



Safe Indoor Air For Life

Helping Communities

Get Back to Work, Back to School and Back to Life!

The Key to Long-term Indoor Air Quality “IAQ”

Cost of Ownership and Real-World Performance



The Challenges With Large Spaces and IAQ

Large Rooms >1,200 Sq Ft



Retrofitting existing HVAC often complicated, expensive, and disruptive to the business/school



Requires increased air exchanges per hour (people and activities)



Most Industry products development focuses on smaller rooms < 1,200 sq ft...balanced between residential and commercial applications



Solutions often involve the stacking of additional air purification units without cost and effectiveness considerations



Manufacturer's, sales people and customers use the same buzz words (HEPA, CFM, CADR, IAQ, ACH..) with different or misunderstood meanings



Often manufacturers' locations are outside the U.S.A (China, Europe). Very problematic for filter certification given stringent US standards for True HEPA

The Challenges With Large Spaces and IAQ



Retrofitting existing HVAC



No retrofitting required "Plug and Play"



Increased air exchanges per hour
(people and activities)



One Apex 2.0 produces 3 ACH 3,000 sq ft space
and 10 ACH in class room (900 sq ft)



Product development focused on smaller
rooms < 1,200 sq ft



Apex 2.0 engineering and design is
industrial/commercial



Solutions often involve the stacking of
additional air purification units



Apex 2.0 covers 5 times the sq ft area of most
competitor's units



Key Terms (HEPA "Type" "Like", 99.87/99.9/99.0
CADR are misused/misunderstood



Built in the USA. Every filter $\geq 99.97\%$ per
U.S. DOE Standards "U.S.A. Certified"



Often manufacturers' location are outside the
U.S.A (China, Europe). Different standards!



AirBox 2.0 is built in the U.S.A., Statesville,
North Carolina

Case Study *When Size and Cost of Ownership Matter*

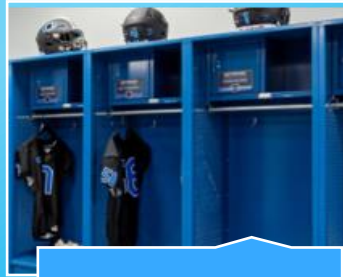
Apex 2.0 Versus The Competition



Music Room



Cafeteria



Locker Room



Hallway



Lecture Hall



Common Areas

Assumptions

- 3,000 Sq ft room (music room, cafeteria, locker room, hallway/common area, lecture room/bowl)
- Manufacturer's specifications for Apex 2.0, including suggested filter replacement
- Manufacturer's specifications from top shelf competitor name changed to "Pro 4", including filter replacement
- Published MSRP for Apex 2.0 and "Pro 4"
- REQUIRED, 3 or more air exchanges per hour (ACH) **excluding ventilation from other sources**
- Apex 2.0 (U.S. Certified True HEPA 99.999%)/"Pro 4" (97.8% only HEPA "Like")
- Both Apex 2.0 and "Pro 4" are portable air purification units using standard electrical plugins
- Both Apex 2.0 and "Pro 4" running on medium setting to maximize air flow and minimize noise level

Apex 2.0 The Clear Winner in Quality and Price

Apex 2.0 versus "Pro 4" in 3,000 sq ft room years 1-5 cost of ownership



\$37,687 LESS



The Key to Long-term Indoor Air Quality “IAQ”

Digging Into The Numbers Optional Slides



Additional Cost of Ownership "Pro 4" Versus Apex 2.0

Year	1	2	3	4	5
Filter Cost of "Pro 4" (5 Units)	\$6,372	\$12,744	\$19,116	\$25,489	\$31,861
MSRP of "Pro 4" (5 Units)	\$5,826				\$5,826
TOTAL ADDITIONAL COSTS OF "PRO 4" OVER APEX 2.0					\$37,687



5 "Pro 4s" to create 3 ACH versus 1 Apex 2.0 in a 3,000 sq ft room

Breakdown of Purchase Price and Filter Costs

Apex 2.0 versus "Pro 4" in 3,000 sq ft room cost of ownership

ANNUAL FILTER COST APEX 2.0

Filters Required	Replacement Cost		
	Cost/Unit	# Times/Yr	Yrly Cost
Antimicrobial #1	\$75	3	\$225
Antimicrobial #2	\$75	3	\$225
US Certified HEPA	\$650	1/7	\$93
Per Machine Annual Filter Cost			\$543
# of Machines (1)	Total Annual Filter Cost		\$543
MSRP Apex 2.0 (1 Unit @ \$5,399)			\$5,399
Cumulative 5 Year Filter Cost			\$2,714
Total 5 Year Apex Cost (Excluding Energy)			\$8,113

