# Annexes A-C





## <u>Annexe B</u>

#### EUROPEAN WATER LABEL - PRODUCT REGISTRATIONS



The following section concentrates on these areas as they represent the bulk of product registrations on the Scheme:

TAPS	<u>Litres per minute</u>	Product registrations
0	Less than 6	1213
0	6-8 litres	219
0	8-10 litres	404
0	10-13 litres	39
0	More than 13 litres	274

The basin tap category depicts that 180 individual product registrations deliver less than 3 litres per minute, a clear indication that the Industry is moving technologically forward with the introduction of advanced product that use less natural resource in their 'in use' phase.

**KITCHEN TAPS** are a separate category within the Scheme criteria and as such there are currently 382 products registered across the 5 grades

0	Less than 6 litres	87
0	6-8 litres	45
0	8-10 litres	80
0	10-13 litres	19
0	More than 13 litres	123

It is interesting to note that 63% of tap registrations under the Kitchen Tap category are below 10 litres per minute. Of the 124 product registrations that are above 13 litres per minute 48% are less than 20 litres per minute. As kitchen sinks are deemed vessel filling and therefore must deliver adequate water to not disadvantage the consumer, it is encouraging that majority of products registered deliver less than 13 litres per minute.

SHOW	ER VALVES	
	<u>Litres per minute</u>	Product registrations
0	No more than 6 litres	205
0	6-8 litres	157
0	8-10 litres	75
0	10-13 litres	125
0	More than 13 litres	542

The latest Euro Stat shows that there are 510 million people living within the EU28 region, each one having a different and subjective approach to showering and bathing. Showering experience is also dependent on pressure and again across EU28 there is a wide variety of water pressures, UK territory is well known for a low pressure, albeit the market is moving slowly to a high pressure system due to the consumer change to combi boilers.

Currently registered on the Scheme within the grade 'more than 13 litres' of the 542 registered products 74% deliver less than 20 litres of water per minute. Manufacturers are conscientious that the consumer demands good performance and are working tirelessly to introduce high performance product that use less natural resource. They are also aware that across EU28 consumer attitudes and use pattern differ, therefore choice is paramount to maintaining good markets for the manufacturing base. The Labelling Scheme shows how the market is changing.

#### **SHOWER HANDSETS**

Showers are sold throughout the different market channels in varying ways. Showers are made up of three components; a valve, a hose and a head (often called a shower handset). To enable the consumer to understand the water delivery, without too much confusion, and as shower handsets are a major element of the refurbishment market, the Scheme accommodates labelling on shower handsets under the same conditions as shower valves.

0	No more than 6 litres	70
0	6-8 litres	99
0	8-10 litres	170
0	10-13 litres	79
0	More than 13 litres	146

Of the 564 products registered 75% are less than 13 litres per minute.

#### • WC'S

Toilets sold across EU28 differ dependent on the market. Within the mainland European market toilets are sold in separate units, very often with the merchant and retailer combining to make a WC suite. In the UK market WC's are only sold as a complete unit. The Scheme has embraced these nuances.

	Litres per effective flush	Product registrations
0	No more than 3.5 litres	201
0	3.5/4.5 litres	507
0	4.5/5.5 litres	82

During the early part of 2015, FECS members agreed the revised criteria for WC's across the whole of EU28 and class 1 pans and independent flushing systems. Registered brands are now working towards registering their products with commitment received these will be registered before the end of 2015.

#### **FLUSHING CISTERNS**

A total of 553 product registrations have been placed on the Scheme for flushing cisterns. The grades are the same as WC's and over the course of 2015 registrations will increase as the major ceramic manufacturers place product on the Scheme.

0	Litres per effective flush	Product registrations
0	No more than 3.5 litres	24

o 3.5/4.5 litres

o 4.5/5.5 litres

24 368 161

As already identified there are in total 13 categories of water using bathroom products embraced by the Scheme. A further 1,500 products are registered across, electric showers, baths, urinal controllers, supply line flow regulators and replacement flushing devices.

