# 10 Minutes with Temptrol: How to Lower Your Costs & Get the Look Your Guests Love - for Hotel Owners/Developers

***Introduction***

My name is <NAME> and I am a <ROLE> with Symmons Industries, a leading manufacturer of high-quality and beautifully designed plumbing products. Today I would like to introduce you to our Temptrol shower valve and explain how Temptrol can help you lower your costs while still getting the look you, and your guests, love.

The Temptrol valve was first introduced in 1968 as a smaller, more affordable version of our Safetymix valve, which is also still sold today. Safetymix was designed for a more commercial setting and Temptrol was designed for hotels, multi-family and residential housing. Over time we have actually seen many commercial settings move toward Temptrol because it offers great results at a good price point.

For over 50 years, Temptrol has earned its reputation as the most dependable, reliable and easy-to-service valve in the industry. As a result, it has been chosen by some of the most well known and selective hotels and hotel brands in the world such as…

Ritz-Carlton Waikiki

Four Seasons Las Vegas

Waldorf Astoria Beverly Hills

And many more of the world’s most prestigious hotels.

Temptrol is so popular with Multi-Family developers because of the 3 main benefits it delivers:

1. Temptrol valves lower your cost of ownership

2. Temptrol valves offer you total design flexibility - now and in the future

3. Temptrol valves offer you the ability to deliver a clean aesthetic your guests love while reducing your project costs

***Total Cost of Ownership***

As a property owner/developer, the last thing you want to worry about is a shower valve costing you money. But the trend in shower valve manufacturing over the last 20-30 years has been to get cheaper and cheaper through lower quality materials, such as plastic, or cheaper metals, and lower cost manufacturing, primarily through offshoring to China and other markets. Another trend is for manufacturers to introduce new valves every 10 years or so.

These trends create a lot of problems for you as you look to keep both your initial and long-term costs to a minimum. The cheaper materials and manufacturing mean you can’t count on these valves lasting as long as your property. The guts of the valve, which are typically made from plastic and rubber, wear out and need servicing more often. Fast forward 10 years and you are spending way more on your shower valves than you ever imagined, and you haven’t even done a retrim or renovation.

And when it comes time to do that retrim or renovation, you are looking at a major expense. You may be pulling the valve out of the wall because 1. the valves may need to be replaced and 2. the valve style themselves may have been replaced by the manufacturer, meaning your options for trim are either limited or nonexistent.

Symmons has bucked those trends with Temptrol and has continued to manufacture the valve the same way we have since 1968.

Temptrol is designed to last the life of your building and comes backed by a 5-year commercial warranty that renews in perpetuity with regular maintenance. (If asked: Regular maintenance is simply replacing the TA-10 and TA-4 every 5 years.).

Each Temptrol valve is made in the USA in our Braintree MA facility, the same facility we have been manufacturing products in since the 1960s. Before any valve leaves our factory, it is pressure and water tested, so you know it will work.

The valve is made of semi-red brass, bronze and stainless steel. Semi-red brass is important, because most of our competitors, if they use brass, use yellow brass. The difference between semi-red and yellow brass is the amount of zinc. Yellow brass has up to 24% zinc, semi-red only 9%. That is important because of something called “dezincification”, which is when zinc leaches out of metals, weakening the metal and causing cracking and porosity, ultimately leading to leaks. Yellow brass will dezincify, the semi-red brass in Temptrol valves will not dezincify. That means you can leave the valve in the wall and not worry about leaks due to dezincification.

The guts of the valve, the TA-10, is made from brass and 303 stainless steel. This won’t wear away like rubber diaphragms or plastic spindles. And the TA-10 has been in use since 1968 so we have 52 years of real world testing that demonstrates its reliability and dependability.

***Design Flexibility***

Another great benefit of the Temptrol valve is it gives you total flexibility over your design. The main reason for this is all Symmons premium trims work with the Temptrol valve. We talked earlier that many valve manufacturers change valves every 10 years or so, and how some trim works with some valves. Not with Temptrol - if you have a valve in the wall that was put there in 1968, you can retrim it with any of Symmons 14 Design Collections or with our Design Studio custom designs.

And this won’t change, if you put a valve in the wall today, in 5, 7, 10 years when you want to fresh look, you can choose any of Symmons designs without having to cut tile and replace the valve, as you would with many competitors. This further saves you money by keeping retrims and renovations affordable.

***Clean Aesthetic***

The next benefit is a new one we added when we updated the valve in March 2020. With our new Temptrol with VersaFlex integral diverter, you can now run any two functions of shower head, hand shower and tub without an external diverter. This means the popular fixed showerhead and hand shower option can be done without the extra diverter valve and without the extra trim, giving you a very clean aesthetic that your guests want while also saving you money by reducing both material and labor costs - and also saving you when it comes time to retrim.

In summary, the Temptrol valve is going to give you a lot of value without a lot of cost. It will deliver a lower cost of ownership, give you total design flexibility and a clean design aesthetic, all from a valve that will meet your project budget.