SPEAKMAN®



PPG Professional PLUMBING GROUP

- Who needs and eyewash?
- Features
  - Who to sell to
  - Add-on's
  - Repair Parts
- Competition
- Shipping Info
- How to Win & FAQ
- Marketing Initiatives

Who needs an eyewash?

The need to have an eyewash station in proximity can be ascertained by looking at the chemical's first aid instructions, either on the container or on the SDS. If the first aid information indicates that an exposure to the **eyes requires flushing for 15 or more minutes**, then you need to have an eyewash station.



Clorox Commercial Solutions® Clorox® Hydrogen Peroxide Disinfecting Cleaner **Revision Date** January 14, 2016

4. FIRST AID MEASURES

First aid measures

General Advice	Show this safety data sheet to the doctor in attendance.
Eye Contact	Hold eye open and rinse slowly and gently with water for 15 - 20 minutes. If present, remove contact lenses after the first 5 minutes of rinsing, then continue rinsing eye. Call a poison control center or doctor for further treatment advice.



MATERIAL SAFETY DATA SHEET

Acculam™ Phenolfab

Section 4. First Aid Measures

Eyes	Immediately wash the eyes with large amounts of water for at least 15 minutes, occasionally lifting the lower and upper lids. Get medical attention immediately. Contact lenses should not be worn when working with this material.
Skin	Immediately wash the contaminated skin with soap and water. If redness, itching or a burning sensation develops, get medical attention.
Inhalation	Immediately move the exposed person to fresh air. If not breathing, give artificial respiration and get immediate medical attention.
Ingestion	If large quantities have been swallowed, DO NOT INDUCE VOMITING. If victim is conscious and alert, give 2 - 4 cups of lukewarm water. Get medical attention immediately.

PRODUCT LINE UP



Classic

SEF-1800 – Eyesaver® Widespread Faucet
SEF-1800-8 – Eyesaver® Widespread Faucet w/ 8” spout
SEF-1800-SL – Eyesaver® Single Lever Faucet



Classic

SEF-1880 – Single Lever Eyesaver® Faucet

NEW



Sensor

SEF-18100 – Sensor Battery Eyesaver® Faucet
SEF-18100-8 – Sensor Battery Eyesaver® Faucet w/ 8” spout
SEF-18200 – Sensor AC Eyesaver® Faucet
SEF-18200-8 – Sensor AC Eyesaver® Faucet w/ 8” spout

SINGLE LEVER

Add-On's sold separately
A-SEF-BOLF
A-SEF-NA
SEF-TW

SEF-1880 – Single Lever Eyesaver® Faucet



EYEWASH FEATURES

- Independent water channel for eyewash
- Single lever cartridge
- Lift handle activation
- (2) Dedicated Optimus® aerated eyewash sprays with flip top dust cap
- 2.0 GPM (9.0 L/min) max flow rate
- Inlet supply 3/8" Compression Male

FAUCET FEATURES

- Low-lead brass construction
- Swivel spout positioning up to 100 degrees
- 1/4 turn ceramic cartridge
- 1.2 GPM (4.5 L/min) flow rate
- Inlet supply 1/2-14 NPSM male
- Corrosion resistant finish

NEW

SPEAKMAN®

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SENSOR EYEWASH

Add-On's sold separately
A-SEF-BOLF
A-SEF-NA
SEF-TW

SEF-18100 – Sensor Battery Eyesaver® Faucet
SEF-18100-8 – Sensor Battery Eyesaver® Faucet w/ 8" spout
SEF-18200 – Sensor AC Eyesaver® Faucet
SEF-18200-8 – Sensor AC Eyesaver® Faucet w/ 8" spout



EYEWASH FEATURES

- Independent water channel for eyewash
- Single lever cartridge
- Lift handle activation
- (2) Dedicated Optimus® aerated eyewash sprays with flip top dust cap
- 2.0 GPM (9.0 L/min) max flow rate
- Inlet supply 3/8" Compression Male

