

APPENDIX F

MATERIAL FROM AERONIC Pty Ltd

Filtrete™



AIRONIC
Products for Life



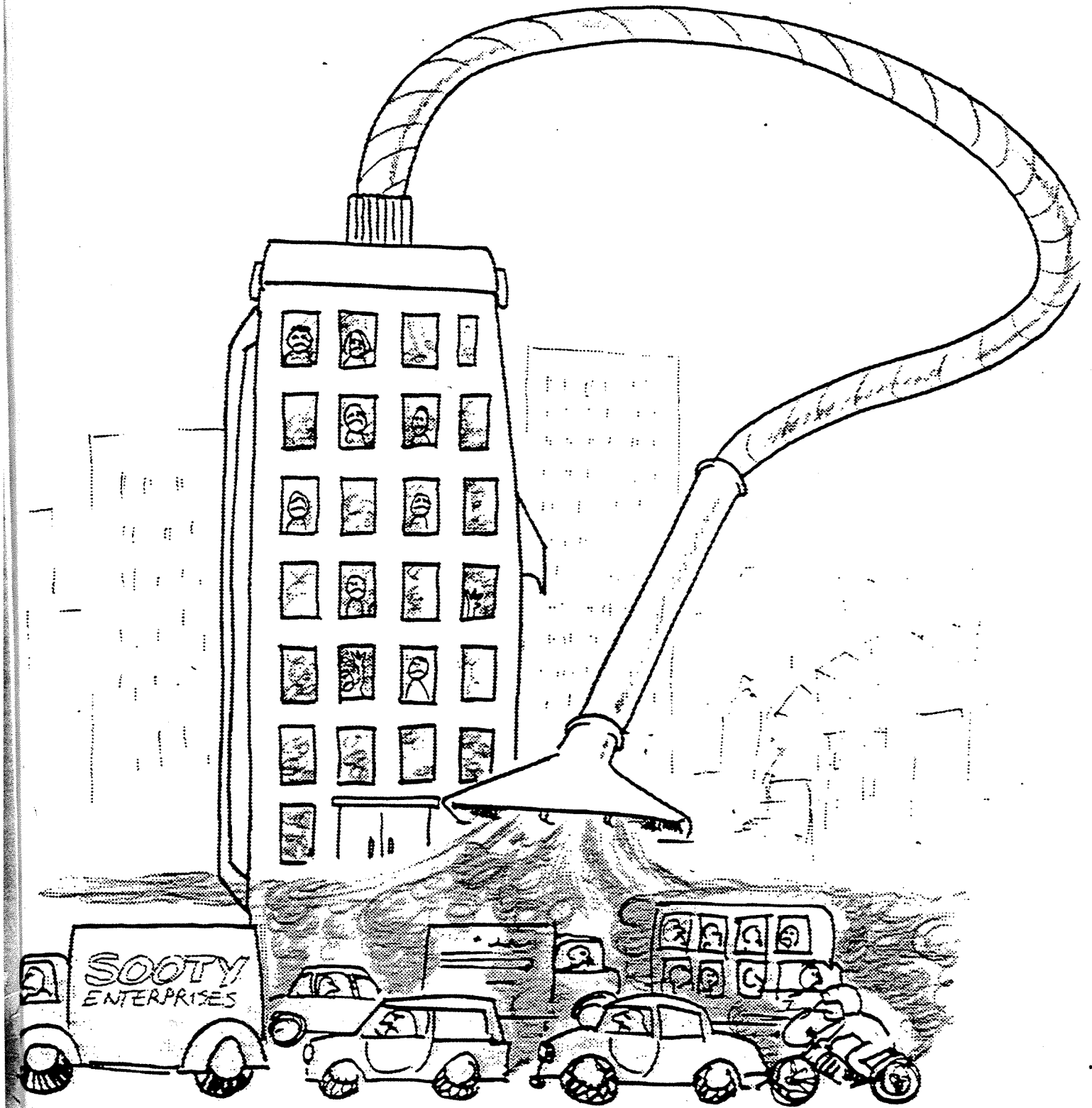
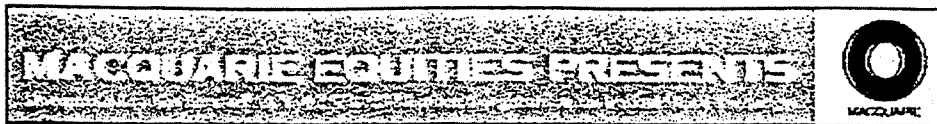


Figure 4. The modern building acts like a giant vacuum cleaner.



The Sydney Morning Herald



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Wednesday, March 18, 1998

Bill for indoor "pollution" put at \$12 billion a year

By LEIGH DAYTON, Science Writer

The airborne chemical cocktail Australians inhale in their homes and offices is costing the nation nearly \$12 billion a year in sickness and lost productivity, according to the first comprehensive estimate of the economic toll of indoor air pollution. "Up to now, most of the national effort and billions of dollars have been spent on improving outdoor air quality, but these figures show there is a clear need for Australia to improve indoor air quality as well," said Mr Steve Brown, who headed the research for the CSIRO Building, Construction and Engineering Division in Melbourne. He said the importance of indoor air quality was highlighted by the fact that Australians spent only 3 per cent of their time outdoors, 7 per cent in their cars and 90 per cent indoors. Other analyses showed Australians spent 95 per cent of their time inside.

Health problems triggered by bad air include sore throats and eyes, headaches, nausea and, at high levels, asthma and lung cancer.

Mr Brown said asthma alone cost Australia \$800 million annually, and killed about 750 people each year.

Common pollutants found in air include dust mite allergens that can build up in carpet, as well as the volatile organic compounds (VOCs) released by some carpets, furnishings, paints and office equipment.

The CSIRO team also warned that formaldehyde is often emitted by particle boards and plywoods. They claimed that nitrogen dioxide, an important constituent of outdoor air pollution, escapes from poorly flued heaters or gas stoves.

Dr Tom Beer, the co-ordinator of the CSIRO Environmental Risk Network at the Division of Atmospheric Research in Melbourne, conducted a six-month preliminary trial of a new button-sized personal monitor and found that the highest level of nitrogen dioxide in his daily life was in the kitchen. There, the gas oven generated levels twice those of outdoor concentrations. Dr Beer hopes to use the little monitors to track the "real exposures" of individuals in different occupations or those in important risk groups such as elderly people or asthma sufferers. Mr Brown's group has also documented surprisingly high concentrations of pollutants indoors. In one case, he said, the new carpet and paint in a portable classroom caused headaches, nausea, sore throats and an increased use of asthma medication for three years.

