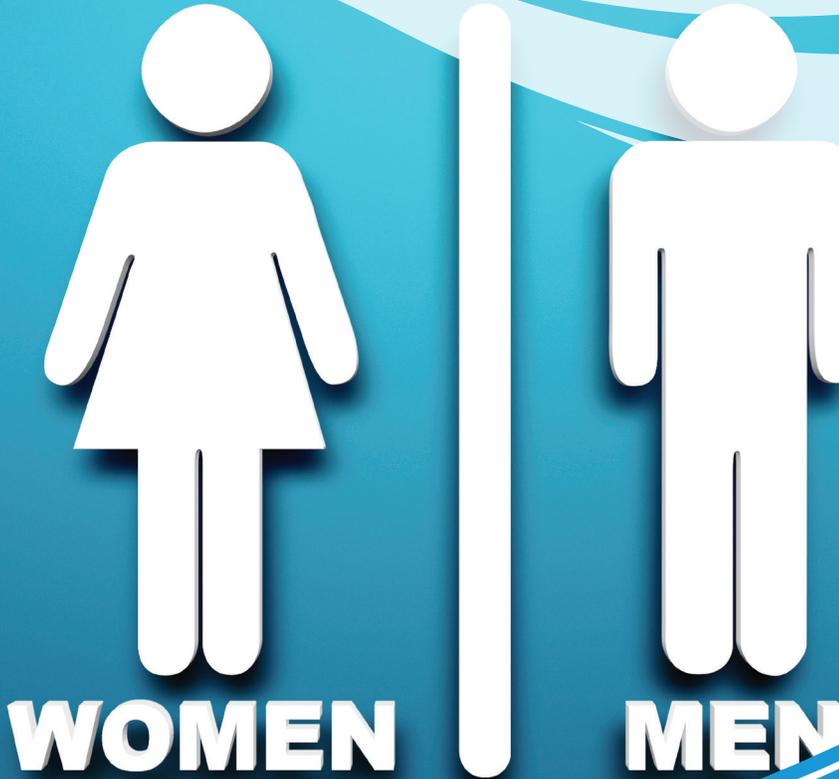




Sustainable Solutions for Health, Productivity and the Environment.



Sustainable Solutions drive savings
at large pharmaceutical company

Regular use of Sanor Mark V system helps prevent and eliminate uric acid and organic scale formation in urinals and toilets for annual savings of \$32,500, more than covering the cost of the service program.

Challenge

All urinals had a significant uric acid scale formation slowing the flow on flushes which caused regular overflow issues. The cleaning contractors use a range of cleaning products for commercial applications but were unsuccessful in preventing the buildup or in removing the scale (see picture below).

Uric acid scale formation, and the resulting overflow and odor issues in bathrooms were a major problem for the customer who had to regularly hire a licensed plumber to remove the urinals and manually rod out the drain lines and traps in the urinals to improve the flow. This solution involves significant expense and inconvenience. The washroom is out of service for a period of time and the process produces a tremendous amount of offensive odors originating from the exposed urinals, pipes and sewer systems. It may also introduce harmful micro-organisms into the work environment creating a hazardous situation for all employees.



Uric acid scale formation in urinal drain resulting from ineffective cleaning, blocking drains and reducing equipment life.

Solution

The customer hired a full time licensed plumber who happened to be familiar with our Sanor Mark V systems. He experienced them with two previous employers. He worked as a facilities manager at a local bank which had multiple facilities. He also worked for a global telecommunications company that employed well over 20,000 employees worldwide. Over the past 15 years, this plumber realized

“Normally Uric Acid salt build up (scale) is removed with an acid cleaner. However, in the case of Sanor Concentrates, the detergency, wetting and penetration of the unique blend of nonionic and cationic detergents in Sanor fluids is responsible for the removal of the Uric Acid scale found on these surfaces. Once the scale is removed, the Sanor fluid helps keep the surfaces clean, and, prevent further formation of these deposits.” ... RMC R&D Laboratory

the benefits of using such a system in urinals and toilets. He convinced his managers to invite RMC in to evaluate the situation. The RMC Account Manager audited each restroom and suggested that Sanor Mark V Drip Systems be installed to significantly improve the situation. With only a few months of use, the Sanor concentrate used in the urinal drips (and toilet bowls) would help reduce surface tension of the water in the urinal, dislodging sediments and loosening Uric Acid deposits that would be washed away whenever the fixture was flushed. The detergent action of the Sanor Concentrate would reduce the malodors and maintain pleasant, sanitary conditions between regular cleaning cycles. The RMC SANOR Mark V Drip System was installed on a trial basis in 2 urinals and it was agreed that the situation would be assessed again after a month or two.

Why Sanor Concentrate: Sanor Concentrates are formulated for use in the Sanor Mark V Drip System, an automatic washroom odor control mechanism for toilets and urinals, which delivers consistent cleaning and deodorizing around the clock. All Sanor Concentrates are a blend of surfactant's and fragrance, intended for use as a continuous bowl cleaner and room deodorizer. These fluids are biodegradable and are formulated to be environmentally friendly.

Results

Once the two trial units were installed, the RMC Account Manager re-audited the urinals. There was a substantial decrease in the Uric Scale deposits in the urinals (see picture below) and the odor situation was also much improved. The customer was impressed by the results from the trial so a more extensive paid trial is currently under way and is succeeding powerfully. We have successfully installed 180 units over their urinals since December 2015 and will be quoting on 4 new buildings in the next few months.



At one month mark - reduced amount of Uric Acid Scale.

Business Profile

Global pharmaceutical manufacturer

Large office & laboratory complex

2500-3000 employees and visitors

Odor free and clean restrooms critical to present a positive experience for employees and visitors (especially in pharmaceutical manufacturing environment)

Products Used

- Sanor Concentrates
- Sanor Mark V Drip System

Benefits

- Non-invasive & economical solution
- Avoided exorbitant cost of removing urinals and toilets
- Facility remained in service
- Environmentally friendly and biodegradable products used
- Sanor Mark V System meets stringent LEED Certification requirements
- Sanor Mark V System is low maintenance, easily installed device
- Sustainable Sanor Mark V System needs no batteries or electrical connections
- Superior service and expertise of RMC staff to provide installation and monthly service



It's easy to get started,
Call 800.836.1633 (US)
800.836.1627 (Canada)

or visit www.rochestermidland.com