

A background image showing three children in a school setting. A boy in a blue shirt is filling a clear water bottle at a white Elkay water fountain. A girl with a pink bow in her hair is smiling and watching him. Another child is partially visible on the left. The fountain has the "ELKAY" brand name on it.

Make Sure Your School's Drinking Water Meets Future Compliance

Today's Webcast will start at 1:00 p.m. Eastern.
Thank you for joining us.

ELKAY®

Today's Moderator

Wendy Dietzler

Director of Events & Education
Trade Press Media Group





Today's Presenter

Scott Nielsen

Director – Filtration

ELKAY®

Scott Nielsen has been with the Zurn Elkay organization for 11 years. His previous roles within Zurn Elkay centered around M&A and corporate strategy. He recently begun his new role as leader of the filtration business to deploy upon this wonderful opportunity we have to make a positive change in bringing cleaner, safer drinking water to all our customers and users.

Scott's focus currently spans everything from marketing and awareness campaigns, to building out new strategic sales channels, to new innovative filtration technologies for Zurn Elkay's drinking water platforms. He is based in Milwaukee, WI but split time spent in our Downers Grove, IL offices.



Today's Presenter

Russ Hansen

Associate Product Manager
Drinking Water

ELKAY®

Russ Hansen is an Associate Product Manager for Zurn Elkay Water Solutions. Russ has been with the company for 29 years, starting in the Savanna, IL manufacturing facility. After 15 years working at Elkay, Russ transitioned to the Lanark Facility's Engineering Lab where he worked as a supervisor for 9 years. In 2018, Russ took a role as Service Manager for Installation services and then later moved to Technical Services.

In June of 2023, he started his current role in the Drinking Water sector of the business. He is based in Lanark, IL but split time spent in our Downers Grove, IL offices.

Learning Objectives

- Learn how to be more familiar with your state's legislation.
- Discuss how to maintain safer filtered water at your facility.
- Discover how to transform existing drinking fountains into filtered bottle filling stations.

To Ask Questions:

Please use the Q&A button on the bottom of your screen.

Presentation Handouts:

All participants will receive an e-mail by the end of the day with a link to download a PDF copy of today's presentation slides.

CEU Information:

To successfully earn 0.1 CEUs, you must attend the entire webcast and earn a 75% or higher on the assessment.

Make Sure Your School's Drinking Water Meets Future Compliance

Presented by:

Scott Nielsen – Director, Filtration

Russ Hansen – Associate Product Manager, Drinking Water

sponsored by:
ELKAY



Cleaner, Safer Drinking Water

AGENDA

Know Your State's School Drinking Water Requirements

Maintain Safer Filtered Water More Easily

Keep Installation and Maintenance Simple

Let Us Help You



Every day over 47M children are drinking water containing lead



It only takes
this much **lead**
to **poison** a child.



47M children are drinking water with lead

More than 1 in every 2 children are being exposed

Safer, cleaner drinking water costs \$1/student per year

There are NO safe levels of lead

Lead hurts our children, slows their development, and can make them very sick

For centuries, lead has been widely used in plumbing systems that transport water.

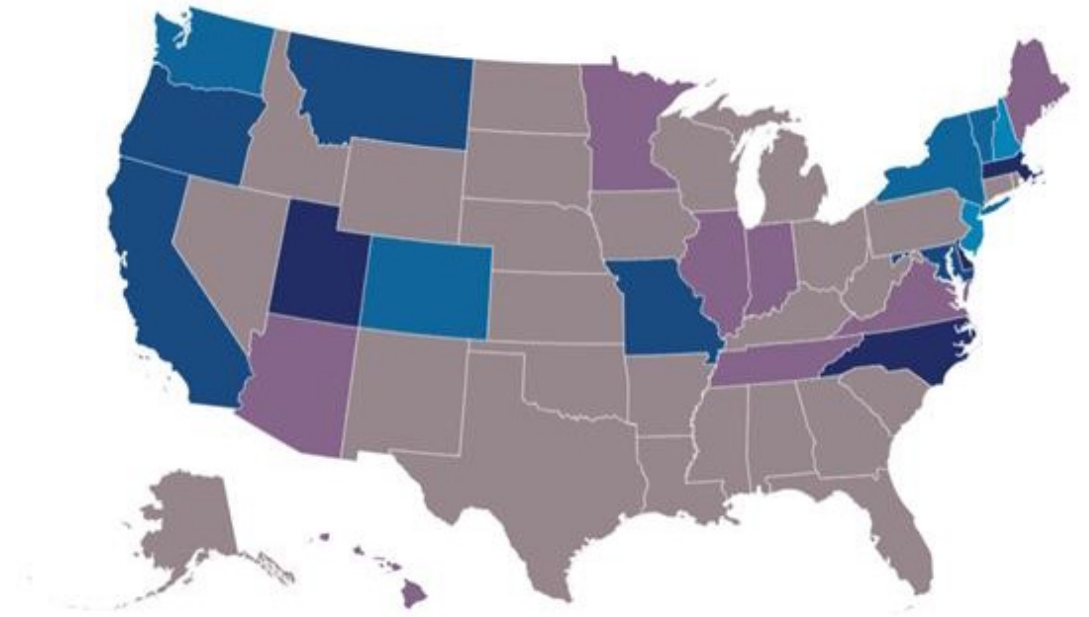
Lead is toxic and continuous exposure can cause a variety of health problems, especially in infants and children.

