



Self contained extraction system

What makes ECOBreeze different? *Understanding the functionality*

Ecobreeze is a self contained extraction system. It offers dual filtration and fragrancing

Function 1



- ▶ Stale odorous air is extracted through an electrostatic filter, that comprises of a highly air-permissive two dimensional support made of a cross-linked polymeric foam that has a pore size of 30 ppi.
- ▶ Specialy designed to capture and retain large particles such as dust, hair & pollen

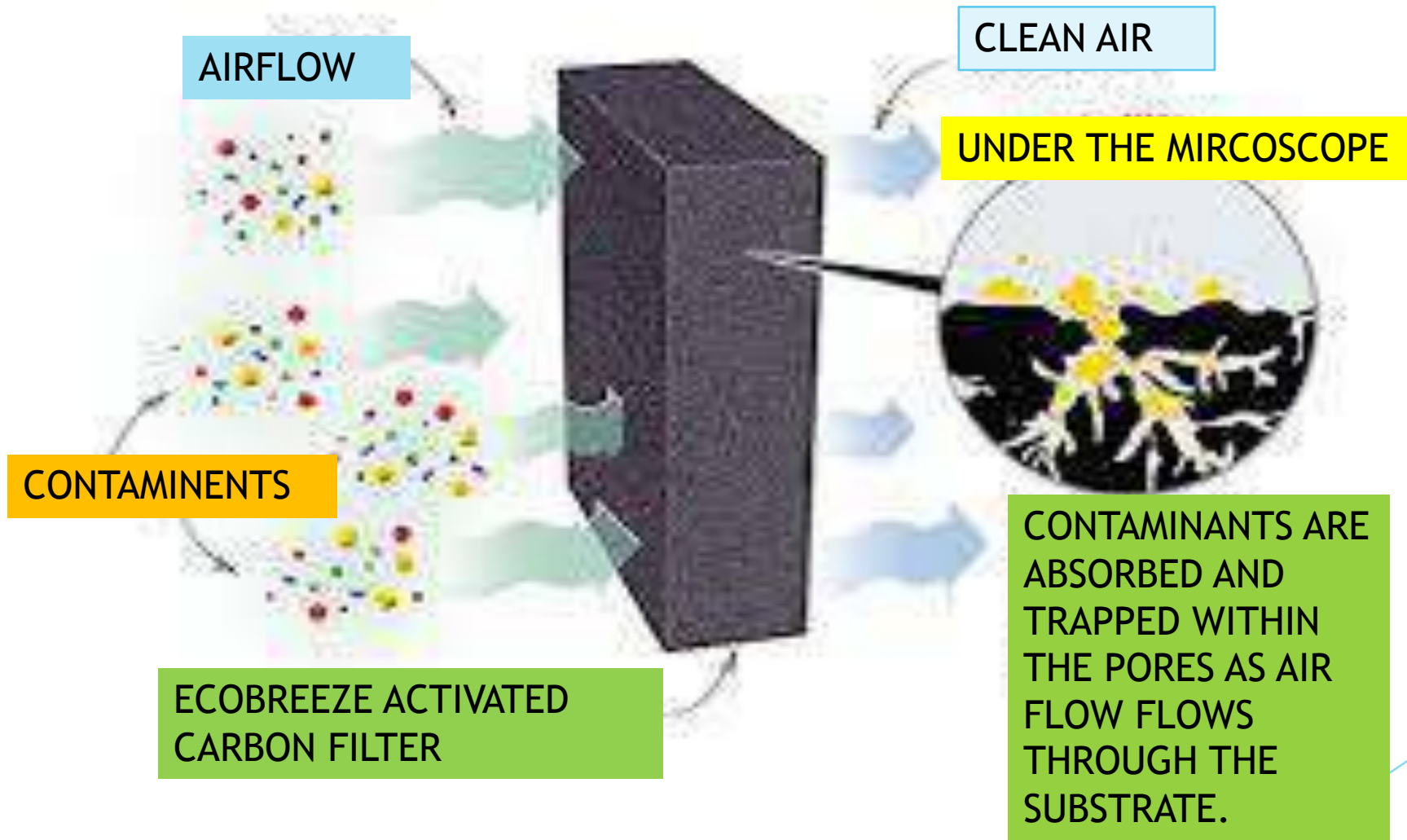
ODOUR REMOVAL FUNCTION

Action two

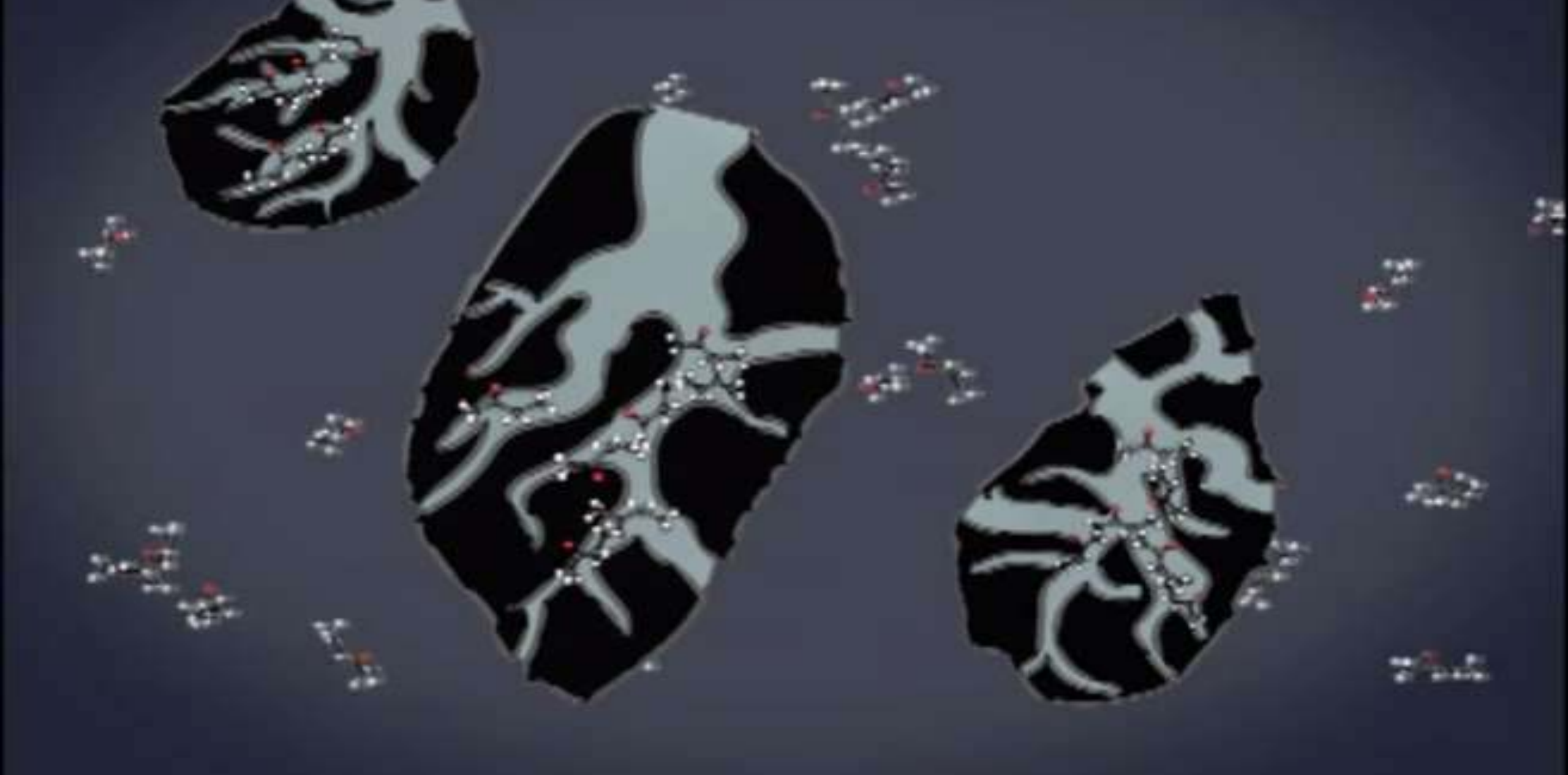


- ▶ After the air is filtered through the electrostatic filter, The odorous air is then passed through the honeycomb activated carbon filter that traps odours and microscopic pollutants.
- ▶ Activated carbon has a high degree of microporosity, just one gram of activated carbon has a surface area in excess of 500 m². The Honeycomb design is to increase the efficiency of gas absorption successfully removing all vapours, odours, and other hydrocarbons and pathogens from the air.

How Activated Carbon Works



WHY DO YOU NEED TO SERVICE THE ECOBREEZE UNIT AND REPLACE THE FILTERS?





THE CARBON FILTER BECOMES FULLY LOADED AND WILL NO LONGER BE ACTIVE IN REMOVING ODOURS

ACTION THREE

Fragrance function



Clean fresh air then flows over a precision engineered wick delivering fresh fragrance at a linear rate.

Gently enhancing the clean air with subtle notes to indulge the senses.



Why add fragrance?

The carbon filter is the active ingredient. Its an effective, efficient and environmentally friendly way to replace odorous stale air with fresh clean air.

