



TECHNICHE
PERFORMANCE, SAFETY, COMFORT

www.techniche-intl.com

1-888-823-2665



Sales Training Program 2021

POWERED BY

HEATPAX™

Agenda

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



Company Overview

- Privately owned company, and division of Occunomix LLC.
- 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
- Key name brand customers include US Army, Parts Unlimited, Grainger, Hagemeyer NA, Harley Davidson, BMW, MSA, Hammacher Schlemmer, JSP and others



How it Works

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HEATPAX™

Soothing warmth in all conditions!

- Our Heat Pax warmers heat up when exposed to air
- Simply open the packet, expose it to air and place inside a pocket
- It takes 5-10 mins to heat up
- It is a safe chemical reaction caused when you have air, iron powder, water, vermiculite, wood and salt
- As ingredients mix with air they react to generate heat
- Non toxic reaction
- Can be disposed of with regular garbage once used
- The Heat Pax warmers can be combined with our fleece garments with built in pockets for Heat Pax



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Benefits

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- Simple and easy to use heating option
- Low cost option
- Disposable
- Provides warmth for extended periods of time
- Completely portable, not tied to an external power source
- Have a three year shelf life
- All TechNiche garments powered by Heat Pax come with a set of warmers



Benefits

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Soothing warmth in all conditions!

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

Users

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People (and animals) From All Walks of Life!



Who Else Uses

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**PARTS
UNLIMITED**

Chick's **DISCOUNT
★ SADDLERY**
— Since 1975 —



GRAINGER®



 **GLOBAL®**
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Product Offering

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- We offer vests, jackets, hats, gloves and more powered by our Heat Pax™ warmers
- TechNiche Heat Pax™ warmers come as Toe Warmers, Hand Warmers and Body Warmers



Market Specifics



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Contact Info & Resources

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



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Thank You

Questions ?

Next Steps