

# Sales Training Program 2017 Powered By IonGear™

POWERED BY

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**IONGEAR**



# Agenda

1. Company Overview
2. IonGear™ Battery Powered Heating Technology/How it works
3. When to Use IonGear™ Battery Powered Heating Technology
4. Proof of Concept/Who else uses it
5. IonGear™ Product Offering
6. IonGear™ in Your Market
7. Conclusions/Contact Information/Resources



# Company Overview

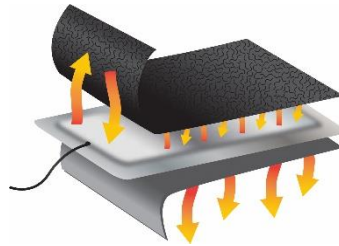
- Privately owned company headquartered in San Diego, CA
- Largest manufacturer of Evaporative Cooling and Phase Change Cooling Vests in North America and Europe
- Distribution in North America, Europe, the Middle East, Southern Africa, Asia and Australia
- Consistently receive customer satisfaction rating in the high 80's and low 90's through our quarterly survey
- Key name brand customers include US Army, Parts Unlimited, Grainger, Hagemeyer NA, Central Pet, Harley Davidson, BMW, Decathlon, Hibbett Sports, Triumph, Schuberth, MSA, Hammacher Schlemmer



# IonGear™ Battery Powered Heating Technology – How it Works

## Controlled Heating in all conditions!

- Our IonGear gear line of products utilizes two types of battery powered heating
  - Vests and jackets utilize flexible heating elements that are rugged and removable for easy vest/jacket cleaning



- Gloves utilize micro-wires to achieve heating functionality that covers the entire top of the hand



- Both systems utilize re-chargeable batteries
  - Vest/Jackets utilize a Li-Polymer, 4400 mAh capacity battery
  - Gloves utilize a Li-Ion 2200 mAh capacity battery



# Powered by IonGear™ – How it Works

	IonGear™ Vests/Jackets	Competing Products
1) Heating Source	Flexible Carbon Fiber Elements	Simple Copper Wires or Other Basic Heating Elements
2) Battery Type	Li-Polymer, 4400 mAh Capacity	Li-Ion, NiMh or Other Low Capacity
3) Heating Duration	Up to 9 Hours	6 Hours or less
4) Battery Life Cycles	500 cycles	250 cycles
5) Apparel Design	Heating System can be removed from apparel for service or cleaning	Heating System Integrated Directly into Apparel
6) Component Design	Separate Heating Elements, Temp Controller and Battery	Heating Components Integrated
7) Power Source	Mobile AND Fixed	Mobile OR Fixed

	IonGear™ Gloves	Competing Products
1) Heating Source	Coated Micro-Yarns Embedded in inner glove layers	Simple Copper Wires or Other Basic Heating Elements
2) Battery Type	Li-Ion, 2200 mAh Capacity	NiMh or Other Low Capacity
3) Heating Duration	Up to 10 Hours	8 Hours or less
4) Battery Life Cycles	500 cycles	250 cycles
5) Water Proof Design	YES	NO
6) Heating Surface	Hand, AND Full Finger Coverage	Hands, Fingers OR Finger Tips
7) Temp Settings	4	3 or less
8) Performance	Heat Up Time: 30 seconds	Heat Up Time: 2 - 3 minutes





# Powered By IonGear™ – Benefits

## **Vest & Jackets**

- All around heating
- Completely portable, not tied to an external power source
- Easy to maintain
- Lasts for the entire day on one charge

## **Gloves**

- Heating covers entire top of hand not just fingers
- Completely portable, not tied to an external power source
- Lasts for the entire day on one charge



# Powered By IonGear™ – Benefits

## Controlled Heating in all conditions!

- Increases productivity - **Performance**
- Reduces the risk of physical stress from cold temperatures - **Safety**
- Improved employee satisfaction – **Comfort**

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# Who Else Uses IonGear™

People from all walks of life who work  
and play in the cold.





# Who Else Uses IonGear™

**PARTS  
UNLIMITED**

**Hammacher  
Schlemmer**  
Offering the Best, since 1848

**INLINE**  
DISTRIBUTING COMPANY

AVAILABLE THROUGH  
**GRAINGER**  
FOR THE ONES WHO GET IT DONE

CHROMATE

**GLOBAL**  
globalindustrial.com

**Chick's**  
DISCOUNT SADDLERY  
Since 1975

**TECHNICHE**  
PERFORMANCE, SAFETY, COMFORT

# Powered By IonGear™ – Product Offering



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Can also purchase extra batteries  
and a 12V quick connect for vests.



# Market Specifics



# Contact Info & Resources

- Customer/Sales Support
  - Email [support@techniche-intl.com](mailto:support@techniche-intl.com),
  - Phone (1-888-823-2665)
- Catalogs (<http://techniche-intl.com/catalogs.html>)
- Website
  - [www.techniche-intl.com](http://www.techniche-intl.com), go to Documents
- Videos
  - [www.youtube.com/technicheintl](http://www.youtube.com/technicheintl)
- Documentation
  - On website and through support
- Image Library
  - On website in *Image Library*
- Content Matrix
  - Through support
- Price Lists



**Thank You**

**Questions ?**

**Next Steps**