No Safe Levels of Lead



Grading the states on protecting kids' drinking water at school

Grade: F D C- C C+ B- B+



27 states get an F grade for dealing with lead; no states get an A

An Illinois law required schools to test water for lead. They found it all over the state.



1 in 4 California child care centers has alarming levels of lead in water, research shows

Over 100 Delaware schools have elevated lead levels in water. What it means for your kids

High lead levels in drinking water found in 139 San Diego child care centers

Report: Elevated levels of lead found in water of half of schools tested in Montana

High levels of lead found in water samples from Albuquerque Public Schools



Testing Finds Lead in Most Illinois Schools' Drinking Water

*Lead was found in the drinking water in the majority of schools tested, but most schools have not taken any corrective action due to lack of funding.
May 19, 2023*

The Problem is REAL and Occurring ALL OVER the Country



CHANGE IS COMING

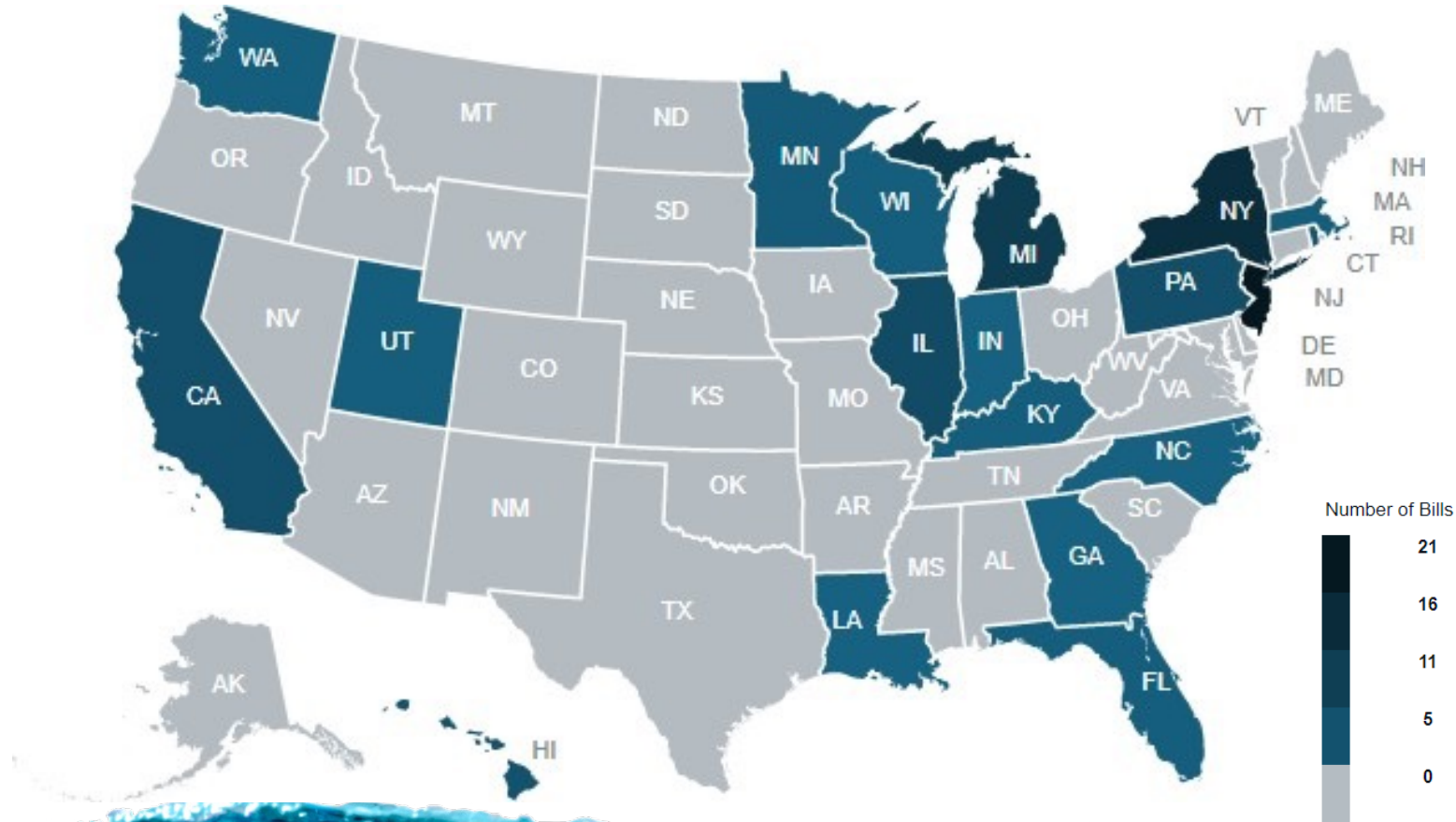
zurn ELKAY



Legislation is quickly gaining momentum across the country

As awareness grows, many state and federal policymakers are beginning to take action to address lead exposure at schools; new bills being proposed are forcing change - this is a growing trend that will sweep the nation

Today, over 100 active pieces of legislation exist to address providing safe drinking water in schools



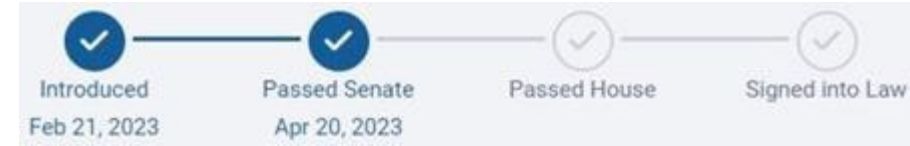
States actively reviewing legislation to address lead in drinking water
More information available [HERE](https://www.quorum.us/spreadsheet/external/UMkQqGuqyDSsuBcayfcM/)

<https://www.quorum.us/spreadsheet/external/UMkQqGuqyDSsuBcayfcM/>

Michigan's "Filter First" Legislation



- Applies to Every K12 School and Daycare Facility in the state
- Must have 1 bottle filler per 100 occupants of the building
- Every potable water source must be filtered (including classroom faucets, food prep faucets, etc.)
- Any non-potable water source must be clearly marked "NOT FOR CONSUMPTION" or de-commissioned if not filtered
- Filters must be changed on a regular basis and archived / logged
- All potable water sources must be regularly tested for lead and archived / logged



State of Michigan Proposed Funding:


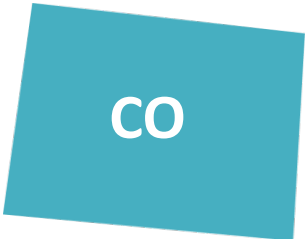




\$100M initially to get within compliance (add bottle filler to achieve 1 to 100 ratio and upgrade any non-filtered units to filtered)

\$5M annually for filter replacements / testing of water

- Filtered bottle-filling station:
 - Filters water and is certified to meet NSF/ANSI standard 53 for lead reduction and NSF/ANSI standard 42 for particulate removal
