

Hospitality Solutions

Delivering Superior Guest Experiences and Reduced Cost of Ownership



 **AERCO**®  **PVI**® **POWERS**™

 **WATTS**®

Partner With Watts For All Your Water Heating Needs

Complete Heating and Water Management Solutions

Your business thrives when guests have exceptional stays at your property. The industry-leading brands of Watts can help you earn those coveted five-star reviews with our broad portfolio of complete heating and water management solutions that provide your guests with hot water, comfort and safety. Your guests will be happy and you'll have peace of mind knowing you've put in place energy-saving systems that deliver uptime reliability, increased RevPAR and decreased cost of ownership.



Superior Guest Experiences

Our industry-best, high efficiency water heaters, boilers, digital mixing systems and water filtration systems will ensure your guests are relaxed and comfortable with access to reliable, safe hot water throughout their entire stay.

System Optimization

Efficiency is at the heart of everything we do. We'll audit and evaluate your property uncovering opportunities you may not even know exist. Our team of industry experts will design a sustainable, efficient, properly sized system that operates at peak performance. With onAER® Predictive Maintenance, you'll have instant insight into how your system is performing and when it needs maintenance. You'll receive bigger savings from less energy waste, a compact footprint and reduced unscheduled maintenance.

Safety

Safety is our number one priority. Our comprehensive portfolio of multi-barrier solutions will help mitigate illnesses and injuries from Legionella, scalding and falls due to snow and ice on your property.

Services

As our valued, long-term partner, we offer a comprehensive package of services that take you from evaluation and design to installation and operation into the next 20 years. Services include a water audit and analysis, building commissioning coordination, predictive maintenance tools and a 2-year parts and labor warranty. Plus, you'll have access to our extensive network of knowledgeable factory-authorized contractors 24/7.

System Optimization

An Optimized System Delivers Bigger Savings

Energy use accounts for one of the biggest portions of a hotel's operating costs. Our dedicated team of engineers has designed state-of-the-art, cost-effective, high efficiency systems for hundreds of hotels across the nation typically reducing energy bills by 30%. We'll also reduce installation costs by creating a tailored, appropriately sized system for your property featuring equipment that's easy to install and service without interruption to your business.

Reduced Operating Costs

The best way to reduce operating costs is to ensure your system is optimized to operate at peak performance. Our durable, high efficiency, high performing products give you the reliability you need to ensure your guests are comfortable and have hot water on demand while maximizing savings. Operating efficiency also means you'll have less unscheduled (and costly) maintenance.

High Efficiency Water Heaters and Boilers

Converting to high efficiency water heaters and boilers provides an average of 30% in energy savings which can translate into thousands of dollars annually.

onAER Predictive Maintenance*

onAER continuously monitors the overall health of your system providing details on overall performance and efficiency levels so you can prevent issues from developing and ensure units are operating at peak performance. onAER also offers trending capabilities, access to maintenance schedules, and sends alerts on faults with suggested causes and actions.

Digital Mixing Systems

Digital mixing systems increase efficiency and reduce broad temperature swings by precisely controlling water temperature $\pm 2^{\circ}\text{F}$ (vs. $\pm 7^{\circ}\text{F}$ of traditional thermostatic mixing valves).

Anti-Scale Systems

Extend the life of your system and prevent scale buildup without the added cost of electricity. Anti-scale systems will improve operational efficiency and help prevent premature failure of your water system.

Lower Installation Costs with a Right-sized System

Too often, systems are over-designed with excess venting, piping and capacity. Our engineers will evaluate your property and create a tailored system that is appropriately sized for your specific requirements. Our right-sized systems will provide the correct sizing for your property's domestic hot water load so you won't waste energy. It will also provide the proper amount of venting and pipes so your installation costs will be reduced and you'll need less space for a mechanical room.

Case Study

A 5-star hotel on Capitol Hill needed to upgrade its 40-year-old heating system that serviced 838 rooms, a fitness center, pool and sauna. Nine AERCO® Benchmark® 3000's were installed for space heating along with three AERCO SmartPlate® DW113 water heaters for domestic hot water.

Return on Investment: 32% reduction in fuel bills within the first six months (\$42,000 savings) and 65% decrease in annual maintenance costs – \$100,000 in savings!



*Available on AERCO units only

Safety

Protecting Guests and Reducing Your Risk of Liability

Watts family of brands offers a comprehensive portfolio of multi-barrier solutions to ensure guest safety at your property including legionella and scalding mitigation throughout your water system both at point of service and point of use. From our reliable water heaters, digital mixing systems and line of UV disinfection products that provide safe, precisely-controlled hot water to our snow melting systems that reduce risk of falls from ice and snow, our solutions will keep your guests safe and comfortable throughout their stay.

Legionella Mitigation

Our water heaters and digital mixing systems provide safe hot water on demand minimizing the risk of Legionella through flow control, precise water temperatures or temperature control utilizing integrated storage. We use an extensive set of tools, guidelines and resources to help assess, create and manage your water quality plan. Incorporating our line of UV products, water filtration, scale control, backflow preventers and hygienic drains further aids in the reduction of bacteria growing in dead legs and protects against microbiological contamination keeping guests safe from harm.

Storage Water Heaters and Digital Mixing Systems

If you prefer storage water heaters, we'll optimize the storage capacity to meet the specific domestic hot water requirements for your property.