FAUCET FEATURES

- Low-lead brass construction
- Sensor eye integrated into front of faucet body for easy activation
- Battery powered Sensor- required 6 AA batteries (included)
- Solenoid life exceeds 2.7 million cycles
- 1.2 GPM (4.5 L/min) flow rate
- Inlet supply 3/8" compression with male threads

SPEAKMAN®

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CLASSIC EYESAVER

Add-On's sold separately
A-SEF-BOLF
A-SEF-NA
SEF-TW

SEF-1800 – Eyesaver® Widespread Faucet
SEF-1800-8 – Eyesaver Widespread Faucet w/ 8" spout



EYEWASH FEATURES

- Independent water channel for eyewash
- Single lever cartridge
- Lift handle activation
- (2) Dedicated Optimus® aerated eyewash sprays with flip top dust cap
- 2.0 GPM (9.0 L/min) max flow rate
- Inlet supply 3/8" Compression Male

FAUCET FEATURES

- Low-lead brass construction
- Swivel spout positioning up to 100 degrees
- 1/4 turn ceramic cartridge
- 1.2 GPM (4.5 L/min) flow rate
- Inlet supply 1/2-14 NPSM male
- Corrosion resistant finish

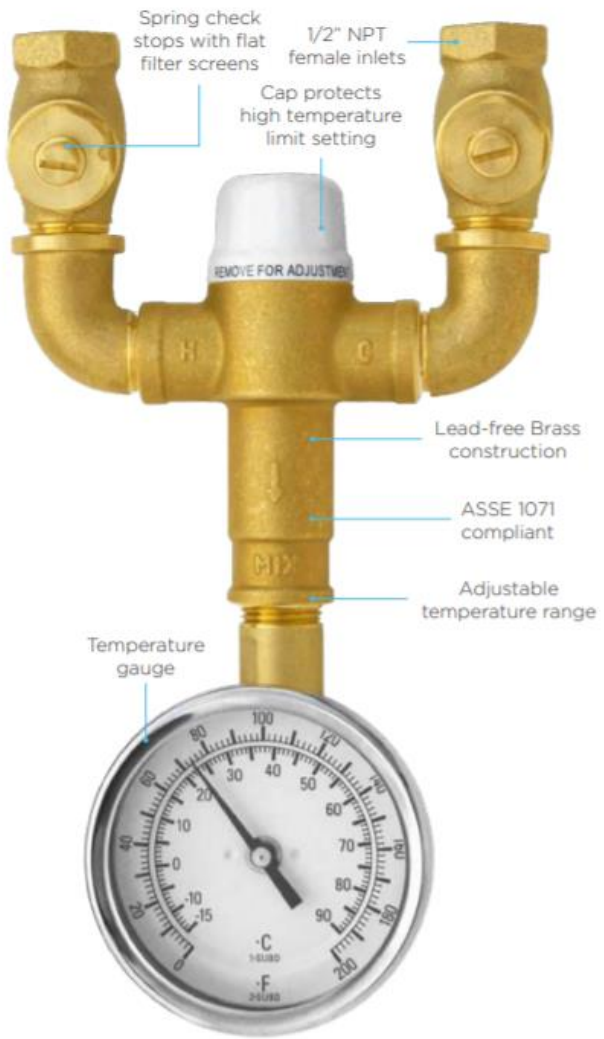
SPEAKMAN®

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UP-SELL

Add-On's sold separately
STW-SC1: Cabinet
STW-BK1: Wall Bracket

SEF-TW – 9.7 GPM capacity thermostatic mixing valve



VALVE FEATURES

- 9.7 GPM capacity supports most single eyewash and eye/face wash stations @ 30 PSI differential pressure
- 5.2 GPM (19.7 L/min) cold water bypass in case of hot water failure @ 30 PSI differential pressure
- Automatic spring check stops at inlets with flat filter screens
- Maximum working pressure: 125 PSI
- 1/2" NPT female inlets and 1/2" NPT female outlet connections

TEMPERATURE FEATURES

- Adjustable set point, factory set to 85 °F
- Valve holds to +/- 3 °F
- Valve holds positive shut-off when cold water supply is lost
- Hot water inlet temperature range: 120° F to 180 °F
- Cold water inlet temperature range: 40 °F to 70 °F
- Outlet water temperature range: 65 °F to 95 °F
- Minimum temperature differential: 10 °F (cold water supply to valve set point)

WHERE TO SELL?





