

New Portables Program



Portables Program Details

- Portables incentive rate increase
- New TRIO Plus list price: \$1,475
- Required Deal Registration

Primary customers:

1. Education: K-12 & Higher Education
2. All others: Commercial, Healthcare, Hospitality, etc.

Deal Registration

- Instituting a deal registration process
- All portable opportunities should be submitted
- Benefits for first to submit

<https://cleanair.fieldcontrols.com/quote-request>



Deal Registration

- **Deal Contact Information**
- **Where is the opportunity?**
- **Who is the opportunity for?**
- **Deal Finances**
- **Engagement Information**

Education Opportunity

\$2.2 Trillion for schools – 90% for safety & air quality

- **\$190B:** K-12 [ESSER](#) I, II, III
- **\$75B:** Higher Education [HEERF](#)
- \$2.6k/student

Large Opportunities Still Exist

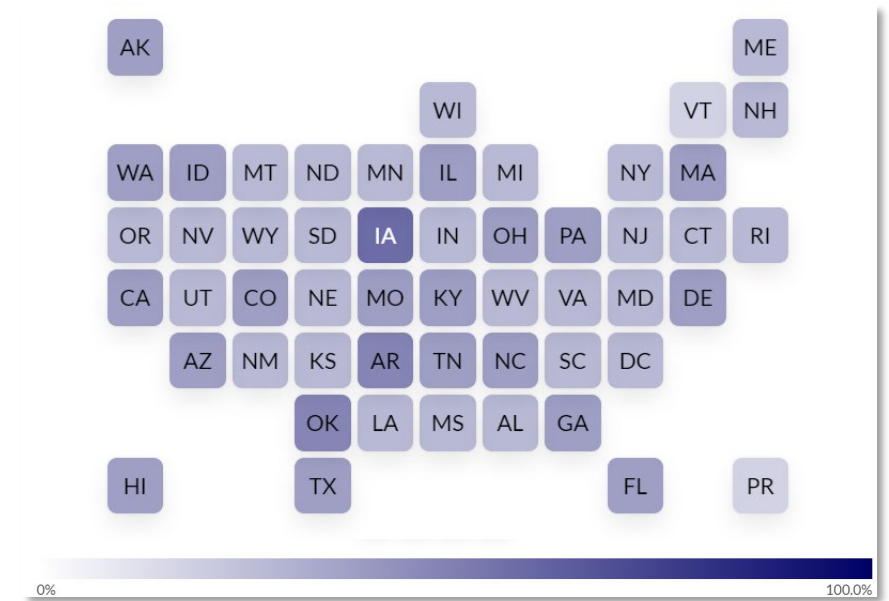
- 10k unit order in Buffalo, NY
- 10k unit order in Alabama

Majority of funds still available – into 2024

- Focus on K-12

Back to School window now

OPP: \$700 - \$2,800 / Classroom + \$150 / unit / year



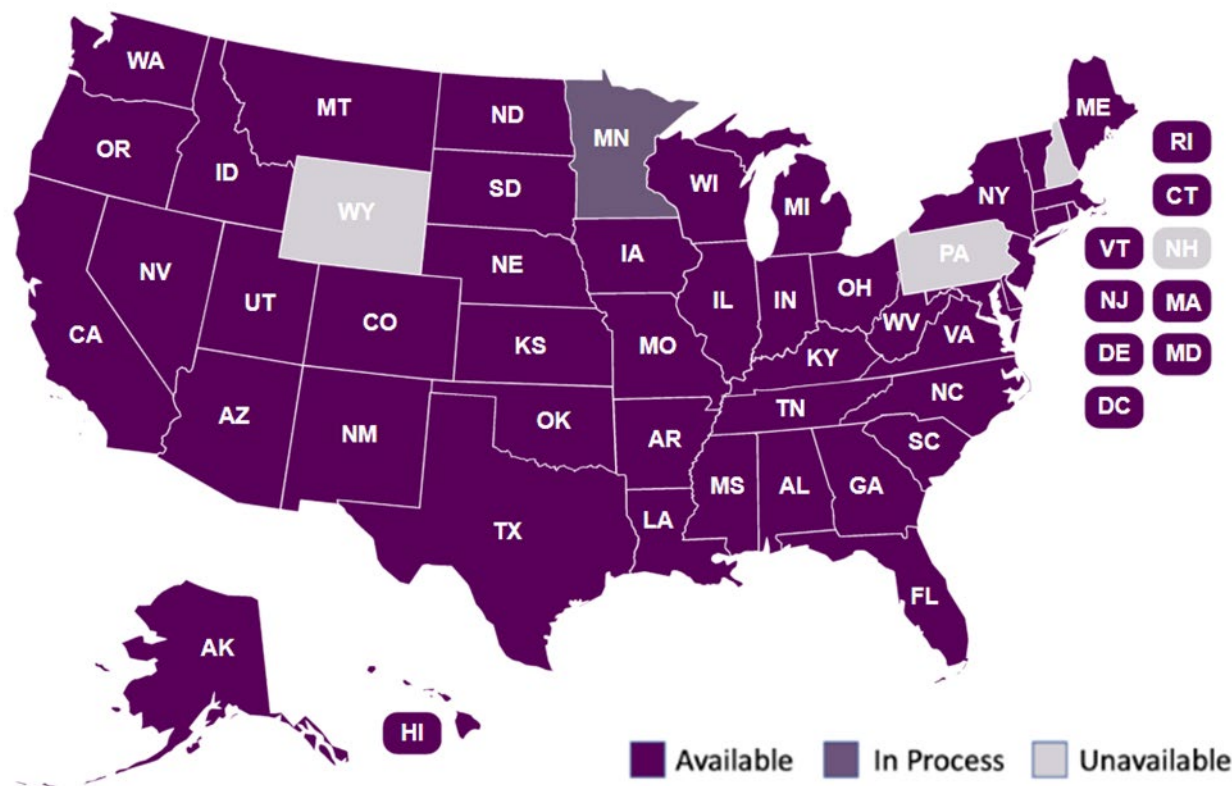
- Iowa spent most so far, 63% Total
- ONLY 45% of K-12, \$417M remaining
- 94% for Higher Ed, \$62M remaining