Digital mixing systems deliver precise temperature control $\pm 2^{\circ}\text{F}$ by elevating water temperatures high enough to treat Legionella bacteria, but safe enough for guests.

Tankless Water Heaters

If you prefer tankless water heaters, we'll mitigate the risk of Legionella growth through advanced flow control and precise water temperatures $\pm 4^{\circ}\text{F}$ in order to provide safe water to guests.

UV Disinfection

Our UV disinfection products protect against microbiological contamination inactivating up to 99.99% (6-log) of harmful organisms in the water supply including Legionella and other bacteria, viruses and parasites. They require no contact with toxic chemicals and produce no harmful byproducts.

Precise Temperature and Scalding Control

Our water heaters, mixing valves and digital mixing systems provide precise temperature-controlled hot water on demand $\pm 2-4^{\circ}\text{F}$ of set point so your guests receive hot water when they need it without risk of scalding.

Decreased Falls Due to Ice and Snow

Snow and ice can create treacherous conditions in the winter. Our snow melt systems will prevent slip and falls eliminating injuries...and potential legal action. These affordable hydronic or electric snow melting systems have automatic start and stop or idle operation, and intelligent features that reduce the cost of operation and improve reliability.

Case Study

The Hyatt Regency Hotel in Istanbul, Turkey, is a five-star hotel with 284 luxury guest rooms, restaurants, a spa area, a fitness center and swimming pools as well as meeting and event facilities. The facility wanted the superior performance and hygiene characteristics of stainless steel piping and accessories in their commercial kitchen drainage system without the higher upfront cost vs a conventional cast iron drainage system. They chose a BLÜCHER® stainless steel drainage system which reduced the need for costly pipe hangers and fulfilled the hygiene requirements.



Services

24/7 Factory-Authorized Support

Our partnership doesn't end once we've created, optimized and delivered your system – we want to ensure your system continues to operate at peak performance for years to come. Across the nation, we have an extensive network of trained contractors and service technicians who are ready to partner with you to keep your property in business even during retrofit/repair. Less disruption to your property means reduced downtime and translates directly into decreased installation and maintenance costs.



Service Offerings

24/7 Factory-Authorized Support

Qualified factory service contractors and hotline are available 24/7. We'll correct problems and perform maintenance quickly so your guests won't experience any disruptions to their stay.

Pre-Water Analysis System Audit

We'll perform water consultation and analysis of your property and provide a recommendation for proper water treatment.

Predictive Maintenance*

onAER continuously monitors the overall health of your system providing details on overall performance and efficiency levels so you can prevent issues from developing and ensure units are operating at peak performance. onAER gives you the ability to trend data, view when maintenance is scheduled or past due, and sends alerts on faults with suggested causes and actions.

Specification and Commissioning

To optimize your system we'll assist you with system design specification as well as the proper installation and commissioning of your buildings.

Service History Database

We'll keep a record of equipment service history so you'll be able to make informed decisions about future service and maintenance.

