

Commercial Partner Information Pack - Kair Approved Contractor



Kair for your health... Kair for your home... Kair for your environment



Patrick Gallagher
Founder and Managing Director
of Kair Ventilation Ltd

According to the World Health Organization every year, indoor air pollution is responsible for the death of 1.6 million people – that’s one death every 20 seconds. Chemicals used for cleaning, cooking, doing laundry; products such as hair spray, nail polish, paint; petting the family dog; materials used in the construction process of the home contribute to air pollution indoors. As homes become more energy efficient, hazardous chemicals remain trapped in the home with no means to escape.

In addition, normal household activities such as cooking, bathing, showering etc., all produce potentially harmful water vapour. In the past, houses built by traditional methods had open flues to every room and plenty of air gaps. This allowed a constant airflow through the house, removing the water vapour before condensation and mould growth could occur.

Today’s energy saving measures, double glazing, cavity wall and loft insulation and draft proofing have resulted in tightly sealed houses having no natural ventilation. This means a build up of water vapour until condensation occurs. This can lead to serious health problems caused by the growth of black mould.

“A paper in the British Medical Journal, Vol. 298, as long ago as June 1989, stressed the higher incidence of ill health in damp buildings with accompanying mould growth and it is now accepted that air pollution is a major reason for the huge increase in asthma sufferers of whom children and the elderly are often the most vulnerable. The use of Heat Recovery Ventilation is by far the most cost effective method of eliminating condensation and related mould growth.

With recent legislation and the government’s focus on energy saving measures the need for effective ventilation has never been greater.”

What our customers say

“My wife’s asthma has improved and I have been less prone to sneezing fits caused by dampness in the air. The flat has smelt fresher and less dank.”

Mr Wookey, London

“I am very grateful that all the fungus and black mould on the walls in each room has completely disappeared. I feel very much healthier.”

Councillor Shaw, Brent

“This is the best customer services I have ever received and I will most definitely be contacting Kair first every time whenever I need parts and tell others of the amazing service I received from your company.”

Mr Hopkins, London

“The best money I have ever spent.”

Mr Brown, Bournemouth

“The two Kair KHRVWH2000’s have greatly improved the ventilation in the pub benefiting both staff and customers.”

Rob Carter, Millgate

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KHRV150

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Who Are We?



Kair Ventilation Limited established in 1997 produce a unique range of products that provide solutions to every conceivable damp related problem from prevention to eradication. We manufacture products and equipment proven to be able to totally eradicate dampness, condensation and mould growth from buildings.

Our innovative products include Energy Saving Heat Recovery Ventilation Systems that are the most cost effective way to totally eradicate condensation and mould growth problems from buildings. The systems, when designed and fitted correctly, work no matter how severe the problem, how complex the design lay out, how densely populated the dwelling or how varied the lifestyle of the occupants. They also provide valuable health dividends by producing a continuous air change and drying out process, creating dramatic improvements in the quality of the internal air supply.

Kair Ventilation Limited offer customised and 'off the shelf' ventilation solutions, that are simple to install and use energy with unparalleled efficiency. Kair provides a wide range of domestic, commercial and light industrial solutions, backed up by service and support that you can count on.

Kair shares a collective responsibility for the environment. We are committed to a development programme of low energy consumption fans that last longer, use less energy, are cheaper to run and provide the best possible indoor air quality.

Kair are members of the British Wood Preserving & Damp Association and the PCA, as a manufacturer supplying products to the trade and public for all damp, rot and condensation related problems.

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Kair Ventilation Limited Core Values

To ensure long-term growth by:

- Serving customer needs for quality products and services
- Personal and corporate integrity in all our dealings with our customers and commercial partners
- Commitment to achievement and continuous improvement
- Pride in professionalism
- Creative excellence and design innovation in all we do
- Embracing change as positive for continued success
- Sustaining an environment that optimises staff and commercial partner contribution to the achievement of company objectives

Kair Ventilation Limited Mission Statement

The mission of Kair Ventilation Limited is to strive and lead in the creation, development and manufacture of the industry's most advanced products for the improvement of the health and habitat of the occupants and the environment.

Kair for your health... Kair for your home... Kair for your environment.

