

Ozone Vehicle De-odorization System

FLEET OPERATORS
FULL-SERVICE CAR WASHES
CAR DEALERSHIPS
TRACTOR TRAILER/CONTAINERS
REMEDIAION INDUSTRIES,
FIRE DAMAGE,
DRY CLEANERS



envronOzone

Envron - Odor Remediation Specialists

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www.EnvronOzone.com/vehicle_odors/vehicle_odor_control_system.htm

Ozone - De-odorizer and Sanitizer System

FLEET OPERATORS - use as regular part of cleaning/detailing.

FULL-SERVICE CAR WASHES - add de-odorizer service as a profit center.

CAR DEALERSHIPS - de-odorize used car inventory. Can be offered as a service center product or upsell.

TRACTOR TRAILER/CONTAINERS - clear residual odors from trailers/containers. Rehabilitate containers.

REMEDICATION INDUSTRIES - smoke damage or fire damage residual odor removal, flood damage.

FIRE, WATER DAMAGE - removes smoke and musty smells, sanitizes.

DRY CLEANERS - remove smells from clothing, bedding. Bulk clothing/household item odor removal.

ADVANTAGES

- ♦ **Fast Turnaround** - vehicles can be de-odorized in minutes.
- ♦ **Pennies Per Application** - An Ozone Generator only requires electricity to operate. No-ongoing inputs.
- ♦ **Works on ALL Odors** - field proven to kill virtually ALL odors.
- ♦ **Robust System** - low-maintenance system, local service in most locations.
- ♦ **GREEN Technology** - Ozone is generated from Oxygen in the air. No chemicals.
- ♦ **No Perfumes or Masking Agents** - Ozone is made from Oxygen. It is not a masking agent or perfume.



What is Ozone?

- **Fastest Commercial Oxidizer**
Ozone is the strongest commercially available oxidizer (odor killer) and sanitizer. It is used in industries from odor remediation to pollution control to water treatment.
- **Made from Oxygen**
Ozone is made from Oxygen. Ozone Generators convert Oxygen (O_2) into Ozone (O_3) using electricity.
- **Disassembles Odorous Molecules**
Ozone is the fastest-acting commercially-available oxidizer. Oxidizers "disassemble" odorous molecules - odors don't return after application. Odors are quite literally torn apart.
- **Green Technology**
Ozone is a "green" technology. There are no perfumes, chemicals or masking agents. Since Ozone is made from Oxygen, it simply reverts back to Oxygen when it's done. There are no harmful chemicals or residuals left by Ozone.

Ozone - FIELD PROVEN Vehicle De-odorizer, Sanitizer



Ozone Generators convert Oxygen (O_2) into Ozone (O_3) that is used to kill odors in vehicles, Rv's, trailers, and containers.

Ozone is a superior oxidizer (odor-killer) and sanitizer.

Because Ozone is a gas, it penetrates ventilation systems for complete odor control

Application of Ozone is straightforward - simply pump Ozone into the vehicle, circulate the ozone for 15 minutes and

then air the vehicle out.

Ozone is not a perfume and it doesn't mask odors. It leaves vehicles fresh and sanitized. Odors are permanently destroyed.

Ozone simply reverts back to Oxygen once the reactions have taken place. Ozone is non-chemical (made from Oxygen). It is a "green" technology. Odor control with Ozone is fast, permanent and costs literally pennies per application.



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Car Washes, Dealerships



Recreational Vehicles/Motorhomes



Transportation Industries



Containers, Refrigeration

INDUSTRIES SERVED

Car Washes/Detailers

Whether you're a full-service drive-through car wash or a specialty detailer, Ozone provides you with quick turnaround, thorough odor control and most importantly - complete odor control the first time. Customer satisfaction is the most important advertising you have and with Environ Ozone systems you have the most thorough odor control system on the market.

