


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

## 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		Carbon 3/8" Filters w/ Pre-filters – 4 PK
		Fellowes AeraMax Pro AM4 PC Air Purifier		True HEPA 2" Filters – 2 PK
		Fellowes AeraMax Pro AM4 Air Purifier		Hybrid 2" Filters w/ Pre-filters – 2 PK
		Fellowes AeraMax Pro AM3 PC Air Purifier		Carbon 2" Filters w/ Pre-filters – 2 PK
		Fellowes AeraMax Pro AM3 Air Purifier		Pre-filters – 4 PK For Dust and Larger Particles
		Fellowes AeraMax Pro AM2 Air Purifier		Hybrid 1-3/4" Filter – 1 EA
		Recess Kit Accessory (Hard Wired Install)		True HEPA 1-3/4" Filter – 1 EA
				Carbon 1-3/4" Filter – 1 EA