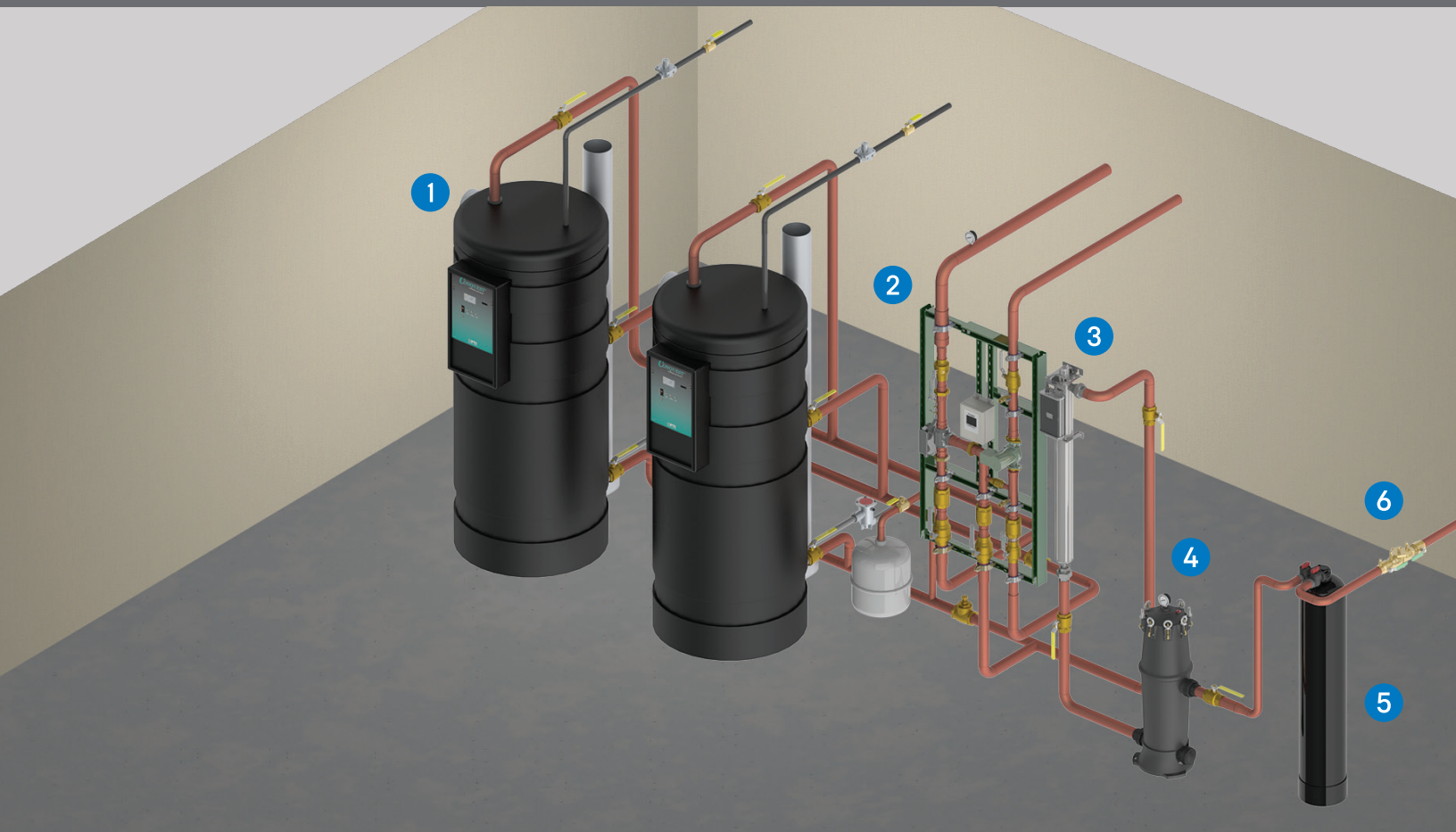
Warranty

2-year parts and labor warranty included.

*Available on AERCO units only

Small Hotel: Domestic Hot Water Storage Solution

(up to 200 Keys)



Domestic Hot Water

1. PVI® Conquest® water heater
2. Powers™ IntelliStation® digital mixing system

Watts Water Management

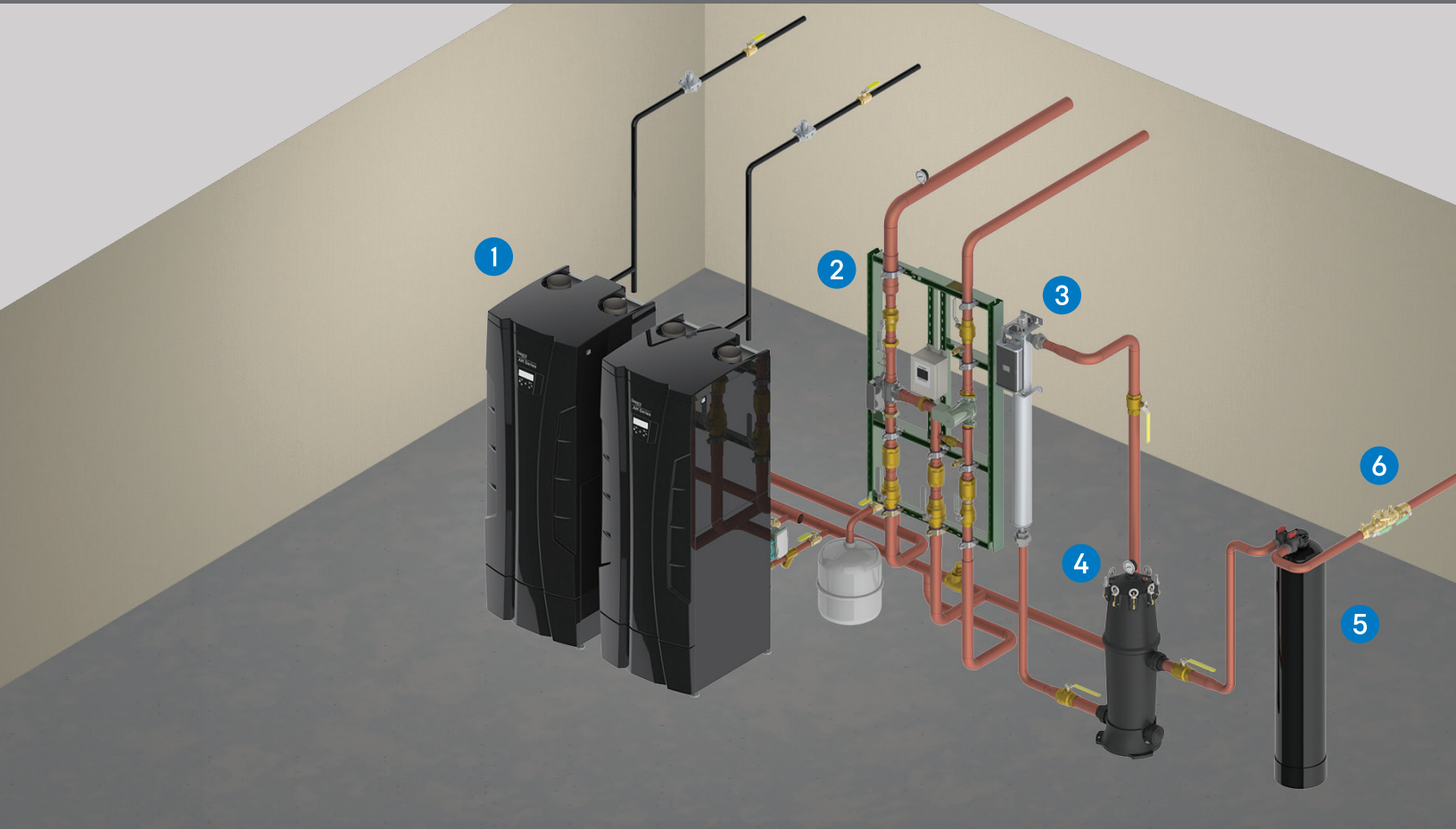
3. SmartStream™ UV disinfection
4. Big Bubba® water filtration
5. OneFlow® anti-scale
6. Backflow Preventer

Although small hotels may have limited domestic hot water loads, the loads are typically highly variable including requirements for rooms, kitchenette and a small gym (space heating is usually via forced air).