- Hotels
- Hospitals
- Schools
- Urgent Care
- Dental offices

SPEAKMAN®

CHICAGO FAUCETS
Geberit Group

COMPETITION



Retrofit Spout	
2.2 GPM Aerated	**8450-ABCP**
1.0 GPM Laminar	**8450-E64VPABCP**

Single Handle Sidemix	
2.2 GPM Aerated	**8451-ABCP**
1.0 GPM Laminar	**8451-E64VPABCP**

4" Wristblade Handles	
2.2 GPM Aerated	**8452-ABCP**
1.0 GPM Laminar	**8452-E64VPABCP**

CHICAGO	LIST PRICE	SPEAKMAN	LIST PRICE
8450-ABCP	$729.00	SEF-1000	$715.00
8451-ABCP	$943.00	SEF-1800-SL	$925.00
		SEF-1880	$898.00
8452-ABCP	$857.00	SEF-1800	$840.00

Why is Speakman Better?

- The Original
- Price Point
- 3 year warranty

SPEAKMAN®

PPG Professional PLUMBING GROUP

COMPETITION



HAWS	LIST PRICE	SPEAKMAN	LIST PRICE
7620	$270.00	SEF-1000	$715.00
		SEF-1800-SL	$925.00
		SEF-1880	$898.00
		SEF-1800	$840.00

Why is Speakman Better?

- Haw's unit takes longer than 1 second for activation and is 2 step activation
- Speakman is The Original
- 3 Year Speakman Warranty

COMPETITION



BRADLEY	LIST PRICE	SPEAKMAN	LIST PRICE
S19-200B	$91.00	SEF-1000	$715.00
		SEF-1800-SL	$925.00
		SEF-1880	$898.00
		SEF-1800	$840.00

Why is Speakman Better?

- Bradley unit takes longer than 1 second for activation and is 2 step activation
- Speakman is The Original
- 3 Year Speakman Warranty

ADD-ON'S & REPAIR PARTS

Add-on's

	SEF-1800	SEF-1800-8	SEF-18100	SEF-18100-8	SEF-1880
A-SEF-BOLF; 0.5 GPM & 1.5 GPM Aerator flow rate group	X	X	X	X	X
A-SEF-ST; Serrated tip for faucet	X	X	X	X	
A-SEF-NA; Non-aerated aerator flow rate group	X	X	X	X	X
SEF-TW; STW-362 Thermostatic Mixing Valve Kit	X	X	X	X	X

Repair Parts

	SEF-1800	SEF-1800-8	SEF-18100	SEF-18100-8	SEF-1880
RPG05-0909 – Replacement Eyewash Activation Cartridge	X	X	X	X	X
RPG05-112703 – Replacement Faucet Mixing Cartridge					X
RPG05-111352; 1.2 GPM Slim Air Aerator Repair Group	X	X	X	X	X
RPG38-110458; Spray Head Repair Group	X	X	X	X	X
RPG20-2011-CA; Widespread end-body assembly red hard-pipe	X	X			
RPG20-2012-CA; Widespread end-body assembly blue hard-pipe	X	X			
RPG76-108060; Solenoid Box Without Batteries			X	X	
RPG76-107259; AC Adapter			*to convert to AC	*to convert to AC	