Another investigation uncovered levels of VOCs twice the national indoor air quality goal in the upper storey of a two-storey office building when the downstairs was being repainted.

Mr Brown said the \$12 billion price tag was calculated from figures obtained in Britain (\$30 billion annually) and the United States (\$170 billion a year).

- Ways to reduce indoor air pollution are contained in the report *Indoor Air Quality* by Mr Brown, available free from the Federal Environment Department, telephone 1800 803 772.

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It's a telecommunications jungle out there!





Australian
Technology
Showcase

AIRONIC - AIR CLEANING AND IONISATION

Clean air indoors may seem too much to expect in this era of hermetically sealed buildings but Australian company Aironic Pty Ltd has found a way to provide it cheaply and efficiently.

Electrostatic fibre filters combined with activated charcoal filters and negative ion generators are used to clean and refresh the air. The electrostatic filter first removes all dust, pollen and other particles from the air, then the activated charcoal absorbs odours. Once cleaned, negative ions are added to the clean air path as it passes back into the room.

The versatility of the technology has allowed designers to create more adaptable and efficient products. These are smaller than other units with comparable capacity and are more economical to run and maintain because the Aironic technology is lighter and more compact than their competitors' systems.

People affected by allergens and suspended particles, smells, fumes, cigarette smoke and dust mites in the air will get relief from their symptoms while in buildings served by an Aironic air cleaner. This is because the air is significantly cleaner than outside air which, in turn, is 6-7 times cleaner than normal recycled air in buildings. Central air conditioning systems mix and distribute pollutants through their ductwork. In some major buildings, stale air remains indoors and circulates for over six months. This dirty air contributes to many health problems attributed to the working and living environment.

Symptomatic medical treatment has little effect on these conditions if the cause of the problem remains unchanged. The Aironic system treats the source thereby removing the trigger factors for conditions such as sore throats, headaches, nausea, eye irritation and even asthma.

Aironic's comprehensive range of products is sold throughout Australia as well as in Asia, the Middle East, Europe and the US.

Contact

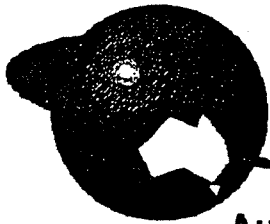
AIRONIC PTY LTD

PO Box 216

LANE COVE NSW 2066

Ph: +61 2 9439 7599 Fax: +61 2 9437 4225

Email: aironic@ozemail.com.au



*Featured
in the*

Australian Technology Showcase

MEDIA RELEASE

17TH OCTOBER 2000

AIRONICS GO STRAIGHT TO THE CAUSE

Any medical expert will advise you that the best cure is prevention.

With pollution reported to cost the Australian taxpayers up to \$12 billion dollars per year and contributing to reduced performance levels and related illness, Australian company Aironic has wisely taken the doctor's advice on board to create a technology that cleans the air we breathe.

In fact, first developed over 20 years ago, Aironic's air cleansing system is still considered advanced, with competitors failing to achieve the accuracy and safe quality achieved by Aironic Pty Ltd.

The Aironic system reduces the number of allergens and pollutants by up to 7 times that of regular indoor air recyclers. Combining electrostatic fibre filters with activated charcoal filters and negative ion generators, this **Australian Technology Showcase** featured innovation cleans and refreshes the polluted air that is now found in many hermetically sealed buildings.

An environmentally conscious technology, the Aironic cleansing system has been incorporated in buildings throughout Australia, Asia, the Middle East, Europe and the US. Begun with little more than an advanced concept of air cleansing, Aironic's 100 per cent Australian designed and manufactured system is now making a major contribution to the multi million dollar air cleaning industry.

Applications of the Aironic system have included hydroponic environments, call centers, computer rooms, the hospitality industry, hospitals and even the poultry industry where harmful gases produced from the poultry are neutralized and eliminated from the environment. Aironic technology is also contributing to healthier environments for many of Australia's gaming industry establishments.

With some air pollution levels exceeding desired norms and central air conditioners mixing and distributing pollutants through ductwork, symptomatic medical treatment is having little effect on eliminating or reducing related health problems. The Aironic innovation is proving to be an absolute must for healthier living standards. **ENDS**

Contacts

For further information regarding the Aironic Air Cleansing System (www.aironic.com.au) please contact:

- Gerald Marceau, President or Don Champagne, Marketing Manager at Aironic Pty Ltd.
Tel: + 61 2 9439 7599

To find out more about the Australian Technology Showcase call:

- Gerard Noon, Australian Technology Showcase. Tel: +61 2 9338 6921

ats.business.gov.au

Australian Technology Showcase – Promoting Australian Technologies to the World

NSW EcoBiz99 Stand

NSW Department of State and Regional Development's EcoBiz99 stand will feature a number of these innovative technology-driven companies. These include:

