



FISHER MANUFACTURING COMPANY

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**WHY FISHER
SALES TIP #1
FOOT VALVES**

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Electronic Eye Faucets... Friend or Foe?

Why Electronic Eye Faucets? Simple, we want a faucet fixture that turns water on and off without using our hands. "Hands free", hand washing. We also want faucets to shut off automatically for water conservation purposes.

Walk through any airport restroom and you are certain to find at least one electronic eye faucet that doesn't work. In this environment it's no big deal as you simply move to the next sink to wash your hands.

Hand sinks in a commercial kitchen are located conveniently for the employees to wash their hands throughout their work environment. Unlike at the airport when an electronic eye hand wash faucet doesn't work, in a foodservice location it becomes a *major health department issue because hand sinks must be in good working order at all times.*

When an electronic eye faucet fails it is a big problem because the plumber is rarely equipped with the tools or knowledge to repair electronics on the job site. Often the only alternative is to remove and replace these faucets, which cost about \$700, plus labor, plus downtime.

Fisher foot valves are the solution. Electronic eye faucets have batteries, transformers and other electronic components to build and dispose of. They use electricity and use too much water per hand wash, often continuing to run for a few seconds *even after the user has walked away.* Foot Valves on the other hand, are much easier on the environment because there are no electronics, no electricity and they use less water because when finished washing hands the operator walks away and the water shuts off.

Fisher recommends mechanical "hands free" hand washing. Fisher foot

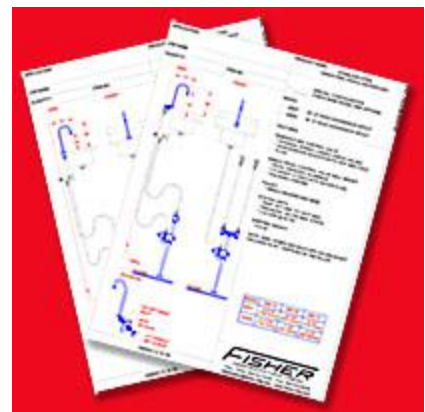
Jeff's Final Thoughts...

Electronic eye faucets are trendy and cool. But, when it comes to hand washing in a commercial kitchen, trendy and cool can be deadly. Plain and simple, mechanical foot valves deliver the water, consistently.

Call your consultant today and tell them you have something important to discuss with them! Get a sample from Fisher and download the spec sheets below... then make the case for Fisher foot valves.

Foot Valve Specs

Download specs here...



valves have renewable cartridges for ease of maintenance. Anodized cast aluminum pedals are strong, rust-free and lift for easy floor cleaning. Using a mechanical foot valve simply means that long after the warranty period, any plumber can repair the faucet assembly with little effort and inexpensive parts. **The specification of "hands free" hand washing is very simple, just spec the hand wash sink with a single hole on the deck or backsplash and, one of the four hand wash kits now offered by Fisher.**