<https://covid-relief-data.ed.gov/>

CDC, ASHRAE, and EPA Guidelines are driving purchase of portable air purifiers in mass quantities
(>1000 units / order)

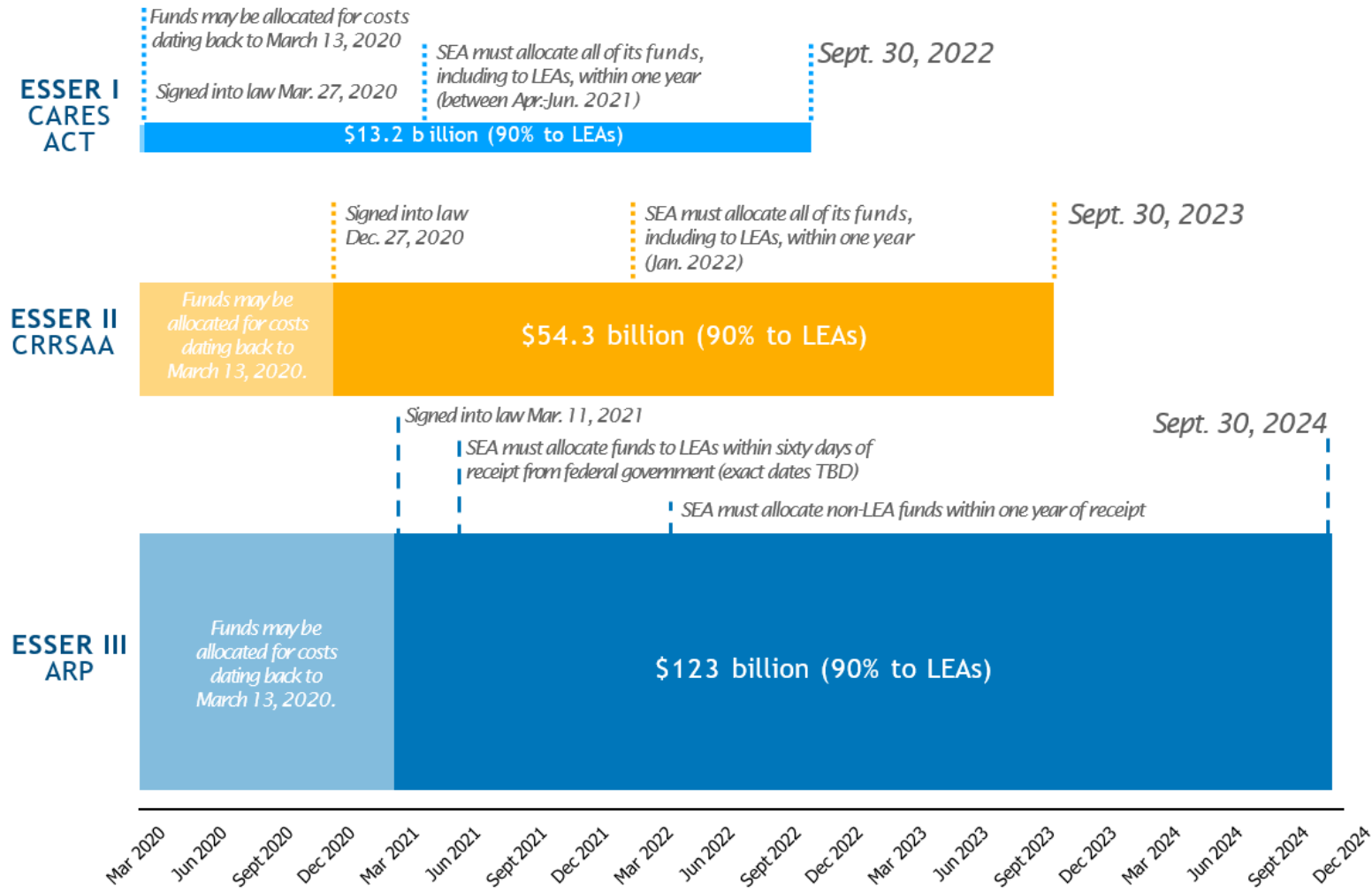
Funding Remaining by District

Actual ESSER spending data district by district



School District	Total ESSER III	Total ESSER III Spent	% ESSER III Spent	Remaining Funds
JACKSON PUBLIC SCHOOL DIST	\$108,969,693	\$10,859	0.0%	\$ 108,958,834
HARRISON CO SCHOOL DIST	\$42,097,059	\$2,596,482	6.2%	\$ 39,500,577
GREENVILLE PUBLIC SCHOOL DISTRICT	\$37,226,248	\$0	0.0%	\$ 37,226,248
DESOTO CO SCHOOL DIST	\$37,253,745	\$1,915,724	5.1%	\$ 35,338,021
GREENWOOD-LEFLORE CONSOLIDATED SCH DIST	\$36,046,052	\$1,641,000	4.6%	\$ 34,405,052
MERIDIAN PUBLIC SCHOOL DIST	\$30,664,898	\$0	0.0%	\$ 30,664,898
VICKSBURG WARREN SCHOOL DIST	\$26,260,397	\$0	0.0%	\$ 26,260,397
CLARKSDALE MUNICIPAL SCHOOL DIST	\$25,418,429	\$0	0.0%	\$ 25,418,429
GULFPORT SCHOOL DIST	\$25,548,737	\$435,462	1.7%	\$ 25,113,275
HATTIESBURG PUBLIC SCHOOL DIST	\$25,615,066	\$682,705	2.7%	\$ 24,932,361
COLUMBUS MUNICIPAL SCHOOL DISTRICT	\$23,694,583	\$0	0.0%	\$ 23,694,583
MCCOMB SCHOOL DISTRICT	\$23,192,287	\$0	0.0%	\$ 23,192,287
SUNFLOWER COUNTY CONSOLIDATED SCHOOL DISTRICT	\$22,366,760	\$0	0.0%	\$ 22,366,760
NATCHEZ-ADAMS SCHOOL DIST	\$22,348,684	\$0	0.0%	\$ 22,348,684
PASCAGOULA SCHOOL DIST	\$21,993,261	\$0	0.0%	\$ 21,993,261
JONES COUNTY SCHOOL DISTRICT	\$18,835,822	\$0	0.0%	\$ 18,835,822
RANKIN CO SCHOOL DIST	\$17,778,228	\$99,478	0.6%	\$ 17,678,750
JACKSON CO SCHOOL DIST	\$18,011,320	\$1,079,665	6.0%	\$ 16,931,655
HOLMES COUNTY CONSOLIDATED SCHOOL DISTRICT	\$19,737,942	\$4,154,057	21.0%	\$ 15,583,885
STARKVILLE-OKTIBBEHA CONSOLIDATED SCHOOL DISTRICT	\$15,340,984	\$134,277	0.9%	\$ 15,206,707
...

Federal Funding Schedule



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Importance of Indoor Air Quality

Past 2 years showed remote learning does not work & highlighted importance of indoor air quality (IAQ)