- Conquest's storage capacities meet the requirements of a hotel this size providing higher domestic hot water output per unit as well as overall system longevity with its AquaPLEX® duplex stainless steel alloy construction
- When paired with the IntelliStation, the system delivers precise temperature control $\pm 2^{\circ}\text{F}$ mitigating the risk of Legionella
- SmartStream UV protects against microbiological contamination inactivating up to 99.99% (6-log) of harmful organisms in the water supply
- OneFlow and Big Bubba systems protect your investment from scale and sediment
- Backflow preventers ensure guest safety by keeping the potable system from becoming contaminated from water flowing backwards into the supply lines, caused by back pressure or back-siphoning

Small Hotel: Domestic Hot Water Tankless Solution

(up to 200 Keys)



Domestic Hot Water

1. AERCO AM Series water heater
2. Powers IntelliStation digital mixing system

Watts Water Management

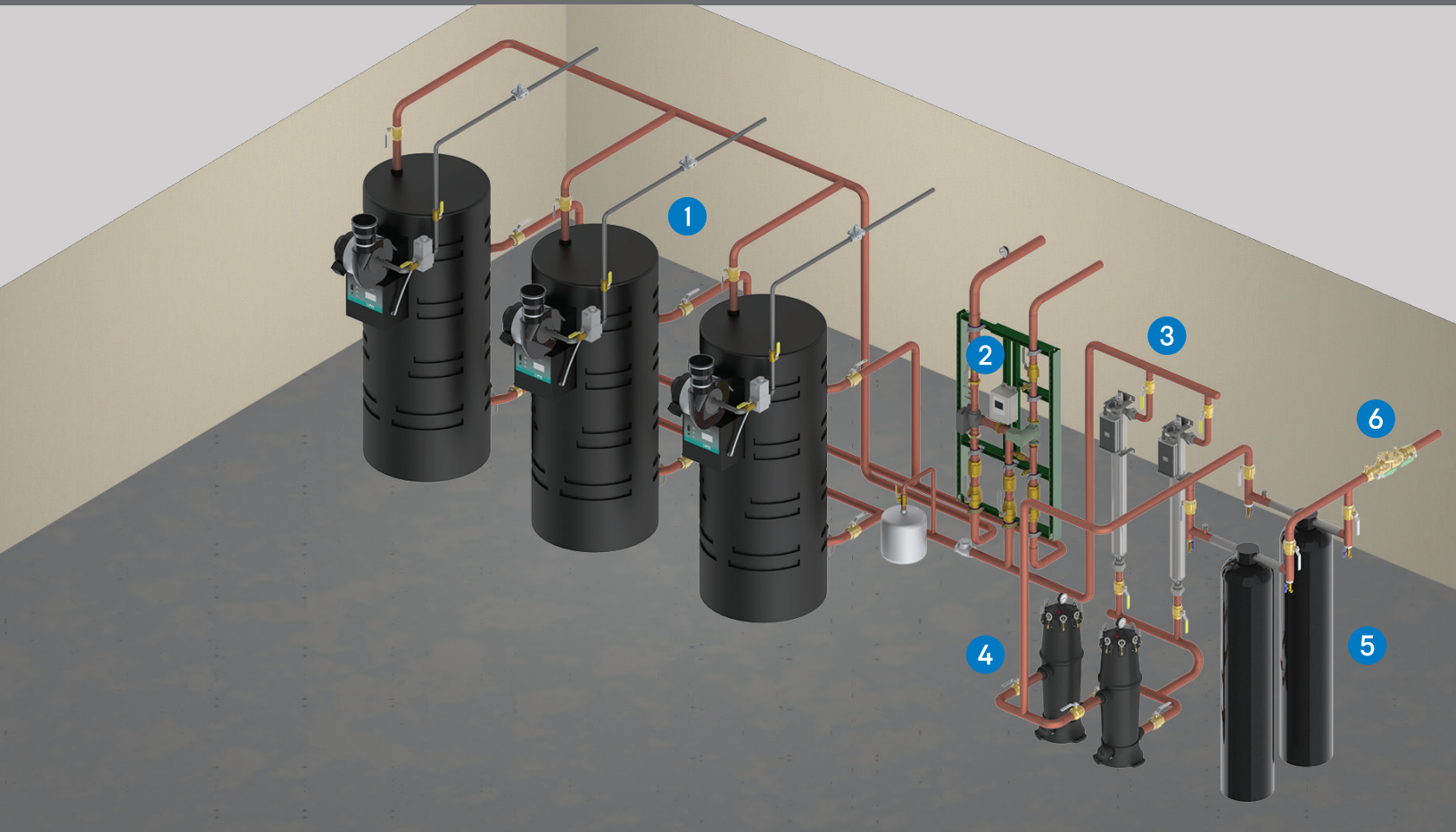
3. SmartStream UV disinfection
4. Big Bubba water filtration
5. OneFlow anti-scale
6. Backflow Preventer

Small hotels with up to 200 keys have smaller domestic hot water load requirements and typically no space heating needs using forced air instead.

