



SCHIER TASK LIST

Updated 2/9/2010

-I have updated three important presentation tools:

[CLICK HERE](#) for a partial listing of successful Schier installations throughout the state. Please continue to send me updates, as this is a valuable tool for all of us!

[CLICK HERE](#) for the updated code presentation that has the new code language.

[CLICK HERE](#) for the Schier – Request for review. This is an updated, more in-depth presentation for the people you call on that want to see the results or want a better explanation as to how our interceptors, which are much smaller than a normal interceptor, can hold more grease than a large concrete interceptor.

✓ **-THE MOST IMPORTANT THING** you need to be doing with Schier is sending me success stories. Please visit with your distributors and find out contractors that are using the product and the name of the installation. Please send me every installation you know of by 1/31/10. Then send them to me regularly. Just a simple e-mail with the Schier product, contractor and where it was installed.

-UPDATES ON THE CODE CHANGE – The recent changes to the Florida Grease Trap code language have been very beneficial to Schier. However one thing that we have learned is that it does not guarantee the sale. Throughout the state, municipalities are still allowing concrete grease traps. This is happening for two reasons:

- 1) The plan review people and plumbing officials do not know about the new code language.
- 2) The plumbing officials in some counties have allowed the utility department to take over the installation of the grease traps, and they apply their municipal code.

In the areas where the utility department governs the grease trap, this has sometimes proven quite frustrating. They seem to think the Building code does not apply. The building code DOES apply, but it can quickly become a lengthy, frustrating battle to get our grease traps approved. **If you have areas where the utility department is not allowing our product, please email that list by 2/15/10.** Here is the good news! The list of counties where the utility company is meddling in the grease trap is pretty small.

That leaves a whole lot of counties where we need to make certain the Plumbing Chief Inspector and Plans Review guys need to be informed about the new code. **Over the next 90 days, please make sure and visit with the Plumbing Chiefs in your area. The best way to do this is to offer to come speak with their group about “New Sioux chief products and changes to the grease trap code.”** This will allow you to talk about SC & Schier.

I recently visited one municipality, Jacksonville Beach, and after my visit they banned concrete grease traps until they can provide ASME or PDI certification. It is very clear. Section 1003.5 of the Florida Plumbing Code, requires that all grease interceptors connected to the municipal sewer must be ASME or PDI approved!! If the building department enforces the code, concrete units must meet this requirement.

When you visit with different cities, make sure they understand the code change and how to properly size Grease Interceptors using the Schier Sizing Guidelines.

[CLICK HERE](#) for a cross reference and sizing guidelines.

If an inspector or contractor asks why this code change is not in their code book, remind them this change was enacted during the “Glitch Cycle.”

The most important thing for you to remember about the code is that if you are successful in getting a municipality to enforce the code, you will get **nearly 100%** of the grease trap installations!!

-ENGINEERING UPDATES All of your hard work with our Florida Engineering community is really paying off. It seems like I am getting calls almost every day where an engineer has a question or a contractor has found a Schier item specified on a set of plans.

Please keep visiting, and cementing Schier’s presence with your Engineer contacts. When visiting an Engineer, really illustrate all of the different products they should be specifying:

- Chemical Waste Tanks (Schools & Labs)
- Oil Separators (Fire stations, Garages, Elevators)
- Grease Trap (Restaurants & Food Prep)
- Hair, Lint & Solids Interceptors too!

-STOCKING DISTRIBUTORS As you all know, another critical part of successfully selling Schier is having local distribution in all of our markets. Slowly, but surely, we are getting there. Here are the markets we currently have stocking distributions:

- Miami, Lion Plumbing Supply
- Tampa, Ferguson Enterprises
- Jacksonville, Barnes Industrial

If you have a stocking Schier distributor in your territory, Congratulations! You are now making more money with Schier. If you do not yet have a stocking distributor, keep working, you will get there.

✓ **If you do not have a Schier stocking distributor, please send me an email by Jan 31st telling me who your targets are and what you feel Schier needs to do to bring them on board (extra terms, better buying, guaranteed sale in writing, etc.)** Do not tell me “Business needs to get better. My guys are too slow.” This answer means you have not done enough with your local code officials, your local contractors, or Engineers. Remember, create demand, then deliver that demand to a wholesaler that can make money with it.