IAQ impacts schools where it counts:



Reduce Absenteeism

- Poor IAQ causes illness and increases school absenteeism [JSN](#)



Increase Test Scores

- Indoor air quality improves student's test scores [EPA](#)



Increase Teacher retention

- Most cited problem leading teachers to leave their school [NY SB](#)

They rely on you to keep them safe.

Students and teachers need to be in-person, the test scores showed that.

Indoor Air Quality (IAQ) enables safe in-person learning and directly impacts student absenteeism, test scores and teacher retention rates.

Every school benefits from improved indoor air quality and [federal funding is available](#).

REDUCE ABSENTEEISM
Poor indoor air quality is responsible for up to 22% of school absenteeism of students & teachers [10](#)

INCREASE TEST SCORES
Indoor air quality consistently improves student's standardized test scores [11](#)

IMPROVE TEACHER RETENTION
Air Quality was the most cited problem leading teachers to consider leaving their school [12,13](#)

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Every school benefits from improved indoor air quality and [federal funding is available](#)

Guidelines for Improving Air Quality



Healthy Indoor Environments

1. Eliminate the Source
2. Ventilate
3. **Add air cleaning devices**



Ventilation in Schools

1. Maximize ventilation
2. **Use HEPA**
3. **Supplement with UVGI**



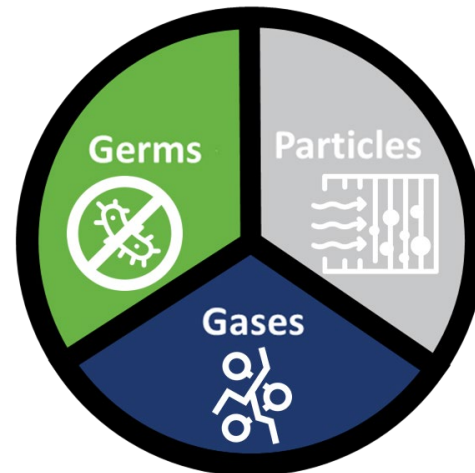
Schools & Universities

1. Maximize ventilation
2. MERV 13 in HVAC
3. **HEPA/UV Machines in each classroom**

Air Purification Requires Three Technologies

UV-C Protection

Neutralizes viruses, bacteria, fungi



HEPA Filtration

H13 HEPA traps >99% of particles like smoke, dust, and pollen

PRO-Cell Technology & Carbon Filtration

Breaks down and captures chemicals



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SKYE – Modern, Fleet Management