Recreational Vehicles

One of the most important elements in detailing RV's is odor control. A major purchase for a motorhome or other RV shouldn't be lost due to odors in the vehicle. Ventilation systems are a key area and Ozone travels through the ventilation system.

Car Dealerships

Ozone should be used as part of your routine detailing of used vehicles. Numerous studies have shown that odors in vehicles can easily kill a sale. Using Ozone ensures that the sale isn't lost due to odors in the vehicle.

Tractor Trailers/Containers

Environ has Ozone systems sized for every application. Odors in the cab are one thing but odors in the trailer or container itself can cause serious problems for shippers. Ozone can be used to very quickly kill residual odors and get the container or trailer back into service..

Remediation/Fire Damage

Ozone has a long history in the remediation industries. Used extensively for water or fire-damaged buildings, homes, trailers or other habitable structures or enclosures, ozone can be applied to kill odors including fire, water, animals, rotted materials, human remains, blood or other odors. Ask us about customized systems for your needs.

Dry Cleaners

Ozone can remove smoke and other odor damage from clothing and household items. Environ can advise on the correct set-up and ventilation requirements for an ozone treatment system.

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How to turn a \$20,000 Ozone Generator into \$1.5 Million in Profits

15 years ago Kirby Kazeil at Suds Car Wash and Allan Finney at EnvironOzone started experimenting with ozone odor killing systems for Kirby's full service drive-through car wash.

Suds now does a minimum of \$100,000/year in ozone business, says Kazeil. The ozone generator he uses costs \$20,000 and per vehicle application costs are pennies.



Allan Finney

We've killed and I mean killed odors from skunks to cigarettes, cigars, puke, spoiled milk, mice, gas, diesel – you name it and we've done it, says Kazeil.

Promotion Is Key

"You have to promote the system" says Kazeil, "but once customers understand it, they ask for it by name."

"We now get problem vehicles from car dealers, drive-in traffic, fleet operators and we get referrals from just about everywhere," Kazeil said. "These are vehicles where nothing will permanently work – even enzymes - or where serious problems exist in ventilation systems."

"We will charge out guaranteed odor control at \$300 for a car or SUV," he said. "This includes a full interior/exterior cleaning and then using Ozone to permanently kill odors."

For odors with drive-through cleaning we offer ozone at \$40 - \$60 per application, he said. Our cost per application is less than \$5 in operator time and the ozone cost is pennies.

Permanent Odor Control

"We have never had a vehicle where ozone won't permanently kill odors," he said. "We've had to redo a few vehicles but those are the exceptions."

Kirby owns and operates Suds Car Wash, the only full-service, drive-through car wash in Regina, Sk.

After experimenting with low-concentration ozone generators Kazeil and Finney discovered that high-concentration ozone is the key.



Kirby Kazeil (left) with Sud's Ozone System

High Ozone Concentration Required

Concentration of ozone equals strength, said Finney. For some odors, low-concentration ozone is fine. But for odors such as cigarettes, diesel and other "problem" odors, a higher strength (high concentration) ozone is required.

"We had to experiment with higher-concentration Ozone Generators to find the right system," Finney said.

Ozone is a gas that is generated by Ozone Generators. However, the only way to get high-concentration, high strength Ozone is to combine the ozone generator with an oxygen concentrator. The Oxygen Concentrator generates pure oxygen as a feed gas for the ozone generator which results in high-concentration ozone.

Ozone Most Effective

Ozone is more effective than enzymes or odor bombs or anything else we've tried, says Kazeil. Ventilation systems are real problems but Ozone travels through the ventilation system and kills the odors.

