



COMPANY PROFILE

Introduction

Vision

Australia's leading commercial kitchen exhaust cleaning company

Value proposition

By partnering with Lotus Filters you will be able to:

- make informed decisions about your risk management and compliance obligations;
- access evidence to demonstrate that you are fully compliant to all relevant stakeholders;
- focus on your business knowing that you have a reliable cleaning service program in place; and
- continue to protect and enhance your brand and reputation

Services

Over 5,000 customers & 80,000 services per annum

- **Kitchen – scheduled filter exchange, exhaust & canopy cleaning, hood wipe**
- Air Conditioning - filter exchange, cleaning & maintenance
- Plus other – high clean, cool room clean, laundry & car park ducting



Services provided

Kitchen Exhaust

- Filter Exchange
- Canopy Cleaning
- Exhaust Cleaning
- Filter Sales

Other

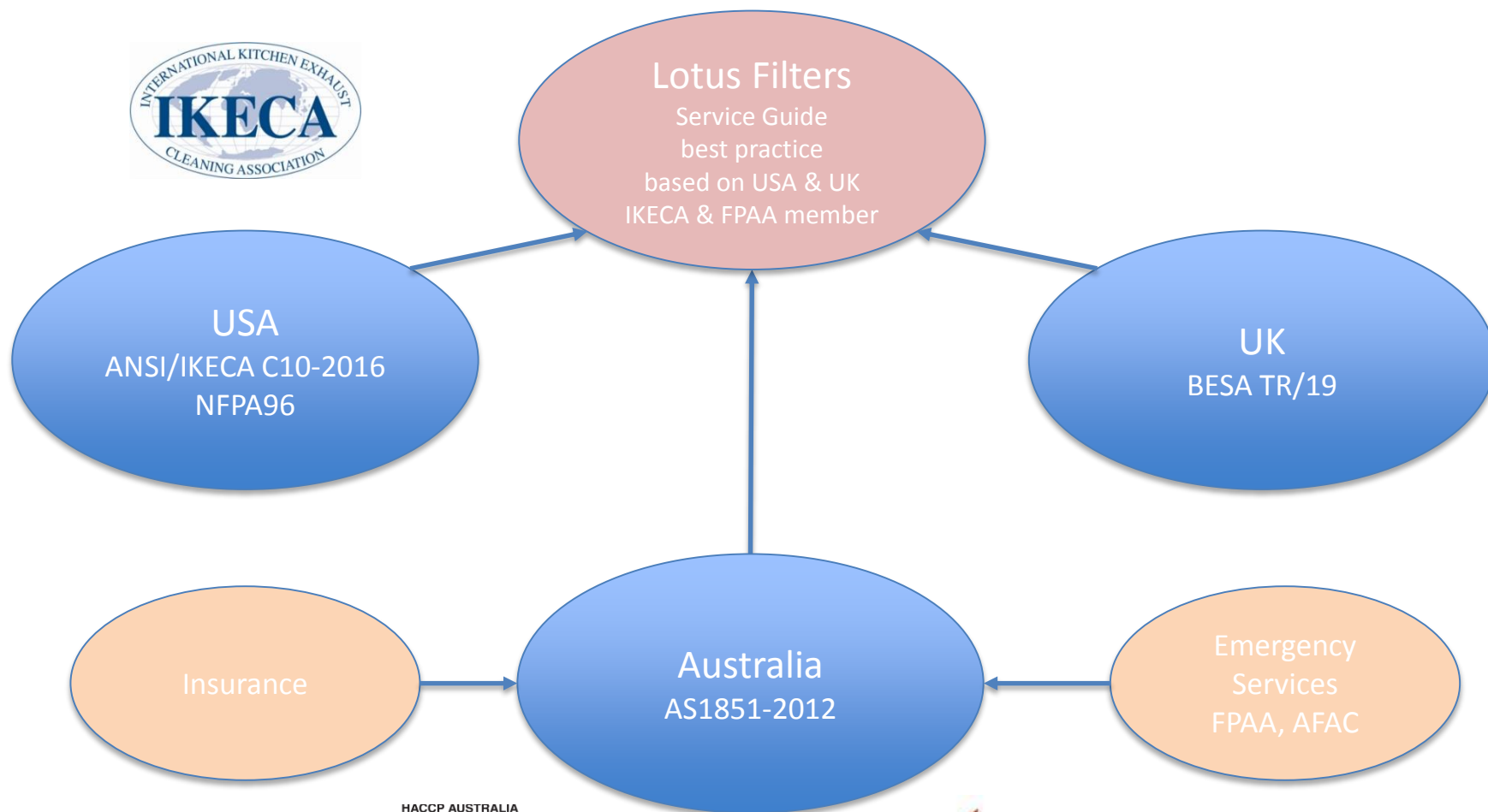
- Kitchen High Clean
- Laundry Duct Clean
- Cool Room Cleaning
- Car Park Duct & Fan Cleaning

