

# Finding Success with T&S:

## Valley Health



Valley Health is a system of hospitals and healthcare facilities that serves West Virginia and the Top of Virginia region. Based in Winchester, Virginia, the system operates six core hospitals and employs 5,300 across nearly 100 facilities.

### The Need

Prompted by a desire to cut costs and boost efficiency, Valley Health invited a water audit of its facilities to gauge how water was being used and where improvements could be made to reduce consumption and improve function.

"We audited 3 million square feet of space across 30 properties in the Valley Health system," said Aaron Eastwood with MidAtlantic RepSouth, a T&S representative agency. "We surveyed every place water was used and discovered a lot of water waste from untended leaks and excessive flow rates."

Eastwood and his team also found three or four brands of plumbing fixtures sprinkled throughout most facilities, creating more work for the maintenance teams who had to determine and source the parts needed for each repair or regular maintenance request.



### The Solution

The audit results demonstrated that a series of strategic updates and replacements could reduce water use by 30%-40% over existing fixtures. With savings gained from reduced water bills, as well as corresponding energy and sewer costs, a complete return on investment could be realized in six years or fewer.

Valley Health's decision to move forward with the recommended changes included various improvements and updates:

- Switching to a low-flow B-0107-J spray valve for kitchen pre-rinse units. The 1.07 gallon per minute flow rate and knife action spray offer the best in efficiency without sacrificing cleaning power.
- Incorporating T&S Cerama cartridges wherever possible. Cerama cartridges, with one moving part and a lifetime warranty, offer long-term, leak-free performance.
- Making small but impactful changes, like adding aerators to high-flow faucets to reduce unnecessary consumption.
- Standardizing on T&S products across the system's facilities. Having one reliable brand of fixtures simplified and streamlined periodic maintenance needs.

*"These updates and the decision to incorporate T&S fixtures into every newly constructed facility in the future will help Valley Health continue to provide the best care in safe, reliable and cost-effective environments."*

— Aaron Eastwood, MidAtlantic RepSouth



**RELIABILITY BUILT IN™**

2 Saddleback Cove • P.O. Box 1088 • Travelers Rest, SC 29690 • Phone (800) 476-4103 • Fax (800) 868-0084 • [www.tsbrass.com](http://www.tsbrass.com)