

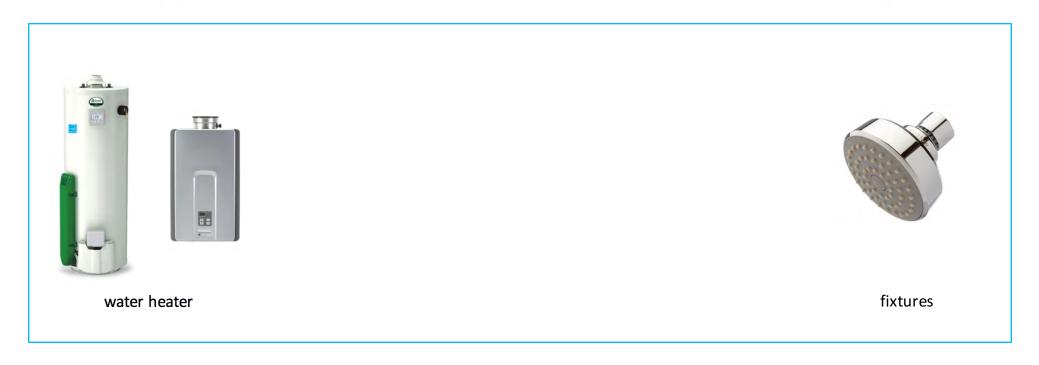
Hot Water & Human Behavior Don't Get Burned





We Must Address Structure & Behavior

Creation Use





We Must Address Structure & Behavior

Structure/Delivery Creation Behavior Use 1 11 14 plumbing human interaction fixtures water heater If We Don't Address These Areas Homes Remain Inefficient &

Customers Interactions Are Negative



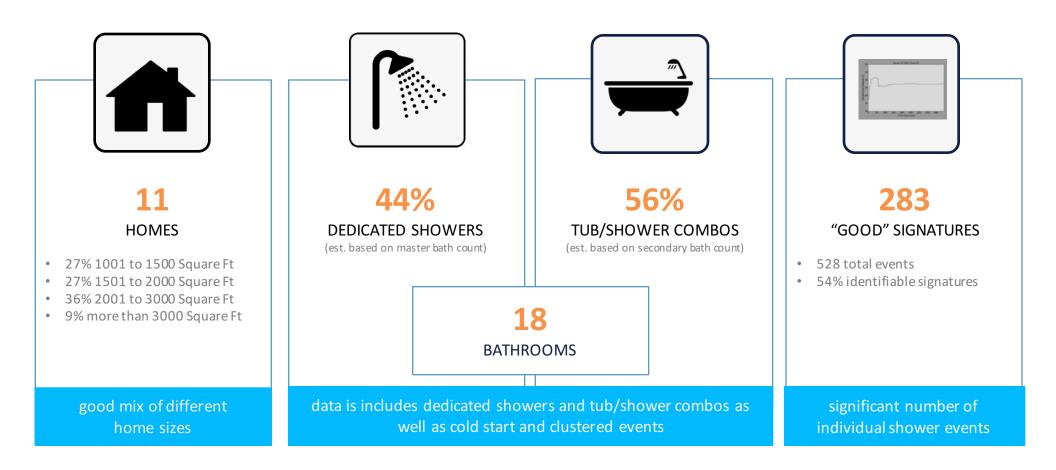
We've Been Talking About Compact Plumbing Design Today

People Won't Waste Hot Water If It Arrives Quickly - Right?



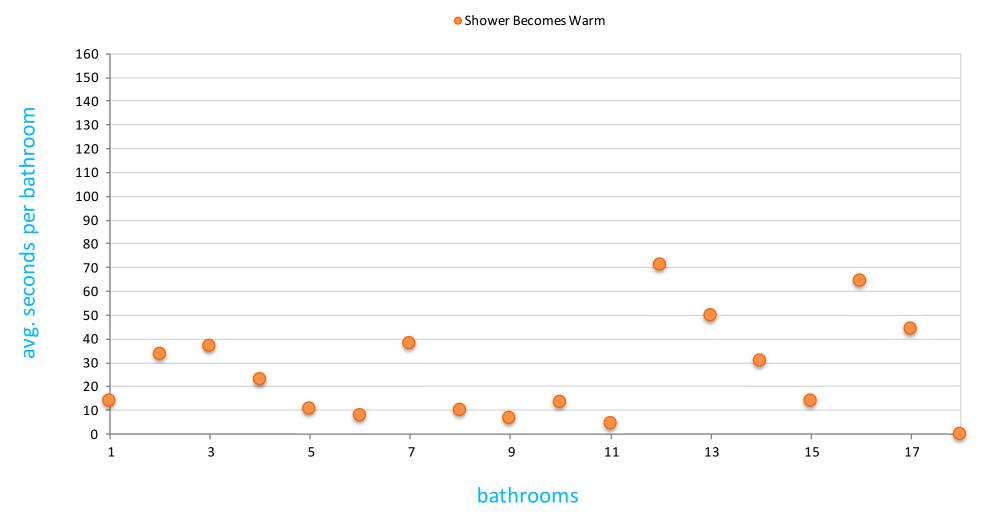
December 2013 LBNL Field Study – DHW Use

Lawrence Berkeley National Lab conducted a field study of domestic hot water usage in N. California homes. Evolve Technologies identified the following data points regarding shower usage in homes with usable data for the period Dec 1-31, 2013.



