, Stonehenge

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HOTEL MK CASE STUDY

Hotel MK is a Hilton-branded hotel built into Stadium MK, home of MK Dons FC and 2015 Rugby World Cup venue. It has 304 bedrooms as well as multiple event spaces. Its conference space regularly accommodates up to 700 people for banquets, 1,000 for conferences and up to 2,500 on match day, the urinals in the conference area can experience very high usage.

The hotel operates under the Hilton brand and so must comply with Hilton's brand standards.

It also takes part in Hilton's Lightstay programme, designed to reduce energy and water usage throughout the Hilton portfolio. In 2016 Sue Dawson, the hotel's Operations Director, was tasked with arranging the refurbishment of the two blocks of toilets in the hotel's conference area.

Waterless urinals were already in use in the Stadium and the hotel was keen to reduce its water usage further by installing them in the conference areas.





Why did Hotel MK choose waterless urinals?

Waterless urinals offered several benefits to the hotel. The conference area is not used every day so moving to waterless urinals means no water is used on the days that the conference area is not used.

The hotel also needed to ensure that the installation fitted with Hilton's brand standards for design. Waterless urinals offer an aesthetic advantage as the waste from them simply runs directly into the drains, eliminating the need for ugly pipes on show or any need to box pipes in. Draining into a wide pipe, rather than a narrow pipe as is the case with traditional urinals, also means that waterless urinals are highly unlikely ever to block.

I searched online for waterless urinals but none of the ones I looked at were particularly nice looking and it was very important to us to get something that fitted with the overall look of the facility and with Hilton's own brand standards.

When I came across Ecoprod I felt that their products were much more attractive and fitted with the clean look we wanted to achieve. They ticked all the boxes for us. The key selling points were the fact that the urinals were eco-friendly and the aesthetics of their design – that's what sold me.

Sue Dawson, Operations Director

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Smooth and quick installation

The installation was done by the hotel's in-house team of builders and joiners in conjunction with external plumbing contractors and took only a few days to complete.

I liaised with Edward at Ecoproduct and together we agreed a plan and a delivery date. Everything went very smoothly. The products were all delivered on time.

Sue Dawson, Operations Director

Positive feedback from staff and customers

There have been no operational issues at all since launch. Edward came down to demonstrate the cleaning regime and everything is really hunky-dory. Ecoproduct has been very helpful and on the case the whole time, very diligent and attentive, making sure we had everything we needed on time and knew what we were doing the whole time.

Sue Dawson, Operations Director



Conference people notice the new urinals, and we do a lot of show arounds. They look so much better – much more hygienic than standard urinals.

The cleaners have also noticed a difference. These urinals are mounted onto a wood board rather than tiles, so there's no grout or other areas where dirt and residue can accumulate. The wood is much easier to wipe around.

The hotel design is all driven by making things easier to clean so this is a really important consideration for us.

Mark Watson, Operations Manager.

It's a very modern-looking facility – we're very happy with the results – it feels fresh and modern.

Sue Dawson, Operations Director

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How we can help you

All of us have an obligation to save water. Whilst water saving should be an important part of any organisation's corporate social responsibility strategy, the savings go straight to the bottom line so commercially it's a no-brainer.

So why not take action today? Talk to us about how we can help you install water saving devices – urinals, taps, showers and water management systems – throughout your organisation, saving you significant amounts of water as well as reducing your costs.

Visit our website
www.ecoproduct.co.uk

Email us
enquiries@ecoproduct.co.uk

Give us a call
01483 773373