 - The flow rate through the station is paired to the specified flow rate of the filter cartridge
 - Has a light or other device to indicate filter cartridge replacement status
- Filtered faucets may be maintained only when the installation of a filtered bottle-filling station is not feasible but a water outlet for human consumption is necessary, including, but not limited to, kitchens, nurses' stations, preschool classrooms, and teachers' lounges
 - Filters water and is certified to meet NSF/ANSI standard 53 for lead reduction and NSF/ANSI standard 42 for particulate removal

While a positive step, Michigan's legislation only impacts ~1 million of 47 million children exposed to dangerous, toxic lead in their water!

More and more states are taking aggressive action in mandating schools to provide safe & clean drinking water

| | | | | | |
|--|---|--|---|---|---|
|  |  |  |  |  |  |
| Filter First - Senate Bills 88 and 89 | Clean Water in Schools HB22-1358 | California Safe Drinking Water AB 249 | Healthy and Safe School Water Plan H.B. No. 1123 | Safe Drinking Water in Schools Bill H.851 | Get The Lead out of School Drinking Water Act HB 2142 |
| Senate Passed April 2023 | Passed June 2022 | Introduced January 2023 | Introduced March 2023 | Introduced January 2023 | Introduced January 2023 |
| # of K12 Schools ~2,960 | # of K12 Schools ~1,870 | # of K12 Schools ~9,000 | # of K12 Schools ~8,150 | # of K12 Schools ~1,750 | # of K12 Schools ~1,305 |

Bills related to water testing for lead and remediation requirements:

Arizona (SB1351), Minnesota (HF 347 & SF 579), Indiana (HB 1138 & 1467), New York (S 147), Illinois (HB 1009), New Jersey (A 3949 & 3217)

Advocacy is on the rise and cannot be ignored

Michigan

Lead In Schools Rating

D-
(61%)

32
Schools Tested out of 3,550

1,412,050
Number of Students enrolled in Michigan

5 Parts
Lead in Water Action Level Per Billion

Testing Status

< 5% of Schools Tested

Michigan provides information and resources regarding lead in school drinking water online. Significantly, Michigan has a team of experts who (at no charge) can visit school buildings and help look for lead in the plumbing. They can also set up a water sampling plan and train school staff on how to properly collect samples for lead analysis. This service is available to all public and registered non-public schools in Michigan, but only for a limited time (end date of this program has not been specified). This training program recommends voluntary investigative sampling using 250-mL bottles for first-draw and 30-second flush samples and a lead action level of 5 ppb. Follow-up testing is recommended for any samples exceeding the lead action level.

