



## Will The Washrooms Spoil Their Night Out?

For many washroom service companies clearing odours after extreme usage can take days and weeks, if ever, to clear up. Many companies shudder at the thought. Others may refuse to give assurances. Some would throw huge resources at it making the job unprofitable just to keep the account.

The new Air Steril WRX is designed to clear odours in large washrooms experiencing 5000 or more visits a day. The WRX is more powerful than the Air Steril standard washroom unit. It will operate effectively in rooms up to 80m<sup>2</sup> killing bacteria, viruses, mould and fungi in the air and

on surfaces 24 hours a day 7 days a week.

### Infections Found In Washrooms

Washrooms accumulate high levels of harmful bacteria and viruses. With every flush, toilets and urinals force faecal micro-organisms into the air settling on washroom surfaces. Poor ventilation, shared facilities and people who do not wash their hands all add to the hygiene problem. Infections found in washrooms include common cold, influenza, food poisoning and hepatitis

Left untreated bacteria grows at a rapid rate. In the 45 minutes of the first half of a premier

league match one bacteria will grow to 94,000! Detergents, disinfectants and de-odorisers are not enough. Especially when there are cracked tiles, damaged grouting and sewage gas seepage. What's more they do not kill bacteria and viruses in the air.

### Pongs at the Proms

After one of our friends said their night at the BBC Proms was spoilt by extremely smelly gents toilets, The Royal Albert Hall invited Air Steril for a trial to clear the offending odours. This popular venue is constantly busy with concerts, tennis tournaments, award ceremonies, Remembrance Day parades, pantomimes and many more.

Two competitors were included in the month long trial to determine the most effective system for odour control. The Air Steril WR 30 and new Washroom Thermal (WT) won the day.

**The WR30 replacement cartridge system** makes maintenance and lamp replacement easy. Once installed the unit never needs to be removed from its fixing; avoiding time consuming, expensive re-wiring costs. On rare major breakdowns such as a fan motor failure the operative simply unscrews and slides out the cartridge and installs a 'fully loaded' new cartridge. In just a few minutes, the WR30 is back to full working order. The old cartridge is returned to base for re-processing. This was a significant factor in the customer's buying decision

## New Washroom Thermal Creating A Storm

Since its launch a month ago, the new Washroom Thermal range has hit the ground running. Even people in the Air Steril offices were amazed at its performance which is equal in every respect with the top selling aluminium cased WR30 washroom unit.

The main difference is the price coming in at a significant cost saving. What's more without any moving parts you can extend a guarantee to 10 years – of course, provided there is an annual lamp change. All this means that major profits

can be earned on long term service contracts. Renting a unit at just £3 a week

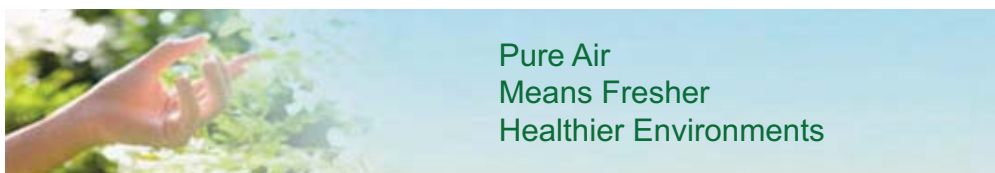
Air Steril convection technology is now available in the latest innovation from the leading air purification company. The WT range offers washroom companies a cost effective solution for ridding enclosed spaces of offensive odours and infections.

It operates without the need of a fan - there are no moving parts. It is designed for washrooms with light to medium footfall. The WT is ideal for disabled facilities, restaurants, medium sized offices, sluice rooms, baby changing, leisure changing rooms, public houses, care homes, petrol stations or any washroom with medium footfall. As with all Air Steril products, the WT

lamp output can be tailored to room size and contamination levels.

Thermal convection means the WT needs to be installed in a horizontal position. It requires normal ventilation so it is not a viable option for washrooms with external doors or forced ventilation.