Aironic Pty Ltd

Armaccel Composite Technologies

Bishop Austrans

EcoAir Pty Ltd

Ecoflex Pty Ltd

Enretech Australasia

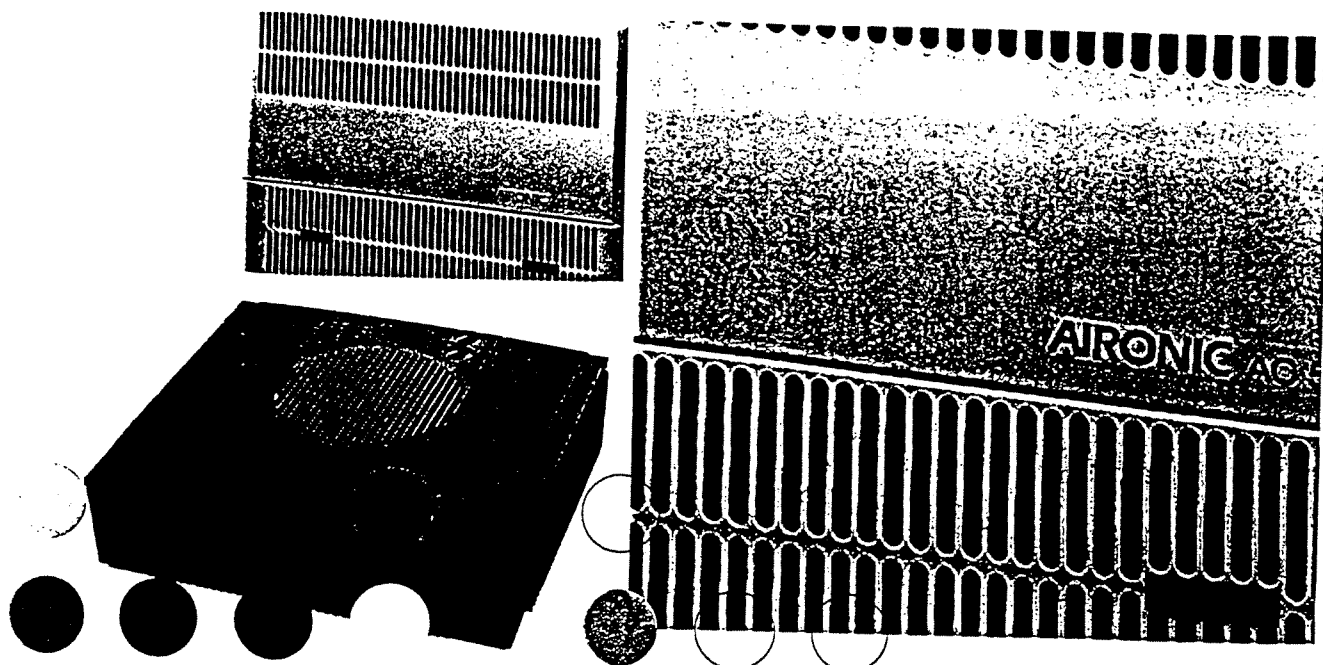
Quantum Energy Systems

Solar Sailor

Streamline Drains and Pipelines

The display also features NSW based technology

Tailor Made Fish Farms.



Aironic - Air Cleaning and Ionisation



Electrostatic fibre filters, combined with activated charcoal filters and negative ion generators, are being used by Aironic Pty Ltd to clean and refresh the air in buildings. The electrostatic filter first removes all dust, pollen and other particles, then the activated charcoal absorbs odours. Negative ions are added to the clean air path as it passes back into the room.

People affected by airborne allergens get immediate relief from their symptoms. The Aironic system treats the cause of their health problems thereby removing the trigger factors for conditions such as sore throats, headaches, nausea, eye irritation and even asthma. Around 60% of all the companies sales are exports to countries such as Thailand, Hong Kong, Malaysia, Japan, China, NZ, UAE, Middle East and to Europe.

Contact:

Aironic Pty Ltd

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(PO Box 216, Lane Cove NSW 2066)

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Fax: 02 9437 4225

E-mail: aironic@ozemail.com.au

Aironic has received the following tests, certificates, reports and sponsorship, in Australia and other countries :

- Department of Energy Authority of N.S.W. Certification of Suitability (AS 3100-1985 amndts 1-2, AS 3159-1980 amndts AS 3115-1983 amndts 1-2, refCS3316N).
- Class 11 Medical Device by the Therapeutic Goods Administration No : AUST L 54199.
- Unisearch Limited : The University of N.S.W. and Australian National University of Canberra test reports.
- NATA Contamination Control Laboratories, Performance Evaluation.
- Aironic, 1996 Corporate Sponsor of "The Asthma Foundation of Victoria".
- Hospital Contribution Fund (H.C.F.) of Australia Limited rebates up to 85% of the cost of Aironic air cleaner-ionisers.
- 3M Sponsorship for Aironic at the 1997 Gaming Expo.
- Swiss Electro-Technical Association (A.S.E.), Zurich : Certificate of Approval for the European market.
- Esco Scientific Products, Malaysian test report on Particle Count Calibration.
- Al-Salam Hospital, Kuwait, test evaluation of Aironic air cleaner-ioniser equipment's efficiency against air borne micro organisms.
- Royal Thai Consulate-General, Sydney : 1990 Certificate of Authenticity for documentation of recorded acknowledgment and awards received by Aironic.

Aironic has received acknowledgment and awards from :

- ☞ Australia's Best - A Digest of Australian Achievement, 1988 edition.
- ☞ Design Arts Board of the Australia Council in 1986.
- ☞ Design World - The International Journal of the Design Arts, NO.11 1986 edition.
- ☞ Aironic Air Cleaner-ioniser - Displayed in the Powerhouse museum in Sydney.



contamination control laboratories

Registered by the National Association of Testing Authorities

30 Auburn Rd., Regents Park. NSW P.O. Box 51, Regents Park. NSW 2143
Telephone: 644 8324 Telex: 24758

AIRONIC 2000 AIR CLEANER

PERFORMANCE EVALUATION

AIM:

To establish the ability of the AIRONIC 2000 air cleaner to remove particles of greater than or equal to 0.5um in size from a contaminated office space.

RESULTS:

As can be seen from the attached graph the AIRONIC 2000 air cleaner reduced the contamination level in the office from in excess of 1,000,000 particles per cubic foot to less than 7,500 particles per cubic foot in 30 minutes when running on speed four.

Under natural decay conditions with the AIRONIC 2000 switched off the reduction in contamination from 1,000,000 particles per cubic foot to 7,500 particles per cubic foot took around 140 minutes.

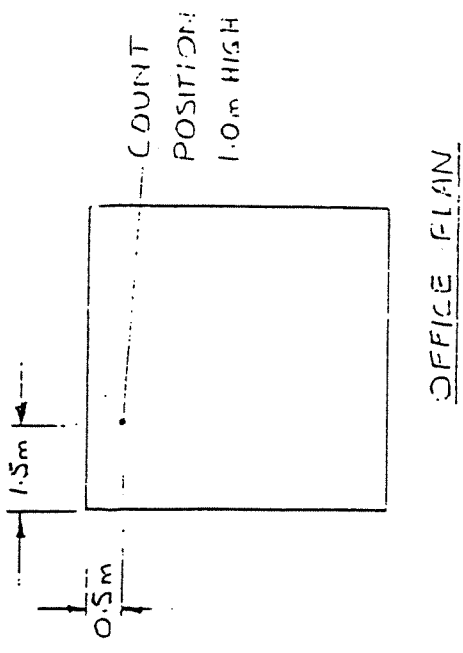
METHOD: AS.1807.8 FOR PARTICLE COUNTS

A typical office measuring 2.7m x 2.25m x 2.4m high was contaminated using cigarette smoke. The contamination level of particles greater than or equal to 0.5um was measured using a ROYCO 225 particle counter with counts being taken at 5 minute intervals.

The attached graph gives a representation of the results of the particle counts with the AIRONIC 2000 on and off.