[SHOW LESS](#)

Legislation Status

No Progress

Michigan has not made significant progress towards passing legislation with regards to lead in schools. On November 28, 2018, House Bill 4124 was passed by the Michigan State House's Committee of Natural Resources, but the bill ap...

[READ MORE](#)

Web Site

Lead Information Available Online

Next Steps for Schools Clear

Clear Point of Contact

Results Data Available

Summary of Testing Results Available

Washington D.C.

Lead In Schools Rating

A-
(92%)

120
Schools Tested out of 230

80,914
Number of Students enrolled in Washington D.C.

5 Parts
Lead in Water Action Level Per Billion

Testing Status

< 5% of Schools

Colorado

Lead In Schools Rating

C
(73%)

53
Schools Tested out of 1,825

878,804
Number of Students enrolled in Colorado

15 Parts
Lead in Water Action Level Per Billion

Testing Status

< 5% of Schools

Colorado implemented a voluntary, statewide program for lead in district drinking water, starting in July 1, 2017 and the program is similar to the EPA's "3Ts for Reducing Lead in Drinking Water".

[READ MORE](#)

Legislation Status

Passed

California

Lead In Schools Rating

B+
(90%)

5,597
Schools Tested out of 10,473

6,044,665
Number of Students enrolled in California

15 Parts
Lead in Water Action Level Per Billion

Testing Status

15% - 20% of Schools Tested

California implemented a mandatory, statewide testing program for lead in public and private schools built prior to 2000 and serving children from preschool to grade 5, starting in February 2017 and ending in December 2018. For buildings constructed before 1987, nearly all potable water sources must be tested and testing must be completed before the end of 2017. Daycares constructed before 2000 serving children younger than 6 years old will also be required to conduct testing, however rules for this testing are still being developed. This testing program follows a modified version of the Chicago Public Schools approach, using a 250-mL sample bottle with a lead action level of 5 ppb. All fixtures must be tested twice: (1) initial first-draw sample, and (2) after 30-second flush. For the samples exceeding the action level, recommended corrective actions include: identification of lead-containing plumbing, scheduled flushing, fixture replacement, and monitoring is the best course of action for schools addressing positive lead test results. Although testing has concluded, only samples exceeding 5 ppb needed to be reported by the schools to parents (either by posting online or by email). Due to this delocalization of information, it is unclear how prevalent lead exceedances are in the state of Illinois.

[SHOW LESS](#)

Legislation Status

Passed

Illinois enacted Public Act 099-0922 on January 31, 2017 to mandate lead testing in schools and child care centers.

Web Site

Lead Information Available Online

Next Steps for Schools Clear

Clear Point of Contact

Results Data Available

Summary of Testing Results Available

Social awareness & demand for cleaner water is growing



Candace Pruett @alohapruett · May 23

Replying to @alexisohanian

I work at an elementary school that has led in the water, we have one fountain (new water bottle filler) that kids can drink from in the entire school. It's fun. Not.



50



rosa gonzalez @Rodriguez10Rosa · Sep 24, 2021

Replying to @Rodriguez10Rosa

Why is it I can fill up a reusable bottle of water in on airport but not in a school building? All the outdated units should be replace with the same filtered water bottle filler as the airport. It's not rocket science it's access to water! Make it happen!! Now



1



Bentley Johnson @bentleymjohnson · Feb 7

Replying to @SecFudge and @POTUS

Great work! Also please work on installing filtered water stations/fountains in every school. We can make sure kids and staff drink clean water no matter what — and quicker solution vs. replacing all pipes and fixtures



34

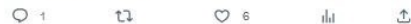


Surface71 @Surface71wpb · Nov 9, 2022

#waterwednesday Since 2019 we installed @Elkay_USA water stations in the 11 @pbcsd schools! Help replace the water filters paypal.com/donate/?hosted...



