

INVESTING SAVES WATER AND MONEY

Delta Granite reduces water usage 90% through Custom Water Management System

San Antonio, TX- August 17, 2009- Integrity is often defined as what you do when no one is watching. It can also be described as doing more than you have to do.

In a time where many business are evaluating every penny as a negotiable expense, Delta Granite continue to invest and reinvest in optimizing it's management of water and air for the benefit of it's employees and our city's water resources.

Delta Granite has chosen to invest more than \$160,000 over the last 3 years.

Why? To protect our employees and to reclaim and reinvest natural resources: Water and Air.

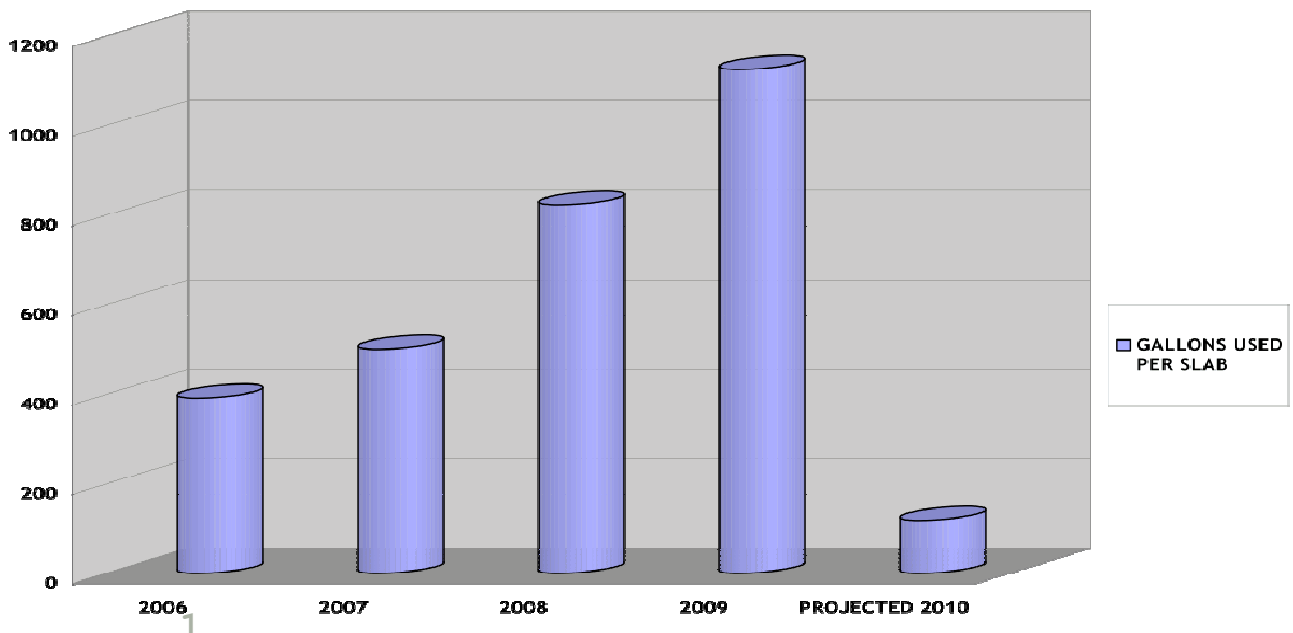
"I know some businesses get away with investing less and rolling the dice," says David Rymer, President and Founder of Delta Granite. "I saw the greater need and responsibility to protect my people's health and to better use our water. It's the right thing to do."

As San Antonio is facing severe water restrictions, South Texas is scrambling to learn how to use water more wisely. The goal of wise water management is not just to use less water; it is about more effectively managing the water you use. Delta Granite has been doing just that for several years now.

Working with SAWS since 2006, Delta Granite developed a self-engineered system to reclaim and recycle the over 2 million gallons of water used annually. Initially their water use increased relative to its year-over-year sales growth. However, this Summer Delta Granite is experiencing significant reduction in water use...even as production remains constant.

"For the month of July 2009, our water usage was 230,000 gallons less than June 2009," reports Rymer. "We completed full audits of every step in the process and have optimized every aspect of our water management. Our gallons of water uses per slab in on track to see reductions of nearly 90% over the next 12 months. That's good for the city, good for our environment and good for us!"

