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PERFORMANCE, SAFETY, COMFORT

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1-888-823-2665



# Sales Training Program 2019

*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. Conclusions/Contact Information/Resources



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# 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
- Key name brand customers include US Army, Parts Unlimited, Grainger, Hagemeyer NA, Harley Davidson, BMW, MSA, Hammacher Schlemmer, JSP and others



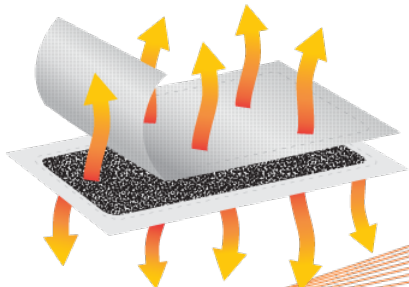
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# How it Works

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## 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



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# 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**



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# Users

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People (and animals) From All Walks of Life!



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# 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



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# 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



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**Thank You**

**Questions ?**

**Next Steps**