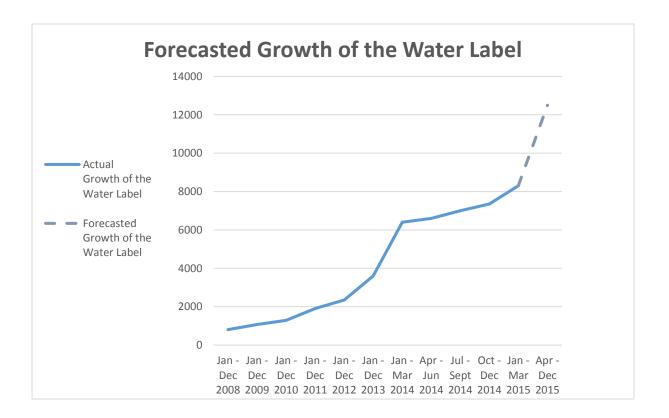


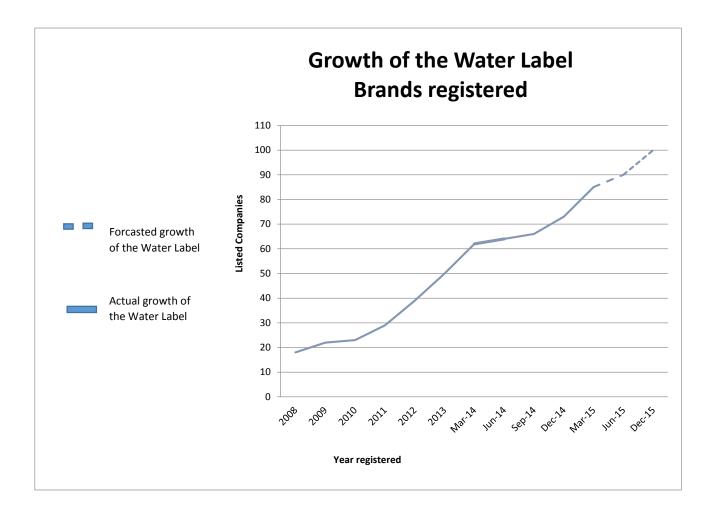
#### **GROWTH OF THE EUROPEAN WATER LABEL**

The European Water Label was first introduced in September 2007. The first company on the Scheme was Lecico UK and during the next 12 months slowly grew. The following offers an insight into the growth and development of the Scheme during the last 8 years.

	PRODUCT REGISTRATIONS	COMPANY REGISTRATIONS
2008	800	18
2009	1069	22
2010	1288	23
2011	1904	29
2012	2343	39
2013	3600	50
2014	7350	73
2015	8300	92

Over the last 8 years, 1,000 products have been removed from the Scheme as they are no longer available in the market place.





### **3 Year Forecast**

The staff costs do not take into account the work undertaken by the BMA/EWL Directors in progressing the Scheme, developing partnerships, and encouraging greater uptake across the EU. Additional marketing costs are undertaken by the BMA and not crossed charged



### Figures are in £ sterling

	Actual 2014	Budget 2015	Budget 2016	Budget 2017
INCOME				
<u>UK</u>				
Water Label Registration (Companies)	71,000	75,000	80,000	80,000
Water Label Registration (Retailers/Merchants)	15,000	20,000	30,000	30,000
Sub Total	86,000	95,000	110,000	110,000
Europe				
Water Label Registration (Companies)	21,000	40,000	60,000	65,000
Water Label Registration (Retailers/Merchants)	0	20,000	25,000	30,000
Sub Total	21,000	60,000	85,000	95,000
Agent Fee		5,000	10,000	15,000
Other Countries				
Water Label Registration (Companies)		20,000	30,000	35,000
Sub Total	13,000	20,000	30,000	35,000
Other income		7,000		
TOTAL INCOME	99,000	187,000	235,000	255,000
EXPENDITURE				
Administration				
Staff	52,000	58,000	100,000	110,000
Office Equipment & Stationery	1,233	2,000	3,000	1,000
Postage	393	1,000	1,000	1,000
Office Overheads	27,500	30,000	30,000	30,000
Accounts/Legal Sundries	7,232 40	4,000 50	5,000 50	5,000 50
Sundres	40	50	50	50
Sub Total	88,398	95,050	139,050	147,050
Activity				
Meeting/Travel	5,639	12,000	15,000	15,000
Marketing	15,172	7,500	20,000	25,000
Web Enhancements/Hosting	4,335	5,000	10,000	5,000
Exhibitions	5,519	15,000	7,500	15,000
Product Testing/Audit	342	1,000	2,500	3,000
Association Membership		0	10,000	10,000
Research, Verification and Reports		17,500	20,000	25,000
Sub Total	31,007	58,000	85,000	98,000
TOTAL EXPENDITURE	119,405	153,050	224,050	245,050
Taxation	0	0	0.00	0
Surplus/Deficit	-20,405.00	33,950.00	10,950.00	9,950

### Annexe C – Label in use

### Laufen Brochure & Website Screenshot



#### NEW WALL INSTALLATION SYSTEM AND ACTUATOR PLATES FROM LAUFEN

The LAUFEN installation system US is the perfect solution for sately, quickly and easily installing LAUFEN's wall-hung toilets. The range includes various concealed elements for div and wet construction, and makes a wide variety of different installation scenarios realisable. All wall mounted units are equipped with a toilet tank that has a water-saving dual flush system, meaning flushing options can be set to either 6/3 litres or 4.5/3 litres.