- AM Series water heaters feature a compact footprint, built-in redundancy and optimized storage capacity that meet building demands while reducing Legionella breeding grounds
- The IntelliStation digital mixing system precisely manages mixed outlet temperature to $\pm 2^{\circ}\text{F}$, ensuring consistent, safe water temperature delivery to guest rooms and public spaces
- SmartStream UV protects against microbiological contamination inactivating up to 99.99% (6-log) of harmful organisms in the water supply
- OneFlow and Big Bubba systems protect your investment from scale and sediment
- Backflow preventers ensure guest safety by keeping the potable system from becoming contaminated from water flowing backwards into the supply lines, caused by back pressure or back-siphoning

Mid-Large Hotel: Domestic Hot Water Storage Solution

(200+ Keys)



Domestic Hot Water

1. PVI Conquest® water heaters
2. DigiTemp

Watts Water Management

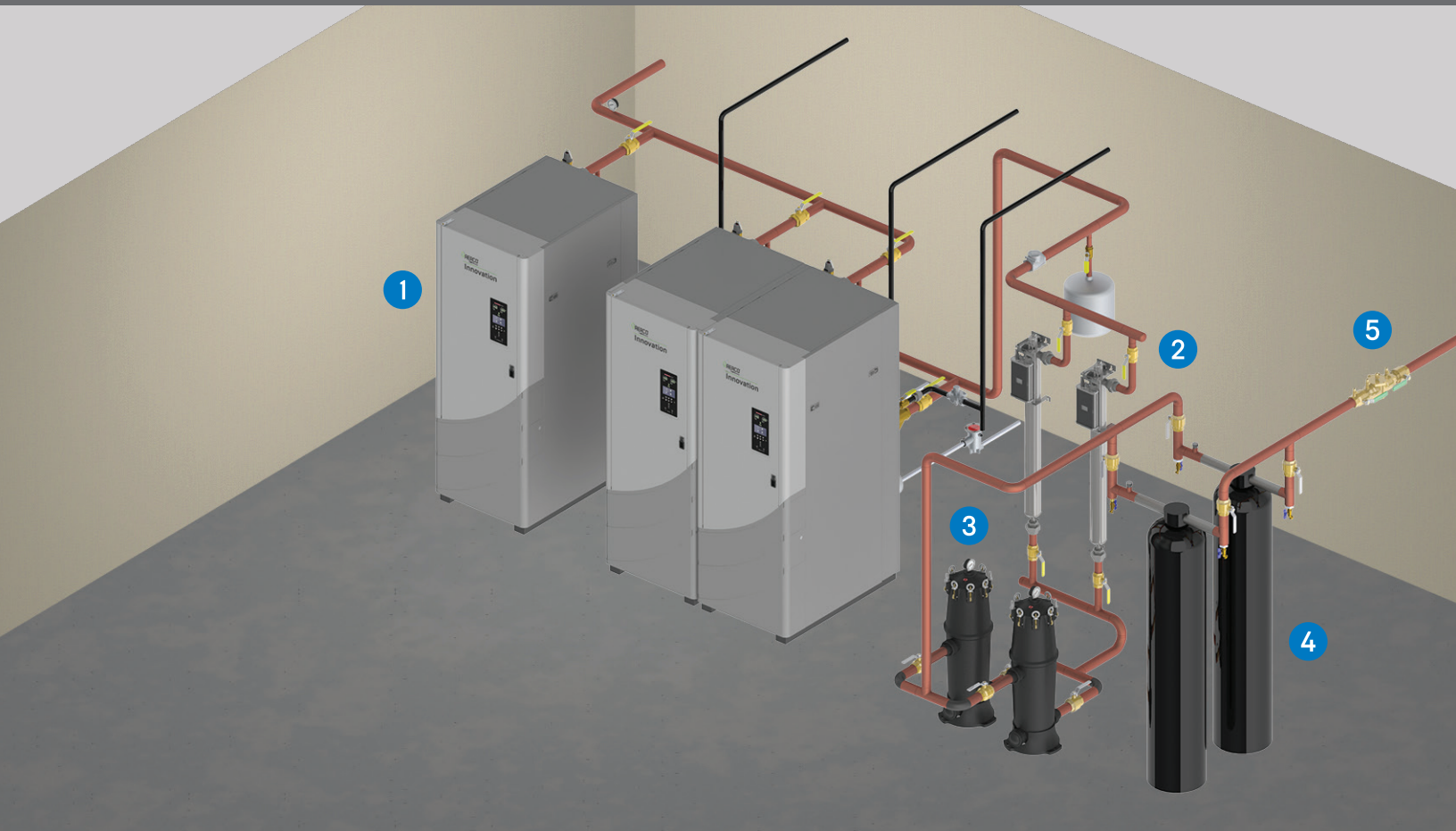
3. OneFlow anti-scale
4. Big Bubba water filtration
5. SmartStream UV disinfection
6. Backflow Preventer

Hotels with 200+ keys usually need a bigger system that delivers domestic hot water for rooms, a restaurant, laundry and a fitness center.