PROMO

Qty	Product Number	Description	Unit Price	Total
18	SEF-1800	Gen 2 Eyesaver Widespread Faucet	$336.00	$6,048.00
18	SEF-1800-8	Gen 2 Eyesaver Widespread 8" Faucet	$388.40	$6,991.20
18	SEF-1800-SL	Gen 2 Eyesaver Single Lever Faucet	$370.00	$6,660.00
18	SEF-18100	SENSOR EYEWASH BATT. OPT.	$543.20	$9,777.60
18	SEF-18200	SENSOR EYEWASH AC	$551.60	$9,928.80
18	SEF-18100-8	SENSOR EYEWASH BAT. 8" SPOUT	$598.40	$10,771.20
18	SEF-18200-8	SENSOR EYEWASH AC 8" SPOUT	$606.80	$10,922.40
18	SEF-18100-TMV	EYESAVER FAUCET SENSOR TMV	$555.20	$9,993.60
18	SEF-18200-TMV	EYESAVER FAUCET SENSOR AC POWER TMV	$563.60	$10,144.80
18	SEF-18100-8-TMV	EYESAVER FAUCET SENSOR 8" SPOUT TMV	$609.20	$10,965.60
18	SEF-18200-8-TMV	EYESAVER FAUCET SENSOR AC POWER TMV 8" SPOUT	$617.60	$11,116.80
18	SEF-18102	SENSOR EYEWASH BAT. INT. MIX.	$551.60	$9,928.80
18	SEF-18202	SENSOR EYEWASH AC INT MIX	$560.40	$10,087.20
18	SEF-18102-8	SENS. EYEWASH BAT. INT. MIX. 8	$606.80	$10,922.40
18	SEF-18202-8	SENSOR EYEWASH 8" AC INT MIX	$615.60	$11,080.80
18	SEF-18107	EYESAVER SENSOR FAUCET MO	$568.80	$10,238.40
18	SEF-18207	EYESAVER SENSOR FAUCET MO AC	$577.20	$10,389.60
18	SEF-18107-8	EYESAVER SENSOR FAUCET MO BATT. 8" SPOUT	$622.40	$11,203.20
18	SEF-18207-8	EYESAVER SENSOR FAUCET MO AC 8* SPOUT	$630.80	$11,354.40
18	SEF-18107-TMV	EYESAVER FAUCET SENSOR TMV M.O.	$597.20	$10,749.60
18	SEF-18207-TMV	EYESAVER FAUCET SENSOR AC POWER TMV M.O.	$605.60	$10,900.80
18	SEF-18107-8-TMV	EYESAVER FAUCET SENSOR 8" SPOUT TMV M.O.	$650.80	$11,714.40
18	SEF-18207-8-TMV	EYESAVER FAUCET SENSOR AC POWER TMV 8" SPOUT M.O.	$659.20	$11,865.60
18	A-TMV	SENSORFLO TMV KIT	$34.00	$612.00
18	SEF-TW	THERMOSTATIC MIX VLVE OPTION	$340.80	$6,134.40
18	SEF-1880	Eyesaver Deck Mount Single Lever Faucet	$359.20	$6,465.60

QUOTE# 46488

PPG Professional PLUMBING GROUP

SELLING POINTS TO HELP YOU WIN



PATENTED DUAL WATERWAY! Speakman is the ORIGINAL dual water way emergency faucet. There are others that will try to imitate our design, but they can't touch Speakman Quality!



High Quality. Industry leading 3-Year warranty on all Speakman Safety Items.



Winning Price Point! Our engineers have ensured we use the highest quality components, at great price points ensuring our pricing is right for your custom.



Sensor! No one else can touch our sensor faucet eyewashes, Speakman is the ONLY one.