For further information:

Kirby Kazeil, Suds Car Wash – 306-725-8008

Allan Finney, Environ Ozone – 306-924-3040



How to Kill Odors and Sanitize Vehicle or Trailer in 15 Minutes

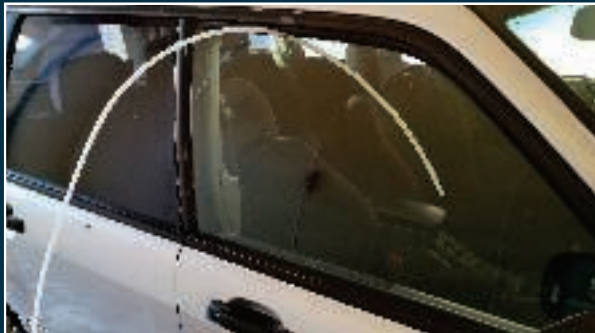
1. Clean up the source of the odors in the Vehicle or RV. Spray Wash Trailer or Container



2. Turn On Vehicle Ventilation System or Insert Recirculating Fan in Trailer



3. Insert Ozone Delivery Tube in Vehicle or Trailer



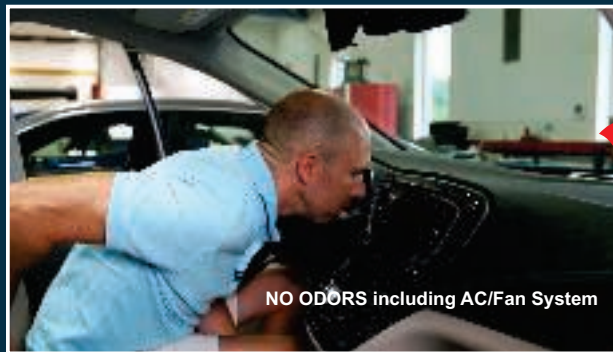
4. Apply Ozone (timed system)



5. After 15 Minutes - Air Out Vehicle/Trailer/RV



6. Check for Residual Odors



7. **DONE** - odors are permanently destroyed and vehicle or trailer is sanitized and fresh **including** Ventilation and Air Conditioning Systems

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Vehicle Odors, Perceptions, Sales and Complaints

Women Drive Car Sales

Women buy 54% of the cars in North America, and influence 84% of all vehicle purchase decisions, according to the latest Auto Trends research. Women are also better at detecting odors.

Women Are Sensitive to Odors

On standard tests of smelling ability – including odor detection, discrimination and identification – women consistently score significantly higher than men. One researcher has claimed that the superior olfactory ability of females is evident even in newborn babies.

Ventilation System Odors Destroyed

Ozone readily eliminates odors in ventilation systems and air handling equipment. Anywhere air can be circulated Ozone can eliminate odors.

Super-Sniffers

While a vehicle may smell “just fine” to you, it doesn't mean that there aren't odors. Super-sniffers are people with highly-developed odor-detecting capabilities. They can readily detect odors that are not apparent to the rest of us.

Best Scent is None at All

Research by Ford Motors and others found the best smell in car sales is none at all. A neutral scent is often associated with “newness.” In other words, no perfumes or masking agents.

Smells Source of Complaints

For car dealers, public transportation and car rental agencies, bad smells are the main source of customer complaints. Ozone leaves vehicles with no odors at all.

Scent Sensitivity/Allergies/Chemical-Free

With entire workplaces going scent-free, the use of masking agents or perfumes is not a solution. Ozone is not a masking agent and does not leave any lingering odors, scents or chemicals.



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Testimonials - Vehicle Odor System

Suds Car Wash

I have no problem recommending the Environ ozone system to anyone. We have not had a vehicle where we couldn't kill the odors and we've been using this system for 15 years. It's thorough, fast and low-cost. What more could you ask for?

Kirby Kazeil,
Suds Car Wash - Regina, SK. Canada



Shine Factory

I have been in the detailing business for 25 years and the Environ system absolutely works the best for killing odors. We have an extremely busy detailing business. I needed a product that could give me consistent results in very short time frames. The ozone system is in constant use in my shop."

Max Bienz
Shine Factory - Calgary, Alberta, Canada



Funk's Toyota

"I have never seen such tremendous results from a product for killing odors in vehicles. I have 30 years of detailing experience in the automotive industry. The Environ system does what it's supposed to do."