Commercial Partners - Kair Approved Contractors



- **London (Head Office)**
- **Nationwide Partners**
 - Our existing network covers England, Scotland and Ireland
- **International Partners**
 - Spain
 - Portugal
 - Eire
 - USA
 - Germany
 - Netherlands

For many years we have worked closely with our Kair Approved Contractors, both nationally and internationally, to promote the benefits of heat recovery ventilation to the general public, local authorities, housing associations and other relevant bodies.

Our network of contractors range from large national companies that stock and distribute our products to medium/small local firms and sole traders who deal direct with the public and other bodies to promote, recommend and install our products.

The potential of the heat recovery ventilation market is enormous. Energy savings targets set by the government, reduction of CO2 emissions, new building regulations, the awareness of the general public regarding environmental issues, changes to legislation concerning social and rented property and the obligations of landlords to provide 'decent homes' all combine to create a climate in which the demand for our products is at an all time high.

Benefits to Kair Approved Contractors

- New products and markets
- Preferential terms
- Online, fax, e-mail or telephone ordering for fast, convenient service
- Full listing of your business details on Kair web sites
- Competitive advantage
- Full support with training, technical queries, marketing
- Ongoing communication of the latest industry and legislative changes
- Kair enquiries received at Head Office passed on to approved contractors
- Continuous product improvements and innovations

Commercial Partners - Kair Approved Contractors



What is a Kair Approved Contractor?

We are looking for forward thinking business people from a variety of industries who can work with us as part of our national network of Kair Approved Contractors to promote and install our products.

Contractors may already be working in the damp proof or ventilation industry. Alternatively they may be working in other industries where there is a need for our products. For example, fitted kitchen companies, double glazing companies, general builders, electricians, plumbers.

We will provide full training to all contractors covering condensation related problems, mould removal, Kair product knowledge and installation.

For further information call; **020 8463 9663**
and ask to speak to one of our approved contractor advisers.

I'm interested. What's will it cost me?

We make no charge whatsoever. All we ask is that as a Kair Approved Contractor you complete our training course (provided free) and actively promote, sell and install our products to end users in both the residential and commercial market place in your area. Depending on your location you can choose to attend our in-house training course in London or if you prefer we can supply you with distance learning material.

By becoming a Kair Approved Contractor you will discover a new source of income that will complement your existing business. We are not trying to replace your existing business, quite the contrary, we are simply offering you the opportunity to increase your income by offering your customers much valued, additional products and services.

In addition to your own efforts we will supply you with any enquiries in your area that have been received at Head Office.

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Kair Heat Recovery Ventilation Products



KHRV 150/12RH
Single Room Heat
Recovery Ventilator



KHRV 150 ECO
Single Room Heat
Recovery Ventilator



KHRVF 100, Trakmaster
Apartment Heat
Recovery Ventilator



KHRVWH 1500, Akor
Whole House Heat
Recovery Ventilator



KHRVWH 2000, Big Bertha
Whole House Heat
Recovery Ventilator

KHRV 150/12RH

- Meets IEE, SELV and Building Regulation requirements
- Up to 86% Heat Recovery
- Easy to install (no external access required. 152mm Core Drill)
- Whisper quiet
- Continuous running trickle ventilation
- Humidity sensor (preset or adjustable)
- Night sensor allows bedroom installation
- Low running costs
- Tamper proof screws (optional)
- Balanced airflow (input and extract)
- Energy savings. Differential payback within 4 years against conventional extractor fans
- Security ventilation (no need to open windows)
- Health benefit. Produces dramatic improvements in air quality

KHRV 150 ECO

- Meets IEE, SELV and Building Regulation requirements
- Up to 73% Heat Recovery
- Easy to install (no external access required. 152mm Core Drill)
- Whisper quiet
- Continuous running trickle ventilation
- Humidity sensor (preset or adjustable)
- Night sensor allows bedroom installation
- Even lower running costs
- Trickle - 4.2w
- Boost - 17.3w (less than a 20w light bulb)
- Tamper proof screws (optional)
- Balanced airflow (input and extract)
- Security ventilation (no need to open windows)
- Health benefit. Produces dramatic improvements in air quality