C. CHRISTOFORIDIS

PARTICLE COUNT - AIRONIC 2000



PARTICLE COUNT
0.5 μm >

1,000,000

800,000

600,000

400,000

200,000

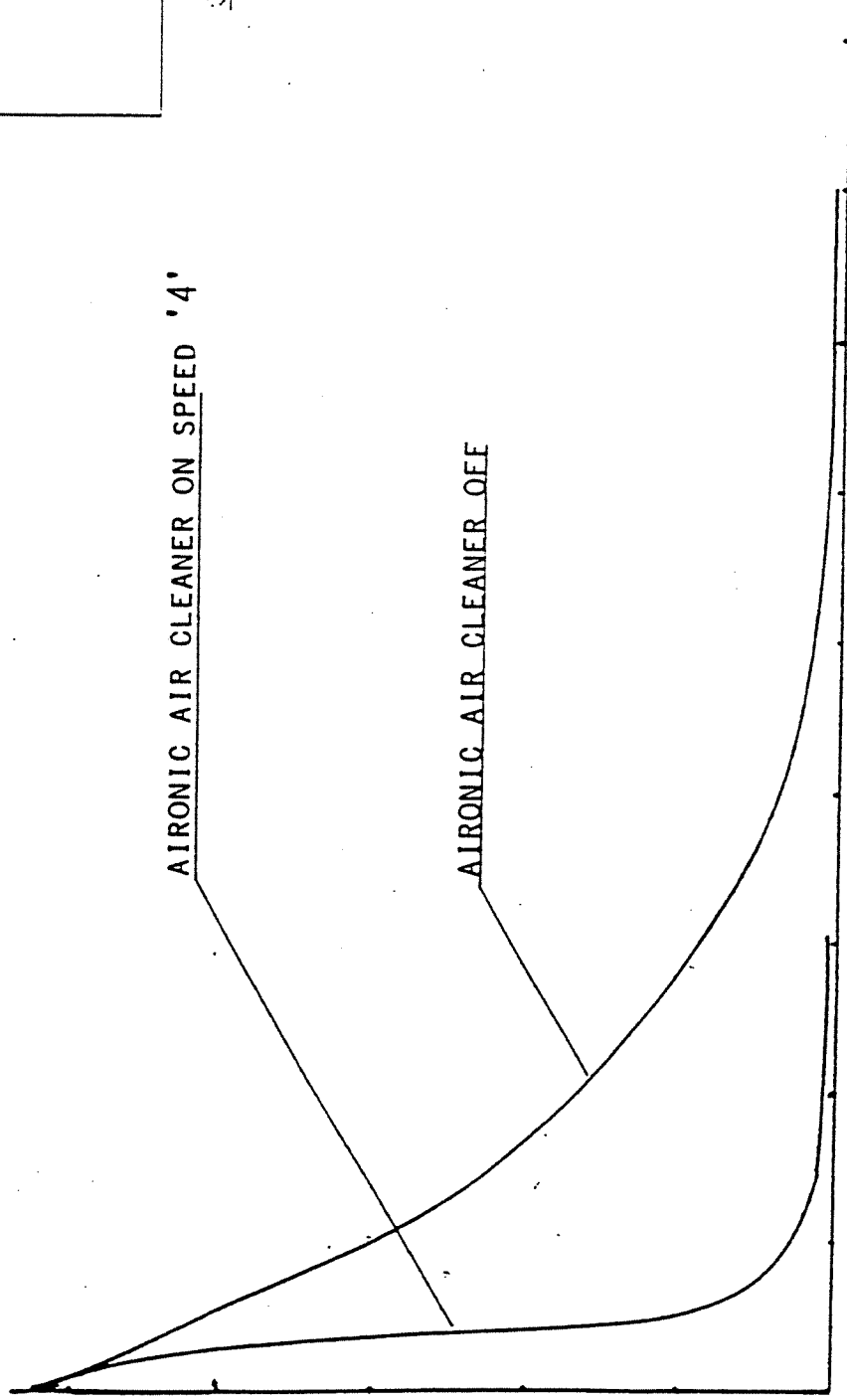
0

AIRONIC AIR CLEANER ON SPEED '4'

AIRONIC AIR CLEANER OFF

20 40 60 80 100 120 140 160 180

TIME (MINS)





HCF

A Registered Health Benefits Organisation

A Blue Cross Fund

THE HOSPITALS CONTRIBUTION FUND OF AUSTRALIA
INCORPORATED IN NEW SOUTH WALES
403 GEORGE STREET, SYDNEY, 2000. PHONE 290 0444
CORRESPONDENCE: G.P.O. BOX 4242, SYDNEY, N.S.W. 2001
TELEX: AA 71776, AUSTRALIA

26 June, 1984.

Mr. Gerald E. Marceau,
Belle Lumiere Pty. Ltd.,
P.O. Box 216,
LANE COVE. 2066.

Dear Sir,

re: AIRONIC 202 IONIZER

I refer to your letter of 14 May, 1984 and our subsequent discussions.

The HCF has now included the Aironic 202 on its list of artificial aids for which benefit reimbursement can be claimed by contributors in the HCF Multicover Table. To successfully claim for benefits, a contributor who purchases the Aironic 202 will be required to obtain a letter from his doctor suggesting that he needs the appliance.

I hope that the provision of this additional benefit in the artificial aid section of the HCF Multicover Table will assist many of our contributors who have chronic respiratory problems.

Yours faithfully,

B. W. Walker,
Actuary

BWW/pm

Does your business need a breath of fresh air?

Let's face it. The chances are you're serving pretty much the same beers and wines as your rivals down the road. Maybe your menu is a bit different. But why do your customers choose you? Most likely, it's the atmosphere you offer – friendly staff and good service in welcoming surroundings. But the very atmosphere that you and your customers value so highly faces an invisible threat – and it's in the air that you breathe.

If cigarette smoke, kitchen odours and other pollutants aren't managed properly, you'll have a problem on your hands. And the first sign of that problem might be a drop-off in business, as your customers exercise their right to choose a cleaner atmosphere.

Read on, and you'll learn about seven hospitality businesses that have recognised the problem of stale air – and solved it quickly and effectively.

They have seen real benefits – so could you.

Air Quality Booklet

Managing environmental smoke is a priority for all hospitality businesses.

With 74% of potential customers being non-smokers it is imperative to ensure

their needs are met with well-ventilated premises. We shouldn't forget those

who choose to smoke are also entitled to do so in a pleasant environment.

This booklet outlines a number of case studies, which highlight the value of

making an investment and eradicating any impact of environmental tobacco

smoke on your customers and staff.