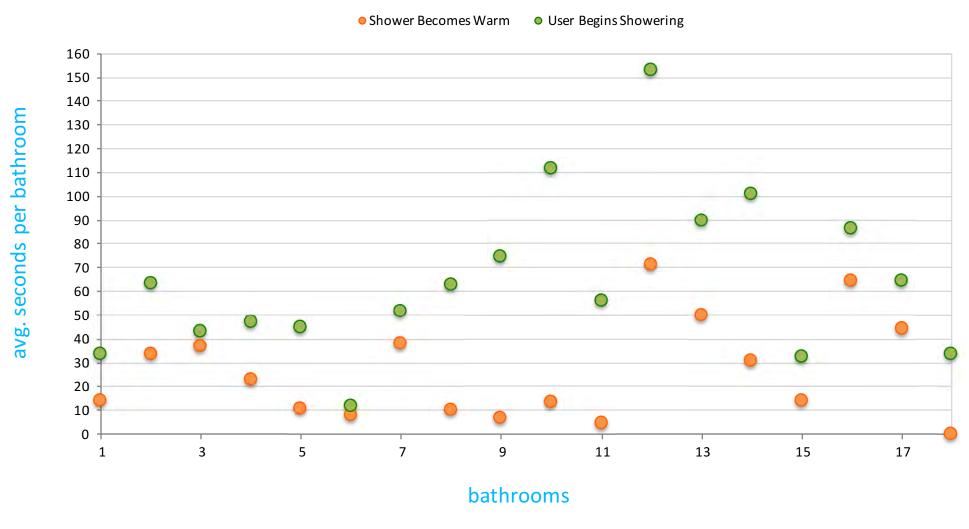


50% of bathrooms average about a 10 second wait for hot water, but exhibited above average Behavioral Waste.





50% of bathrooms average about a 10 second wait for hot water, but exhibited above average Behavioral Waste.





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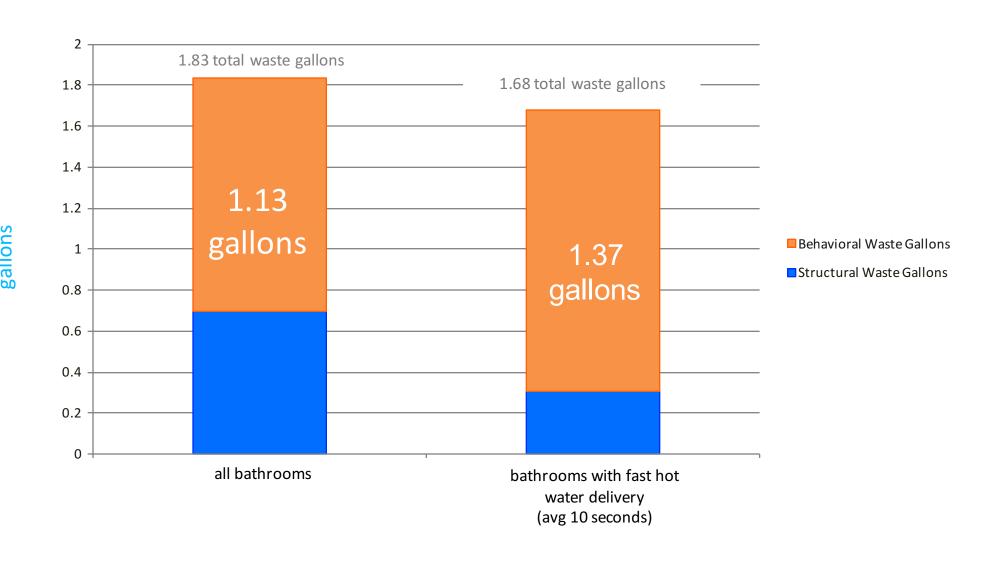


50% of bathrooms average about a 10 second wait for hot water, but exhibited above average Behavioral Waste.





Fast Hot Water Delivery Increases Hot Water Waste





What's Going On Here?

Insights Into Behavioral Waste



Consider how

hard it is to change yourself

and you'll understand what

little chance

you have in trying to

change others.

- Benjamin Franklin



Have You Or A Family Member Ever ______ While Waiting For The Shower To Get Warm?





Most People Multitask – Behavioral Waste

Behavioral waste occurs when bathers use their time comfortably and efficiently while waiting for hot water to reach the shower. Activities include brushing teeth, using the washroom, picking out clothes, drinking coffee ...



71%

do other stuff while waiting for hot water to reach the shower

52%

do more than one thing as part of their warm-up routine

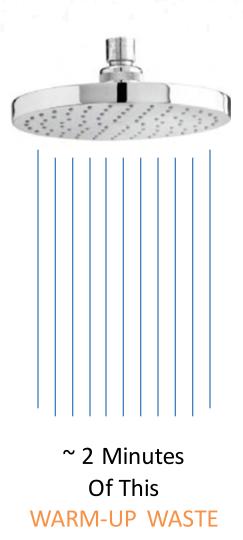
Evolve Technologies: Shower Survey 2008

Lawrence Berkeley National Lab: Lutz 2011"Water And Energy Wasted During Residential Shower Events"



20% - 30% Of Shower Is Wasted Before Bathing Begins

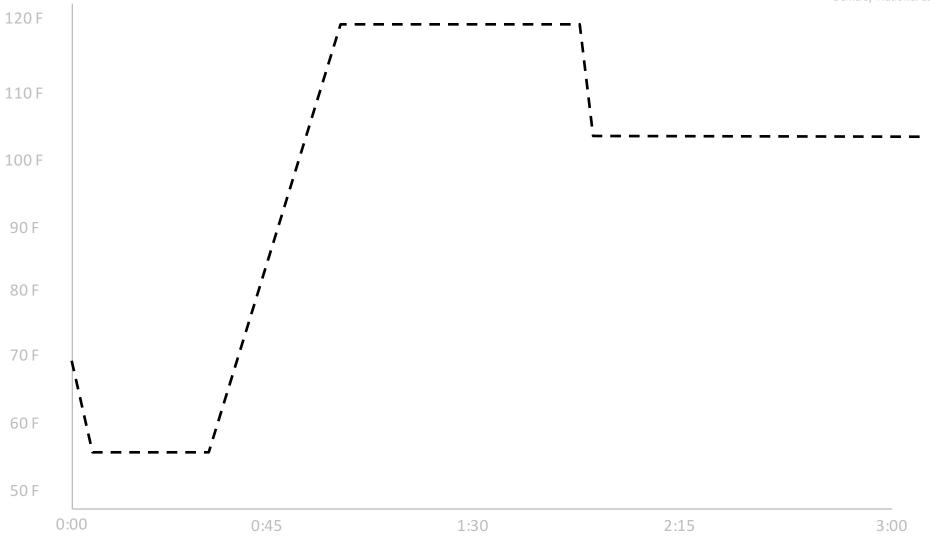
In 2004 and 2011 papers Jim Lutz at Lawrence Berkeley National Lab indicates that shower warm-up waste falls in the 20% - 30% range.