KHRVF 100, Trakmaster

- Meets Building Regulation requirements
- Up to 65% Heat Recovery
- Easy to install (no external access required. 102mm Core Drill)
- Whisper quiet
- Continuous running trickle ventilation
- Humidity sensor (preset or adjustable)
- Low running costs
- Tamper proof screws (optional)
- Balanced or positive airflow
- Energy savings
- Security ventilation (no need to open windows)
- Health benefit. Produces dramatic improvements in air quality

KHRVWH 1500, Akor

- Meets Building Regulation requirements
- Up to 70% Heat Recovery
- Easy to install (no external access required using Core Drill)
- Continuous running trickle ventilation
- Humidity sensor (preset or adjustable)
- Low running costs
- Tamper proof screws (optional)
- Balanced/positive/negative airflow
- Energy savings
- Security ventilation (no need to open windows)
- Health benefit. Produces dramatic improvements in air quality

KHRVWH 2000, Big Bertha

- Meets Building Regulation requirements
- 4 speed airflow selectable 290 m³/h / 408m³/h 522m³/h / 650m³/h
- Up to 65% Heat Recovery
- Easy to install (no external access required using Core Drill)
- Whisper quiet
- Continuous running trickle ventilation
- Humidity sensor (preset or adjustable)
- Low running costs
- Tamper proof screws (optional)
- Balanced/positive/negative airflow
- Energy savings.
- Security ventilation (no need to open windows)
- Health benefit. Produces dramatic improvements in air quality

Additional Kair Ventilation Products



KWH 150
Kalahari
Loft Unit



KFV 100
Flat Input
Ventilator



Kair Mould Control
Pack



Installation Products

Kair Ventilation Limited can also supply all the additional products required for any kind of installation.

KWH 100

- Meets Building Regulation requirements, Document F1 (alternative methods)
- Easy to install (no external access required).
- Whisper quiet
- Continuous running trickle or boost ventilation
- Humidity sensor (optional)
- Low running costs
- Positive input airflow
- Security ventilation (no need to open windows)
- Health benefit. Produces dramatic improvements in air quality
- Heat energy dividend (solar gain)

KFV 100

- Meets Building Regulation requirements, Document F1 (alternative methods)
- Easy to install (no external access required).
- Whisper quiet
- Continuous running trickle or boost ventilation
- Humidity sensor (optional)
- Low running costs
- Positive input airflow
- Security ventilation (no need to open windows)
- Health benefit. Produces dramatic improvements in air quality
- Heat energy dividend

Kair Mould Control Pack

- Converts any emulsion paint into a mould destroyer.
- Kit contains 2 x mould fighting solutions and one mould removing cleaner.
- Mould removing cleaner covers approximately 30 - 40 sq m
- 2 x mould fighting solutions is enough for 2 x 2.5 L of paint

Marketing Support



**Kair Ventilation Ltd.
Interbuild Exhibition 2008,
NEC Birmingham**

Our commercial partners benefit from our comprehensive marketing programme. Exhibitions, press and periodical advertising, online marketing, regular e-shots and editorials all form part of our ongoing marketing initiatives. Sales enquiries generated from these activities are passed on to our commercial partners in the relevant areas.

Our sales and marketing department will be happy to support and provide advice on all your own marketing activities, whether it be exhibitions, advertising, e-shots, online advertising, or any other marketing related activities.

Our in-house design department will be happy to assist you with the design of any marketing materials you may need to support your sales activity.

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Some of our existing customers...

Our list of satisfied clients includes:

- Taylor Woodrow
- The Salvation Army
- Discovery Television
- Great Ormond Street Hospital
- The Guinness Trust
- Morrison
- London Borough of Westminster
- Our Ladies Convent, Peterborough

Our membership of professional bodies includes:

- BWPDA – British Wood Preserving and Damp Proofing Association
- PCA – Property Care Association
- The Green Organisation

In addition to our wide range of clients in the private and commercial sector we also have many years experience of dealing with numerous local authorities, including all 32 London boroughs, housing associations, estate agents, letting agents, managing agents, architects, the MOD etc.

We will be happy to support and advise you on the best ways to approach these bodies in your area.

