

VALUE ENGINEERING

Architecture/Engineer Specification Model vs. Cheap Builders Model/Track Job Model

Aqua Bath Company, Inc. is a leading manufacturer of cast acrylic bath fixtures located in Nashville, Tennessee. The main thrust of our business is **ADA COMPLIANT SHOWERS/TUBS & ACCESIBLE HEALTH CARE SHOWERS/TUBS**. Aqua Bath also manufactures units for other commercial applications such as hotels, assisted living facilities, youth hostels, and college dormitories. Because Aqua Bath Company, Inc. has focused on the commercial market and not the residential sector we have always manufactured the highest quality showers/tubs in the marketplace. Aqua Bath Company, Inc. uses acrylic that measures .187 in thickness which is between 33% and 50% greater in thickness than other competing manufactures.

Another important function in manufacturing acrylic bath fixtures involves the exterior process. This process is the lamination of a polyester and resin blend that both cures and chemically bonds with the acrylic, resulting in a hard rigid structure. By using this process all Aqua Bath Company, Inc. products receive a fire rating certification.

CAUTION

When support wood is used to further insure rigidity or for possible add on seats or grab bars in the future the fire rating will be reduced or removed.

Our products DO NOT support Fungus, Mold, Yeast, Aids, MRSA & Staff Virus Infections because it is a NON-POROUS ACRYLIC. Mircroban Protection additive is a myth & like a paint it will EVAPORATE and be gone forever. Any PAINTED or TILE shower/tub by its very nature is a porous surface.

The very support system for MRSA, STAPH, MOLD/FUNGUS, YEAST and AIDS growth is a dirty unsanitary warm, moist, dark area, all found in a shower/tub. The common denominator for the growth of these four known maladies in man is SUGAR which the body produces from all food and drinks that the human consumes. MRSA, STAPH, AIDS YEAST & MOLD/FUNGUS infections have no known cure, just very expensive treatments once someone is infected.

CLEAN, SAFETY, NON-POROUS, HEALTH

- 1. Clean acrylic surfaces are not slick which is a safety feature.**
- 2. With acrylic being a non-porous substrate it promotes good hygiene.**

When accessories are required such as grab bars and seat frames, Aqua Bath Company, Inc. only uses the highest quality **AMERICAN MADE PRODUCTS from METALS TECHNOLOGY certified 304 18 gauge , UNITED STATES made stainless steel for grab bars and seat frames**. The combination of high quality materials and superior hand crafted workmanship allows Aqua Bath Company, Inc. to extend a **TEN YEAR WARRANTY** to the end user.

DEVALUED ENGINEERING

From time to time both contractors and property owners in the building trades wish to lessen the **PRICE** of job components. In reality this process of **VALUE ENGINEERING (reducing the price of an item but providing an inferior product with less quality) in reality is more expensive for the property owner. Price is a one time thing but providing and using cheap showers/tubs will create problems that the property owners will have to live with forever.** If a facility truly has the patients best interest, care and comfort at the forefront of their mission each and every day, is diligent in working to keep maintenance cost down or have been disappointed by the overall performance of **DEVALUED** showers/tubs the answer is acrylic showers & tubs manufactured by **AQUA BATH COMPANY, INC.** in Nashville, Tennessee. When considering all things one should think about the cost of making a poor/wrong decision and not just the price of the product. Would it not be a wise decision to pay more now and be known for quality with regard to your personal integrity and character?

CONSEQUENCES OF POOR QUALITY SHOWER/TUBS

On July 17, 1981 the Hyatt Regency in Kansas City, Missouri experienced the deadliest structural collapse in the history of the United States of America with 114 guests perishing and another 200 guest being treated for serious injuries. The investigation following this horrible disaster concluded that **ALL PROFESSIONAL TRADES** were involved in providing poor quality and workmanship. **GENERAL CONTRACTOR: LOST LICENSE; ARCHITECT: LOST LICENSE, & STEEL FABRICATOR; LOST LICENSE.** Both the Hyatt Regency hotel and their insurance company had legal action brought against them by multiple sources and were sued and forced to pay hundreds of millions of dollars in restitution. The reputation of a company that at one time was the pillar of the hotel industry the Hyatt Regency, the general contractor, architect, steel fabricator, etc...all had their reputations tarnished for taking the risk of making a few extra dollars while providing the property owner with inferior products and craftsmanship. It today's business climate of imported lower grade structural steel, soft rebar steel, and fly ash (the cereal used in the cheap American hotdog) being used in concrete; and the use of fly ash in the resin mix for showers/tubs there is no reason to believe that these deficiencies will not again show there ugly head and cause another catastrophe. **ARE YOU WILLING TO RISK YOUR REPUTATION AND ABILITY TO PROVIDE FOR YOUR FAMILY JUST TO MAKE A QUICK BUCK? THE BALL IS IN YOUR COURT AND THE DECISION IS NOW YOURS TO MAKE.**

With today's legal climate being what it is with **U.S. GOVERNMENT MANDATED** recalls can any of us afford a product that is not manufactured with superior quality? Using one poorly manufactured product on a project carries with it the suspicion that all of the components used on your projects are sub-standard products. If saving money is your only concern, why not just go to one of the large box DIY stores and purchase the track builders model. You can purchase the item off the shelf for \$200.00 instead of paying \$800.00-\$1200.00 thinking that you are receiving a top quality specified unit for a dormitory, hospital, assisted living facility, etc...**They are both considered a builder's**

low cost special/job model. As the owner of a facility with an impeccable reputation you are confronted with a dilemma. What should you do if the general contractor, plumbing wholesaler, architect, engineer, mechanical contractor, etc...comes to you and wants to change the specifications from YOUR original and desired standards? Do you cave in and pay for poor quality components to be installed in your facility or do you demand the project be completed with the components that were originally specified and agreed upon when the project was awarded?

The great General George Patton said it best “I don’t like paying for the same piece of real estate twice,” and I now ask if you like paying for the same products twice?

Sincerely,

Bryan Gobbell
CEO
Aqua Bath Company, Inc.