#### NEUES VORWANDINSTALLATIONSSYSTEM UND DRÜCKERPLATTEN VON LAUFEN

Das LAUFEN Instalation System LIS ist die pertekte Lösung, um wandhängende WCs von LAUFEN sichet, schneil und einfach zu installieren. Zum Sortiment gehören verschiedene Vorwanderemente für den Tröcken- und für den Nassbau. Mit ihrer Hilfe lassen sich unterschiedlichste Einbauszenatien im Badezimmer realisieren. Die Vorwanderemente sind mit einem Spülkasten ausgestattet, der über eine wassersparende Zweimeigen-Spölung mit 6/3 Litern verfügt, die auch auf 4,5/3 Liter eingestelt werden kann.



#### NUOVO SISTEMA DI INSTALLAZIONE A VISTA E NUOVE PLACCHE DI COMANDO DI LAUFEN

Il sistema di installazione LIS di LAUFEN è la soluzione perfetta per installare in modo rapido e facile i vasi sospesi di LAUFEN. Fanno parte dell'assortimento diversi elementi a vista per costruzione a secco e a umido. Con il loro aiuto è possibile realizzare i più diversi scenari di montag-

gio nella stanza da bagno. Tutti gli elementi a vista sono dotati di una cassetta di risciacquo dotata di risciacquo economico a due quantità con 6/3 liri, che è possibile regolare anche su 4,5/3 litri.

#### UN NOUVEAU SYSTÈME D'INSTALLATION EN APPLIQUE ET DE NOUVELLES PLAQUES DE COMMANDE LAUFEN

Le système d'installation LIS de LAUFEN est une solution partaite pour installer rapidement, facilement et en toute sécurité des WC de LAUFEN qui s'accrochent au mur Différents éléments à poser en applique en construction humide ou sêche font partie de la gamme. Dans la selle de bain, ils per-

mettent de réaliser différents types de pose. Tous les éléments à poser en applique sont équipés d'un réservoir doté d'une chasse d'eau à deux volumes de 6/3 litres permettant d'économiser de l'eau et pouvant être réglée sur 4,5/3 litres.

## EUROPEAN WATER LABEL



#### NUMEROUS LAUFEN PRODUCTS CERTIFIED

As a company that makes water accessible to people in their bathrooms, LAUFEN is committed to the responsible use of this precious resource. Therefore LAUFEN has had a wide range of its products, from basins to showers, to faucets and toilsts, certified by the European Water Label, achieving classifications from above average to very good. With the database of the European Water Label, architects, planners and consumers have a Europe-wide competison tool at hand, enabling them to assess the water consumption of bethroom and kitchen products, at a glance.

#### DE NOMBREUX PRODUITS LAUFEN SONT CERTIFIÉS En tant qu'entreprise qui permet aux gens d'utiliser de l'eau

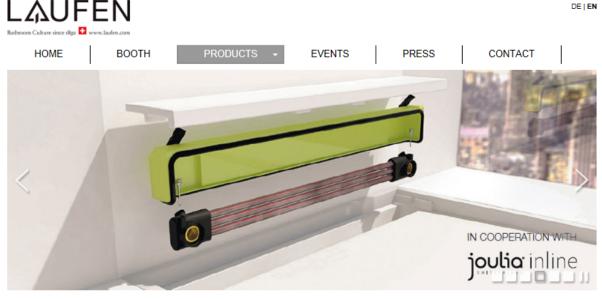
En teni qu'entreprise qui permet aux gens d'utiser de reaudans leur sale de bain, LAUFEN s'engage à agir avec responsabilité avec cette précieuse ressource. C'est la reison pour laquelle LAUFEN a fait certifier une large pélete de produits allant des lavabos aux WC en passant par les robinetteries de douche avec le European Water Label, qui ont été classés étant entre supérieurs à la moyenne à de très bonne qualité. Avec la base de données du projet European Water Label, les architectes, les planificateurs et les consommateurs ont un outil de comparaison valable dans toure l'Europe à disposition avec lequel la peuven estimer la consommation d'eau d'un produit alimentant une salé de bain ou un cutsite en eau.