Alvin Kehler
Funk's Toyota – Steinbach, Manitoba, Canada



Paradee Pontiac Buick

"The Odor Axe has done wonders for our used vehicle inventory. Odors in our used vehicles cost us money, lost sales and inventory sitting on the lot. This product is a great asset for our company! I highly recommend this system."

Curtis Paradee
Paradee Pontiac Buick GMC – Taber, Alberta, Canada



Bathurst Honda

"Bathurst Honda uses ozone for our entire used car inventory for odor management. Because of the low cost of application of Ozone for our used cars, we ozonate every car on the lot as part of our regular detailing procedure.

Our rationale is that it is better to use ozone to begin with rather than lose a sale. Everyone has different definitions of what constitutes a clean car, but the ozone provides such a useful solution that we feel it is better to be safe than sorry. We highly recommend this solution for anyone looking to improve their used car sales."

Sylvain Boudreau
Bathurst Honda - Bathurst, New Brunswick, Canada



Samples of Odors Killed With Ozone - Actual Cases



Cigars



Skunk



Exterior Vomit



Garbage, Food Odors



Interior Vomit



Cigarettes



Pet Odors



Livestock



Unidentified Odors



Smoke Damage



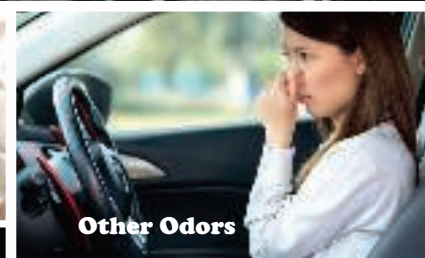
Diapers, Spilled Food



Water Damage



Serious Messes



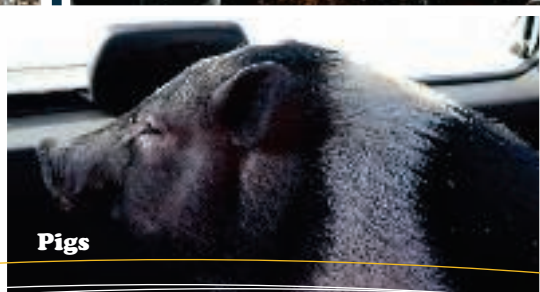
Other Odors



Spilled Milk



Rodents/Nests



Pigs

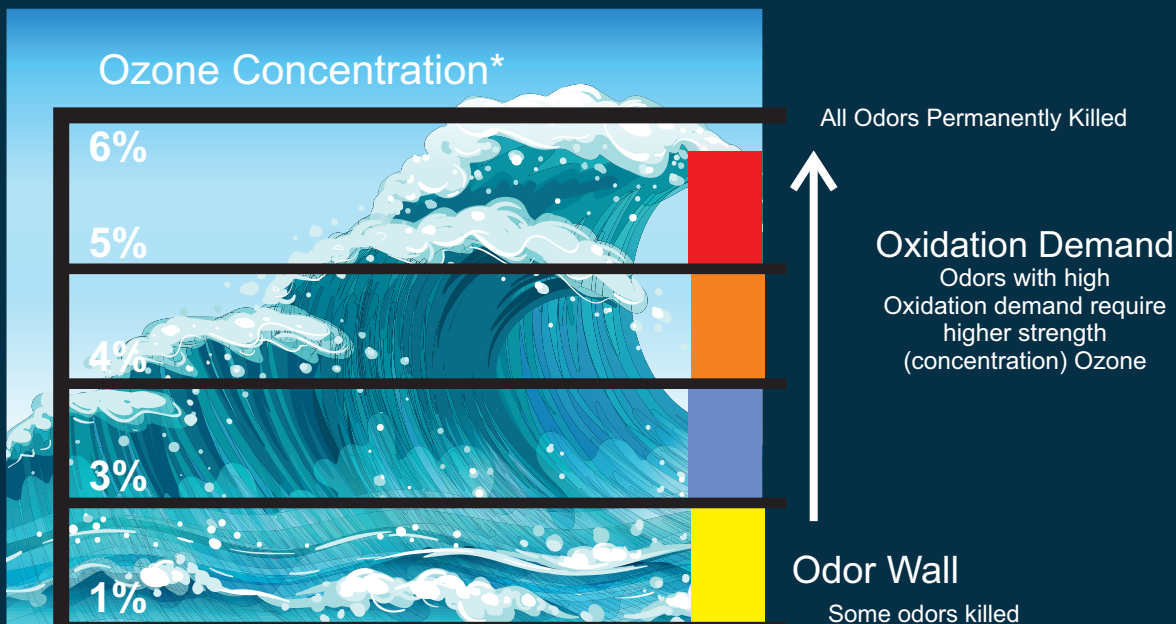


Gas/Diesel

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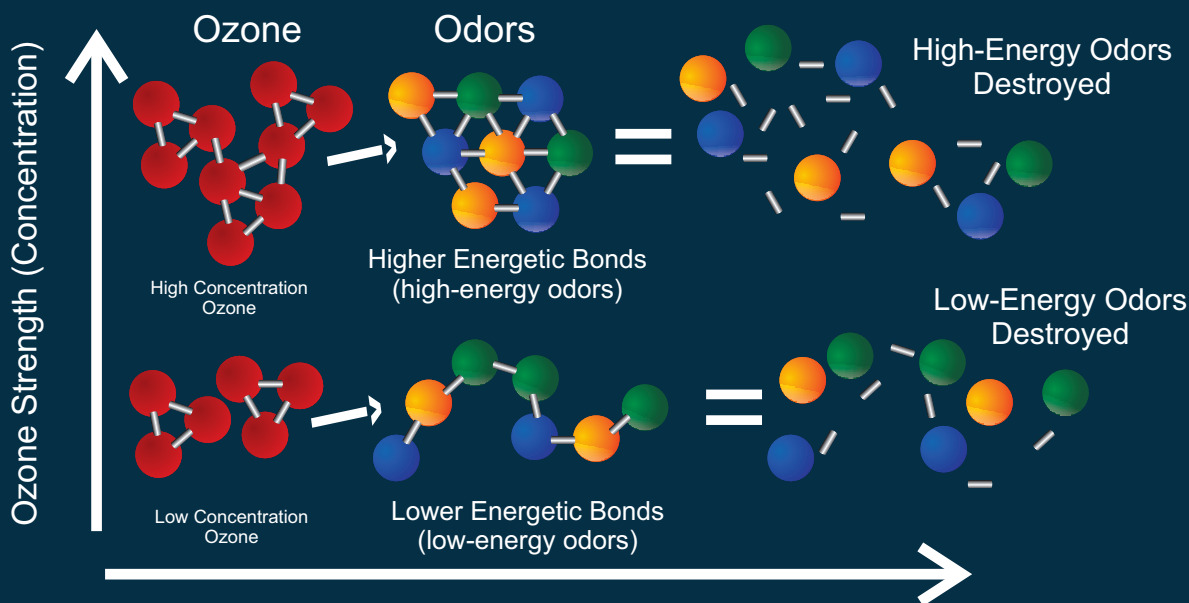
15 Years of Experience - High Concentration Ozone Required

High Concentration Ozone equals higher ozone strength and odor-killing capability



*Ozone Concentration (wave) must be higher than the Oxidant bonds (wall) to kill ALL odors in a vehicle

Odorous Molecules - Cell Structure vs. Ozone Concentration



High Concentration Ozone Breaks High Energetic Odor Bonds To Destroy Persistent Odors

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Environ Ozone Systems, Recommended Applications

ENV-DG System

The ENV-DG is a wall mountable Ozone generator which produces up to 13 g/hr of ozone @ 6 l/min of oxygen with up to 6% ozone concentration.