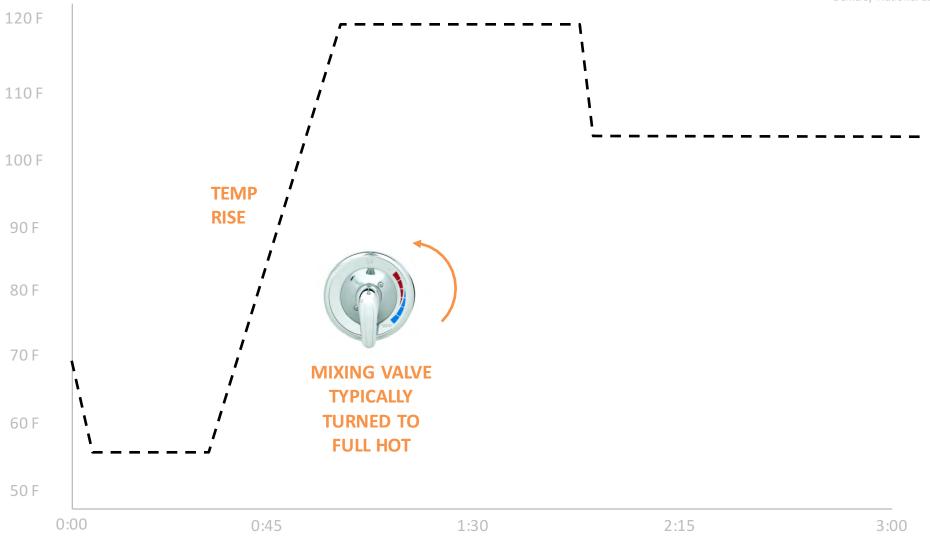


Before 6 Minutes
Of This

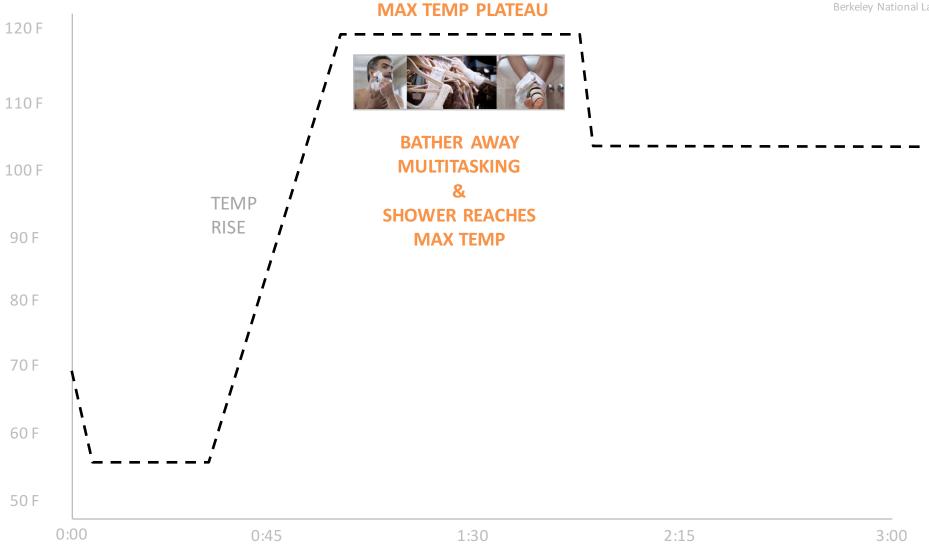




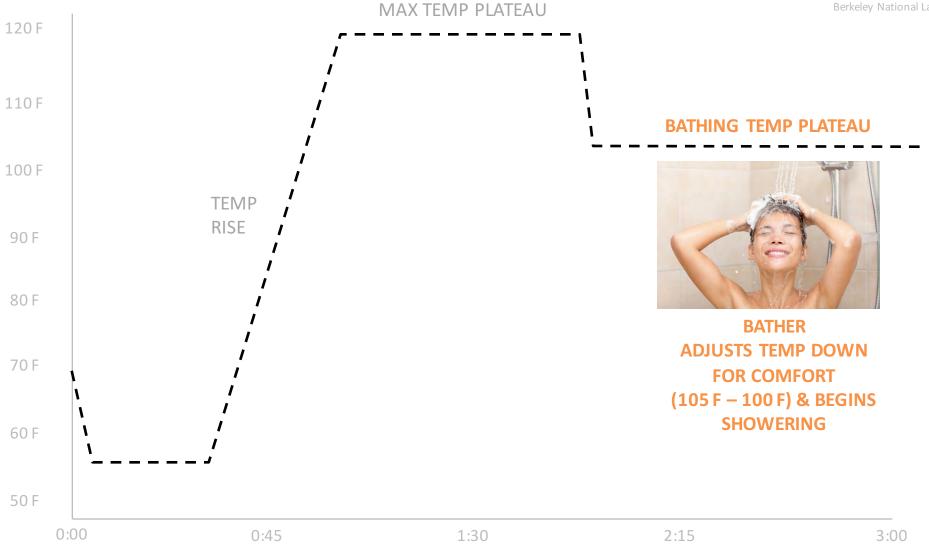




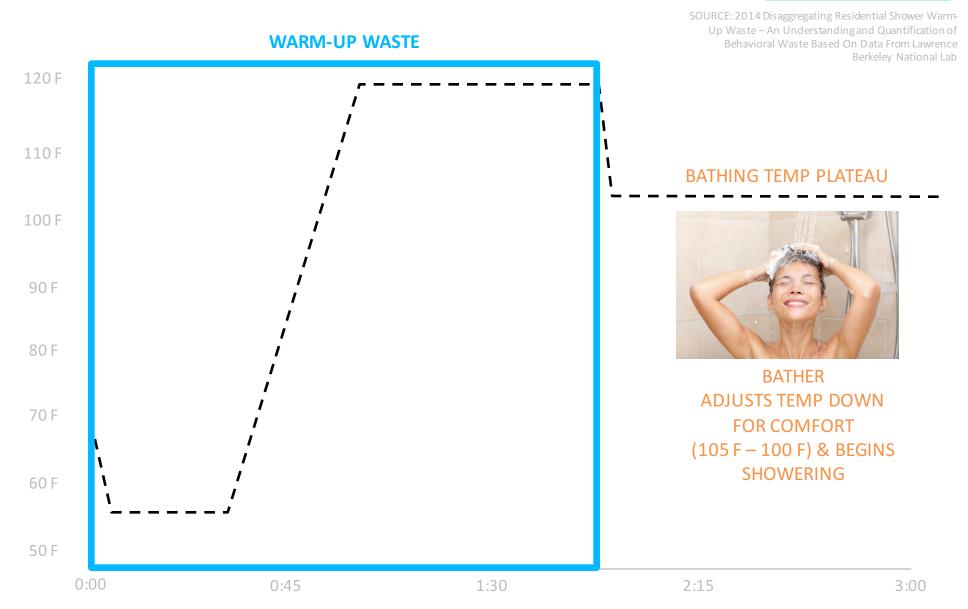




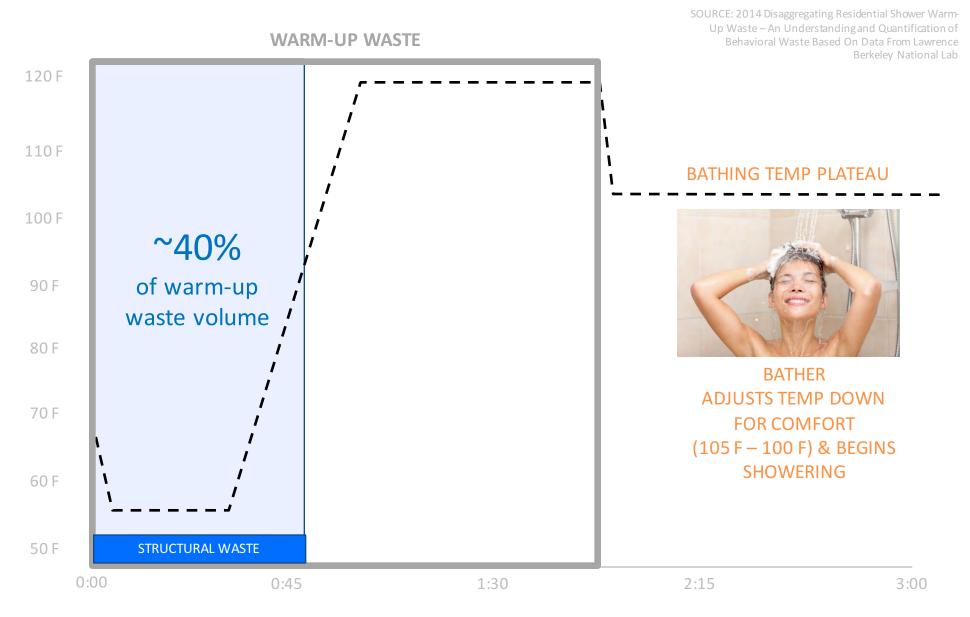




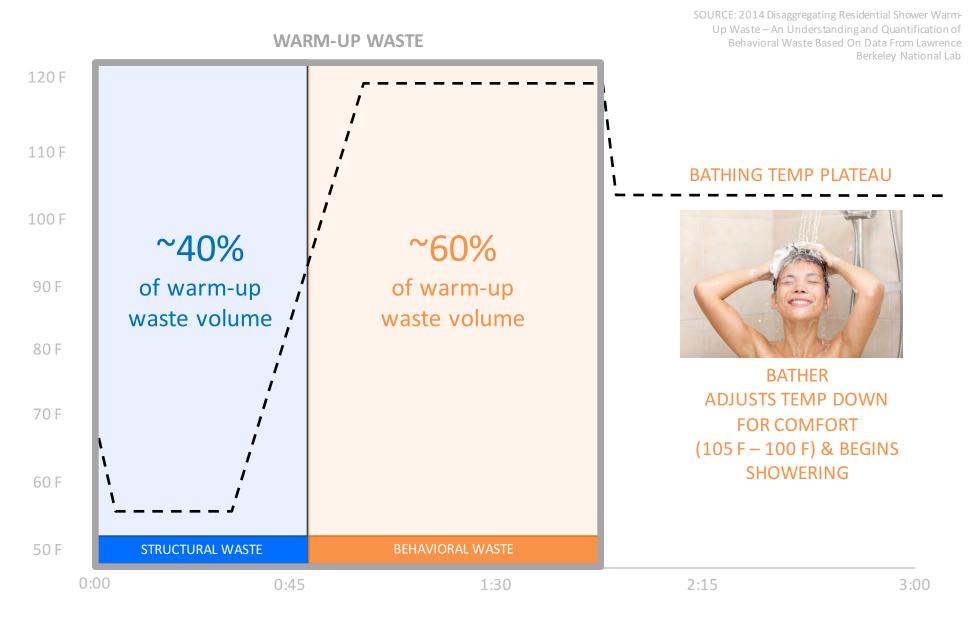








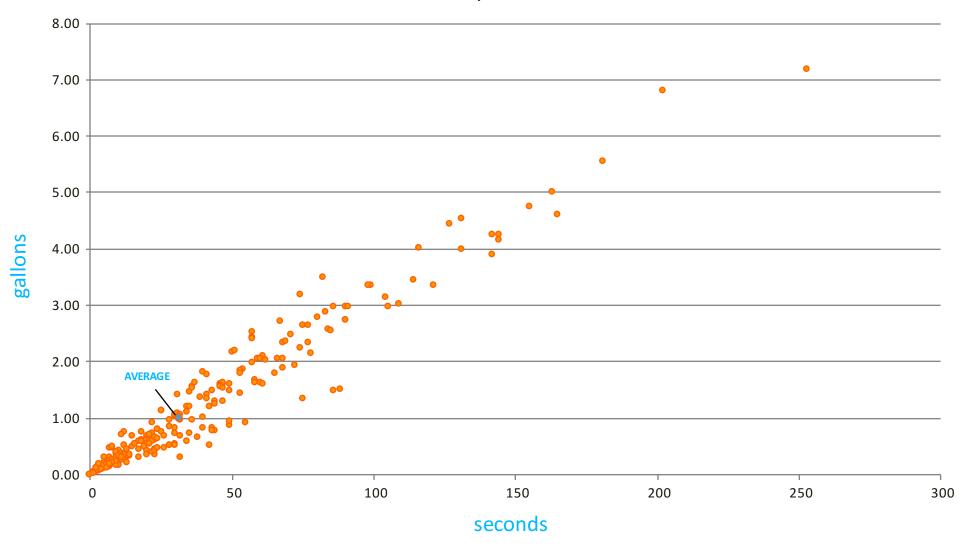






2013 LBNL Analysis - Some Waste A Little – Others Waste A Lot

Behavioral Waste By Individual Shower Event



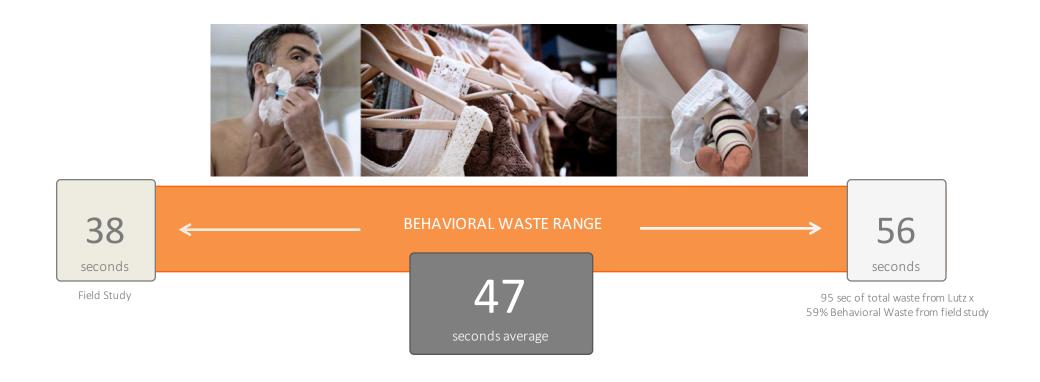


Behavioral Waste Estimates From '04 – '13 LBNL Analysis

Estimate range is inclusive of cold starts and clustered events.

Estimate range is based on LBNL work from 2004 – 2013.

Estimate is likely conservative as data was collected in one of the "greenest" regions of the country (SF Bay area).





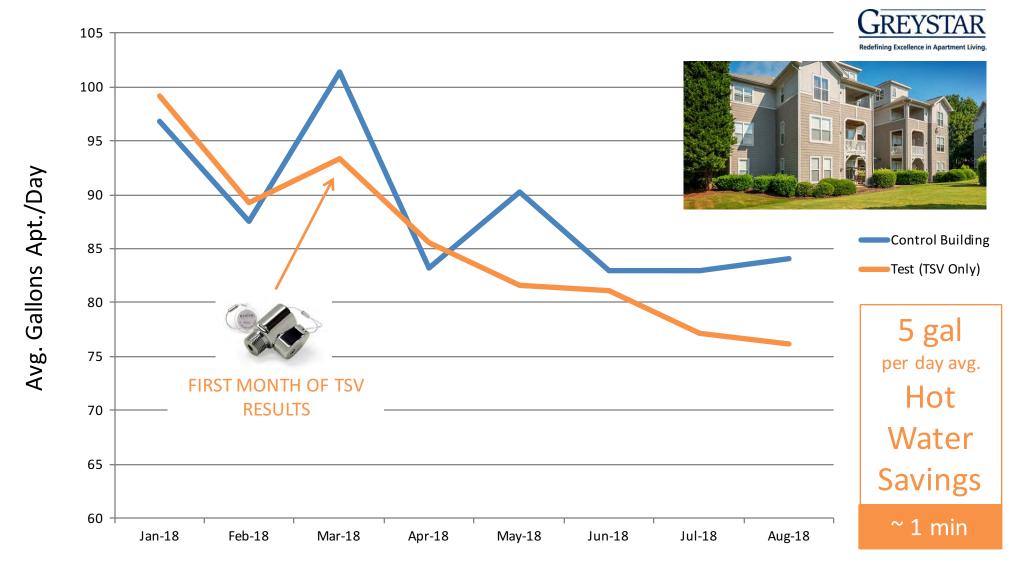
The LBNL Data Is Interesting, But ...

Is There Other 3rd Party Data Regarding Behavioral Waste?



8 Month Multifamily 2014 Field Study In NC

2014 Greystar TSV evaluation in Raleigh, NC indicates average savings of 5 gallons per unit per day. N=240 apartments: 120 unit test & 120 unit control