**INNOVATIVE
BI•ANALYSIS**
creating solutions | getting results

**99.99%
Reduction
of COVID-19 virus***

Coverage:	Up to 1,500 sq. ft
Airflow:	430 CFM (H13 HEPA)
CADR:	293 CADR (H13 HEPA)
UVC:	(1) 14W lamps
Power:	120 V, 1A, 100W
Noise:	22 dB (inaudible) 59 dB (fridge)
Speeds:	10 + Auto Mode
Sensor:	Particulate PM2.5, tVOC
Controls:	App, Timer, Child Lock
Filters:	Pre-filter H13 HEPA Filter 200 g of carbon PRO-Cell PCO
Designed for:	High-end businesses Fleet Management



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TRIO Plus – Classrooms & Offices



INNOVATIVE
BIoANALYSIS
creating solutions | getting results

99.99%
Reduction
of COVID-19 virus*

Coverage:	Up to 1,650 sq. ft.
Airflow:	450CFM (H13 HEPA)
CADR:	305 CADR (H13 HEPA)
UVC:	(2) 10W lamps, >30 $\mu\text{W}/\text{cm}^2$ @1m
Power:	120 V, 1A, 89W
Noise:	25 on low (Whisper) 54 dBA on high (light rain)
Speeds:	6 + Automatic Mode
Sensor:	Particulate PM2.5
Controls:	Timers, Child lock, Sleep Mode
Filters:	Pre-filter H13 HEPA Filter 200 g of carbon PRO-Cell PCO

Designed for: Offices



TRIO Pro – Large, High Occupancy



Airflow:	647CFM (H13 HEPA)
CADR:	518 CADR (H13 HEPA)
UVC:	(4) 8W lamps, >25μW/cm ² @1m
Power:	120 V, 1A, 123W
Noise:	20 on low (Whisper) 54 dBA on high (light rain)
Speeds:	5 + Automatic Mode
Sensor:	Particulate PM2.5, tVOC
Controls:	Timer, Child lock, Remote, Sleep
Filters:	Pre-filter H13 HEPA Filter 200 g of Carbon PRO-Cell PCO
Designed for:	Conference rooms Lobby's

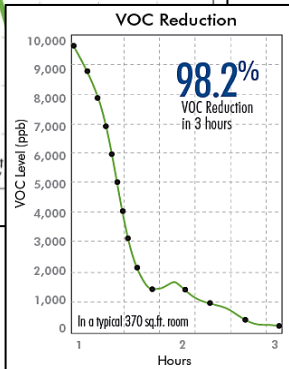
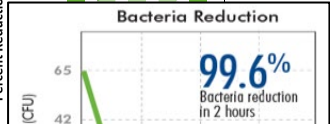
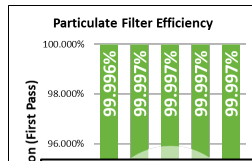


FIELDCONTROLS

Independently Tested & Certified

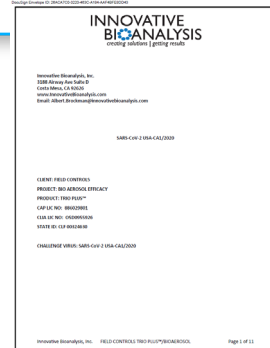
Proven Technology

HEPA Filters, PRO-Cell, and UVC
Effectiveness all Independently Tested



INNOVATIVE
BIOANALYSIS
creating solutions | getting results

**99.99%
Reduction
of COVID-19 virus***



Performance Tested & Certified

Performance verified by industry
standards and safety tested and certified



- **AHAM Verified**
Independent testing, verified for performance for Clean Air Delivery Rate (CADR)
- **Energy Star Certification**
Rated as energy-efficient air purifiers
- **CARB / Ozone Certification**
Certified to meet ozone safety standards
Ozone Verified (<5 ppb) by UL 867
- **Safety – US & Canada Certified**
Confirms to UL STD.507 and certified to CSA STD.C22.2 No. 187 2020 Ed.5

Virus: 99.99% reduction of the active COVID-19 virus, SARS-CoV-2, in 30 minutes.

Bacteria: 99.63% reduction of Bacillus Subtilis spores in 120 minutes.

Fungi: >99.99% reduction of Staphylococcus aureus ATCC 6538.



