

Product Specifications

Active Ingredients

Products use a quaternary ammonium compound chemical base.

Packaging and Appearance

Active ingredients are contained within a polymer strip sealed inside a non-skid woven fabric casing that allows migration of the ingredients from the polymer strip to the drain pan.

EPA Registration

Products are registered with the United States Environmental Protection Agency to kill odor-causing bacteria.

Non-Corrosive

Products contain a corrosion inhibitor.



Competitive Comparison

Tablets

The market has been dominated for years by “tablets” of varying chemical composition. Most are primarily made from bromines and chlorines. All are corrosive and all melt/dissolve within 72 hours and run down the drain. This serves to clean and sanitize the drain pan and condensate lines for only a short time, after which biological growths are free to proliferate. Most of these products in the past have not been EPA registered.

Liquids

There are a few liquids in the market. Of those, mechanical feeders are predominant. However they are messy and each size unit requires varying feed amounts requiring calibration by the service technician.

Dissolving tubs/cubes

These only contain the active biocide with no corrosion inhibitor, which results in premature rusting of drain pan. Most are not EPA registered or approved to be used in air conditioning systems where condensate flow is unregulated.

Wax based strips

Like the dissolving tubs/cubes, they contain only the active biocide. During heat cycles, the product often melts into a clump of wax that is difficult to remove from the system.

Typical Applications

Key Markets

Knowing where to sell the product is as important as knowing how to sell the product. The Pan Treatment market is driven by preventative maintenance (60%) and IAQ issues/concerns (40%).

You will have the greatest success by focusing on the following channels in the commercial and residential segments.

Commercial (70%)

- School Boards/Universities
- Lodging Industry
- Owned & Managed Properties
- Small, Medium Size Properties
- Health Care Facilities
- Hospital/Hospice
- Nursing Homes
- Retirement Centers
- Government
- Military Bases
- Sports Facilities/Gyms
- Casinos
- Airports
- Green Buildings

Residential (30%)

- Condo Associations
- Maintenance Facilities
- Maintenance Contractors
- Residential Service
- General