Maintenance is easy. Without a fan and in-built filter dust build up inside the unit is negligible



Pure Air  
Means Fresher  
Healthier Environments



## Waste Processing Needs Serious Odour Control

The Waste Management industry is the latest market sector to benefit from Air Steril's ground breaking odour control technology. It offers the Air Steril distributors attuned with how the technology works to move into a wholly new highly profitable business sector.

Waste management has changed dramatically over the past few years. Dependence on landfill as the preferred method of waste disposal has steadily reduced with alternative methods sought by local authorities and commercial businesses. The perception of what "waste" is has also changed and led us all to look more closely at the three Rs. Reduce, Reuse and Recycle with disposal as the last resort.

Odours arising from composting sites are regulated by Environmental Protection and Pollution Prevention and Control legislation. Processing plants need a licence to operate. The licence includes specific odour control conditions.

Most Local Authorities have developed and extended their services to meet these challenges. They are committed to the principle of sustainable waste management and recycle, compost and recover value in the form of energy, from what's left over



The waste recycling process collects bags of domestic refuse, transports them to huge indoor 'sheds' or Material Recycling Facilities (MRFs) for manual processing. The refuse bags are burst upon and the rotting contents sorted. This process generates large amounts of offensive odours and Volatile Organic Compounds (VOCs). The

odours escape into the environment outside the MRFs causing local residents to complain to Environmental Protection officers.

As with controlling odours in washrooms, existing methods mask odours they do not eradicate the source. A large site may tend to use complex fogging systems which require regular intense maintenance and consume large amounts of chemicals and fragrances.

The Air Steril MT 1500 and 750 were developed especially for the waste processing market. These brand new machines use a unique thermal convection process to eliminate odours and kill bacteria. This means there are no motors, fans or wires to be damaged by the massive levels of toxic off-gassing.

"We are always looking at ways to minimise odour at our operational facilities wherever we can, so decided to trial a new technology called Air Steril, an odour suppressant that avoids the need for chemicals.

"The trial at one of our West Sussex sites was a success and we have since purchased the equipment and installed it at another facility.

"The system has helped us reduce the number of odour complaints and has paid for itself within six months. We are now looking at rolling out AirSteril to the other facilities we operate within West Sussex."  
Dave King, Area Manager, Viridor



### Smellivision

City Screen Limited with their Picture House brand is the largest independent cinema operator in the UK. They are building architecturally interesting cinemas in city centre locations providing a cafe/bar as an integral part of the cinema going experience. Their sites can be old buildings where washrooms are odour challenged. Washrooms tend to be used before and after performances and smells can permeate into the cafe/bar areas and auditoriums. After a trial in one of their London sites, Air Steril is now a feature of their policy to make a 'night at the flicks' a comfortable entertaining event.

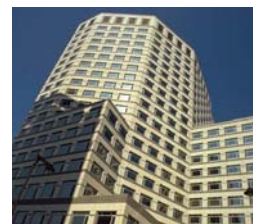


### THE KENNEL CLUB

*Making a difference for dogs*

### Air of the Dog

The Kennel Club offices in London was going barking mad trying to resolve their smelly washrooms. "We have been trying for a considerable time to source a suitable unit for our washrooms which left them smelling fresh and sterile", says John Golding, Club Manager, "We were more than impressed with our first washroom unit and on the strength of that, decided to purchase a further two units. Our Air Steril units fit the bill very well and do just that. It is now our full intention to fit them in our remaining washrooms in the New Year"



### Clear Swiss Air

The world famous UK banking centre at Canary Wharf is populated with modern skyscrapers featuring the latest in office building technology. The Credit Suisse UK HQ allows staff to make the most of windows while main services are sited in the middle of the building. As such with long air ducting, their luxury washrooms struggle to maintain air quality and a clean fresh smelling work place. They have installed Air Steril for odour and infection control in their washrooms. Convinced that the bacteria and viruses that cause infections are killed by Air Steril, the new offices will feature MP units to ensure staff absenteeism is kept to a minimum.