- In the storage solution, Conquest water heaters handle bigger loads appropriate for a hotel of this size
- The IntelliStation digital mixing system precisely manages mixed outlet temperature to $\pm 2^{\circ}\text{F}$, ensuring consistent, safe water temperature delivery to guest rooms and public spaces
- SmartStream UV protects against microbiological contamination inactivating up to 99.99% (6-log) of harmful organisms in the water supply
- OneFlow and Big Bubba systems protect your investment from scale and sediment
- Backflow preventers ensure guest safety by keeping the potable system from becoming contaminated from water flowing backwards into the supply lines, caused by back pressure or back-siphoning

Mid-Large Hotel: Domestic Hot Water Tankless Solution

(200+ Keys)



Domestic Hot Water

1. AERCO Innovation water heaters

Watts Water Management

2. SmartStream UV disinfection

3. Big Bubba water filtration

4. OneFlow anti-scale

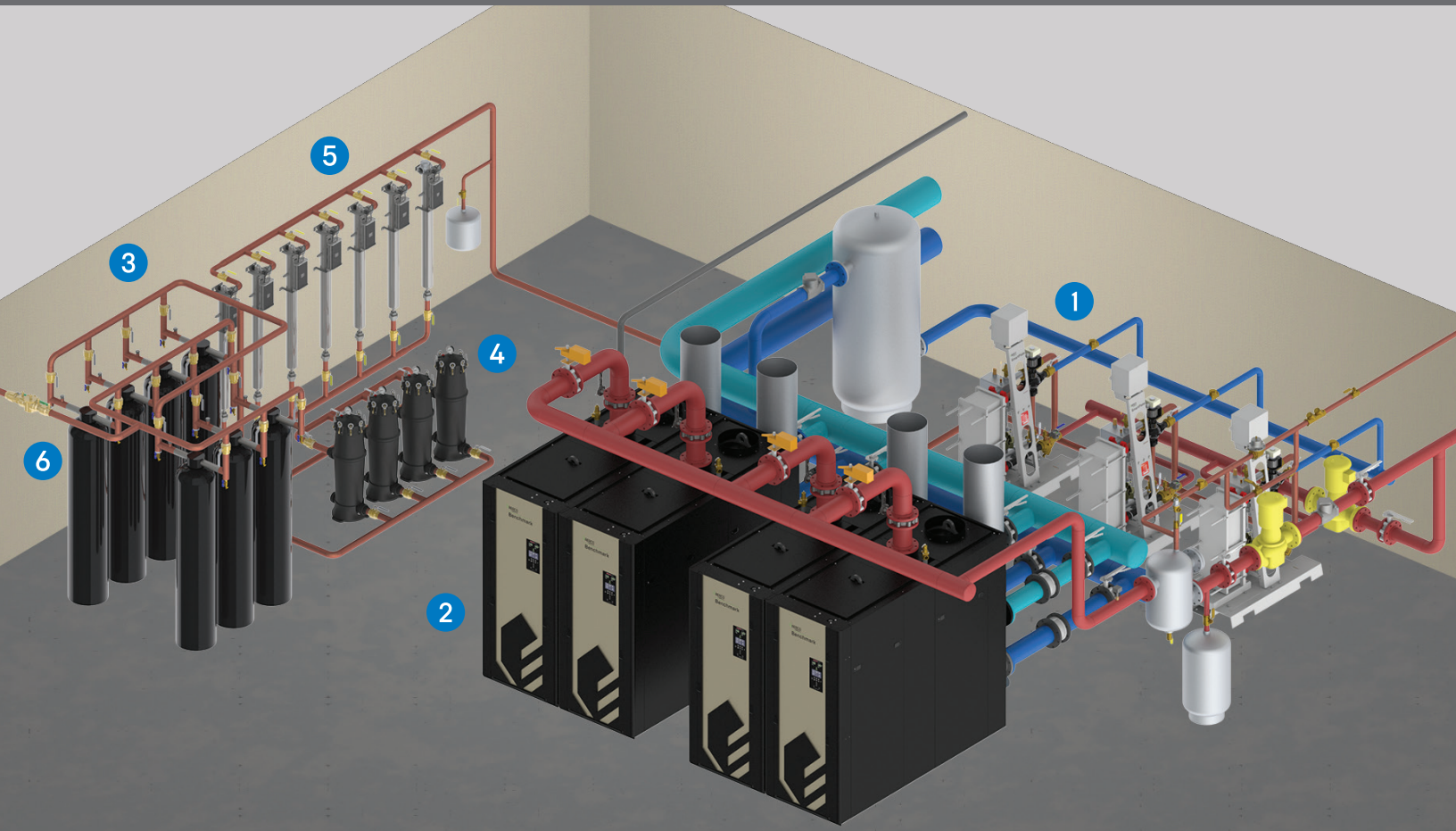
5. Backflow Preventer

Hotels with 200+ keys usually need a bigger system that delivers domestic hot water for rooms, a restaurant, laundry and a fitness center.