PPL Electric & Cadmus 2015 Field Study

2015 Pilot Study including 22 metered showers in 18 unique homes (581 events) for one month revealed average TSV savings of 59 seconds per shower.





Pilot Study for a Thermostatic Shower Restriction Valve

Anders Wood, Cadmus, Boulder, CO Joseph D'Acquisto, PPL Electric, Allentown, PA

ABSTRACT

The ShowerStart device is a thermostate valve installed in line with the user's showerhead that designed to reduce but water and energy waste by shortening the time that for water is left running before the user steps into the shower. Many users multi-task while waiting for their showers to reach buthing temperature; wasting hot water if the shower reaches buthing temperature and remain unccupied. The device cust the flow of hot water to a incide until the user entires the shower and pulls a cord to restart the full flow of hot water. In this 2014 pilot study of ShowerStart devices, Pennsylvania Power and Light (PPL Elektric), located in central and eastern Pennsylvania, worded with Cadmus to answer two questions: (1) how much energy does the ShowerStart* device save users and (2) what kind of experience do these users have when showering with the device?

Cadmus metered 22 showers for one month and fielded 18 satisfaction surveys with the participants in the pilot study. We found that a ShowerStart device installed in a single-family bome with an electric water heater saves on average 121 kWh per year: in the context of other hot water measures in the Pennsylvania Technical Reference Manual (PA TRM), this represents less savings than a low flow showehead or a kitchen faucet aerator, and more savings than a bathroom functe aerator. The surveys showed that many participants were satisfied with the device and said it was easy to use. Three of the 18 participants reported malfunctions or were dissatisfied with specific aspects of their experience, criting issues that may be addressed with user education and screening.

Thus, the pilot study found that the ShowerStart device achieves savings, and satisfied many of the users, while about a quarter of the users were less than very satisfied overall. These conclusions suggest that this measure can offer savings for residential programs, and also requires some level of education to avoid dissatisfied participants.