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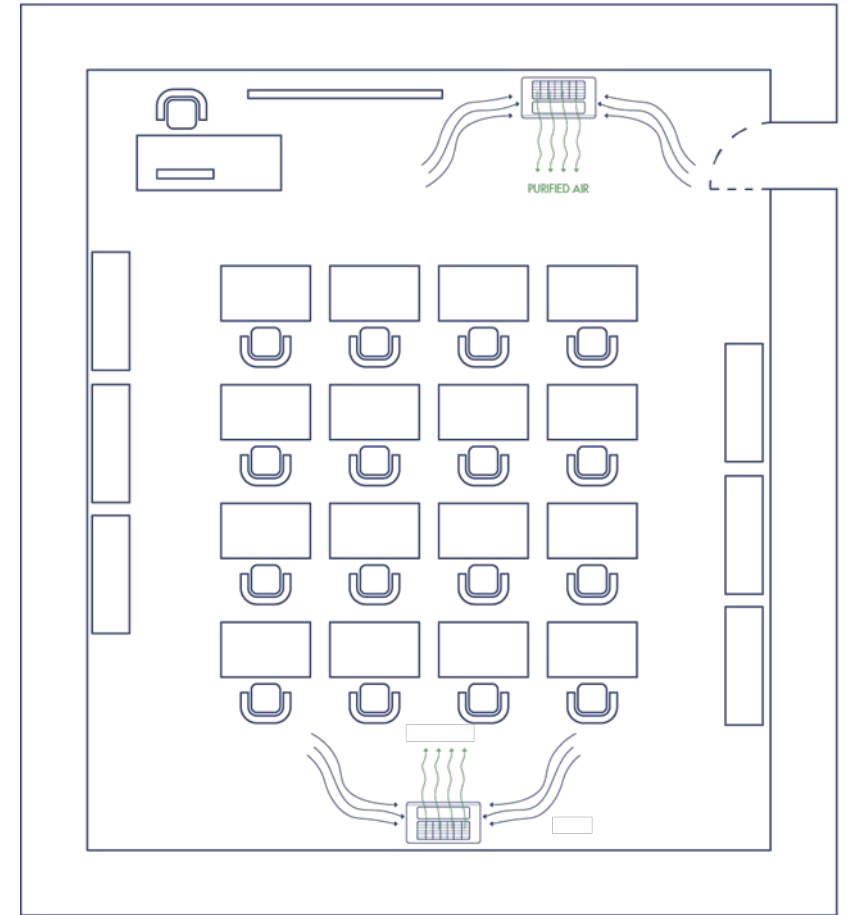
Exceeding Typical Ed. Requirements

	Meets & Exceeds	Importance
Air Purifier	HEPA >99.97 at 0.3µm	Everyone can claim “HEPA” Independent Lab report showing 99.99% at 0.1 to 0.3µm
Electrical	120V, 60Hz, >2A	Adding 100s to 1000s to each School – School must be able to handle power demand Energy Star Certified Draws 1A, 25 - 86W (Speed 1 -Turbo)
Airflow >225 CFM	440 CFM, 305 CADR CFM - Cubic Feet/Min CADR - Clean Air Delivery Rate (cfm)	Airflow can be measured in different methods and unverified TRIO Plus: 440+ CFM, lab tested Independently tested 305 CADR – AHAM Verified
Standards	AHAM Verified CARB Energy Star	AHAM Verified - Independent Industry Standard Testing and review for performance CARB – California Air Resource Board Ozone certification for Non-Ozone producing EPA Energy Star certified
Sound Level < 70 dB(A)	52 dB(A)	Not just sound – pitch/tone Higher pitch – annoying, picked up on speakers, etc.
Filters	HEPA & Carbon	H13 HEPA, Activated Carbon filter
UVC	2 x 10W UVC lamps	2 – 4 High Output UVC lamps, not just LEDs
Features	Safety Timer	Multi Fan Speed & Turbo Child Lock Timer Wheels Wall Mount

Example Solution

School District

- Every classroom (1-4 TRIO Plus / classroom)
- Nurses' rooms (TRIO Plus)
- Office spaces (TRIO Plus)
- Cafeterias (1-2 TRIO Pros)
- Gyms (1-2 TRIO Pros)



2 units / classroom is best practice for circulation

Whole Building Purification

In-Duct Purification

- Coil irradiation and air disinfection

Reliable Air Treatment

- High output and zero ozone

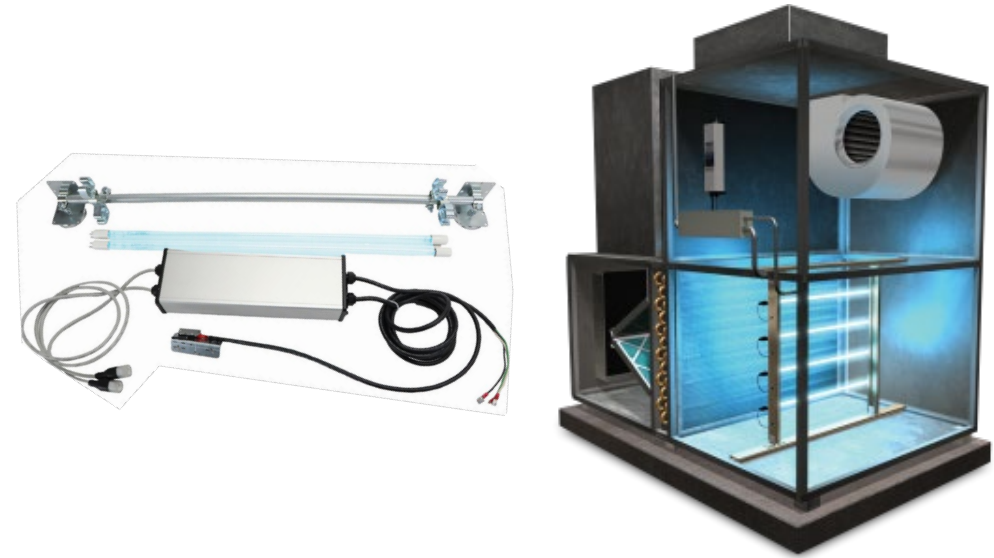
Installer Friendly

- Magnetic mount for ease of installation

Easy Maintenance

- UV-C shut-off for service and maintenance

Commercial *UV*™



Opportunity Highlights

- Indoor Air Quality impacts:
 1. Student Attendance
 2. Student Performance
 3. Teacher Retention
- Easy Win – Upfront sale, short runway, ongoing consumable sales
- Why You
 - Customers relying on trusted source
 - Utilize contracts, avoid public bid
- Why Field Controls
 - Huge wins in 2021, Inventory for better 2022
 - Unique - purify all 3 aspects, exceed Ed. Requirements, Woman-owned
 - Closing deals on avg. in 18 days