SPEAKMAN®

PPG Professional PLUMBING GROUP

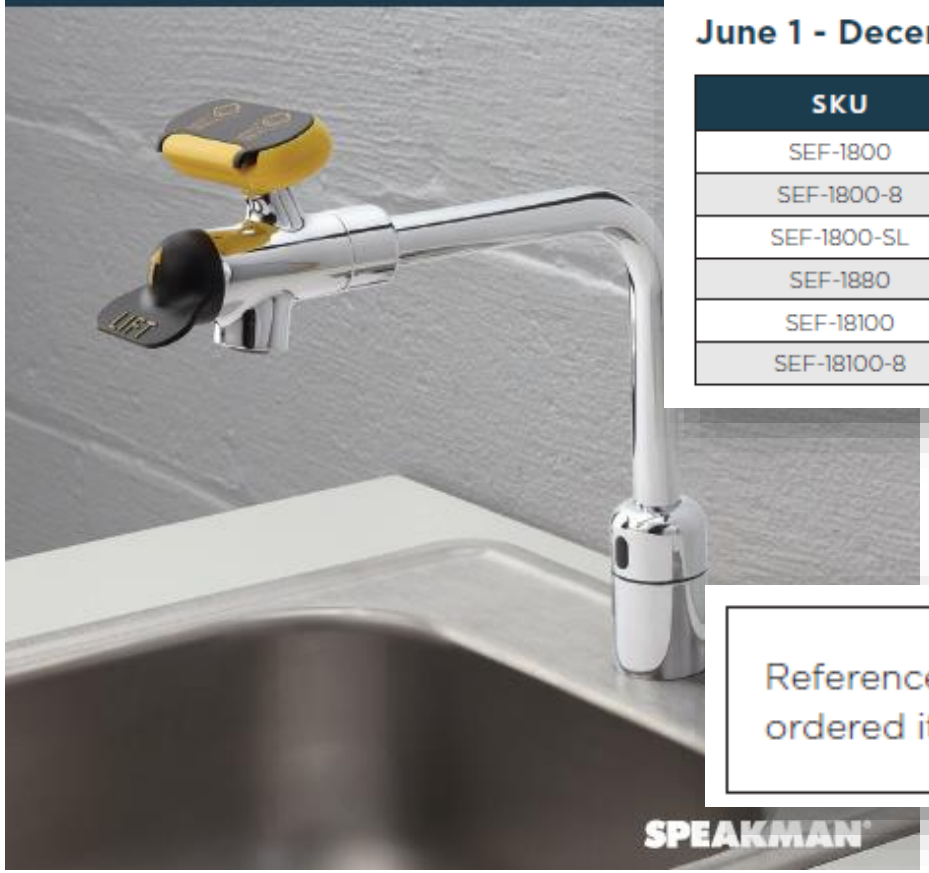
MARKETING INITIATIVES

EYESAVER® PROMO EXTENDED!

Speakman Sales
customerservice@speakman.com

2020 PROMO

EYESAVER® EMERGENCY FAUCET + EYEWASH



SPEAKMAN® - the original Eyesaver Faucet and industry leader leads the way in flexibility with our **EYESAVER FAUCET + EYEWASH MIX & MATCH PROMO**

The patented Eyesaver Faucet and Eyewash features two great products in one. These models are equipped with patented dual waterways allowing the faucet and eyewash to be used independently of each other. Available with standard or 8" spouts for varying sink sizes. Eyewash is tepid water ready with the installation of a Speakman Thermostatic Mixing Valve (STW-370).

EYESAVER FEATURES **STANDARDS**



June 1 - December 31, 2020

SKU	DESCRIPTION	LIST PRICE	PROMO PRICE
SEF-1800	Widespread Faucet + Eyewash	840.00	336.00
SEF-1800-8	8 Inch Spout Widespread Faucet + Eyewash	971.00	388.40
SEF-1800-SL	Single Lever Faucet + Eyewash	925.00	370.00
SEF-1880	Single Lever Faucet + Eyewash	898.00	359.20
SEF-18100	Battery Sensor Faucet + Eyewash	1358.00	543.20
SEF-18100-8	Battery Sensor 8" Faucet + Eyewash	1496.00	598.40

SKU	DESCRIPTION	LIST PRICE	PROMO PRICE
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MOQ: 18 FAUCETS

MOQ: 18 FAUCETS

Reference promo **#46488** on each applicable ordered item for order eligibility.

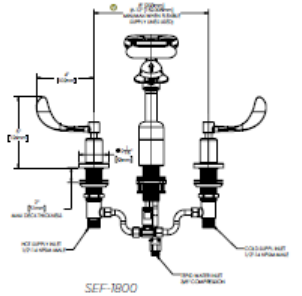
MOQ: 18 FAUCETS

...ies sold separately and not considered ...imum order quantity.

...88 on each applicable ...ligibility.