Erica Whitfield and 9 others



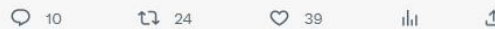
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Tamara Taggart @tamarataggart · Aug 9, 2018

School Boards have know for years about lead in drinking water in BC schools. This fountain at our school tested high for lead. Kids drank out of it ALL YEAR because someone forgot to shut it down. It was shut down in June. Would you want your kid drinking water with lead? #bced



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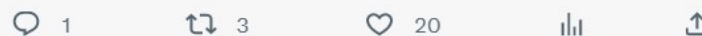
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joel naatus @jnaatus · Nov 20, 2021

Replying to @louise_seamster

We haven't had drinking water from fountains in our #JerseyCity public schools for almost 10 years because of lead in our supply lines. Now with #Covid kids are expected to bring their own drinking water. When we could just hire a plumber to install a lead filter for water.



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Mrs. Hollingsworth @MrsHworth3 · Oct 18, 2022

New water fountains and filling stations with clean, filtered water makes this teacher very happy! Thank you WES PTA!!! @wesculman



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12

32



Shawnee Elementary @EASDShawnEShark · Dec 6, 2019

Thank you to our PTA for gifting our school w/a water bottle refill fountain. It will help our kids stay hydrated with filtered water and show the importance of reusing. Please continue to support our PTA.



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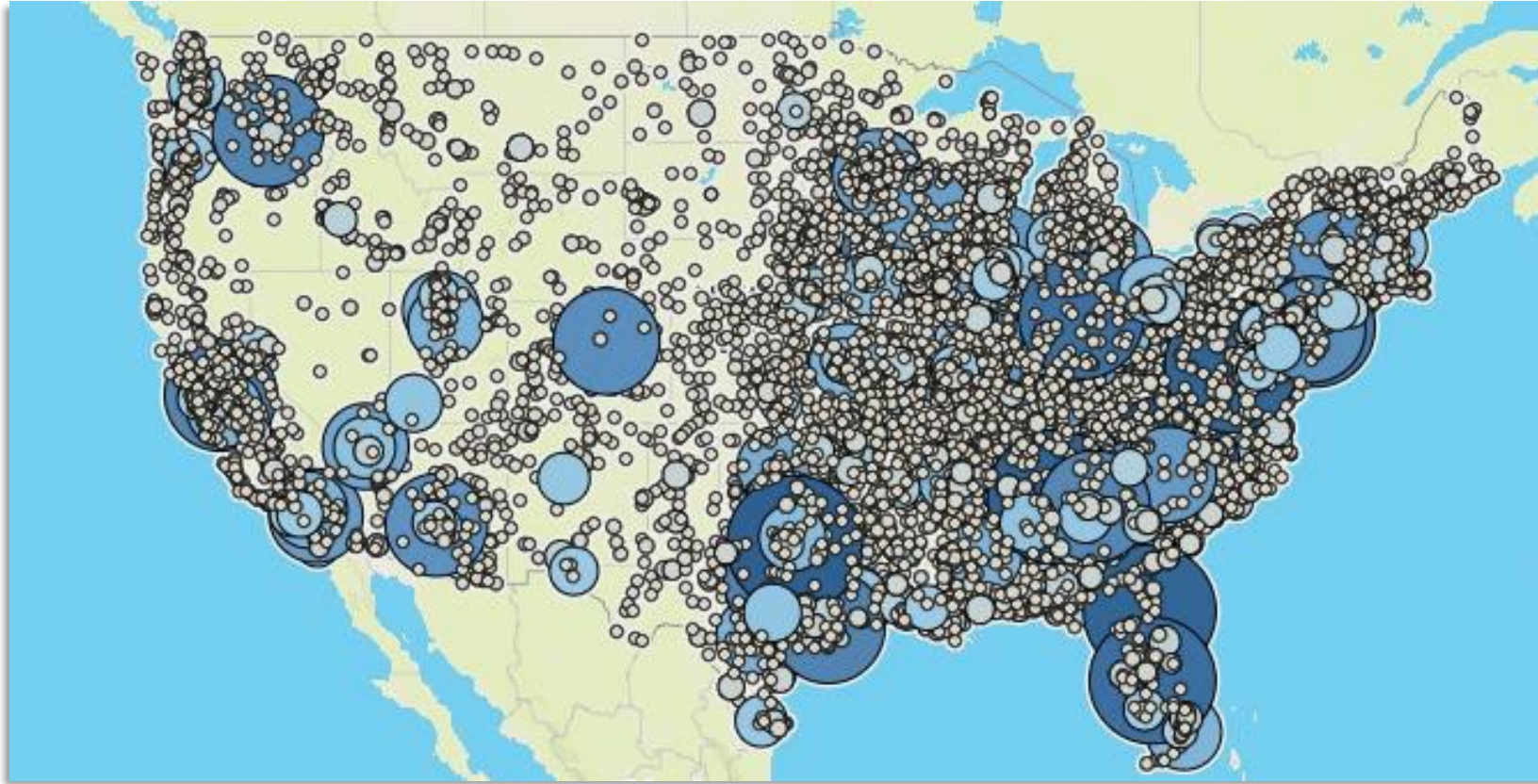
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No one can solve the lead problem better than Elkay