Technical Support



The Head Office Technical Support Team

Monday to Friday 08:30 - 18:00

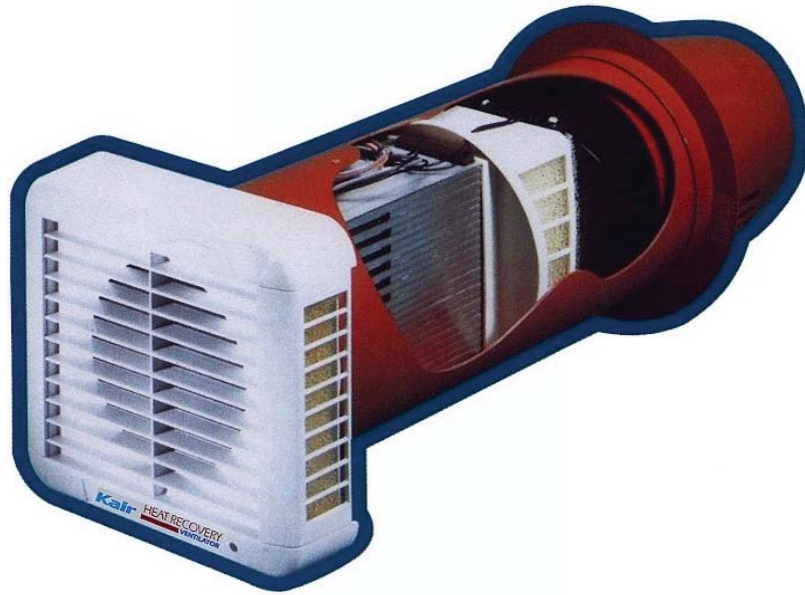
- Product Information
- Installation Queries
 - System Design
- Technical Enquiries
- Delivery Enquiries

08451 66 22 40

All of our Kair Approved Contractors have access to our technical support helpline. Dedicated staff are on hand from 08:30 to 18:00, five days a week. We can help with everything from product advice, specification and installation to assisting with the design of whole of house systems.

Our experienced team of specialist surveyors are also available to give expert advice on all surveying queries.

Whatever the question we have the answer!



Heat Recovery Ventilation Environmental Benefits

Report on Health Benefits - Feasibility Study by Tom White

Traditional extractor fans represent a potential waste of energy, an associated increase in carbon emissions, and an extra cost on the fuel bill of the home owner.

Heat recovery ventilation reduces heat loss whilst providing good hygrothermal conditions.

Overall, 76% of respondents changed the way they heated their houses after the new SRHRV's were installed, of which 79% stated that this change was solely due to the presence of the new SRHRV's.

Heat Recovery Ventilation: Energy Efficiency And Health In UK Homes - Report by Bernard Willis

A study in the USA considered various ventilation strategies, including heat recovery, and their influence on the overall energy consumption bill of thermally insulated houses. Results indicated that total energy consumption can be reduced by 9 to 21% by using heat recovery systems.

A Swiss study showed that current HRV met temperature efficiency of above 78% at very low electrical input.

Heat Recovery Ventilation - Advantages

- Heat recovery ventilation systems recycle heat content in the exhaust air ejected out of a house by using it to pre-warm the incoming fresh air, thereby relieving the load on the central heating system.
- Controlling the level of relative humidity in a dwelling not only minimises condensation, dampness and mould growth (CDM) but also the energy required for space heating.
- HRV can reduce household energy consumption by 9% to 21%
- Results revealed that HRV bears positive contributions toward energy saving and also control of relative humidity in dwellings.
- Heat recovery ventilators are seen to sustain humidity levels around 50% whereas extract fans allow relative humidity to rise.
- Keeping all other variables constant, the HRV effect on boosting internal temperatures is clearly evident.



Carbon Trust

The Carbon Trust is a private company set up by Government in response to the threat of climate change.

“Our mission is to accelerate the move to a low carbon economy by developing commercial low carbon technologies and working with business and the public sector to reduce carbon emissions.”

The Climate Change Levy (CCL) was set up to encourage the business and public sectors to improve energy efficiency and reduce emissions of greenhouse gases through a price based signal on energy usage.

