



**“LET THE DATA DRIVE THE DECISION.”**

*Ross Herring, Former Higher Education Facilities Manager / Master Plumber*



ChemDrain® CPVC pipe and fittings are for chemical waste drain systems and offer a safe, durable, easy-to-install and economical alternative for institutional, academic and commercial laboratories.

### Ross Herring on the Virtues of ChemDrain®

“I was the facilities manager for a large educational and medical research institution. With that came a lot of chemicals and a lot of smart people. But the trouble with smart people is, once they’ve made up their minds about something, it can be hard to get them to change.

“The standard for acid/chemical waste in the entire facility was a polypropylene (PP) chemical waste system. If there had been no other alternative, it would have been fine. But when I discovered ChemDrain, suddenly, that PP didn’t seem so great.

“PP was more expensive. Your guy needed special tools and training to install it correctly. And even if it was installed properly, it would fall apart when it was snaked. That is a huge problem. It was a medical facility, so all kinds of things went down those sinks. We snaked them a lot.

“Sure, you could claim it was installer error—but if a product is that hard for an experienced plumber to install correctly, whose error is that really?

“ChemDrain is joined just like PVC. If you can glue PVC, your ChemDrain install will be perfect and maintenance-free every time. My plumbers loved it. The only problem was how to change the way the people in charge thought.

“To convince them I got every part and tool needed to install both PP and ChemDrain. Then I labeled each item with its price, put all of it on one big table and showed them how it all went together and exactly what it cost.

“When they saw that, I didn’t even have to open my mouth. They convinced themselves that ChemDrain was the way to go. And I couldn’t have been happier.

“Sometimes, it’s just best to let the data drive the decision.”

*For more case studies about the perils of value engineering, go to [charlottepipe.com/VE](http://charlottepipe.com/VE)*