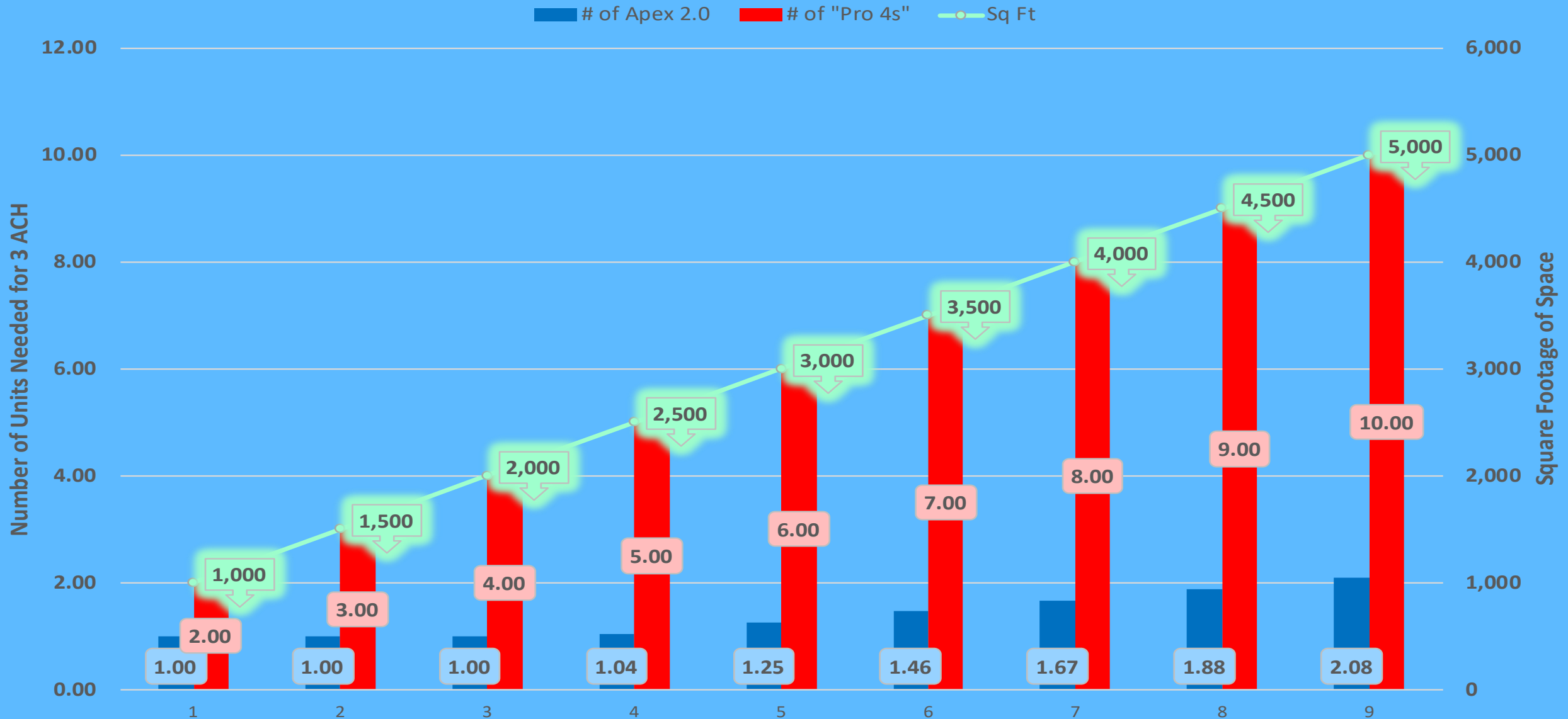
ANNUAL FILTER COST "PRO 4"

Filters Required	Replacement Cost		
	Cost/Unit	# Times/Yr	Yrly Cost
Prefilter	\$49	3	\$147
Carbon Filter	\$415	2	\$830
HEPA "Like"	\$406	1	\$406
Per Machine Annual Filter Cost			\$1,383
# of Machines (5)	Total Annual Filter Cost		\$6,915
MSRP "Pro 4" (5 Units @ \$2,245)			\$11,225
Cumulative 5 Year Filter Cost			\$34,575
Total 5 Year "Pro 4" Cost (Excluding Energy)			\$45,800