#### ZAHLREICHE LAUFEN PRODUKTE ZERTIFIZIERT

Als Unternehmen, das dem Menschen das Wasser im Bad nutzbar macht, sieht sich LAUFEN dem verantwortungsvollen Umgang mit dieser kostbaren Ressource verpflichtet. Deshalb hat LAUFEN eine breite Produktpalette von Waschtisch- über Duschermaturen bis hin zu WCs mit dem Europeen Water Label zertifizieren lassen, die überdurchschnittlich gut bis sehr gut eingestuft wurden. Mit der Datenbank des Europeen Water Label haben Architekten, Riener und Verbraucher ein europeweit gültiges Vergleichswerkzeug an der Hend, mit dem sie den Wasserverbrauch eines wasserführenden Produkts in Bad oder Küche auf einen Blick beutreilen können.

#### CERTIFICAZIONE PER NUMEROSI PRODOTTI DI LAUFEN In quanto azienda che rende disponibile l'acqua nel bagno per le persone, LAUFEN si ritiene obbligata a gestrie in modo responsabile questa preziosa risorsa. È per questo che LAUFEN ha fatto certificate con l'European Water Label una

vasta gamma di prodotti, dai rubinetti per lavabo a quelli per doccia e ai vasi, che hanno tutti ribevuto valutazioni superiori alla media, da buono a molto buono. Con il database dall'European Water Label architetti, progettisti e consumatori hanno a disposizione uno strumento di contronto valido a lhello europeo con il quale possono valutare con un solo sguardo il consurno d'acqua di un prodotto da bagno a da cudina che utilizza acqua.



DELEN

PRODUCTS > INNOVATIONS

INNOVATIONS

#### SHOWERS WITH HEAT EXCHANGER

SHOWER TRAY WITH HEAT EXCHANGER REDUCING ENERGY CONSUMPTION

The Kartell by LAUFEN shower trays are now available with an optional, invisibly integrated heat exchanger. Its function is as simple as it is efficient: the warm water gathered in the shower tray is passed through the shower outlet and then over the heat exchanger. The heat exchanger warms the fresh flowing water to about 25°C, without the fresh water coming into contact with the waste water. Benefit: the fresh water is preheated meaning less additional heat is needed to warm it to optimal temperature, thus saving valuable energy.

#### DIGITAL PUBLIC BATHROOM

TWINTRONIC AND NEW EXTERNAL URINAL CONTROL SYMBIOSIS BETWEEN DESIGN AND MODERN ELECTRONICS

With Twintronic LAUFEN offers a simple and elegant system that uses infrared technology to facilitate an automatic flush function for use in public bathrooms. A visual highlight of Twintronic is its ornamental outlet, which is available as a straight version in 200 mm or as a curved form in 175 or 225 mm. The infrared sensors and optional temperature controls are integrated into an aesthetically pleasing round top. The Twintronic is mounted with the popular, hidden Simibox system. Urinals with touchless controls are as common in public bathrooms as automatic taps are. The intelligent control that is available for the urinals Lema and Antero records frequency of use and initiates demand-driven flushing at various preset volumes and intervals. In addition to the integrated electronic urinal confrol and selfflushing fittings, LAUFEN offers even more to plumbers and installation businesses, bundling its technological expertise with an intuitively usable app. The app allows operators to quickly, easily and hygienically change function settings as well as see operation statistics via smartphone or tablet. A further advantage is that the products can be managed either individually or in groups.

#### EUROPEAN WATER LABEL

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### Roca Brochure & Website Screenshot



### SHOWERS

#### Handshowers

#### Plenum

- · Convenient function selector
- Rain, Massage and Monsoon functions
- · Square and round options
- 140 mm diameter

#### Sensum

- Rain, Tonic, Pulse and the new Night Rain relaxing and water saving function
- Square and round options
- 130 mm diameter

#### Stella

- · Rain, Tonic and Pulse functions
- · Round option
- · 80 and 100 mm diameter

















About our products

Product Care The Water Label

Product Guarantees

FAD's



#### The Water Label

#### Many of our products are registered with the Water Label scheme

Many of our products are registered with the Water Label scheme, meaning they have been independently verified as being water efficient. Throughout our main brochure 'Everything in Bathrooms' you will see the Water Label logo next to a product which is re

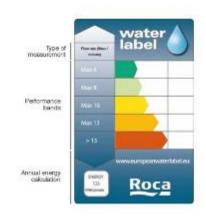
The water label was develop Company. As a voluntary la showers, WCs and baths.