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Cheat Sheet

\$ Per Classroom Opportunity:

\$700 - \$2,800 (1-4 units) + \$150/unit/year

[Funding Transparency Portal](#)

Keys to Success

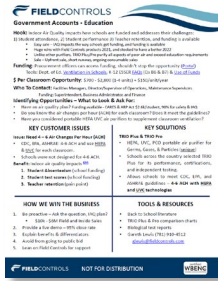
1. Be proactive – Ask the question
2. Provide a live demo – 95% close rate
3. Explain benefits & differentiators
4. Leverage contract, avoid public bid
5. Lean on Field Controls

Who to Contact

Facilities Managers, Director of Operations,
Maintenance Supervisors, Superintendent
Funding: Finance and Procurement

What to Ask

1. What is your air quality plan?
2. Do you know the air changes per hour (ACH) for each classroom? Does it meet the guidelines?
3. Have you considered portable HEPA UVC air purifiers and HVAC UVC to supplement classroom ventilation?



Tech. Specs.

Helping you keep them healthy.

FEDERAL FUNDING IS AVAILABLE

FIELD CONTROLS
PORTABLES

Program	Funding Amount & Details	Start Date
ESSER II CRRSA	\$34.3 billion (90% to LEAs) Spent over time till 11/2023 \$2.4 million allocated based on LEA number only start of receipt from federal government start daily FY23 \$2.4 million allocated over LEAs spend within one year of receipt	Sept. 30, 2024
ESSER III ARP	\$123 billion (90% to LEAs) Funds over time until 9/30/25 Allocated by March 1, 2021	

Timeline labels: Nov-20, Jan-20, Mar-20, May-20, Jul-20, Sep-20, Nov-20, Jan-21, Mar-21, May-21, Jul-21, Sep-21, Nov-21, Jan-22, Mar-22, May-22, Jul-22, Sep-22, Nov-22, Jan-23, Mar-23, May-23, Jul-23, Sep-23, Nov-23, Jan-24, Mar-24, May-24, Jul-24, Sep-24, Nov-24, Jan-25, Mar-25, May-25, Jul-25, Sep-25, Nov-25, Jan-26, Mar-26, May-26, Jul-26, Sep-26, Nov-26, Jan-27, Mar-27, May-27, Jul-27, Sep-27, Nov-27, Jan-28, Mar-28, May-28, Jul-28, Sep-28, Nov-28, Jan-29, Mar-29, May-29, Jul-29, Sep-29, Nov-29, Jan-30, Mar-30, May-30, Jul-30, Sep-30, Nov-30, Jan-31, Mar-31, May-31, Jul-31, Sep-31, Nov-31, Jan-32, Mar-32, May-32, Jul-32, Sep-32, Nov-32, Jan-33, Mar-33, May-33, Jul-33, Sep-33, Nov-33, Jan-34, Mar-34, May-34, Jul-34, Sep-34, Nov-34, Jan-35, Mar-35, May-35, Jul-35, Sep-35, Nov-35, Jan-36, Mar-36, May-36, Jul-36, Sep-36, Nov-36, Jan-37, Mar-37, May-37, Jul-37, Sep-37, Nov-37, Jan-38, Mar-38, May-38, Jul-38, Sep-38, Nov-38, Jan-39, Mar-39, May-39, Jul-39, Sep-39, Nov-39, Jan-40, Mar-40, 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MAXIMUM AIRFLOW FOR ADDED PROTECTION IN ANY SPACE

The TRIO Plus air purifier is a powerful portable air purification and filtration system. Quiet and efficient, the TRIO Plus, boasts a remarkable Clean Air Delivery Rate (CADR) of 305 and an airflow of 440 CFM. True HEPA filtration capturing >99.97% of 0.3 µm particles, down to 0.1 µm, high-intensity UVC germicidal lamps, and PRO-Cell™ toxic gas reduction technologies combine to make the TRIO Plus a complete purification system designed for classrooms, businesses, homes, and any space that requires added protection.

INNOVATIVE BIOANALYSIS using carbon biosensors

Innovative Biosensors confirmed for TRIO Plus achieved a 99.99% efficiency against coronavirus, specifically SARS-CoV-2, the virus that causes COVID-19 within 30 minutes.