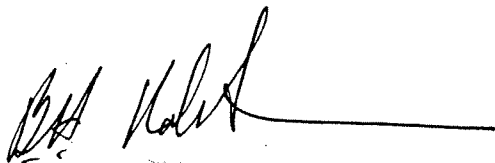
Good ventilation and air filtering is good for business and much better than

a ban on smoking in restaurants and bars, as promised by some politicians.

Unless the industry maintains an acceptable standard of air quality in licensed

premises, the element of choice will be removed.

I commend the message of this booklet to you.

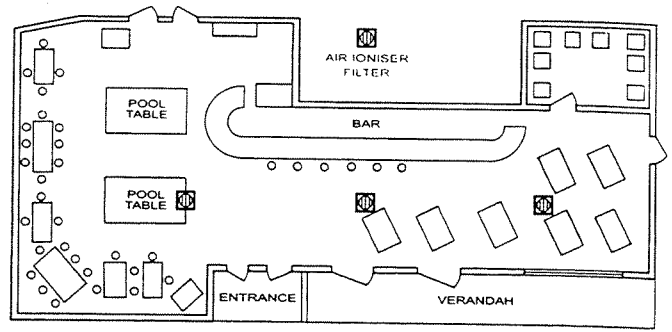


Bruce H Robertson

Chief Executive

Hospitality Association of New Zealand





BUTLERS REEF HOTEL - NEW PLYMOUTH

open plan opens up a problem

Turning a traditional pub into a more modern-style, open-plan establishment presented a challenge to the owners of Butler's Bar & Cafe at Oakura, near the beach, ten minutes from New Plymouth.

The owners realised that integrating the bar and restaurant areas meant they would have to do something about the smoke problem that had plagued the bar for years. Female customers, especially, had been complaining about the smoke in the bar. In fact, people who commented about the smoke tended to come in only early in the week, when the bar was less busy, or not at all - clear evidence that Butler's was losing business as a result of cigarette smoke problems.

To remedy the situation, three air ioniser filters were installed to clean the air, along with two extractor units that would suck out any smoke that remained trapped near the room's very high ceilings.

"Straight away, there was a 1000% improvement," says then owner Evan Mita. "We had our Pool Club night, which usually presents a real problem with cigarette smoke, and the air was as clear as a bell. And I used to find that when I got home from work, my clothes would smell of smoke - but not any more."



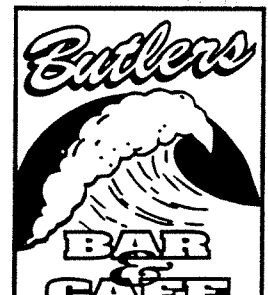
Owners Gavin and Linda Knudson



By the time new owners Gavin and Linda Knudson took over late in 1999, Butler's had no air problems at all. Gavin keeps the extractors set on low all the time, so that if the bar is suddenly inundated with smokers, staff can turn the units up and quickly clear the air.

For Butler's, improving air quality was key to attracting more patrons.

"Smoking and clean air are big issues for customers these days."





THE SWEET SMELL OF ROTORUA

Rotorua's geothermal attractions are impressive to see – but they certainly haven't given the town a reputation for fresh-smelling air! However, those looking to escape the town's famous "rotten egg" smell might find the clean air they crave inside local pub-style restaurant, the Pig & Whistle.

The Pig & Whistle aims to provide a clean, comfortable environment to all its customers, whether they are non-smoking diners or drinkers enjoying a cigarette with their beer.

The restaurant serves modern pub food, such as burgers, fish and steak sandwiches, along with a few more exotic offerings like quesadillas and spare ribs. The demand for food service is growing among its mid- to upmarket clientele, which includes local residents and tourists.

That's all good news for owner Greg Brown – with just one problem: as more people want meals, the more likely it is that they will want to enjoy those meals

unhampered by cigarette smoke. "We had a very smoky environment," says Greg. "And a table of smokers can interfere with neighbouring tables' experience and enjoyment."



OWNER GREG BROWN

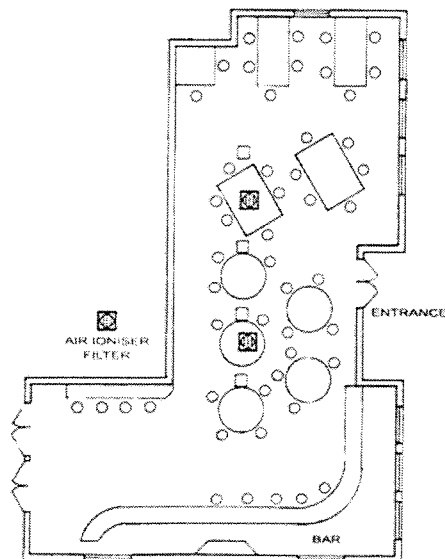
The Pig & Whistle does have a small non-smoking area, but that didn't solve the problem for diners who wanted to eat in a smoke-free environment, then have a cigarette after their meal.

To address these issues, and in response to complaints from customers, Greg installed two air ioniser filters.

"The filters have definitely improved matters," he says. "They make the environment more appealing, and the smoke less intrusive."

Greg finds that the cost of running the filters is negligible. While installing them has been a big step in the right direction, The Pig & Whistle does still have a problem with smoke drifting into the non-smoking area – that's the next problem to tackle on his list.

"We'll sort it out," Greg says. "We're using technology to provide solutions to our problems – and so far, it's proving the right approach."



PIG & WHISTLE - ROTORUA



CLEAN AIR PAYS

If you've visited Wanganui, you've probably seen the Grand Hotel. It's the biggest in town, and its central location means that its three bars and 120-seat restaurant attract a diverse clientèle.

The imposing, three-storey building, with its elaborately painted plaster ceilings, is a reminder of an era of gracious hospitality. These days, as then, says owner Peter Clareburt, hospitality means making your guests comfortable. For the Grand Hotel, that has meant working to improve the air quality.

"We've always had extractor fans to extract smoke in the past," he says. "They work reasonably efficiently, but they suck the heat out. We couldn't have them on in winter, and that meant that we had customers who wouldn't come in during those months."