Introduction

In the fall of 2014, PPL Electric and Cadmus conducted a pilot study of ShowerStart, a thermostatic shower restriction valve. The device restricts the shower's hot water from flowing down the drain and being wasted while the user waits for the water to warm to bathing temperature.

Cadmus and PPL Electric had previously collaborated on developing an interm measure protocol (IMP) for the 2015 PA TRM. The IMP provided the method to quantify deemed savings for themnostatic shower restriction valves, but it had relied on estimates for several input values, especially for the duration that the device would be engaged and the temperature of the water that it would prevent from being wasted PPL Electric instanted the pilot study and asked Cadmus to collect data to support or revise these estimates and to evaluate the functionality and usability of the device for inclusion in its more than the properties.

Objectives

The primary objectives of PPL Electric's ShowerStart pilot study were to:

- Test the product's functionality and usability
- Collect data to support the input values in the 2015 PA TRM
- Evaluate energy savings
- Assess user satisfaction

015 International Energy Program Evaluation Conference, Long Beach

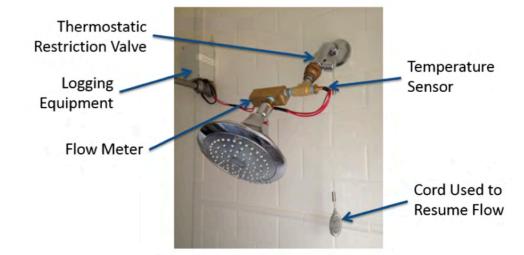


Table 4. Metering Results Summary

Parameter	Value	Units	Description
ShowerStart Event Time (BehavioralWasteSeconds)	59	Seconds	Average metered behavioral waste duration
Shower Water Temperature (T _{out})	104	°F	Average temperature of water saved by the ShowerStart device
Number of Shower Events	581	\$ - LAI	Quantity of shower events metered
Number of ShowerStart Events	430		Quantity of ShowerStart events metered with a duration greater than zero seconds
Shower Event Time	9.5	Minutes	Average metered shower event duration, which includes warmup and ShowerStart event times, as well as the time the user is in the shower
Structural Waste Time	64	Seconds	Average metered structural waste duration

SOURCE: 2015 Pilot Study For A Thermostatic Shower Restriction Valve, Anders Wood (Cadmus) and Joseph D'Acquisto (PPL Electric)



Behavioral Waste Averages About A Minute Per Shower





BEHAVIORAL WASTE



Wow, If Behavior Doesn't Change Compact Plumbing Design Is Useless!

Not At All - There's A Simple Solution



The Thermostatic Shut-Off Valve (TSV)

Keep Your Routine – Save Your Hot Water

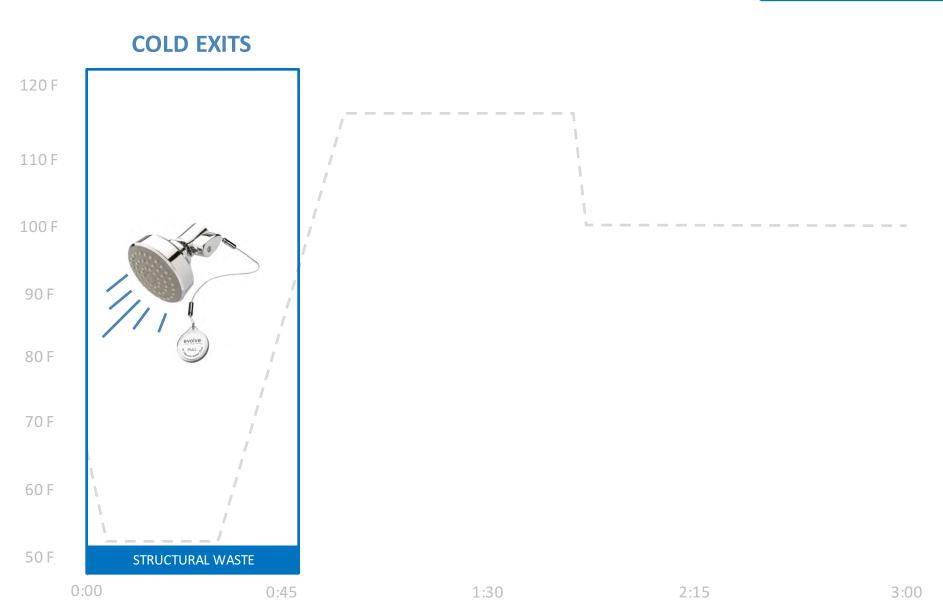


- Eliminates Behavioral Waste –
 Saves the water and energy most bathers don't even realize they're wasting.
- Savings occur without changing shower flow, feel or even your morning routine.