Elkay's install base within the United States is unmatched....As is user feedback



Systems Shipped From 2018 – 2023 YTD



No one can beat our small and mighty filter capacity

Elkay's powerful filtration system reduces lead and meets the requirements necessary to achieve our NSF/ANSI 53 certification -- making the water cleaner and healthier



HOW IT WORKS

Elkay filters are designed and engineered to reduce contaminants for cleaner, healthier drinking water

PREFILTER MESH STOPS SEDIMENT

Spun polypropylene prefilter mesh prevents large, coarse sediment and particles from entering and clogging filter media, extending the life of the filter

CARBON BLOCK REDUCES CONTAMINANTS

ATS-treated activated carbon reduces lead, cyst, fine sediment, and chlorine taste and odor



Competitors cannot match our smart and time-saving filter

Elkay's powerful filtration line-up offers supreme contaminant reduction in various gallon usage --
all packed into one single filter



FAST INSTALLATION

Swift and easy filter connection.

Elkay filters come standard with a 1/4" click and turn system making the filter connection seamless and simple for fast installation

HANDS-FREE RESET

Worry-free reset, for an effortless replacement.

No need to concern yourself with the electronics. When replacing your filter, Elkay's smart system can recognize authentic Elkay filters and automatically reset your Enhanced Bottle Fillers

SMART FILTER LIFE INDICATORS

Never wonder if your filter is doing its job.

Elkay filters seamlessly connect to the systems Filter Life Indicators that track usage and time, offering peace-of-mind to users and maintenance staff

COMPACT BODY

For comfort and ease of replacement.

10" filter size offers high capacity in a compact body and allows additional space in the system to maneuver during installation

Selecting the right filter for perfect paired performance



| Ideal Filter | 51299C | 51300C | 51300C (Light Use) 51600C (Heavy Use) | ERF750 |
|-------------------------|--|---|---|---|
| System Category | Drinking Fountains, Universal Kits | Standard Bottle Filler Units, LIV, Drinking Fountains, | Enhanced Bottle Filler Units | Residential Faucets, Residential LIV |
| Filter & System Nuances | Occasional usage, no RFID tags on filter, no status lights | Standard bottle fillers are programed to "go red" after 3,000 gallons of use regardless (they don't identify the filter being used) so 51300C is the best solution whereas a 51600C would only be used to half its capacity | Enhanced Bottle Fillers have an internal RFID reader to detect the type of filter, reset filter status lights automatically and can identify a 3,000 gallon or 6,000 gallon filter (keeps the light green for double the usage) | ERF750 is our only residential rated filters – certified for a family of 4 and one year |

Elkay has the filters your customers need

Find the filter for your Elkay system that fits your environment, usage and needs!



| SKU | 51299C | 51300C | 51600C | ERF750 |
|--------------------|---|--|------------------------------------|---|
| Use | Commercial Filtered Systems | Commercial Filtered Systems | Commercial Filtered Systems | Residential Filtered Systems |
| Capacity (Gallons) | 1,500 Light Usage | 3,000 Average Usage | 6,000 Heavy Usage | 750 Average Family of Four |
| Filter Claims | Chlorine, Taste & Odor (CTO), Particulate Class I, Lead, Cyst | | | |
| Best Used In | Drinking Fountains, Universal Kits | P-Unit (Enhanced) & K- Unit (Standard) Bottle Filler Units, LIV, Drinking Fountains | P-Unit (Enhanced) Bottle Filler | Residential Faucets, Residential LIV |

51600C – Simply the BEST on the market

Lowest cost / gallon filter on the market!

Saves you time & hassle by extending green lights twice as long!



Facts / Features

- 6,000 gallon capacity replacement filter for use in Enhanced ezH2O Bottle Filling Stations
- Enhanced units will identify the filter as 6,000 gallons automatically and filter status lights will be green for double the usage
- Filter offers same small body (with double the capacity) as the 51300C
- While offering double the capacity, it is under double the cost, making it the most economical filter for high usage areas