For more information on the



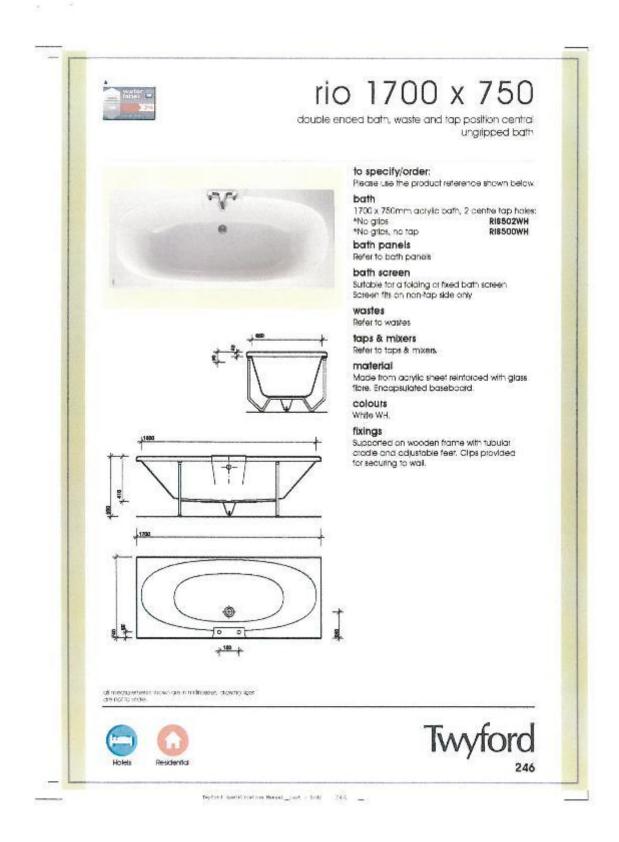
The European Water Label scheme is intended to improve the water consumption and performance of the bathroom products.

Bathroom manufacturers across the globe are alding governments in their quest to reduce water consumption by producing new, exciting, innovative and technologically advanced bathroom products while still delivering a bathing experience that consumers can enjoy. The European Water Label Scheme provides easy access to a database of bathroom products which, when installed and used correctly, will use less water, save energy and save money. The Roca products tagged with this label are certified.