In order to protect the competitiveness of energy intensive sectors subject to international competition, Climate Change Agreements (CCAs) were introduced alongside the levy which provide an 80% discount on the levy if challenging targets are agreed and met for improving energy efficiency or reducing greenhouse gas emissions.

<http://www.carbontrust.co.uk>

The Energy Savings Trust (EST)

In 1993, UK Government established The Energy Saving Trust and set a target for reducing UK emissions of carbon dioxide (CO₂), one of the greenhouse gases responsible for climate change, by 20 per cent of 1990 levels by 2010.

The Energy Saving Trust is a non-profit organisation, funded both by government and the private sector. They were set up to address the damaging effects of climate change. The aim is to cut emissions of carbon dioxide (CO₂) by promoting the sustainable and efficient use of energy.

The trust encourages individuals and organisations to commit to saving 20% of their own energy, through using low energy light bulbs, walking instead of driving, and washing clothes at 30°C, among other ideas.

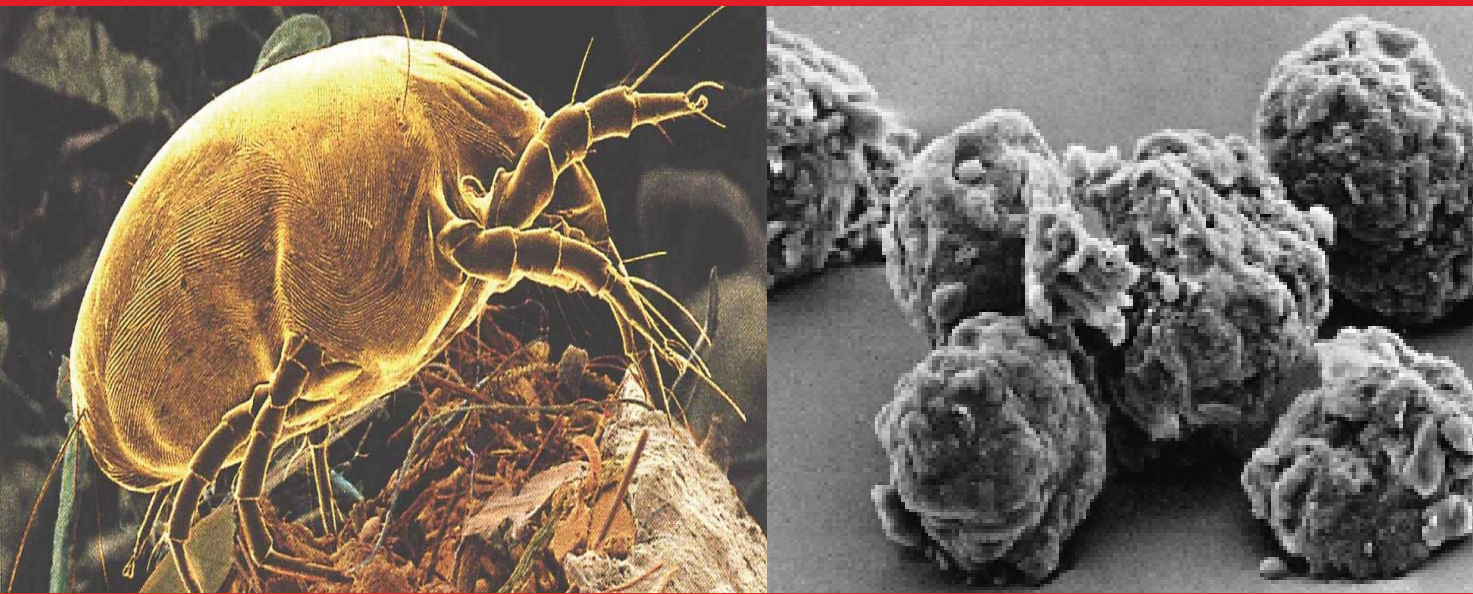
Part of the initiative involves publishing a best practice standard, to which housing professionals are encouraged to adhere.

Of particular interest is the publication, 'Energy efficient ventilation in dwellings – a guide for specifiers', which details Heat Recovery Ventilation as part of best practice.