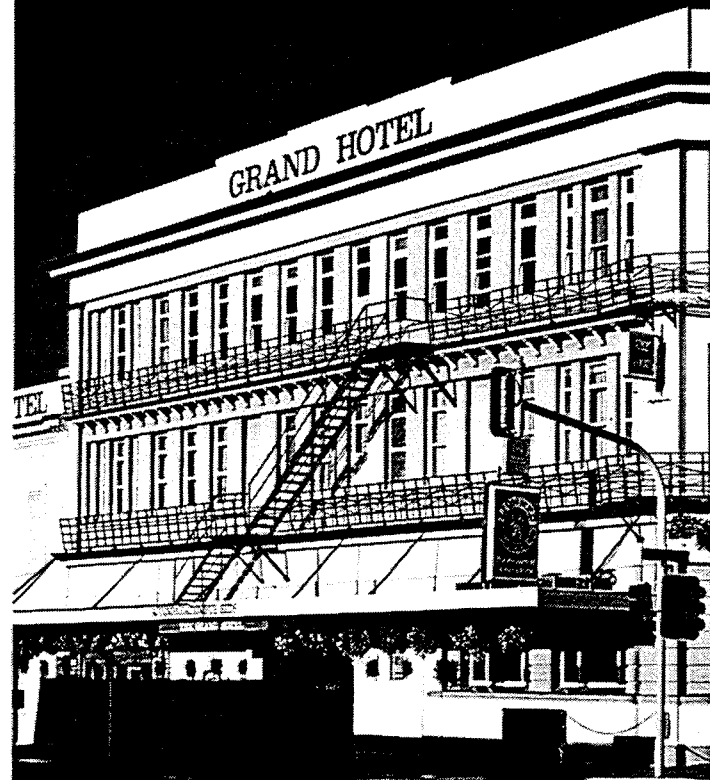
Peter installed air ioniser filters in all three bars and the restaurant, which also has a non-smoking area.

"It's made quite a bit of difference – in fact, the air's a hell of a lot cleaner," he says. Peter reports other benefits that have resulted from the filters' installation.

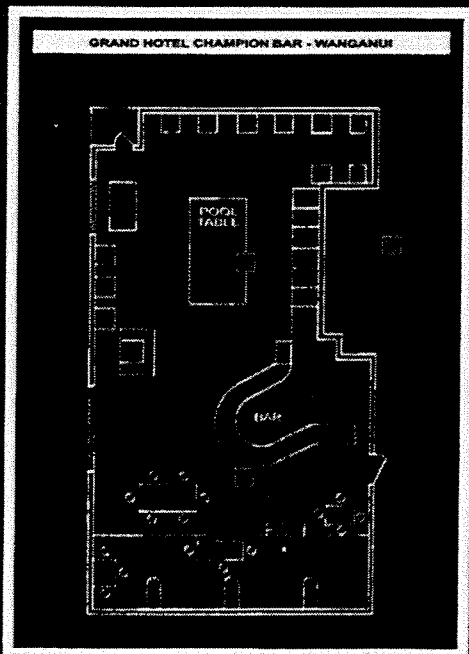
"Our heating bills are lower, because the warm air isn't being removed. The paintwork is lasting better, and the place also smells better – you just don't smell smoke any more."

Peter spent around \$8000 installing the filters, but he considers that the savings he has made in building maintenance alone justify the expense. Not to mention the fact that those customers who avoided the hotel in winter have now returned.

"If you want to be busy, you have to create an environment that people will be happy in," says Peter. "I felt that unless we did something, we'd be told to do it by the Government sooner or later – we've done it on our terms."



OFF IN WANGANUI



CHASERS

BAR & TAB

Opera s (13) fr
enchita s (14) fr
McGree
PERSON

AWAPUNI MOTOR HOTEL SETS THE PAGE

5- 8100
6- 6107 Valvoline
7- 2X01 Raleigh Road dms (7) fr
8- 323X Surfing The Net ms (8) fr

3- 1066 Brown Brocade (3) fr
4- BX14 Oroshi ds (4) fr
5- 124X Join The Flo sb (5) fr
6- 4806 Iman Imp (6) fr

10-0085 Main
11-2276 Flash
6 CABLE PR

Its location right next to the local racecourse and trainers' club makes the Awapuni Motor Hotel a popular spot with racegoers. The Palmerston North hotel also sponsors local rugby and netball, so its regular patrons include club players and supporters as well.

Kia Toa Rugby Football Club Manager Graeme King meets the needs of these different groups with three different bars. The front bar is the sports bar, where live matches are screened. The back bar is the Kia Toa Rugby Club Room with a family/whanau rugby/sports ambience. But most popular of all is the middle bar, whose racing theme attracts drinkers of all ages, and whose facilities include gaming machines, dartboards and a TAB terminal.

The bar has a heavy concentration of smokers, and its low ceiling means that smoke tends to become trapped.

"Non-smokers were complaining about the amount of smoke," says previous owner Bill McLean. "I'm a reformed smoker myself, so I didn't like it, and my wife complained that I would come home stinking of smoke."

Some patrons were sick of the odour and of the blue haze that seemed to hover permanently in the bar. To tackle the problem, five air ioniser filters were installed.

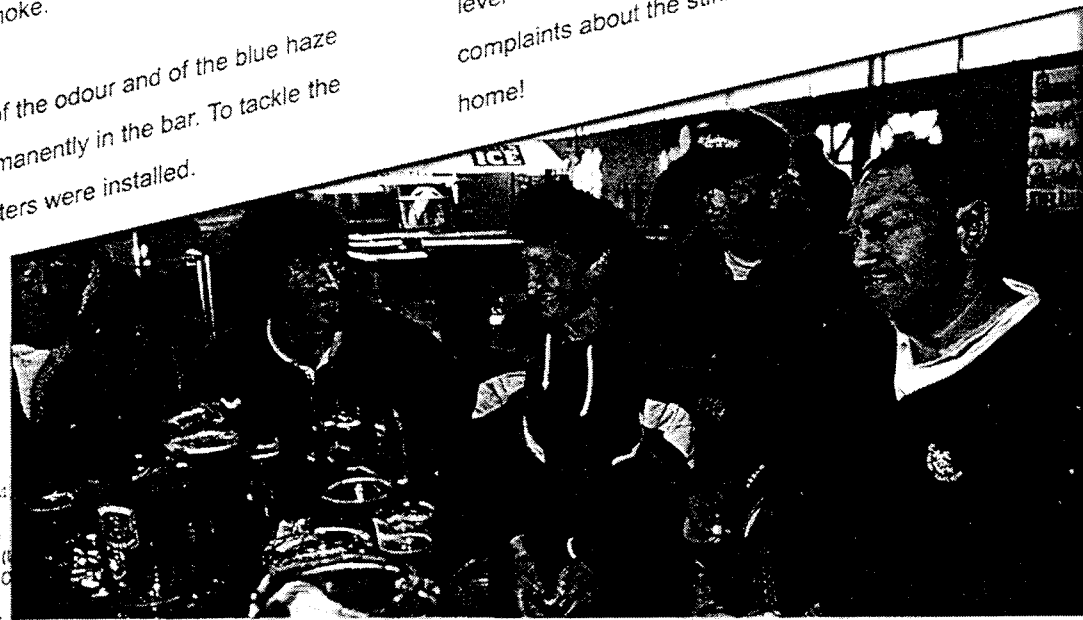
"We got very, very positive comments from our customers, but it was the biggest test. Unless our patrons were satisfied there was a significant difference, it wouldn't be good enough."