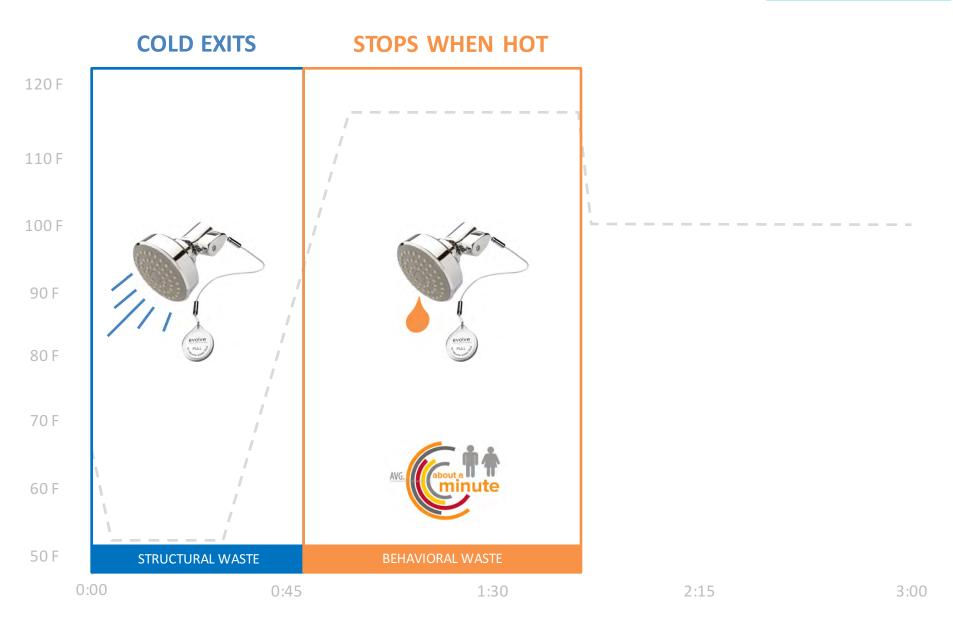


How A TSV Works



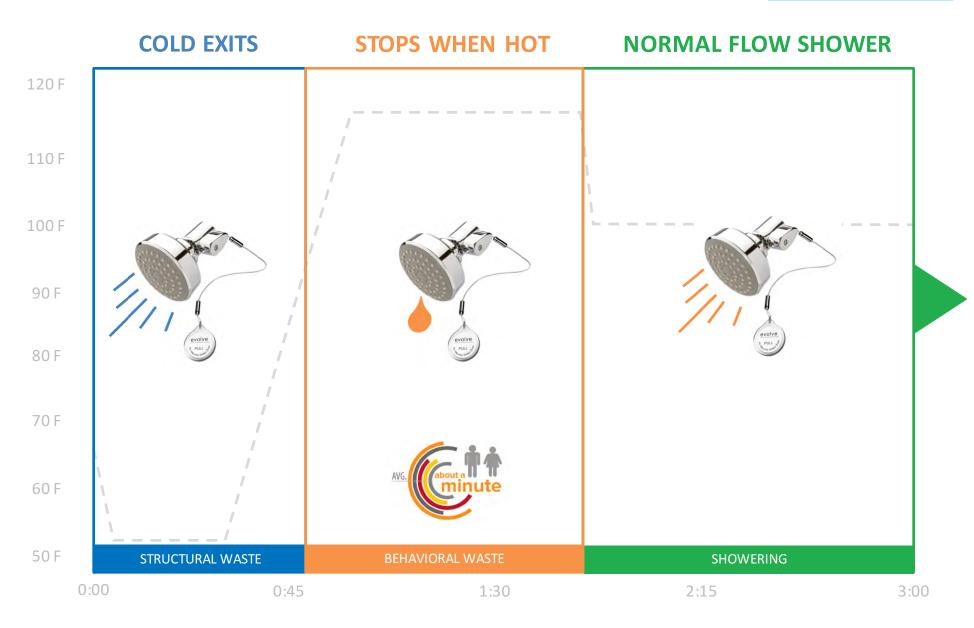


How A TSV Works





How A TSV Works

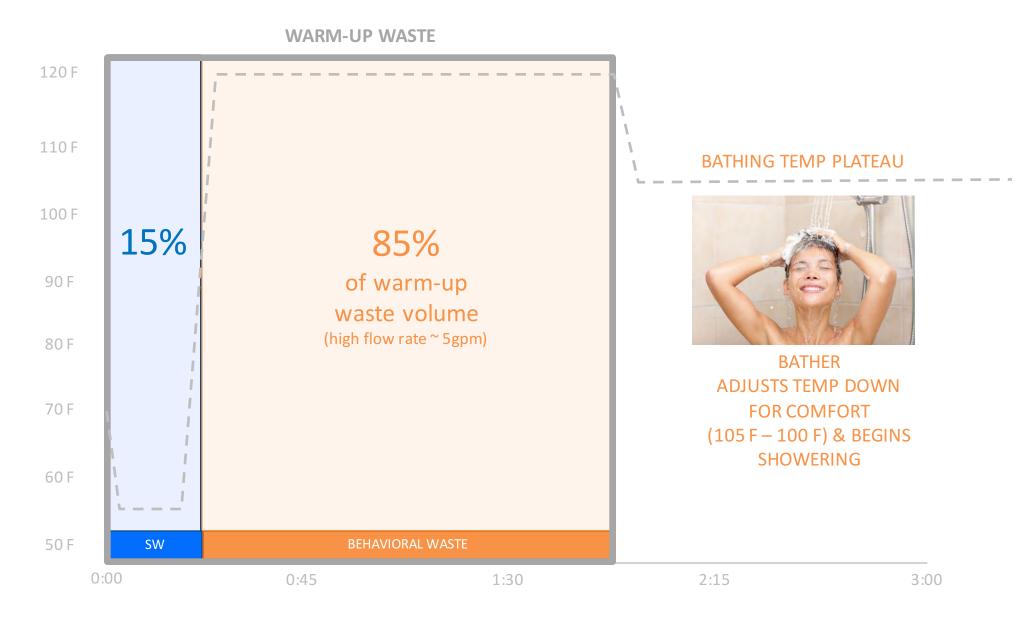




But 60% Of Showers Take Place In A Tub Shower Combo



Anatomy Of A Tub Spout Warm-Up





A System Solution For Lots And Lots Of Water And Enery



What Happens When You Marry A TSV To A Tub Spout









Most Convenient & Efficient Showering Solution Ever AUTO-DIVERTING TUB SPOUT SYSTEM

Most Convenient

- Greatly Reduces Wait Times
 - Structural waste is purged significantly faster because of higher flow rates and fluid dynamics
- Automatically Diverts Hot Water To Showerhead Sends hot water to showerhead once it arrives at tub spout

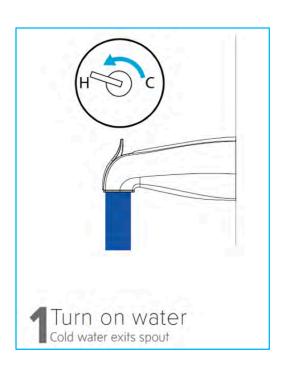
Most Efficient

- Reduces Structural Waste
 - Structural waste volume is reduced as a result of "plug flow" at higher flow rates
- Eliminates Behavioral Waste
 - Stops hot water from running down drain when user is away from shower during warm-up
- Anti Leak Tub Spout Design
 - Tub spout leaks during shower can waste up to 5.5 gallons or more per shower
- More Efficient Shower
 - A specialized WaterSense showerhead is part of the system