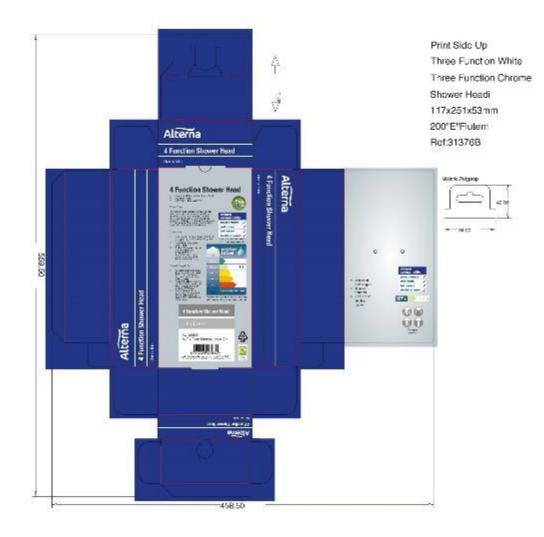
### **Twyford Bathrooms Brochure**



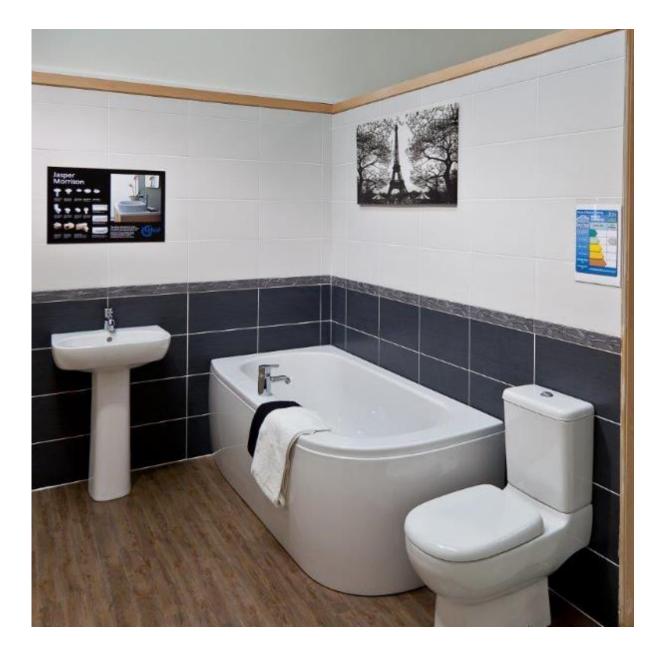


### Packaging on Alterna by Saint Gobain

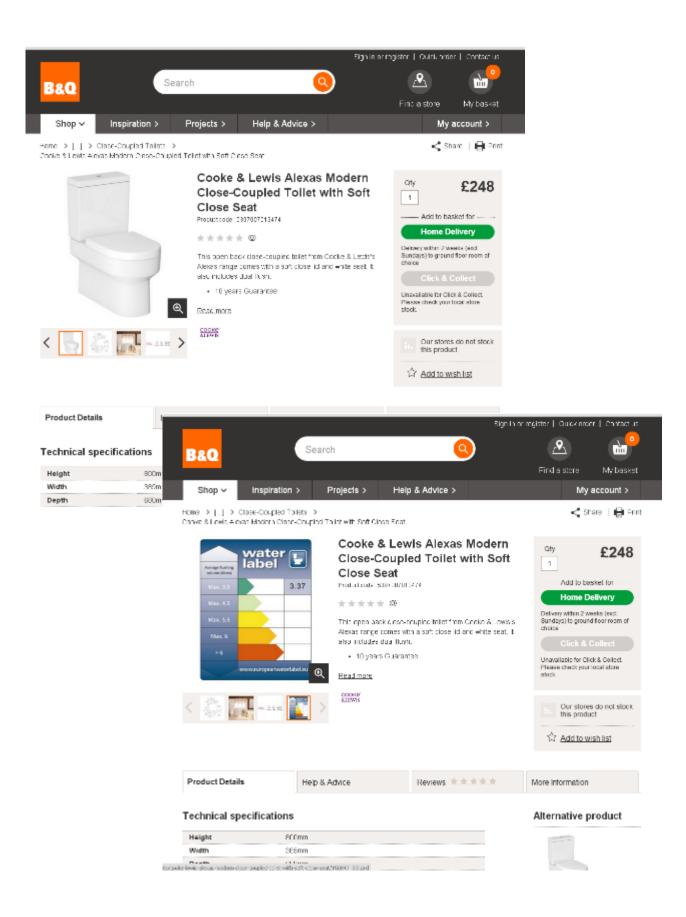


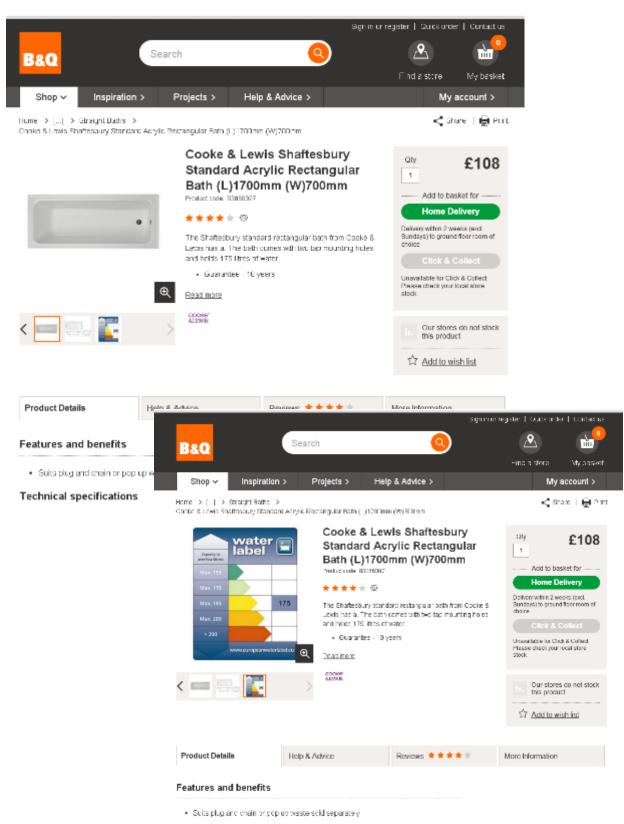


## Hansgrohe Showroom



### **B&Q Website**





Technical specifications

# Freestanding baths



#### Duchess modern

- 0 tap hole
   Comes with fitted waste and overflow
- Does not require feet

L 1580 x W740mm (capacity 196L) White 4085454 A Was 2974 Now 2892\*



### Lana Freestanding

- 0 tap hole
   Waste excluded
- L1700 x W750mm (capacity 190L) 5397007189681



210

O tap hole
 Otap hole
 Waste excluded, suits Duchess plug
 and chain waste
 Includes the 4 feet shown in chrome
 effect