The air filters passed with flying colours. To run them most efficiently, we suggested turning the filters on low at the start of the day, then increasing the power as the number of people in the bar increases - rather than turning them on later at full power.

"I haven't noticed a significant increase in our power bill - and the fitter told me they were no more expensive than a lightbulb to run," says Graeme. "If the staff forget to turn the filters on at the start of the day, I can tell straight away. The smell hits you as soon as you walk in the door."

Installing the filters has also spared the Awapuni Motor Hotel a brush with OSH, says Bill. "One of our staff members is an asthmatic, and we had a visit from an OSH inspector to check out our residual cigarette smoke. Fortunately, he could see we were taking positive steps to reduce the problem."

But perhaps the biggest benefit of all has been at a personal level - management understands that patrons no longer get complaints about the stink of their clothes when they return home!



11 20

DAVID E
7436 The
5205 All A
52X2 Kuf
3332 J E
11 26 Kof

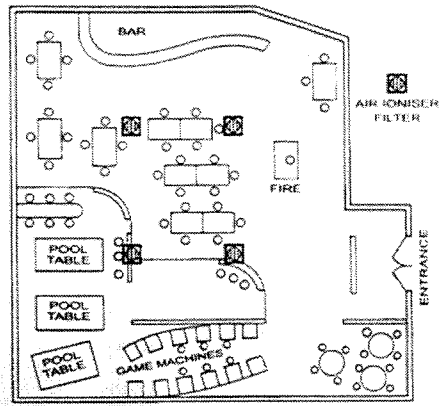
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HA TROT
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C De Filippi
8.55

7— 3000
 8— 4330 Trailing
 9— 344X Imperial Blaze



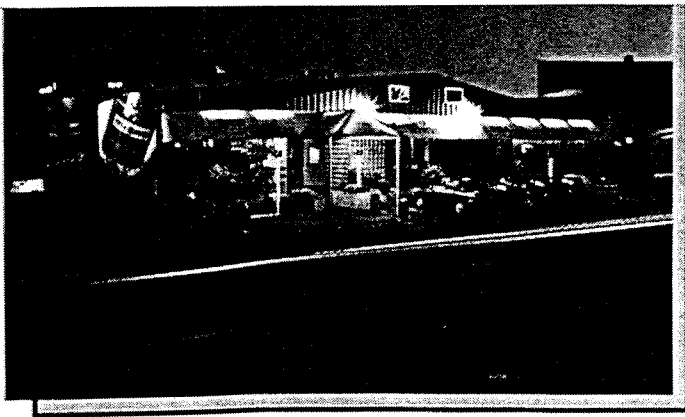
Graeme King - Manager



AWAPUNI MOTOR HOTEL - PALMERSTON NORTH



1— 1984 Armrowood dms (1) fr
 2— 897X Homebrook ds (2) fr
 3— 7140 Gypsy Del tcds (3) fr
 4— OPXO Extreme Prejudice tcds (4) fr
 5— 9544 Sun Seeker tcds (Ur) fr
 6— 1X34 Millburn Segil dsw (1) 10
 7— OOX2 Now Another Look tdrms (Ur) 10
 8— Sunny Florida tcds (1) 20
 9— 2001 Flashing Eyes tcdmw (11) fr
 10— 2276 Flashing Eyes tcdmw (11) fr
6 CABLE PRICE SCANIA TROT
 Of \$8000, c4 & faster discretionary, 2600m
 1— Armrowood dms (1) fr
 2— ds (2) fr
 3— 8763 Tom's
 4— X066 Brown
 5— 8X14 Orshi
 6— 124X Join The Flo
 7— 4806 Iman Imp (16) fr
 8— Bo Cam Lass (7) fr
 9— 79X Sunworthy (8) fr
 10— A Franco (19) fr



The Killarney Street Brasserie, on Auckland's North Shore, enjoys an enviable situation. The restaurant's open plan design flows to a wide terrace, so that diners inside and out can appreciate the spectacular views across the harbour to Auckland's volcanic icon, Rangitoto.

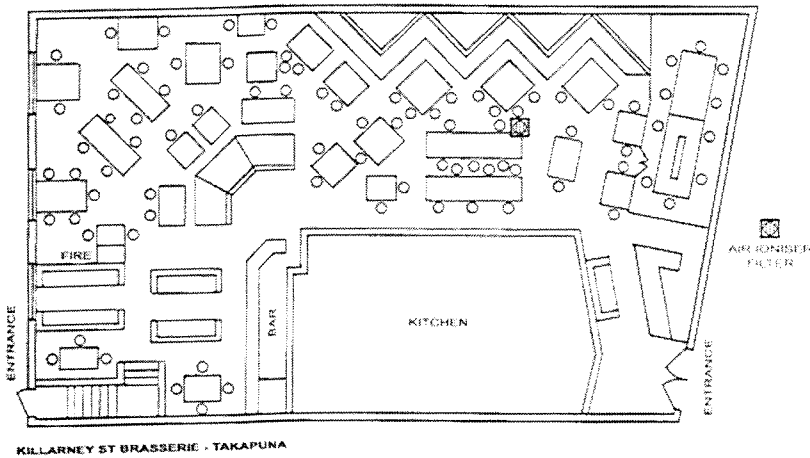
No wonder, then, that manager Tim Mercer doesn't like drifting cigarette smoke to detract from the atmosphere. But with 190 covers in the restaurant, and a busy bar area, that can present a challenge.



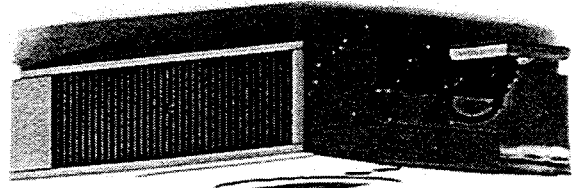
Tim Mercer - Manager

"I'd say a quarter of the people in the restaurant are smoking on any night," says Tim. "We do have a non-smoking area, but when we're very busy we have very little choice about where we seat people. Naturally, we end up with some non-smokers sitting very close to the smoking area. And I've noticed that in the last five years, people are a lot more aware of their rights with regard to sitting next to smokers."