...ELP...
...d orders to:

New customers can request a quote by emailing:
quotes@speakman.com



SEF-1800

SEF-1880 SELL SHEET



SEF 1880 THE ORIGINAL DUAL-WATERWAY EMERGENCY EYEWASH

FEATURES & BENEFITS:

- Single-lever faucet that can be used as a dedicated faucet, as well as an emergency eyewash
- Dedicated water ways for the faucet & eyewash ensure hot water never passes to the users eyes
- Faucet Connections: 9/16"-24 UNF (3/8" Compression)
- Dedicated eyewash line is tepid ready & can easily be connected to a point of use emergency thermostatic mixing valve
- Optimus style aerated sprays create gentle cleansing for the eyes
- Easy one-motion lift eyewash activation
- Ceramic disc handle cartridge
- Faucet flow rate: 1.2 GPM
- Eyewash flow rate 2.0 GPM minimum @ 30 PSI
- ISEA/ANSI Z358.1, NSF 372, NSF 61 & ASME A112.18.1/CSA B125.1 certified
- Solution for any facility with use or storage of chemicals



SEF-1880

SKU	DESCRIPTION
SEF-1000	Retrofit Faucet Spout + Eyewash
SEF-1000-8	Retrofit 8" Faucet Spout + Eyewash
SEF-1800	Widespread Faucet + Eyewash
SEF-1800-8	8 Inch Spout Widespread Faucet + Eyewash
SEF-1800-SL	Single Lever Faucet + Eyewash
NEW SEF-1880	Single Lever Faucet + Eyewash
SEF-18100	Battery Sensor Faucet + Eyewash
SEF-18100-8	Battery Sensor 8" Faucet + Eyewash
SEF-18100-8-TMV	Battery Sensor 8" Faucet + Eyewash w/ A-TMV
SEF-18100-TMV	Battery Sensor Faucet + Eyewash w/ A-TMV
SEF-18107-TMV	Battery Sensor Faucet + Eyewash w/ Manual Override & A-TMV
SEF-18200	AC Sensor Faucet + Eyewash
SEF-18200-8	AC Sensor 8" Faucet + Eyewash
SEF-18200-8-TMV	AC Sensor 8" Faucet + Eyewash w/ A-TMV
SEF-18200-TMV	AC Sensor Faucet + Eyewash w/ A-TMV
SEF-18202	AC Sensor Faucet + Eyewash w/ Above Counter Mixer
SEF-18202-8	AC Sensor 8" Faucet + Eyewash w/ Above Counter Mixer
SEF-18207	AC Sensor Faucet + Eyewash w/ Manual Override
SEF-18207-8	AC Sensor 8" Faucet + Eyewash w/ Manual Override
SEF-18207-8-TMV	AC Sensor 8" Faucet + Eyewash w/ Manual Override & A-TMV
SEF-18207-TMV	AC Sensor Faucet + Eyewash w/ Manual Override & A-TMV

NEW SEF-1880	Single Lever Faucet + Eyewash
SEF-18100	Battery Sensor Faucet + Eyewash

SOCIAL MEDIA PLAN

New Team Member: Joey Pettine

Weekly posts to support launch

Repurposing of some great papers with fresh content

Lengthy strategy through 1st week of May: North American Occupational Safety & Health Week