GALLONS OF WATER USED PER SLAB



Working with SAWS paid dividends

SAWS Resource Protection & Compliance Department conducts routine inspections of industrial facilities managed under the Texas Commission on Environmental Quality (TCEQ). The inspections are to determine on-site compliance with permit coverage under the TCEQ Texas Pollutant Discharge Elimination System (TPDES) Storm Water Regulation. Managing run-off water is as important as managing water usage. For example, SAWS inspects every business entity that stores things outside as a potential contaminant to the storm water run-off...run under TCEQ, Texas Commission on Environmental Quality. You must be in compliance with what you store outside and there are specific regulations regarding materials handling.

“We use sand and water in our craftsman fabricating process,” says Rymer. “SAWS told us we could not store it outside. They had us under a program where we had to test our water every time it rained. It involved a visual test and a lot of paperwork every time it rained. We wanted to work our way out of the inspection and policing program...so we asked them what we needed to do.”

SAWS told us the key was to relocate our sand to storage in-side and to relocate and expand our water recycling program under the covered production area. Seeing an opportunity to improve our manufacturing system and to reduce costs due to all the required inspections, Delta Granite chose to re-design and invest significantly into a state-of-the-art custom water reclamation system. So, working with SAWS, Rymer and his team designed their system and presented it to SAWS. SAWS signed off on it and Delta Granite began the process of fabricating, installing, and training on the self-designed system.

“They loved our plan and said if we did it we’d be out from under their thumb,” adds Rymer. “As a business person, I started thinking of all the time and money SAWS must spend “policing” businesses that are not responsible. I wanted to do my part. Premium countertop fabrication uses a lot of water to do it right and protect your employees. While most of our competitors may not invest as we have, we believe it to be the right thing to do.”

So Delta Granite expanded the roof over the water reclamation and filtration system, created a water recovery system through concrete chases, built a waste water reservoir under the ground. Reclaimed water is then pumped into the filtration system and then into a clean water storage tank that actually pumps it back into the shop for re-use. In addition, if the system ever overflows, it will pump the excess water into the sewer to make sure none of their run-off is contaminating our city’s water system.

In July 2009, Delta Granite used nearly 230,000 LESS GALLONS of water than July 2008.

Delta Granite projects to reduce our annual water usage by approximately 1.7 MILLION GALLONS over the next 12 months.

Water management requires systems and processes

“We weren’t looking for merely a dollar amount water savings because we have always recycled,” adds Rymer. “However, we learned we had opportunity to better manage our water and we didn’t want SAWS having to constantly monitor us on monthly basis. We wanted to collaborate with SAWS and work within their systems.”

“Of course, the water savings made us smile, too,” Rymer said with a very big smile.

“We sensed that we could come up with a solution that made it better for us...and simpler for SAWS. But the benefit and focus was really on our people and their safety,” explains Rymer, 30-year industry expert. Stone-crafting requires significant water usage and the run-off water is hazardous for our employees and the environment since the run-off water is contaminated and can cause allergic/skin reactions. It can also cause harm to our water system.

Granite and marble fabrication requires proper water and air management. Delta Granite prides itself in providing its employees a fabrication shop that is ventilated with one of the most sophisticated air management systems of any South Texas countertop fabricator.

Air-ventilation system expensive but the right thing to do

“We may be the only fabrication shop, or one of the few, in South Texas that invest money some would say we don’t have to invest. In addition to the investment in our water filtration system, we have invested over \$60,000 in our air management system. We do not see our employee’s health or our stewardship of water resources as an optional expense. It may mean we are not the cheapest option for our customers...but it’s one way we demonstrate our commitment to be the best and do the right thing...even if our customer’s never tour our facility...even though we love to show it off.”

“It was the right thing to do for our employees, for our company, and it’s what we stand for. Good citizens. Good stewards,” said Rymer. “When our customers are comparing bids...these investments don’t probably show up on their radar screen. But it’s the way we do business.”

“The reality is that even though the economy is the way it is right now, we are still determined to continue to focus on doing business the right way. It’s perhaps the price of leadership and we are committed to leading for the long-term. It’s a commitment on my part and each of my team.”

About Delta Granite

Delta Granite is the premier provider of stone countertop solutions in San Antonio and throughout South Texas. For over 25 years, Delta Granite has been the trusted expert, increasing the value and the beauty of our customer’s homes and businesses. Delta Granite is proudly an A+ Accredited Member of the Better Business Bureau. www.deltagranite.com

If you would like more information about this topic or to schedule an interview with David Rymer, please call Ed Howie at 210-317-1192, or email Ed at edhowie@brand-true.com