


Indoor Air Quality is Here to Stay

Needless to say, the global Covid-19 pandemic has generated a focus on indoor air quality unlike any that has ever been seen before. As a result, HEPA filtration – which had previously been reserved almost exclusively for hospitals, laboratories and other critical environments – is now becoming common in a wide range of building types.

According to the EPA, we spend about 90% of our time indoors, with roughly half of that time in the workplace. Poor indoor air quality isn't just something to sneeze at either: the EPA lists poor indoor air quality as the fourth largest environmental threat to our country.


Indoor Air is
2-5x
Dirtier
than Outdoor Air

Bacteria, Mold & Viruses



Despite flu shots and hand sanitization, Americans still catch about one billion colds and 60 million flu cases annually.

Allergens & Asthma Triggers



Approximately 20% of all people are impacted with allergies.


Asthma impacts 1 out of every 10 children.

Odors & Gases



The presence of odors can reflect negatively on your facility. Odors from bathrooms, lunchrooms, stale air and more are primary complaint drivers for building managers.

Pollution & Volatile Organic Compounds (VOCs)



Paints, cleaning supplies, office equipment and more can contain VOCs that can travel deep into the lungs and cause lasting damage.

Effects of smoke in the air (such as wildfire and cigarette smoke) include coughing, irritated sinuses, chest pains, fatigue, and shortness of breath.

Beyond the CDC, the EPA is now focusing on reducing risks from poor indoor air quality in facilities with the introduction of the White House Clean Air in Buildings Challenge - March 2022

Call to action for leaders and building owners and operators to assess indoor air quality:

1. Create a clean indoor air action plan
2. Optimize fresh air ventilation
3. Enhance air filtration: HVAC and in-room air cleaning devices
4. Engage the building community



White House Clean Air in Buildings Challenge

Resolving Indifferences to Purchasing AeraMax Pro

HVAC	FUNDING
<p>"The HVAC has been upgraded to accept a higher-grade filter and we're leaving windows open when we can." – Customer</p> <p>Rebuttal:</p> <ul style="list-style-type: none"> HVAC does not provide purification at the point of contamination Filtration is in the return air duct Generally, HVAC does not run continuously in all spaces <ul style="list-style-type: none"> HVAC unit stops when the room reaches thermostat temperature Designed to be efficient- heat/cool 10-20% of Fresh air makes it into the building. 80-90% is recirculated air. MERV-13 provides insufficient capture rate: 50% Effective @ .3 Microns Insufficient Air Changes/Hour (typically only 1-2 ACH) ASHRAE recommends adding Portable HEPA where HVAC is unable to 	<p>"We don't have the funds to cover the cost of the machines." – Customer</p> <p>Rebuttal:</p> <ul style="list-style-type: none"> Bad Air Impacts the Bottom Line! <ul style="list-style-type: none"> \$220 billion dollars evaporates from the economy every year in lost productivity from sick days In fact, the EPA estimates that Sick Building Syndrome alone is responsible for \$60 Billion in lost revenue The average cost of sick days is \$2,650 per employee per year
ALREADY PURCHASED	LACK OF CONFIDENCE WHEN PURCHASING
<p>"We've already purchased portable Air Purifiers." – Customer</p> <p>Rebuttal:</p> <ul style="list-style-type: none"> Let's talk about what was purchased <ul style="list-style-type: none"> Which areas where they placed? Which other areas are under consideration? Anywhere not mentioned is an opportunity. Are they commercial grade and designed for shared spaces? OR are these a stop-gap solution until a permanent commercial grade solution could be researched and funded? Do they feature H13 HEPA filters proven to capture viruses including COVID-19? Does the system automatically react and adjust to external conditions to provide healthier air? 	<p>"I want to get the best solution for my building. I don't want to be in the news for making an inferior decision." – Customer</p> <p>Rebuttal:</p> <ul style="list-style-type: none"> Five things to consider to help build confidence in your purchase: <ul style="list-style-type: none"> Does the system you're considering offer H13 True HEPA filtration that's been proven to capture COVID-19? Does the system automatically react and adjust to external conditions to provide healthier air? Is the system commercial grade to ensure its reliable, durable, tamper-proof, and backed by a strong warranty? Is the system easy to set-up and maintain? Does the system automatically optimize performance to save time and money?

The AeraMax Pro Line Up

AeraMax Pro room size recommendations are based on delivering the recommended 3-5 Air Changes per Hour (ACH).

Flexible Mobility: Stand Mounted on Durable Casters				Filter
		Fellowes AeraMax Pro AM4 Flex Air Purifier Item: 5000101		Carbon 3/8" Filters w/ Pre-filters – 4 PK Item: 9416502
		Fellowes AeraMax Pro AM4 PC Air Purifier Item: 9573101		
		Fellowes AeraMax Pro AM4 Air Purifier Item: 9416301		Fellowes AeraMax Pro AM4S Air Purifier Item: 9451201
		Fellowes AeraMax Pro AM3 PC Air Purifier Item: 9573001		Fellowes AeraMax Pro AM3S PC Air Purifier Item: 9573201
		Fellowes AeraMax Pro AM3 Air Purifier Item: 9416201		Fellowes AeraMax Pro AM3S Air Purifier Item: 9450001
		Fellowes AeraMax Pro AM2 Air Purifier Item: 9416101		Optional AeraMax Pro AM2 Stand Item: 9540901
		Recess Kit Accessory (Hard Wired Install) Item: 9540801		Hybrid 1-3/4" Filter – 1 EA Item: 9544501
				True HEPA 1-3/4" Filter – 1 EA Item: 9543301
				Carbon 1-3/4" Filter – 1 EA Item: 9544601