L1750 x W740mm (capacity 210L) 4000300 Was £974 Now £792\*



#### Victorian roll top

Was £324 Now £302\*



#### Bath feet

	Each	pack	con	tal	ns	4	feet
--	------	------	-----	-----	----	---	------

A. Smooth Chroma 3828250	Was £78 Now £73*
B. Ridged	official second second
Chroma 3828267	Was £78 Now £73*
White 4060406	Was £78 Now £73*
C. Traditional	Marco 200 Marco 2004
Chrome 3626281	Was £78 Now £73*
D. Classic	
Chrome 3828298	Was £78 Now £73*



#### Duchess slipper

L1700 x W730mm

2 tap hole
 Waste excluded, suits Duchess plug and chain or pop-up waste with pipe shrouds
 Designed for floor standing taps

pper	LUCRESS DACK to Wall		
ted, suits Duchess plug and up waste with pipe shrouds or floor standing taps	<ul> <li>0 tap hole</li> <li>Bath can be drilled to take 2, 3 and 4 tap hole brassware</li> <li>Waste excluded, suits Duchess plug and chains or be up worker.</li> </ul>		
(capacity 175L) Was £427 Now £394*	<ul> <li>Ind chain or pop-up waste</li> <li>Fits against the wall</li> </ul>		

under solder. I	Trate a ter i terti accort
Shown with tractitional fea	
CONTRACTOR AND INCOME.	and the second second second
SPOR081	Was £78 Now £73*
shall har at 1	The Les The The The

L1680 x	W740mm	n Koatola	olty 175	D.	
0 tap ho		100			

#### Was £452 Now £378\* 4085447

Shown with Ridged feet 3626267 Was £78 Now £73\*

<b>220</b>	
Duchess paintab	le slipper to floor

#### 0 tap hole

Includes a pre-fitted integrated waste
 Primed. Must be painted with an acrylic based paint