Apex 2.0 Versus "Pro 4"

Units Required

Space Size 1,000-5000 Sq Ft

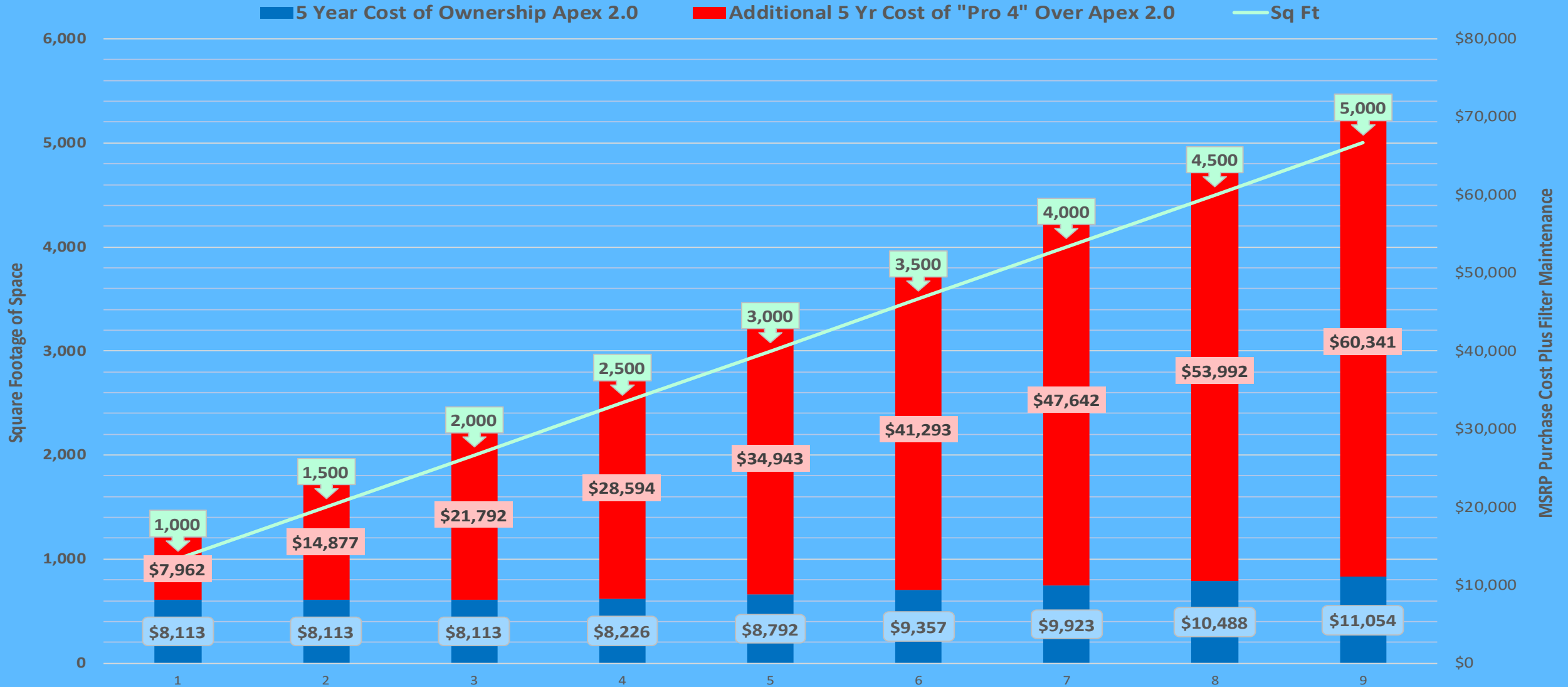


Note # of units was rounded down in previous slides, numbers may vary slightly

Cost of Ownership

First 5 Yrs

1,000-5,000 Sq Ft Space



Note # of units was rounded down in previous slides, numbers may vary slightly

Apex 2.0 Specifications



[Click to Download](#)

— BOX —
PURE
AIR

AIRBOX APEX 2.0

AIRBOX
CLEAN AIR. PURE & SIMPLE.