<http://www.energysavingtrust.org.uk>

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Health Benefits



The House Dust Mite

- The mite family 'Pyroglyphidae' produce a large range of particularly allergenic proteins, which have a direct causal and a dose-response relationship with asthma. (Howieson)
- It is mainly their faecal matter that is responsible.
- The only regulating factor in their common habitats is the availability of moisture.
- They have an ability to adapt and hibernate through non-optimum conditions.
- Fossil studies show that mites have existed on Earth for over 400 million years. There may be over 100 million different species of mites in existence.
- 'Dust mite' is the generic term for all the species of mite commonly found in homes. 13 species of mite have been found in house dust.

Kair heat recovery ventilation systems create conditions in which house dust mites cannot thrive!

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Energy Efficiency And Health In UK Homes (Bernard Willis)

- Allergens derived from house dust mite faeces have been known to play a major role in allergic ailments, including asthma.
- In 2002 a study confirmed that hygrothermal conditions do impact on health by either exacerbating or hampering the growth of house dust mites. Raising bedroom temperatures from 16 to 18°C without reducing ventilation results in a factor 10 reduction in mite numbers. A reduction from 0.5 to 0.4 ach increases mite populations by factor 100.

Report on Health Benefits Feasibility Study (Tom White)

This report presents the analysis of a survey regarding the benefits of Single Room Heat Recovery Ventilators (SRHRVs).

- 30 properties in Leicester were fitted with Single Room Heat Recovery Ventilators (SRHRV's). The survey was carried out after installation to ascertain the views of the recipients and to test whether the work had been successful.
- The houses were targeted specifically to include occupants who had breathing difficulties, including asthma.
- 'Through the wall' Heat Recovery Ventilator units were installed.
- Condensation, damp and mould growth is associated with other ailments including nausea, breathlessness and other respiratory problems, nerve damage and even death.
- Preventing an increase in the mite population and reducing condensation, damp and mould is an important issue when considering the health and well-being of the residents.

The Causes of Condensation



Condensation is an increasingly serious problem in houses and offices. It affects over 50% of buildings in the UK. In houses condensation is related to modern living standards, economic pressure and change in building design. The main cause of condensation is naturally the generation of moist air by domestic activities. Moist air can come from cooking, bathing, washing, drying clothes as well as paraffin heaters and flueless gas heaters. Up to 17 litres of water can be produced daily in some homes, usually in certain areas such as bathrooms and kitchens where moist, warm air can then spread to cooler parts of the house to condense on cold surfaces.

The effect of moisture generation is further aggravated by the way houses are ventilated. It is theoretically possible to avoid condensation by adequate, natural ventilation. Up to the late 1960's there was natural ventilation in many homes because of the lack of double glazing, poorly fitting windows and doors, open fire places. Present attitudes have eliminated natural ventilation by the use of double glazing, draught excluders, fitted carpets and the removal of open fire places through the introduction of central heating. Buildings have been effectively sealed, creating perfect conditions for condensation to occur.

In addition to condensation, poor ventilation has led to an increase in the presence of mould growth and many household pollutants leading to potentially serious health hazards.

Simply put, the need for effective mechanical ventilation has never been greater. However with traditional extraction ventilation heat loss is a major concern. The world is becoming increasingly aware of the enormous cost of energy production. This, together with the use of fossil fuels to generate power is a serious environmental issue. Carbon, sulphur dioxide and other pollutants given off when burning fossil fuels puts a great burden on the atmosphere and over half the energy produced in this way is used simply to keep people and buildings warm. Despite spending millions of pounds on double glazing and insulation much of this expensively produced heat is wasted through extractor fans and other ventilation systems. Heat recovery ventilation is the answer!

Heat recovery ventilation systems are, in our opinion, the most cost effective way to totally eliminate condensation and the related mould growth from buildings and achieving the balance between retaining valuable heat and ensuring an adequate supply of clean, fresh, healthy air.



Condensation & Mould Growth

Toxic Effects of Mould

Chin S. Yang, Ph.D., 1994

Some moulds have been known to produce toxins that are harmful to animals and humans when ingested, inhaled or in contact with the skin.

Toxigenic moulds produce the substance ergot, which causes ergotism. Gangrenous ergotism affects the extremities as well as causes gastrointestinal symptoms.