- In the tankless solution, Innovation water heaters handle bigger domestic hot water loads and deliver precise temperature control $\pm 4^{\circ}\text{F}$
- SmartStream UV protects against microbiological contamination inactivating up to 99.99% (6-log) of harmful organisms in the water supply
- OneFlow and Big Bubba systems protect your investment from scale and sediment
- Backflow preventers ensure guest safety by keeping the potable system from becoming contaminated from water flowing backwards into the supply lines, caused by back pressure or back-siphoning

Hotels with Hydronic Boiler Plants

(400+ Keys)



Domestic Hot Water

1. AERCO SmartPlate water heaters

Space Heating

2. AERCO Benchmark Platinum boilers

Watts Water Management

3. OneFlow anti-scale

4. Big Bubba water filtration

5. SmartStream UV disinfection

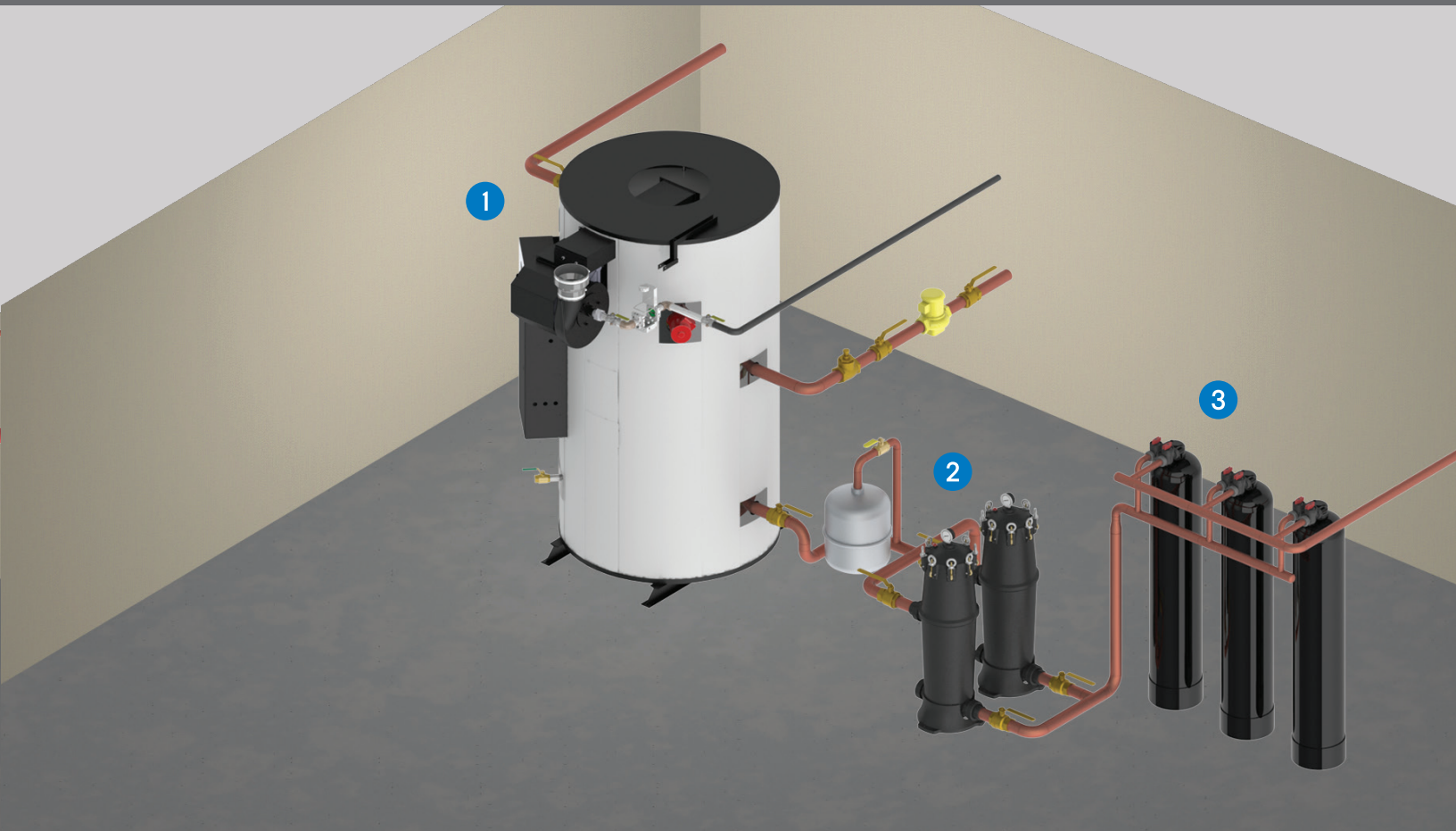
6. Backflow Preventer

A large hotel often has big, varied load requirements like gyms, pools, spas, restaurants, laundry so a combination plant is the most efficient system. Benchmark Platinum's dual returns allow engineers to take full advantage of diverse load demands and design a customized system that maximizes operational efficiencies.

- Benchmark Platinum's dual returns keep high and low temperature return water separate to increase the heat exchanger's condensing zone, maximizing efficiency up to an additional 7% saving energy and money
- SmartPlates have a high output (90-100 GPM) delivering precise temperatures $\pm 4^{\circ}\text{F}$ in a compact footprint
- SmartStream UV protects against microbiological contamination inactivating up to 99.99% (6-log) of harmful organisms in the water supply
- OneFlow and Big Bubba systems protect your investment from scale and sediment
- Backflow preventers ensure guest safety by keeping the potable system from becoming contaminated from water flowing backwards into the supply lines, caused by back pressure or back-siphoning

Laundry-Specific System

(200+ lbs)



Domestic Hot Water for Laundry

1. PVI Power VTX® water heater

Watts Water Management

2. Big Bubba water filtration
3. OneFlow anti-scale

For properties with on-site commercial laundry in excess of 200 lbs., the PVI Power VTX should be considered as a separate water heating system designated for only laundry.