Air Conditioning

- Filter maintenance
- Duct Cleaning
- Filter Sales




Driving Industry Standards



Kitchen Exhaust Fires

Elements of a kitchen exhaust fire – the perfect storm

<u>Ignition</u>	<u>Fuel</u>	<u>Air</u>
From cooking operations. 	Build up of grease & oil in the system provides an ignition point & fuel which contributes to the intensity & damage.	Provided by the exhaust fan, shut off required to prevent a fire quickly spreading.



Source: National Fire Protection Association, "Structure Fires in Eating and Drinking Establishments"



Guide to Frequency of Cleaning – Kitchen Filters

Perceived level of grease production	Typical example	Cleaning intervals (weeks) Daily usage			
		Up to 6 hours	6 – 12 hours	12 – 16 hours	16+ hours
Low	No significant production of grease laden aerosols during normal daily food production operations	8	4	4	2
Medium	Moderate production of grease laden aerosols during normal daily food production operations	4	4	2	1
High	Heavy, significant or continual production of grease laden aerosols during normal daily food production operations	2	1	1	1



Guide to Frequency of Cleaning – Exhaust System

Perceived level of grease production	Typical example	Cleaning intervals (months) Daily usage			
		Up to 6 hours	6 – 12 hours	12 – 16 hours	16+ hours
Low	No significant production of grease laden aerosols during normal daily food production operations	12	12	6	6
Medium	Moderate production of grease laden aerosols during normal daily food production operations	12	6	4	3
High	Heavy, significant or continual production of grease laden aerosols during normal daily food production operations	6	3	3	2

“1 - Commercial liability/property insurance policies invariably contain conditions and warranties that stipulate a minimum cleaning frequency for grease extract ductwork systems under the insurance which can be a higher frequency of cleaning than TR/19 recommendations. Failure to comply with such requirements will invalidate the property insurance policy.

2 - The canopy and canopy/extract plenum is an area of higher fire risk and consideration should be given to more frequent cleaning in accordance with insurers’ requirements.

3 - Periodic specialist cleaning should be accompanied by daily or weekly cleaning of canopies, filters and associated drains and traps in accordance with manufacturers’ recommendations, compliance with the property insurers’ requirements.” typically carried out by the kitchen operator, in compliance with the property insurers’ requirements.”

Source: BESA TR19 Chapter 7



Our Clients

Our clients are organizations that operate commercial kitchens all across **Australia**, including:

- Restaurants, Casual Dining, Fast Food & Cafés
- Hotels, Pubs, Clubs & Casino's
- Schools, TAFE's & Universities
- Hospitals & Aged Care Facilities
- Shopping Centres & Supermarkets
- Food Manufacturing Facilities



Sample Client Base

Bakers Delight
We're for real.



merivale



Laundy
HOTELS



AIR NEW ZEALAND



Summary – Why Lotus Filters?

- Make informed decisions about your risk management and compliance obligations:
 - Clear scope, including understand the accessibility of the exhaust system
 - Correct service frequency
- Access evidence to demonstrate that you are fully compliant to all relevant stakeholders:
 - Photo reports
 - Verification certificates
- Focus on your business knowing that you have a reliable cleaning service program in place:
 - Is your service provider reliable – are they there when the service is due?