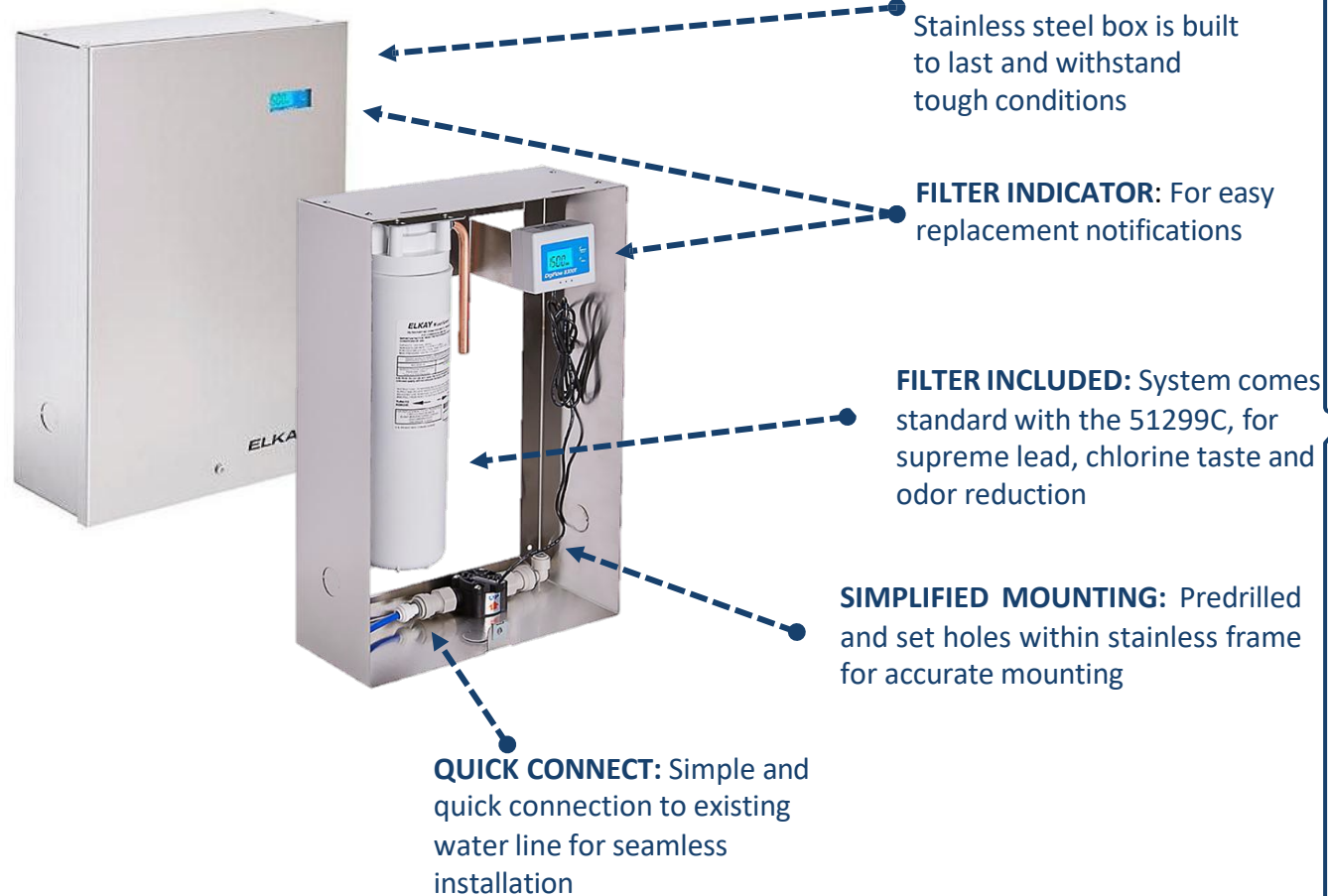
Value Prop

- If you are changing a 51300C more than 2x a year, a 51600C will save you money and time!
- If a bottle filler has 1,500 gallons per month in usage, a 51600C cuts down filter changes from 6 times/year to 3 times/year!
- Both 51300C and 51600C are 12-month filters, so the 51600C is best suited for bottle fillers where you use over 6,000 gallons in a year (ie. if you're changing a 51300C twice annually or more)

*6,000 gallons in a school year (180 days)
is only 43 daily ounces / student
(assuming 1 bottle filler per 100 students)*

We can upgrade ANY drinking water system! **Right now!**

Convert any non-filtered system with a Universal Filtration Upgrade Kit in minutes



Elkay solves EVERYONE’S lead problem with Universal Filtration Upgrade Kits



| SKU | EWF172 | EWF3000 | EF1500VRBC Standard | EF1500VRBMC Enhanced |
|--------------------|---|--|---|--|
| Filter Included | Universal Filtered Upgrade Kit with Mounting Bracket Connections, and 51299C Filter | Universal Filtered Upgrade Kit with Mounting Bracket, Connections, and 51300C Filter | Universal Filtered Upgrade Kit with Filter and Stainless Steel – Vandal Resistant Box, Connections, and 51299C Filter | Universal Filtered Upgrade Kit with Filter, Stainless Steel – Vandal Resistant Box, Filter Status Monitor, Connections and 51299C Filter |
| Capacity (Gallons) | 1,500 Light Usage | 3,000 Average Usage | 1,500 Light Usage | 1,500 Light Usage |
| Use | Universal Commercial Filtration Systems | | | |
| Filter Claims | Chlorine, Taste & Odor (CTO), Particulate Class I, Lead, Cyst | | | |

Keep Installation and Maintenance simple

- Universal Vandal-resistant Filtration Kits
- Elkay EZ Filter Maintenance Kit with Filter
- Elkay EZ Drop Down Wrapper- new!
- Retro fit kits and Wall plates
- Classroom sink kits

Keep Installation and Maintenance simple

Add Filtration to existing unit

Serve cleaner, healthier water where you need it. With an Elkay® universal filtration kit, you can dispense filtered water from any non-filtered water cooler, fountain or bottle filling station.