## Better Air In Boris's Bunker

City Hall was designed by Foster & Partners to be a new landmark for the Capital and as "green" as possible. Situated in one of London's largest new public squares, which sports a striking water feature, this geometrically modified spherical building minimises the surface area exposed to direct sunlight.

The building is 45 metres high, with 185,000 sq ft (gross) of floor space spread over 10 floors. In conventional terms, the building has no front or back: its shape is derived from a geometrically modified sphere. This hybrid form is designed to minimise the surface area exposed to direct sunlight. The building has been designed to be as green as possible.



The GLA runs on a quarter of the energy consumed by a typical high spec office building.

*"preferring a clean air environment rather than relying on scented air fresheners"*

Electrical consumption is reduced by avoiding refrigeration and using cold water to AC the building which is extracted from bore holes. This water is also used to economise for both irrigation and washrooms.

in April 2011 the GLA chose to install Airsteril units in all of their 17 washrooms preferring a clean air environment rather than relying on scented air fresheners which only mask odours and does not actually eliminate them. The Buildings Infrastructure Manager stated after 6 months usage that they have been happy with the performance of Air Steril units."

## Care Market Increases Bottom Line For Washroom Companies

In the current economic climate hanging onto business and maintaining margins in the washroom sector is tough. The amazing technology developed by Air Steril for clearing odours, is opening new markets for washroom service companies. In the UK there are approaching 30,000 residential care homes, and nursing homes. Every home has its own issues with odour and infection control. In some locations where they may be caring for residents with dementia, there are serious odour issues brought on by incontinence.

The Care Quality Commission (CQC) are around to make sure healthcare organisations look after their residents. There are heavy sanctions placed on care homes and their owners for failing to reach the required CQC standards.

Air Steril distributors have installed units in over 300 care homes throughout the UK. The normal installation will include AS Multi units for use in the reception, residents lounge and dining room and AS 10 Silent to be used in individual resident's rooms.

Air Steril washroom service customers are finding that the knowledge they have of how the technology works in washrooms can be readily adapted for healthcare clients. What's more they are finding that on the back of the Air Steril business they can introduce products and

services from their standard washroom service.

The Air Steril marketing team are offering their washroom service clients special training sessions in how to approach the care home market and develop new business.

I am interested in anything that enhances the quality of life of our residents and staff and in particular the air they breathe, I agreed to trial a full system on the first floor of our specialist dementia care unit.

This is a very modern open plan environment and with being a dementia unit we have the problem of inappropriate urination and the resulting odours, which were impossible to remove even with the strictest hygiene routine.

I am pleased to say the system works, as at the beginning I must admit I was a little cynical.

The response from the staff was unanimous regarding the air quality and reduction of odours and I certainly recommend the product as an effective way of improving air quality and removing odours. Mark Bailey, Director, Glyn Menai Dementia Care



## Air Steril Knows No Boundaries

Lord's has long been seen as the 'Home of Cricket' and the game's spiritual 'headquarters'. It is the setting for some of the best cricket in the world. And if you are a lover of cricket a day at a Lord's Test match is the highlight of the year. This year it is the venue for Archery competition when London hosts the 2012 Olympic Games.

On a Test Match day at Lord's there will be 25,000 people, mostly male spending all day watching cricket and drinking. With several visits per person during the day the gents toilets can have up to a 10,000 footfall a day. The staff have had difficulty in clearing the resulting

odours. The stainless steel trough urinals in some of the washrooms create added problems. The staff had tried everything to no avail and were prepared to take up Air Steril's free trial deal.

Just in time for the England v India Test last summer, Air Steril WRX trial units were installed in two of the major washrooms. After just a few hours the units had managed to get on top of the smell then controlled the odours throughout the 5 day match. The facilities staff are very pleased and plan to increase the number of installations before the start of this summers cricket season and Olympic event.