Product Description
The AIRBOX Apex 2.0 is a portable industrial-grade air purifier which uses Certified HEPA Filtration to provide 99.97% pure air. The AIRBOX Apex 2.0 is an evolution of the Legacy Apex Model, utilizing a dual-fan system and the same HEPA technology integrated in high-purity high-tech dual motor drive technology.

FEATURES

- 110V 20/30W 2" Stack Power cord
- Rotating speed control knob to adjust to desired air flow
- Engineered with dual high efficiency DC fan motors
- Designed to operate 24/7
- Polyurethane cabinet construction
- Ultra-thin wedge package available
- Pre-filter change is indicated by environmental indicator
- Indicated by integrated differential pressure gauge
- UL Listing Pending

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BUILDURE

- Aircraft Grade Aluminum Alloy/Stainless Steel
- Stainless Steel Fasteners

ELECTRICAL

- Through listed for 110/230 VAC Operation
- Wiring NEMA 5-15P/15A
- Controls: On/Off Switch and SPST Rotary Potentiometer
- Motor: 115VAC, 50/60HZ, Ball Bearing, UL Listed, Tie number E1V1F42

ACCESSORIES

- 48" long projection panels available for larger installation to project the purified air into the above the breathing zone.
- W/Duct Rungs Adapter available for integration into existing HVAC system or interstitial/ceiling installation.

SPECIFICATIONS

- CFM - 400, 900, 1200, 1600
- Cost to Operate with any Gasoline/Propane - \$2.00 per 24hrs average
- Room Size - Treats Up To 6000 cu ft (depending on Room efficiency)
- Dimensions - Height 48" x 11.68" x 17" x Depth 36"
- Weight - 55 lbs
- Decibel -
- WMI per ISO 9001-2008
- Low STDB
- High 72DB

REASON

- Primary - HEPA Filter
- Certified 99.97%
- 4" Radial Grid Media
- Minimum Room
- ETL AP-C0104
- US DOE STD-360A-2015
- UL500
- Preliminary - Jetted Radial Filter
- Meriv 1" Radial Pleated Polyester Filters
- Treated with Monobenzyliene Benzene*
- Pre-Filter Carbon Option
- Meriv 2" Radial Activated Carbon with Synthetic Gasketed Media
- CE Listing - 90% Ozone removal efficiency backed by Meriv 1" Radial Pleated Polyester Filters
- Treated with Monobenzyliene Benzene*

WARRANTY
Limited Lifetime Warranty Lifetime Warranty on material and workmanship. 5 Year warranty on fan and motor package inclusive of electrical.

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Highlights of Apex 2.0

Providing over 90,000 Cubic feet per hour of Antimicrobial, Chemical, and HEPA Filtration

Fan Speed Settings | Space Purified Per Minute



INTEGRATED CLEAN ROOM TECHNOLOGY

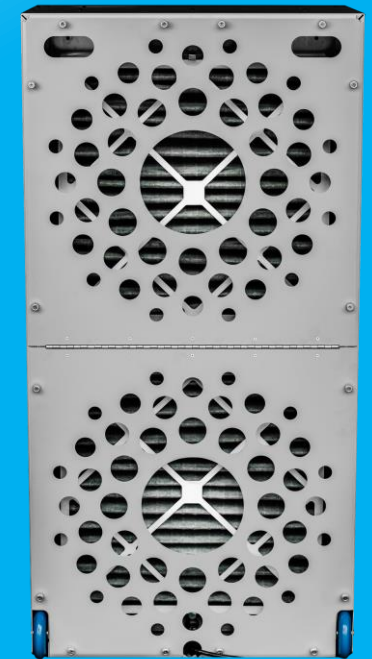
The Apex 2.0 is equipped with the same type of HEPA filtration that is used in many high-profile, high-tech clean rooms around the country.

OTHER KEY FEATURES

- Dual fan high efficiency EC fan motors
- Mix and match antimicrobial/odor shield filters (2) 2"
- Antimicrobial treated HEPA filter 4"
- Change Filter Gauge
- SMART Fleet Management integration



Front



Back

SIZE SPECIFICATIONS

Unit Size		
L	W	H
24	18	48
Unit Weight		
89.4 lbs.		



Filter Access

Amps	Cubic Feet Per Minute	Cubic Feet Per Hour
0.33	400	24,000
0.75	800	48,000
1.88	1,200	72,000
2.75	1,500	90,000

Performance Specs



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Airbox Website: airboxairpurifier.com



The End

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