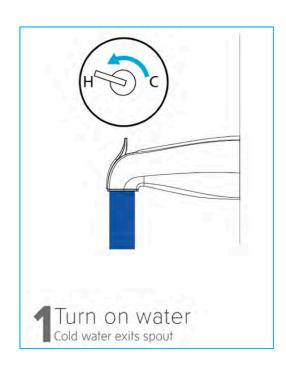


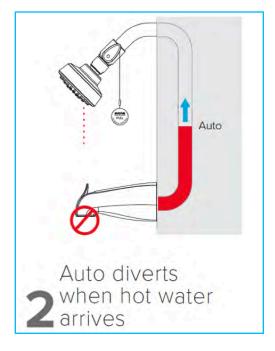
Auto-Diverting Tub Spout + TSV





Auto-Diverting Tub Spout + TSV

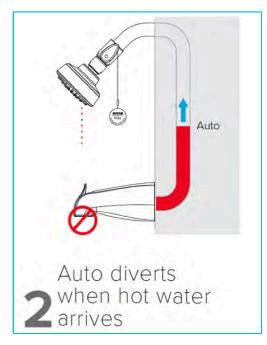


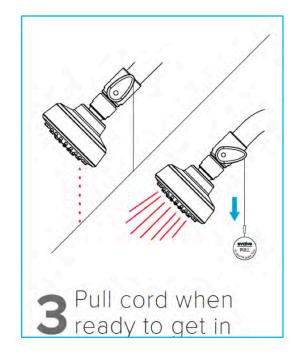




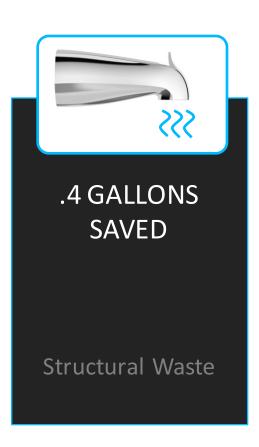
Auto-Diverting Tub Spout + TSV



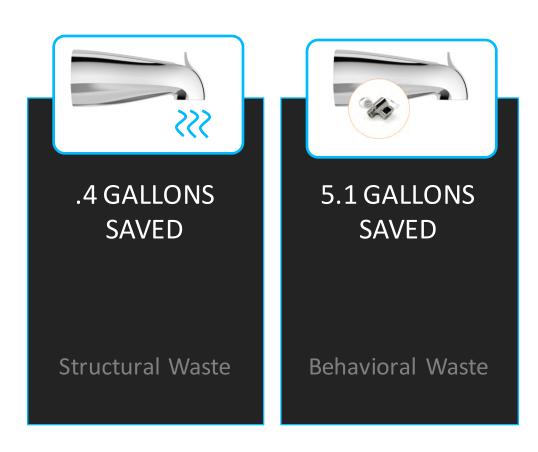




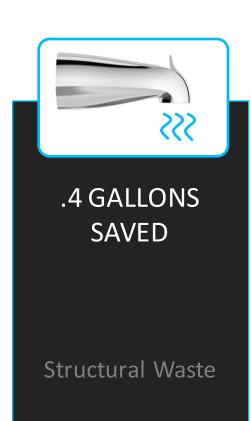


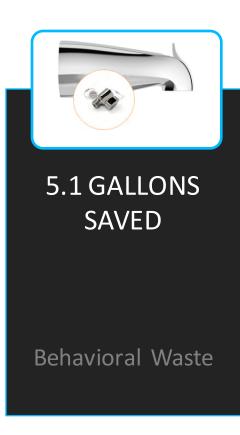






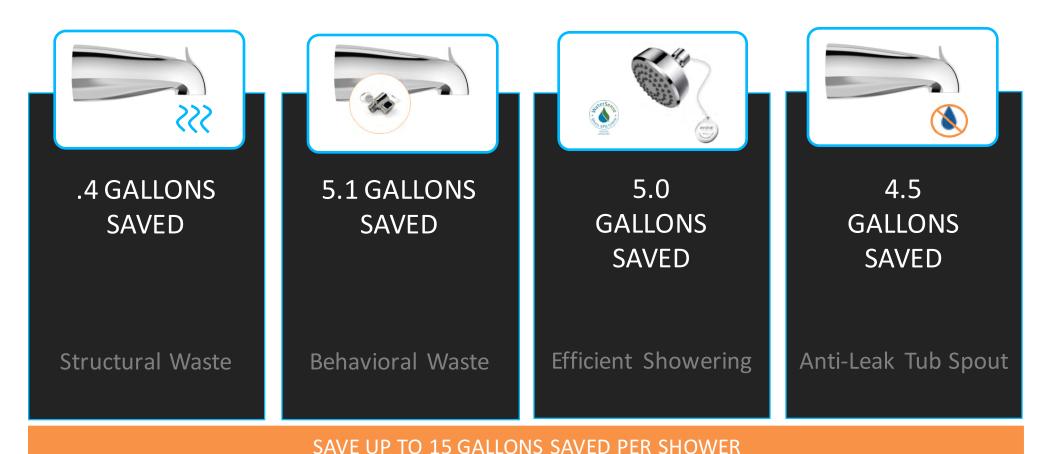














TSVs Guarantee The Benefits of Compact Plumbing Design

Behavior is persistent and a Thermostatic Shut-Off Valve is necessary to guarantee the assumed effectiveness of compact plumbing design.



Auto-Diverting Tub Spout

evolve TECHNOLOGIES

Comparative Savings

50%Greater Savings

350%Greater Savings









ShowerStart TSV

ShowerStart TSV + Compact Plumbing

Auto-Diverting
Tub Spout System

Therms



4 - 7

6 - 10

18 - 32

kWh



95 - 160

140 - 235

415 - 740

Gallons



880 - 1,460

1,320 - 2,190

8,687

ASSUMPTIONS: 1 Min Behavioral Waste, 57F inlet, 105F temp, .76 gas recover efficiency, 2.56 people per household, .625 showers person/day, 1.5 – 2.5 gpm flow rates, compact plumbing saves 90% of structural waste. Auto Diverting Tub-Spout System savings estimate based on calculations from SoCalGas & Navigant Consulting.

Thank You



Troy.Sherman@ThinkEvolve.com 480.250.4563