But why add a fragrance?

Because no one want to pay for nothing, fresh air smells of nothing, people like smelling something pleasant especially as it is linked to our most memorable memories and we can easily associate fragrances and aroma's with magical moments, much like the musical notes we hear. Our senses reminds us of our favourite songs and smells.



As we all aware, Fragrance is a chemical that can be an irritant and create allergic reactions

What makes Ecobreeze different from other systems?

Although ECOBreeze dispenses a fragrance the carbon filter prevents any build up of VOC's.

Laboratory test results have proven that the filter doesn't just absorb odours but also traps VOC's making ECOBreeze a safe system.



Selling Ecobreeze, where, when and why

| Location | Reasons | Complementing Fragrance | End result |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ol style="list-style-type: none"> 1. Hotel Corridors 2. Care home corridors 3. Business corridors 4. Basement area's 5. Soiled Linen rooms 6. Washrooms 7. Baby change area 8. Smoking area's | <ol style="list-style-type: none"> 1. Lack of windows 2. Smelly carpets 3. No air conditioners 4. Damp 5. Smelly sheets 6. Smelly urinals & toilets 7. Smelly nappy bins 8. Stale smoke | <ol style="list-style-type: none"> 1. Clean Linen 2. Lavender 3. Orchard fresh 4. Lemon & Lime 5. Clean Linen 6. Orange Blossom 7. Baby Talc 8. Berry Mist | <ol style="list-style-type: none"> 1. Creates an impression of a clean bed before guests enter the room 2. Relaxing atmosphere by the bedrooms 3. Fresh vibrant atmosphere 4. Tropical Heaven 5. Fresh clean sheets 6. Fresh clean citrus fragrance 7. Comforting familiarity 8. Sea Spray |
| <ol style="list-style-type: none"> 1. Gym's 2. Open plan kitchen 3. Care homes 4. Care homes 5. Dentist 6. Doctors surgery 7. Hospital wards 8. Vetinary surgeries 9. Dog parlours 10. Hair and Nair bars 11. Ferries and boats 12. Holiday Resorts & Theme parks | <ol style="list-style-type: none"> 1. Sweaty bodies 2. Cooking smells 3. Incontinence 4. Dementia 5. Clinical 6. Clinical 7. Clinical 8. Sick animals 9. Wet dog 10. Chemicals 11. Damp and small 12. Seasonal | <ol style="list-style-type: none"> 1. Sporty Fresh 2. Olive 3. Blossom Fresh 4. Chocolate Cake 5. Tropical Heaven 6. Lavender 7. Orchard Fresh 8. Pet Friendly 9. Pet Friendly 10. Glorious 11. Tropical Heaven 12. Tropical Heaven | <ol style="list-style-type: none"> 1. Clean vibrant fresh 2. Aroma 3. Fresh flowers outdoors 4. Stimulates appetite 5. Replacing smell of fear with a holiday atmosphere 6. Calming 7. Fresh Clean Crisp 8. Specially formulated 9. Suitable for animals. 10. Replaces strong chemical smell with a lush fragrance 11. Fresh holiday atmosphere. 12. Motion sensor, no waste. No service required when resort/ park is closed. Auto-activación ensures no gas build-up |

Selling tips

Fragrance talk about association

Unseen advantages

Economical advantages

Ask if they have other areas outside the washroom that maybe problematic or where there is little or no ventilation.

Ratings Trip advisor

- ▶ Only system on the market that is a triple action with dual functionality.
- ▶ Cost effective like having a janitor onsite 24/7
- ▶ The unit is effective and therefore will reduce your overall cleaning costs ensuring a cost effective saving.
- ▶ Hassle free, no need to worry about batteries or leakages.
- ▶ Motion sensor with a auto activation for unoccupied times = no odorous gas build-up at evenings and weekends.
- ▶ Various settings for optimum efficiency.
- ▶ Fragrances to match each area
- ▶ Replacing negative smells with positive smells = Will lead to positive reviews
- ▶ Less indoor pollutants = reduced sick building syndrome = less absenteeism = less complaints.
- ▶ Offer or sell an additional 24/7, 1 month service at first install in odorous locations
- ▶ Easy combination or package sale that compliments other product
- ▶ Great seasonal venue product, motion sensor only works when it needs to and will freshener the air every 3 hours to ensure no odours gas built up whilst area is locked or unoccupied. Sell on a short term/seasonal contract - only service during busy period.