L1560 x WB10mm (sapadity 220L) 4001225 Was £874 Now £794\*

COOKE &LEWIS

2 tap hole
 Waste excluded, suits Duchess

plug and chain waste Includes 4 feet as shown

L 1690 x W740mm (capacity 186L) White 4070002 A Was £324

£475

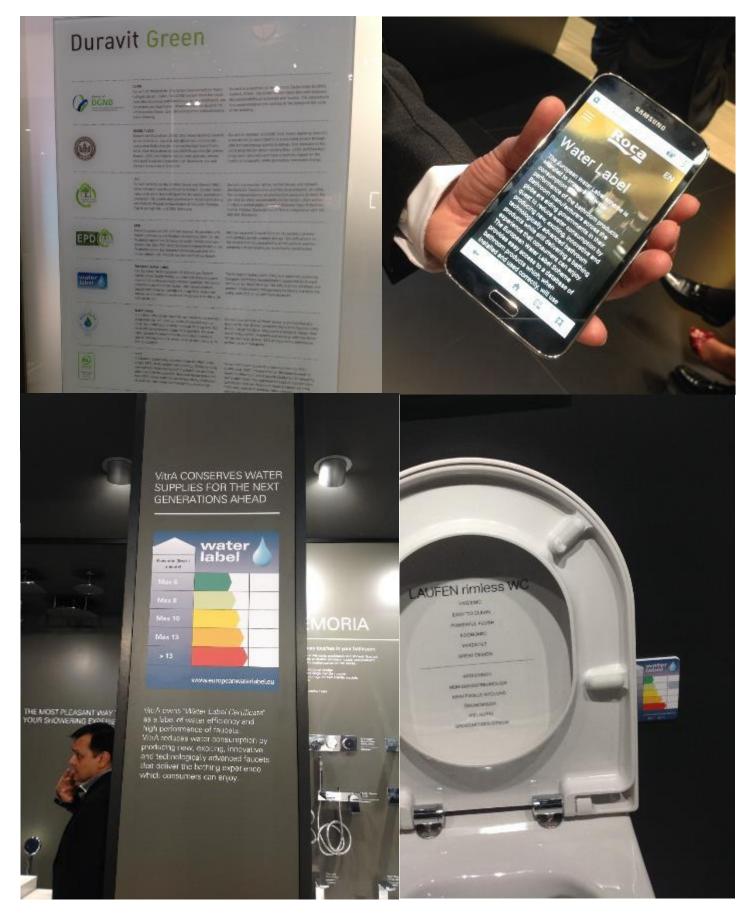


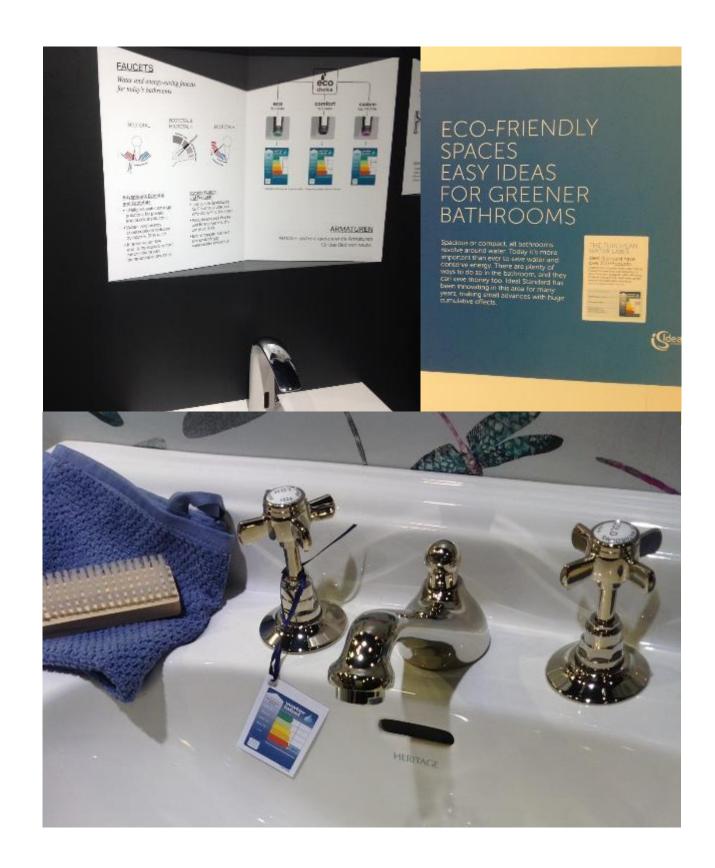




Duchess back to wall

### The Label at ISH







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For more information call 01270 879 777. Email: twyford.sales@twyfordbathrooms.com or to order a brochure visit: www.twyfordbathrooms.com

Transforming bothrooms since 1849

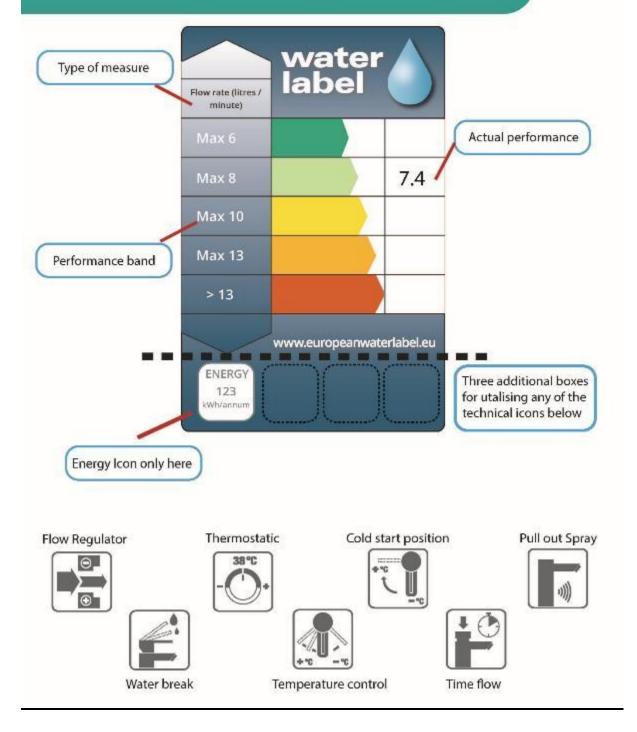
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## The Water Label

## Simple & Honest Straightforward Informative & Reliable



Flow rate (litres / minute)	water label	
Max 6		
Max 8		
Max 10		
Max 13		
> 13		
	www.europeanwate	rlabel.eu

### **The European Water Label**

Flow rate (Velos /

"himme)

Max 13

www.europ

water

Bigger

label

Sustainable water-using products Stand out from the crowd

### The simple classification scheme applicable throughout Europe.



- Sets standardised water / volume identities conforming to any legal national requirements
- Promotes the use of water saving taps, valves, shower heads and toilets in private and public buildings
- Self-declared and monitored by . independent audits to keep the scheme cost-effective
- Informs European consumers on water consumption
- Invites consumers to check the products database to find water saving products in their country
- Maximises the effectiveness of the labelling scheme and monitors its implementation
- Contributes to the various efforts to save water and energy

#### What the Label says

It clearly shows the maximum volume of water that the product will deliver if installed correctly and according to the manufacturer's instructions.

- Coloured performance bands Actual capacity/performance