# Mould - The Biggest Menace For Property And Health



Problems for property owners and managers such as terrorism insurance, asbestos, and aggressive lease conditions are currently being overtaken by common mould. It has been described by an authority as ubiquitous, insidious, silent and often invisible danger. In fact it is a growing menace that damages wherever it touches.

## What is mould?

Mould is a fungal growth that forms and spreads on various kinds of damp or decaying organic matter. Sometimes referred to as mildew, moulds are found both indoors and outdoors in all climates, during all seasons of the year. Outdoors, moulds survive by using plants and decaying organic matter such as fallen leaves as a source of nutrition. Indoors, moulds need moisture to grow as well as a carbon source from building materials or building contents.

Excess moisture is generally the cause of indoor mould growth. Moulds reproduce by releasing tiny spores that float through the air until landing in other locations. When they settle

on wet or moist surfaces, the spores can form new mould colonies. Moderate temperatures and available nutrient sources make most office buildings ideal for mould growth.

Recent media attention has increased public awareness and concern over exposure to moulds in the workplace. It is important to understand that no indoor space is completely free from mould spores – not even a surgical operating room. Moulds are everywhere, making our exposure to moulds unavoidable, whether indoors or outdoors, at home or at work.

Health problems associated with excessive damp conditions and mould include:

**Allergic responses** like those to pollen or animal dander are the most common types of health problems related to mould.

**Hypersensitivity pneumonitis (HP)** is a kind of lung inflammation that occurs in persons who develop immune system sensitization (similar to an allergy) to inhaled organic dust.

**Asthma** is a form of lung disease. Early diagnosis and removal from the impacted damp office environment can cure asthma caused by workplace exposures.

The asbestos dilemma of the mid-1980s probably offers the clearest analogy to the current threat. In both cases, a new and not particularly well-understood phenomenon surfaced relatively quickly.

Key distinctions can be drawn between the asbestos "dilemma" and the problem of mould. Unlike asbestos which was already in situ before the dangers were understood, mould can normally be prevented or controlled

A risk assessment would determine the size of the problem. Include Air Steril air purification as part of your mould control solutions.



## It's there for a reason! How flushing the toilet with lid up 'could spread viruses'

Whether you close the lavatory lid before you flush could have an impact on the spread of disease. Professor Mark Wilcox, Clinical Director of Microbiology at Leeds Teaching Hospitals NHS Trust says "Leaving the lid up can allow a cloud of bacteria to explode into the air, settling on nearby surfaces.

This increases the risk of viruses, like the winter vomiting bug, of transmitting to another person. 'It is very clear from our work that the lid is there for a reason,' says Professor Wilcox who with his colleagues from Leeds University conducted a study to see how using a toilet lid could affect the spread of disease, specifically in hospitals.

They found C Difficile was transported up to 10 inches above the toilet seat when it was open and a reduced rate was still detected in the air up to 90 minutes later. Although C diff did travel through the gap when the lid was down it was found in far lower concentrations in the air.

When the lid was closed no C. difficile was recovered on any surface, but when it was open it was found on the cistern, to the right and left of the toilet seat and on the floor.

The Health Protection Agency tests showed that in 5 minutes Air Steril killed up to 98% of bacteria, viruses, moulds and fungi found in the air. The tests went on to show that in one hour from exposure to transmitted technologies from an Air Steril MP20 unit up to 59.5% of bacteria, viruses, moulds and fungi found on surfaces was eliminated

**Please call for more information**

**01206 4 6000 4**



## Bienvenue Air Steril

The good news about Air Steril's odour and infection control capabilities has spread to Europe. The company has set up a French distribution network which starts operation throughout the whole of France in Spring 2012

One of the major distributors, Philippe Kurtz, says "We are so excited about introducing this amazing technology to the French who like the British realise the old fashioned ways of clearing nasty smells need to be replaced. We export smelly cheese and garlic to the UK, the UK exports fresh air to France, n'est ce pas"