- Laundry machines require large instantaneous dump loads and need a storage tank
- If the laundry system is treated separately, there is less water being stored and kept at 140°F, so the tank should be smaller and designated for laundry only
- Keep different systems at different temperatures
- If there is a larger system served by the water heater (not just laundry), you can increase capacity – multiple factors are considered when determining if tank storage is needed
 - On a combination plant with AERCO SmartPlate water heaters, 400 lbs. laundry load is fine since you also have the hydronic buffer tank in the system to buffer the initial load

*With hydronic heating boiler plant

Creating Safe, Efficient Systems Throughout Your Hotel

A Full Suite of Heating and Water Management Products

- 1 Domestic Hot Water – Tankless**
AERCO Innovation water heaters are ideal for mid-large hotels; Watts SmartStream UV and OneFlow provide additional protection against bacteria and scale build-up
- 2 Domestic Hot Water – Storage**
PVI Conquest water heaters are best for small hotels especially those with restaurants; Powers IntelliStation ensures precise temperature control and Watts Big Bubba provides filtration
- 3 Domestic Hot Water and Space Heating**
AERCO Benchmark Platinum and SmartPlate combination plant is the most efficient system for large hotels providing safe, precise temperature control with high output for domestic hot water, space heating, heated pool, and snow melting
- 4 Snow Melting**
Watts Radiant snow melting system with tekmar® controls minimizes risk of falls and injuries due to snow and ice
- 5 Rainwater Harvesting**
RainCycle™ rainwater harvesting system delivers a green solution for low cost water for use in applications such as toilet flushing, irrigation, equipment wash downs and more
- 6 Fire Protection**
Ames® fire protection, pre-engineered valves stations ensure guest safety in the event of an outbreak. System includes:
 - Automatic Control Valves
 - Backflow Preventers
 - Gate Valves
 - Gear Operated Ball Valves
 - In-Building Risers
 - Pre-Engineered Valve Stations
- 7 Drains**
Watts offers a wide range of premium drains that increase hygiene and conserve water throughout the hotel in guest bathrooms, public lavatories, restaurants and parking garages (including roof drains, trench drains, carriers and BLÜCHER stainless steel drains)
- 8 Thermostatic Valves**
Watts thermostatic valves at the lavatory and shower minimize the risks of scalding at the point-of-use
- 9 Floor Heating**
SunTouch® underfloor heating mat lets guests enjoy the warmth and comfort of heated floors in luxury properties
- 10 Gas Line Connectors**
Dormont® SmartSense™ excess flow and thermal shutoff valve protects against excessive gas leaks, fires, and explosions



Note: Mechanical rooms are for illustration purpose only and are not properly sized for this specific property.



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Heating and Hot Water Solutions

Provide guests with safe, precisely-controlled domestic hot water and reliable heating with our industry-best water heaters, digital mixing valves and hydronic systems, including high efficiency boilers for space heating, easy-to-install snow melting and radiant heating, and advanced controls.



AERCO semi-instantaneous and tankless water heaters



PVI storage and semi-instantaneous AquaPLEX duplex stainless steel water heaters



AERCO condensing high efficiency boilers



Powers IntelliStation digital mixing system



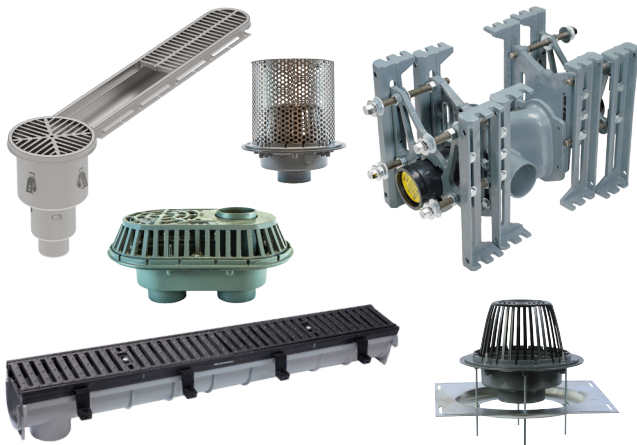
Watts Radiant® and SunTouch snow melting systems



tekmar controls

Water Management

Improve water quality at your property, conserve water and extend the life of your system with our complete line of Watts water quality treatment products, drains, rainwater harvesting and backflow preventers.



Watts and BLÜCHER pipes, drains and carriers



Watts OneFlow anti-scale systems



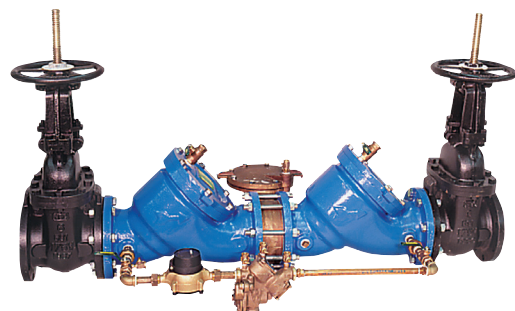
Watts Big Bubba filtration systems



Watts SmartStream UV disinfection systems



RainCycle rainwater harvesting



Watts Backflow Preventers

Watts Family of Brands

With more than 150 years of industry expertise, Watts offers a broad portfolio of innovative heating, plumbing, and water quality solutions. Watts' complete heating and water management solutions will help increase guest satisfaction by providing reliable hot water, comfort and safety. Our energy-saving systems will provide you with peace of mind by delivering uptime reliability, increased RevPAR and reduced cost of ownership.

For more information, please contact hospitalysolutions@wattswater.com.



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