Convulsive ergotism affects the nerve system causing brain and spinal lesions which can lead to death or permanent mental impairment. Many moulds produce secondary toxic metabolites, such as alkaloids, cyclopeptides, and coumarins.

Metabolites that can produce adverse health effects (mycotoxicoses) in animals and humans are collectively known as mycotoxins.

There are more than 200 mycotoxins produced by a variety of common moulds. Historically, mycotoxins are a problem to farmers and food industries, as well as in Eastern European and third world countries. However, many toxigenic moulds have been found to infest buildings with known indoor air and building-related problems.

In addition to mycotoxins, volatile organic compounds (mouldy odours) released from actively growing moulds may also pose a health risk.

Adverse health effects of Mycotoxins range from immediate toxic response and immune-suppression to the potential long-term carcinogenic effects.

Symptoms due to mycotoxins or toxins-containing airborne spores include dermatitis, recurring cold and flu-like symptoms, burning sore throat, headaches and excessive fatigue, diarrhoea, and impaired or altered immune function.

The ability of the body to fight infectious diseases may be weakened resulting in opportunistic infections. Certain mycotoxins, such as zearalenone (F2 toxin), can cause infertility and stillbirths in certain animals.

Frequently asked questions



Q. What are the hidden costs?

A. There are none! We make no charge for the training or the ongoing support that we provide. We understand that if we help you to be more successful, we will benefit through increased sales of our products. You may however, depending on the nature of your existing business, require additional equipment in order to install our products, or conduct damp surveys. This would obviously be a cost to you.

Q. Will my area be exclusive to me?

A. We do not normally enter into exclusivity agreements. However, if you demonstrate over a period of time, through the amount of business acquired that it would be mutually beneficial we would certainly consider it.

Q. Can I have sample units?

A. Unfortunately the cost of supplying our Kair Approved Contractors with sample units would be not be commercially viable, especially as we make no charge for training, support or accreditation.

Q. What discounts will I get?

A. This depends entirely on your own results. The more orders you send us the bigger the discount we will give you.

Q. Can I use the Kair logo on my paperwork?

A. You may use the Kair logo but you must make it clear on paperwork and in dealings with customers that you are working with us as an approved contractor and not an employee of the company.

Next Steps



It couldn't be easier.

Simply call **02084 63 96 63** and ask to speak with one of our commercial partner consultants. They will take your details and send you an application form and a sample Kair Approved Contractor agreement. Complete the form and return it to Kair. Or, if you prefer you can apply online.

Visit www.kair.co.uk and click on the 'Commercial Partner' tab. There you can complete an application form online.

If your application is successful you will be invited to participate in a brief telephone interview where there will be a two way exchange of information. If this is mutually successful you will be enrolled on the next available training course.

On successful completion of the training course you will be given your accreditation as an approved contractor.

It will be necessary to credit check your existing business before we set up an account for you.

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u-wants-it...i-sells-it!

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0 Items
All prices displayed: Inc. VAT

SecureHosting
Your data is safe. Secured by 128-bit encryption.

NOT ANYMORE

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My Wishlist
You have no items on your Wishlist

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It could be you...
Adv by Google
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Window Air Ventilation

New Products For August
NAVIGOR XP100W WALL/CEILING FAN - HUMIDITY - 1000W £24.04

I-Sells, the sister company of Kair Ventilation is your online shop for all your equipment needs, including the largest range of ducting available in the UK.

All Kair Approved Contractors are issued with their own unique identity number. Simply enter the number when you login and your preferential terms will automatically be applied to the list prices shown on the site.

In addition, i-sells carries what is probably the largest online specialist product range in the UK, with over 6,000 products covering a wide range of categories.

Our commercial partners enjoy not only preferential terms on all their purchases, but can gain access to our online 'advice' library containing articles on a wide range of subjects, including heat recovery ventilation, mould growth and condensation.

www.i-sells.co.uk



THE GREEN ORGANISATION 


PCA
Property Care
ASSOCIATION
Incorporating BWPDA


TRUST MARK
Government Endorsed Standards
www.trustmark.org.uk



WOOD PRESERVING
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