Vandal-resistant Filtration Boxes

WaterSentry® Filter: Includes 1,500-gallon capacity filter.

Vandal-resistant Enclosure: Constructed from 20-gauge stainless steel to protect filter and discourage tampering; Torx bit included for added security.

Mounting Options: The kit can be installed anywhere near an accessible water line. The box includes conduit punchouts on sides and bottom and an open back for thru-wall plumbing. Vandal-resistant conduit not provided.

Filter Monitor and Alert*: LED filter status monitor and audio alert indicate when filter replacement is needed; available on select model.



Filter Systems

EW172

WaterSentry Filter: Includes 1,500-gallon capacity filter.

Mounting Brackets: For placement in unit or inside an adjacent cabinet.

Connections: Water lines

EW3000

WaterSentry Filter: Includes 3,000-gallon capacity filter.

Mounting Brackets: For placement in unit or inside an adjacent cabinet.

Connections: Water lines



Keep Installation and Maintenance simple

Elkay EZ Filter Maintenance Kit with Filter



Space Recommendation

At least 36 in. of space on left side of drinking water unit is recommended.



Compatibility

Retrofit kit is compatible with single-level Elkay EZ standard coolers and bottle filling stations.



Convenient Filter Changes

Side panel provides access to filter, water shut-off valve, and power supply without removing entire wrapper.



3,000-gallon Filter

WaterSentry® 51300C filter is tested and certified to NSF 42 and 53 for the reduction of lead, Class 1 particulate, chlorine taste and odor.



Easy Installation

Two alignment pins on the panel make it easy to attach.



Kit Includes

Cooler wrapper with side access panel, 51300C water filter, security Torx bit and screws.

Keep Installation and Maintenance simple

Making Filter changes easier and faster

New! Quick Filter Change Wrapper
“Drop-down wrapper”



Key Value Propositions

- Time savings replacing filter and conducting maintenance


Key Features Set

- 30-60 second filter change (5x faster)
- Frontward facing hardware
- Full access without removing wrapper

Compliance & IP

- UL 399 / ADA certified
- Freedom to operate, explore IP potential

Same benefits + more features



FILTER STATUS LIGHT
LED filter status indicator shows when it's time to change your filter; Fillsafe recognition automatically senses new filter and turns light back to green.

QUICK FILL
Laminar flow and 1.1 GPM fill rate provides a quick, clean fill with minimal splashing.

SEE BOTTLES SAVED
Green Ticker™ adds up how many 20 oz plastic bottles have been saved from waste.


HANDS-FREE OPERATION
Touchless sensor-activated bottle filler is easy to use.

CLEANER, BETTER-TASTING WATER
The 3,000-gallon filter is tested and certified to NSF 42 and 53 for lead, Class 1 particulate, and chlorine taste and odor reduction.

HERMETICALLY SEALED
Closed refrigeration system provides chilled water to help satisfy thirst.

SAVE ENERGY
Programmable to allow refrigeration to power off when it's not needed.

Shown: LZSTLBV55P



Quick Filter Change

Connectable

PFOA/PFOS Reduction

Keep Installation and Maintenance simple

- The Elkay EZH2O® Retrofit Bottle Filling Station kit: Designed to retrofit existing 115V pushbar-activated EZ style water coolers. Bottle Filler features sanitary no-touch sensor activation with automatic 20-second shut-off timer.
- Install single bottle filling station and cooler combos without worrying about drywalling. Instead, cover wall imperfections and retrofit wall work with our stainless steel back panel, which also provides some splash protection for gypsum sheetrock walls.



Keep Installation and Maintenance simple

Classroom Sink Filtration Kits make complying with regulations easy!



Each classroom sink kit includes the following:



Stainless Steel
Classroom Sink



Faucet



Bubbler



Drain(s)



Vandal-resistant Filtration Kit
With Filter Status Monitor

- **Some states with new or pending legislation** will require childcare centers and schools to test drinking water sources for lead and remediate if necessary. They will need to update or install filtered drinking water sources to meet NSF/ANSI standard 53 for lead reduction and standard 42 for particulate removal.
- **NSF/ANSI/CAN 61** has been updated to restrict the amount of lead leaching from plumbing endpoint sources that dispense drinking water, such as faucets. All products must comply by January 1, 2024.

THANK YOU

zur*n* ELKAY