For that reason, Killarney Street has gone to some effort to make sure that all its customers can enjoy the restaurant's atmosphere.



Killarney Street clears the air



As a first step, staff try to assess how strongly customers feel about cigarette smoke when they take a booking. For example, some customers request a table as far away from the smoking area as possible, while others may not mind if they're told they'll be sitting nearer to the smoking tables.

To help physically manage the smoke, the Brasserie has skylights in the bar area, which provide ventilation in summer and winter. Throughout the restaurant, fans are employed to circulate the air and draw smoke upwards – and as Tim says, the fans have the

added advantage of looking attractive. But the main weapon against smoke is an air ioniser filter, strategically placed at the divide between the smoking and non-smoking sections.

"With the air filter, we've been able to reduce smoke drift and keep the air in the restaurant clear," says Tim. "We'd never get rid of our smoking area, because for some people, smoking is a big part of their enjoyment of the evening. I've found that, if you've got proper ventilation, there's room for a little tolerance."



Clean air in the deep South



The Central Southland Hotel has stood in the heart of Winton, north of Invercargill, for nearly 100 years. It's the oldest of the three pubs in town, and is known to locals as "the middle pub".

Owner John McHugh had been using extraction systems to reduce the smoke in the public bar for some years. The trouble was, the systems sucked out the warm air, and even hardy Southlanders don't like to sit in a draught in winter.

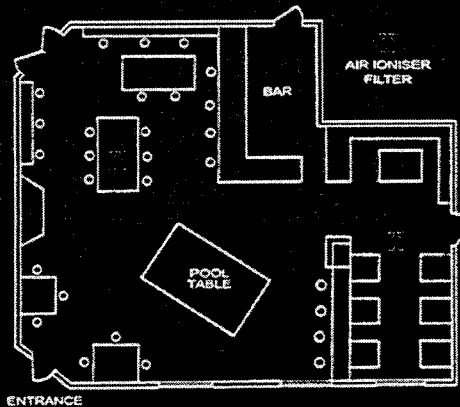
"We were getting fairly dense smoke in the public bar," says John. "I felt that we should do something for the comfort of non-smokers - something that wouldn't take the warm air out."

John installed two air ioniser filters, which he says was a very straightforward process, and found he'd solved the problem.

Although there was some expense involved, he believes the filters are cost-effective to run, and the benefits are considerable.

"A lot can be done without having to say, 'this is a non-smoking area' - and I don't know how we'd do that in a pub, anyway. A lot of people can't smoke at work, so they like to have a smoke at the pub, when they're having a drink. It's a big part of their relaxation, and that's what we're here for."

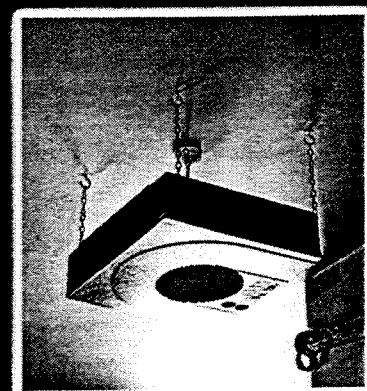
It's not just the customers who can relax. As a non-smoker, says John, "I'm very much enjoying it, too!"



CENTRAL SOUTHLAND HOTEL - WINTON



Owners John and Nancy McHugh



Air Ioniser Filter

AIR FIT FOR A KING

It's a fair bet that a sports bar will have more than its share of smokers among its patrons, but, as the King's Arms Tavern in central Auckland found, that doesn't have to mean a smoke-filled atmosphere.

With 150 people crowding the public bar on a busy night, "the smoke situation was becoming increasingly noticeable," says owner and licensee Maureen Gordon. "Our customers are in the bar for long periods of time, and some of them were starting to complain about the amount of smoke around the place."



At times, it was even becoming difficult to see the sports programmes on the bar's three TVs.

"People are more aware of their choices these days, and I wanted to give them a good reason to come here," says Maureen. "Something had to be done."

She felt that a designated non-smoking area would not have been

compatible with the sports bar concept, and would not have suited many of the mixed groups of smokers and non-smokers who frequent the King's Arms. Leaving doors and windows open was not practical in winter, and an experiment with fans found that poor air was recirculated, without solving the problem.

Maureen decided to purchase air ioniser filters for the bar, and called in the experts to advise on how many she would need and where they should be located. The four filters were installed in just a few hours, and are centrally controlled from behind the bar. Maureen was able to choose from a range of colours that meant they would be unobtrusive.

"There was a marked improvement straight away," she says. "The air looked clearer, we could see the TVs, and we had good feedback from the customers. And our staff, who were in the smoky atmosphere all day, were very pleased."

There was still, however, a smoke problem on particularly busy days, so the King's Arms installed an extractor fan to remove smoke from the room and bring in fresh air from outside.



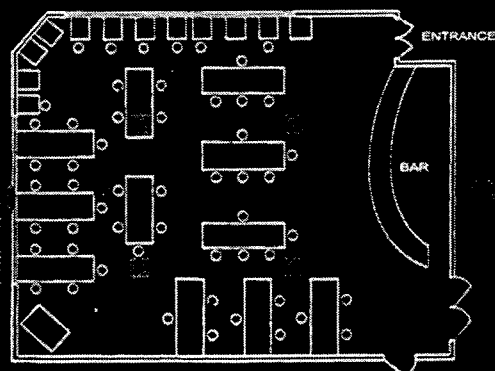


"The air was 70% better again, as soon as we put the extractor in," says Maureen.

"We now find that no matter how busy we get, we can cope with the smoke."

"Of course, it costs money to put filters in," says Maureen.

"But, just like a PC and a printer, these days it's just one of those things you've got to have."



THE KING'S ARMS - NEWTON, AUCKLAND

Conclusion

As these stories show, drinkers and diners around New Zealand are expressing a clear preference for cleaner air – whether they are smokers or not.

Yes, investing in clean air will cost you money. But, like any good investment, you can expect a return. If you want customers who spend more time and money in your premises, better staff morale, less smoke damage to paintwork and fabrics – and you don't want to go home every night smelling like your workplace – consider a clean air programme now.

It's good for you, good for your staff and good for your business.