- 1 True HEPA and Carbon Filtration**
 - Pre-Filer captures hair and dander
 - True HEPA traps 99.97% of 0.3 µm particles, down to 0.1 µm such as mold, bacteria, dust, dander, pollen, and viruses
 - Activated carbon absorbs toxic gases from smoke, household products, and cleaners
- 2 PRO-Cell VOC Reduction Technology**
 - Photo-Reactive Oxidation process breaks down toxic VOCs (Notable Organic Compounds) into safe CO₂ and H₂O vapors
- 3 UVC Germicidal Protection**
 - Reduces bacterias, viruses, mold, and fungi

GERMES: Bacteria, Viruses, Mold, Fungus, Pollen, Dust, Dander

PARTICULATES: Dust, Smoke, Ashes, Pet Dander, Hair, Pollen, Dust, Dander

GASES: Volatile Organic Compounds (VOC), Benzene, Formaldehyde, Ammonia, Nitrogen Dioxide

ASHRAE

CENTERS FOR DISEASE CONTROL AND PREVENTION

Consistent with WHO, ASHRAE and CDC guidance for addressing Airborne Virus - High Efficiency Filtration and UVC Air Treatment

Meets California ozone emissions limit: CARB certified

Does Not Produce Ozone

The TRIO Plus is ozone free meeting CA and NY state restrictions requirements for indoor spaces of medical.

Technology Counts, Count on TRIO Plus

The technology in Field Controls air treatment products are backed by science. The CDC, WHO, and ASHRAE all recommend UVC and HEPA filtration for air disinfection. Count on Field Controls for indoor air quality solutions

TRIO Plus can clean the air in a room up to 3,300 square feet in one hour and 1,650 square feet in 30 minutes.

Model	Dimensions W x H x D	Weight (lbs)	Noise (dB)	SPECIFICATIONS			Clean Room Temp (sq/ct)	
				A/C Watt (175W)	Coverage Area (Charger per Hour 24/7) Sq/Ft	Coverage Rooms Size (3'x5'x7')		
TRIO Plus	17.2"x17"x19"	26.2	55	440	305	1100	32 x 33	10,000

F000001



Corporate Office
Field Controls Inc.
P.O. Box 1000
St. Louis, MO 63101













www.FIELDCONTROLS.COM
252.222.3033 info@fieldcontrols.com

West Coast Office
Distributed Warehouse
Los Angeles, CA
Phoenix, AZ

[illegible]

Head-to-Head Comparisons

												
Manufacturer	Field Controls	Field Controls	Austin Air System	Surgically Clean Air	Healair	Blade Air	Titus	Titus	Hart and Cooley	Koch	Price Industries	Germaway
Model	TRIO Plus	TRIO Pro	HM400	SCA-JADE	HA0460F1206PG	HC FM-I	THRC LF	THRC HF	Isoclean 400	Isoclean 400	RAP	Centurion
Retail Price	\$1,100	\$1,415	\$849			\$2,000						\$2,199
Performance												
AHAM CADR	305	518	Not Tested	Not Tested	Not Tested	Not Tested	Not Tested	Not Tested	Not Tested	Not Tested	Not Tested	Not Tested
CFM	440	659	448	448	400	460	400	800	400	400	600	694
Noise (dba)	24 - 52	21 - 54	40-62	37-58	54-56	40-55	45-59	45-59	52-60	52-60	46-59	Not Reported
HEPA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗
Carbon	✓	✓	✓	✓	✗	✓	✗	✗	Sold Separately	Sold Separately	✗	✓
UVC	✓	✓	✗	✓	✓	✗	Sold Separately	Sold Separately	Sold Separately	Sold Separately	Sold Separately	✓
PCO	✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗
Ionization	✗	✗	✗	✓	✓	✗	✗	✗	✓	✗	✓	✗

												
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CFM	440	659	448	448	400	460	400	800	400	400	600	694
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HEPA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗
Carbon	✓	✓	✓	✓	✗	✓	✗	✗	Sold Separately	Sold Separately	✗	✓
UVC	✓	✓	✗	✓	✓	✗	Sold Separately	Sold Separately	Sold Separately	Sold Separately	Sold Separately	✓
PCO	✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗
Ionization	✗	✗	✗	✓	✓	✗	✗	✗	✓	✗	✓	✗
Features												
Air Quality Sensor	✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗
Auto Mode	✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✓
Sleep mode	✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✓
Timer	✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✓
Filter Indicator	✓	✓	✗	✓	✗	✗	✓	✓	✗	✗	✗	✗
Child Lock	✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗
Speeds	6	5	3	5	Var.	Var.	3	3	Var.	Var.	Var.	1
Power (W)	88W, 0.89A	123W, 1A	132W, 1.3A	78W, 1.1A	180W, 10A	Not Reported	500W, 4.5A	920W, 8A	517W, 4.5A	517W, 4.5A	529W	240
Maintenance	6mon/2000hrs 1 yr/7800hrs	6mon/2000hrs 1 yr/7800hrs	Not Reported	Not Reported	Not Reported	4380 hrs	18-24 mon. 1500hrs	18-24 mon. 1500hrs	1 yr/1000hrs	Not Reported	Not Reported	Not Reported
Warranty	1yr	1yr	5yr	1yr	1yr	Not Reported	Not Reported	Not Reported	1yr	1yr	Not Reported	1yr
Lab Testing												
Biological Testing	✓	✓	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗
Filter Efficacy	99.99% (0.3) 99.99% (0.1)	✓	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗
Certifications												
E-Star	✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗
CARB (Mini-Ozone)	✓	✓	✓	✓	✗	✗	✗	✗	✗	✗	✗	✗

*Virus: 99.99% reduction of the avian COVID-19 virus SARS-CoV-2, in 30 minutes. BSL-1 lab. Inactivation Assay.
 Bacteria: 99.63% reduction of Bacillus subtilis spore in 120 minutes following GB 21551.3-2010 Testing Methods.
 Fungus: ~99.99% reduction of Aspergillus niger spore within 1hr, following GB 21551.3-2010 Testing Method.