SPEAKMAN®

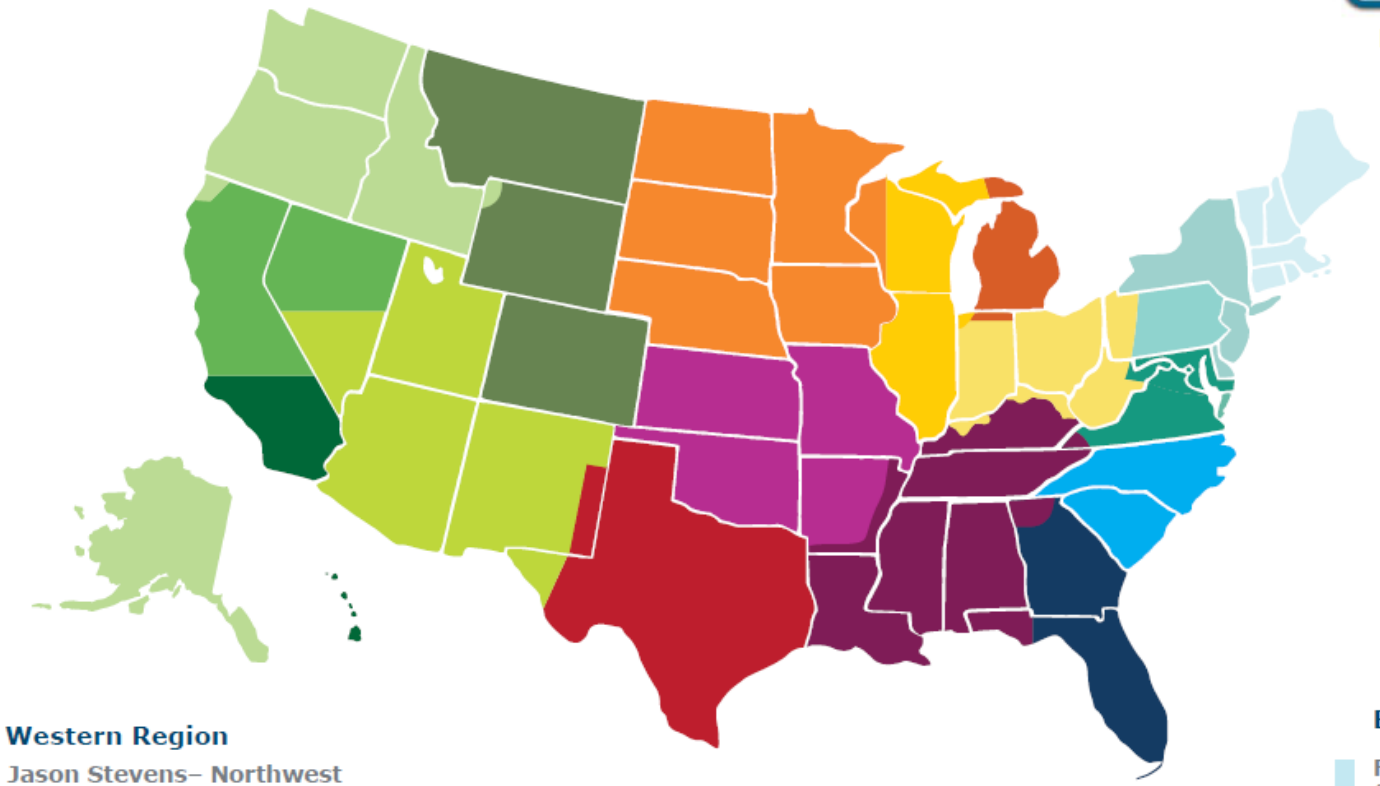
Rep Group Follow up

- Samples on pods for SEF-18100 were sent last week to all rep agencies
- FEI Just purchased 50 SEF-18100 for stock around the country
  - Mel is working on a FEI promo for the SEF-18100 – TBA
- We need your help training all FEI Counter and Commercial sales team
  - SEF Eyesavers
  - Speakman Commercial product
  - SFC-8790 going in 500 counter locations
- Sending out a tracker after this call, with presentation. We would like all presentations complete by the first week of December.

COMMERCIAL DIRECTORS

FERGUSON
Nobody expects more from us than we do®

LAST UPDATED: September 2019



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Branch Locations List
w/ Rep Agency Check Off

Territory	District Manager	Rep Agency	Commercial Director	Counter Manager	FEI Training Date	Number of People Trained
AL	Jeff Hargis	Convenant Sales	Jamie Morgan- Mid South	Kenny Pennington - AL		
AR, TN,	Jeff Hargis	Southern Marketing	Jamie Morgan- Mid South	Ron Carelle – West TN, North MS, Paducah KY Jonathan McQueen (JD) – West KY Buddy Emmons – East KY		
LA, MS	Jeff Hargis	Grant & Associates	Jamie Morgan- Mid South	Curtis Ford– LA		
KY	Jeff Hargis	Watermark	Jamie Morgan- Mid South	Ron Carelle – West TN, North MS, Paducah KY Chris Finley – Chattanooga TN Jonathan McQueen (JD) – West KY		

SPEAKMAN®

WATER, AS IT WAS INTENDED TO BE EXPERIENCED