ENV-DG3 System

The VMUS-DG3 is a wall mountable Ozone generator which produces up to 20 g/hr of ozone @ 6 l/min of oxygen at up to 6% ozone concentration.

ENV-RMU Rack Mount System

The ENV-RMU16-DG3 is a rack mountable Ozone generator which produces up to ~20 g/hr of ozone @ 6 l/min of oxygen with up to 6% ozone concentration.

ENV-RMU Rack Mount Customized System

The ENV-RMU is a customizable rack mountable Ozone generator which produces 45 gr/hr and greater ozone with up to 6% concentration.

Topaz Oxygen Concentrators

The Topaz delivers up to 95.5% oxygen concentration. Oxygen is used as a feed gas for high concentration ozone production and each ENV ozone system is matched to an appropriate Topaz oxygen concentrator. Specifically designed for reliability, energy efficiency, and ease-of-use.



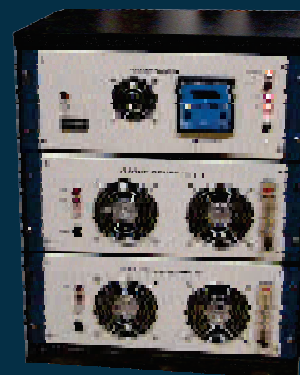
ENV-DG



ENV-DG3



Topaz



ENV-RMU

Buy/Lease

Warehouse/Custom
Tractor Trailers
Containers
Full Service Car Wash
Recreational Vehicles
Dealerships
Detail Shop
Dry Cleaners

ENV-DG				✓		✓	✓	
ENV-DG3		✓	✓	✓	✓	✓		✓
RMU-DG3	✓		✓		✓			✓
ENV Custom	✓	✓	✓					✓

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Environ Ozone Generators - Field Proven, Track Record

5th Generation Ozone System

- ✓ **Canadian-Made Ozone Generators** - Environ Ozone Generating Systems are Canadian-made systems with decades of field use. All systems are commercial-grade and designed for decades of use.
- ✓ **Proven Track Record** - Environ Ozone Systems have a track record of decades in the industry.
- ✓ **Locally Serviced, Maintained** - Local service and maintenance is available in most major centers across Canada the United States and abroad.
- ✓ **Micro-Gap Quartz Technology** - Environ Ozone Systems employ the latest state of the art micro-gap quartz technology. Virtually indestructible and easily serviced.
- ✓ **Green Technology** - No chemicals or other inputs into the system except electricity. Ozone is made from Oxygen and simply reverts back to Oxygen after destroying odors.
- ✓ **High Profit Margin** - Environ ozone generators provide the lowest application costs and the highest profit margin of any system. No further inputs to buy or stock - only an electrical outlet.
- ✓ **Training Provided** - Environ maintains a complete online training system for operators/employees. Available anytime, anywhere.



3-Year Warranty

Ozone Generators - 3 Years
Warranty: 3 Year Parts and Factory Labor*

* An unprotected or inadequately ventilated environment, or improper control power may cause damage to the ozone generator - not covered under warranty.

Oxygen Concentrators - 1 Year
Warranty: 1 Year Parts and Factory Labor*

* An unprotected or inadequately ventilated environment, or improper control power may cause damage to the oxygen generator - not covered under warranty.

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Environ Ozone Systems - Promotion, Training, Service

Promotional Materials

Promote your ozone system with our customizable promotional materials. From full-size posters to rear-view mirror hangers and print ads. All customizable for your business.



Employee Training

Full employee training is available including training manual, Skype training, online training and on-going support. Telephone support is always available as well.

This is an on-going service provided by Environ. We will train employees for the original owners of the ozone system for as long as you own your system.



Local Service

In the rare event that your ozone system requires servicing, Environ provides local service in most major centers in the United States, Canada and abroad. Ask us for details for your area.



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EnvironOzone - We've Got You Covered!



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