Support Media

Product Demo Videos



Set-up Videos



Maintenance Videos



Sizzle Video



[Youtube.com/user/fieldcontrols/videos](https://www.youtube.com/user/fieldcontrols/videos)

[Youtube.com/channel/UCeQ80dR4Kj-StmuXVAEF2Zw](https://www.youtube.com/channel/UCeQ80dR4Kj-StmuXVAEF2Zw)

Branded Solutions Available

Leadtime: 3-4 wks.

Min order: 100 units



FIELDCONTROLS



		TRIO Plus	SKYE	TRIO Pro	Commercial UV
Applications		Classrooms, Offices	Classrooms, Business, Fleet Management	Cafeteria, Auditoriums, Gyms, Conference Rooms, Lobbies	Whole Building HVAC Purification
Coverage (ft²)	1 ACH	3300 (57 x 57)	3250 (57 x 57)	4943 (70 x70)	HVAC Coil irradiation Air Disinfection
	3 ACH	1100 (33 x 33)	1080 (33 x 33)	1648 (40 x 41)	
	5 ACH	660 (26 x 26)	645 (25 x 25)	989 (32 x 31)	
Noise (dba)		24 - 52	21 - 60	20 - 58	-
CFM CADR		440 305	431 293	659 518	-
Filter		H13 HEPA	H13 HEPA	H13 HEPA	-
UVC + PCO		Yes	Yes	Yes	YES
Air Sensor		Yes	Yes	Yes	-
Wi-Fi & App		No	Yes	No	-
Certifications: Safety Performance Energy Biological		ETL Certified Prop. 65 Compliant AHAM Verified Energy Star Certified 99.99% virus, bacteria	UL Certified Prop. 65 Compliant AHAM Verified Energy Star Certified 99.99% virus, bacteria	ETL Certified Prop. 65 Compliant AHAM Verified Energy Star Certified 99% fungi	ETL & CARB Certified Prop. 65 Compliant
Weight		26.2 lbs. Wheels & Wall Mount Optional	20 lbs.	44.51 lbs. Wheels standard	N/A
Filter Lamp Life					
	24/7:	6 Mon. 1 Yr.	6 Mon. 1 Yr.	6 Mon. 1 Yr.	2 Years
	Office/School Hours:	1 Yr. 1 Yr.	1 Yr. 1 Yr.	1 Yr. 1 Yr.	



FIELDCONTROLS



FIELD CONTROLS



INNOVATIVE
BI·ANALYSIS
creating solutions | getting results

**99.99%
Reduction
of COVID-19 virus***



Meets California ozone emissions
limit: CARB certified

Established in 1927, Part of Heico Corporation, Multinational
Focused on products that control, move, or improve the quality of air
Manufacturing HQ: Eastern North Carolina and Southern California

WOMEN
OWNED™



FIELD CONTROLS

Objection Questions

1. High price point
 - The <\$400/unit price range is crowded, HEPA only, Lower CADR
 - Majority are unproven, not independently tested, not validated
 - TRIO addresses all 3 aspects of poor air – Particles (HEPA), Germs (UVC), Gases (PCO)
2. Only need HEPA
 - HEPA filters are tested to 0.3µm, viruses/COVID are 0.012µm
 - Are the filters independently tested for efficacy? FC's are
 - TRIO will eliminate germs even without filters – UVC and PCO alone
3. Does not want UVC & PCO, believes it is unproven
 - UVC/UVGI recommended by [ASHRAE](#) & [CDC](#), widely used in healthcare for decades
 - PCO technology has been demonstrated in multiple independent studies ([PubMed](#))
 - FC products tested and proven to be Non-Ozone producing following UL 867, and are CARB Certified
 - Products independently lab tested, demonstrated performance against virus, bacteria, fungi and VOC removal
4. Already Purchased Ionization Solutions
 - Ionization is unproven, and in several class-action lawsuits demonstrating it actually "made the air worse" with harmful byproducts. ([Reich & Binstock](#), [NBC News](#))
 - Ionization generates ozone, a known lung irritant, and harmful to human health ([EPA](#))
 - [Boeing](#)'s tested "air ionization has not shown significant disinfection effectiveness."

Room Coverage

Based on independent testing, modeling, and calculations; Field Controls expects the TRIO Plus and TRIO Pro products to meet the following air cycles per hour:

8' Ceilings

Air Changes /Hr.	Room Size (sq. ft.)	
	TRIO Plus	TRIO Pro
10	330 (18x18)	485 (22x22)
6	550 (23x23)	810 (28x28)
5	660 (26x26)	970 (31x31)
4	825 (29x29)	1210 (35x35)
2	1650 (41x41)	2425 (49x49)

10' Ceilings

Room Size (sq. ft.)	
TRIO Plus	TRIO Pro
264 (16x16)	385 (20x20)
440 (21x21)	645 (25x25)
528 (23x23)	775 (28x28)
660 (26x26)	970 (31x31)
1320 (36x36)	1940 (44x44)