ECOBreeze combined sale (selling with other products)

- Sanitizer, keeps pipes clean
- Urinal Sleeve, keeps drain odours at bay.
- Hand dryers are electrical
- ECOBreeze keeps the air clean.
- ECOBreeze filters the smells from urine on the floors and other areas, before the odours drift into other areas.
- Ecobreeze is also electrical, will only need to call the electrician in once for both installations.

Objections

Electrical

Expensive

Noise

Vandalism

- ▶ Electrical - What is the greater cost? The cost of a once off electrical installation, or the ongoing odour issue? Hand dryers have been a positive step forward to reducing waste and saving time although a hand dryer is electrical. FM managers are fully aware the benefits outweigh the upfront costs.
- ▶ Expensive - The ECOBreeze unit may appear to be more expensive than other systems on the market however are you comparing the cost to other system that only have one functionality? Ecobreeze has three functions, extraction, filtration and fragrance. Small household extraction fans cost more than an ECOBreeze.
- ▶ Noise- The Ecobreeze unit has various settings to accommodate all situations and environments. The fan speed can be reduced to lower the noise level.
- ▶ Vandalism - An attractive vandal proof cover is available and has reduced vandalism by 99%

Frequently asked questions



- ▶ Q: What size does it cover?
A: A: This is generally variable due to the variable factors, such as odours, internal airflow, usage. One unit for each 3 urinals or generally one per washroom. Corridors 1 at each end of the corridor or 1 at the staircase. Generally we suggest selling one unit per location, however larger locations additional units can be added.
- ▶ Q: How often will the ECOBreeze clean the air in the room?
A: It will clean a 8ft x 8ft 512 cubic feet room every half an hour (30 minutes) an activation of a 20 minute cycle is enough to get rid of immediate odours
- ▶ Q: Do you have a battery operated system?
A: A: No, the ECOBreeze is an extraction unit and needs to be powered by electricity
- ▶ Q: What is the energy/power consumption?
A: A: 5W Average running cost \$2.92 per year (0.005 watt x 8hours x 365days = 14.6 x 0.20kWh = \$2.92 per year
- ▶ Q: What is the difference between ozone, air fresheners and scenting products so why should I change? - These products have health risks, ozone is not recommended in area's with little or no ventilation. Air fresheners could be a trigger for allergic reaction. Scenting systems only deliver a fragrance and has no filtrations capacity.

ECOBreeze vs other systems

Other systems are air fresheners, scenting devices, and ozone or ionisers. All these products add to indoor pollution. ECOBreeze is the only product that removes pollutants including the chemicals in the fragrance. ECOBreeze reduces aeroallergens.

- ▶ **Aerosol air fresheners**
- ▶ **Ozone or Ionisers**
- ▶ **Fragrance systems including fan operated systems**
- ▶ **Battery operated -batteries are extremely toxic**
- ▶ **Only to be used in well ventilated areas**
- ▶ **Perception products**



Ecobreeze, Installation and Servicing

ECOBreeze serviceable component parts



▶ WHAT GETS SERVICED

- ▶ Pre-filter
- ▶ AC Honeycomb carbon filter
- ▶ 80ML Fragrance Comprises fully recyclable fragrance vessel and German engineered wick that dispenses fragrance at a controlled linear rate.
- ▶ Extensive fragrance choice to match any business location, Please see slide (12)



Servicing and installation important tool for sales people

All component parts are serviced and replaced at the same time.

Service frequency is generally recommended

- Every 6 weeks - 24/7 setting
- Every 2 months- Sensor mode

Installation:

- ▶ Must be installed at correct height (2m from floor)
- ▶ Attractive vandal proof covers are available
- ▶ Near source of odour. (for instant filtration)

Servicing:

- ▶ Settings for optimum efficiency and cost savings.
- ▶ Service frequency according to setting
- ▶ All parts are replaced at every service



Importance of Ideal location

ECOBreeze will be effective in reducing odours in most areas and locations.

However it is important to understand how the product works and why it will work better and quicker if its placed in the best position.

ECOBreeze is an extraction fan system:- the fan draws the air in, therefore the closer to the source of the odour the quicker it will extract the bad smells from the room. - If the unit is placed away from the odour, the odour would need to move to the unit before it gets extracted.

DO's

Must always be installed not higher than 2 meters from floor. This allows for easy servicing access and will function more effectively.

Smells tend to spread and linger. If the ECOBreeze is placed in the correct area the smells will be removed much quicker before these odours spread to the rest of the room or linger.

- ▶ Urinals - Directly above the urinals
- ▶ WC - Close to the closets
- ▶ Baby change area - Above nappy bin
- ▶ Disabled toilet - Above toilet on back wall.

DONT'S

- ▶ By the door
- ▶ At a window
- ▶ Under an extraction outlet.
- ▶ Higher than two meters or close to the ceiling.

