# Having trouble remembering to change your fragrance refill?



With the TimeMist\* e-fill reminder program, you are ensured to never forget to change out your 30, 60 or 90 day refill. Simply go to the TimeMist\* website, click on the e-fill logo and fill out your refill type and email address. We'll automatically send you a reminder via email to change that refill out when it is empty. It is that simple. You have more important things to do, let TimeMist\* sweat the small stuff.

# Just another example of **Fresh Thinking from TimeMist.**







For more information or to sign up, visit: https://www.zep.com/e-fill-reminder







# Right Fragrance. Right Area. Right Experience.

# **Since 1977**

Since 1977, TimeMist has held the belief that the air people smell can improve or ruin the experience they have.

# 40+ Years

For 40+ years, TimeMist has been uplifting customer and employee experiences through trend forward premium fragrances, superior industrial strength odour control, and innovative dispersion technology.

# **Today**

Today, TimeMist is a trusted industry leader that develops, supplies, and supports a portfolio of air care solutions.



#### **PRODUCTS**

- Comprehensive Portfolio of product
- Meets any customer need

# • Cate driv

#### **EXPERTISE**

Category expertise that drives increased revenue

#### **FORMULAS**

- Premium fragrances with essential oils
- Industrial dual odour counteractants



## **Why Timemist?**



#### **RESOURCES**

 Training and value propositions that are relevant to the end user

#### **TECHNOLOGY**

- Innovation dispensing technology
- Invented metered air care



#### CONTENT

 Content that aligns to consultative selling.

# ENTRYWAY / LOBBY







| Expectation       | Driver                              | Emotions  |  | Caribbean Waters                                 | Wildwood Fig   | Vanilla Cream   |
|-------------------|-------------------------------------|---|--|--|--|---|
|                   |                                     |   | 30 day   | 1045388  | 1049354  | 1043551   |
|                   |                                     |   |  | MODERATE   |  | STRONGER  |
|                   | <ul><li>Increased Revenue</li></ul> | Luxurious   |  |  |  |   |
|                   | • Increased Profit                  | Romantic  |  |  |  |   |
| Increased Revenue |                                     |   |  | Timphot  | Ine Max  | tim/kst   |
|                   |                                     |   |  | After tan  |  | <b>V</b> =  |
|                   |                                     | <ul> <li>Increased Revenue</li> <li>Increased Profit</li> </ul> | • Increased Revenue • Increased Profit  Romantic | • Increased Revenue • Increased Profit  Romantic | Expectation  Driver  Emotions  30 day  1045388  MODERATE  Increased Revenue Increased Profit  Romantic | Expectation  Driver  Emotions  30 day 1045388 1049354  MODERATE  Increased Revenue Increased Profit  Romantic |

#### Pay Through the Nose

Scented areas are perceived as more sophisticated. A Nike study showed that scent affected the desirability for shoes in 84% of subjects. They were willing to pay 10 to 20% more in scented environments.

Craig & Warrenburg, Nike Scent Study, 2011

Fact 1

35% of how much we remember during the day is caused by smell vs 15% of what you taste, 5% of what you hear, 2% of what you see and 1% of what you touch.

Rockefeller University

# OFFICE AREAS





| Purpose        | Expectation                        | Driver                                     | Emotions |        | Blue Sky   | Dessert Bloom |
|----------------|------------------------------------|--|----------|--------|------------|---------------|
|                |                                    |  |          | 30 day | 1049841    | 1049356       |
|                |                                    |  |          |        | MODERATE   | STRONGER      |
| Enhancing Mood |                                    | <ul> <li>Increased Productivity</li> </ul> | Cheerful |        |            |               |
| & Productivity |                                    | <ul> <li>Stress Reduction</li> </ul>       | Relaxing |        |            |               |
|                | Increased Employee<br>Satisfaction |  |          |        | Time Visit | Amerikan .    |
|                |                                    |  |          |        |            |               |

#### **Increase Productivity**

For nine-to-fivers, different scents can improve environments and influence emotions and reactions. A Japanese company found that lavender and jasmine soothed data entry operator stress, while a lemon scent increased productivity by up to 54%.

Mood Media Scent Research

## Fact 2

Smell is the only sense directly connected to the brain. All other senses go through the brain stem. This direct link to memory can improve or ruin a customers experience.

Rockefeller University

# LIVING / MULTI-USE AREAS









| Purpose                              | Expectation                   | Driver   | Emotions   |        | Bamboo & Green Tea | Baby Powder | Cinnamon | Cherry   |
|--------------------------------------|-------------------------------|--|------------|--------|--------------------|-------------|----------|----------|
|                                      |                               |  |            | 30 day | 1049781            | 1043541     | 1043553  | 1043549  |
|                                      |                               |  |            |        | MODERATE           | $\rangle$   |          | STRONGER |
| Creating Comfortable<br>Environments |                               | <ul><li>Increased Revenue</li><li>Increased Profit</li></ul> | Comforting |        |                    |             |          |          |
|                                      | Increased Customer<br>Comfort |  |            |        | Time Med.          | tunka       | Inolis.  | Tankle   |

#### **Stick Around Longer**

Customers stay longer in locations using a fragrance, by an average of at least 15 minutes. A study showed Samsung shoppers underestimated their shopping time by 26% and visited three times more product categories when exposed to fragrance branding.

Mood Media Scent Research

Fact 3

75% of all daily emotions are generated by smell.

Rockefeller University

# GENERAL AREAS / BATHROOM









| Purpose       | Expectation    | Driver                                    | Emotions |                 | Clean & Fresh            | Mango                    | Citrus                  | Green Apple              |
|---------------|----------------|---|----------|-----------------|--------------------------|--------------------------|-------------------------|--------------------------|
|               |                |   |          | 30 day          | 1045378                  | 1045376                  | 1045374                 | 1043550                  |
|               |                |   |          | 90 day          | 1045454                  | 1045456                  | 1045176                 |                          |
|               |                |   | Fresh    | TimeWick        | 1049549 / Sundried Linen | 1049548 / Mango Smoothie | 1049547 / Xtreme Citrus | 1049650 / Luscious Apple |
| Odour Control |                | Eliminate Bad Odour                       | Tresii   | Fan - Gel       |                          |                          | 1043744                 |                          |
| Ododi Control |                | <ul> <li>Actually Smells Clean</li> </ul> | Cheerful | Virtual Janitor | 1047941                  | 1048328                  | 1047940                 |                          |
|               | Improved Guest |   |          |                 | MODERATE                 |                          |                         | STRONGER                 |

#### Cleanliness / Appearance

Restroom hygiene is a real hot button with consumers. 85% of customers say they hurry to exit a restroom when the conditions are poor.

#### **Overall Experience**

64% of Americans say they'll think twice about patronizing the business or will never frequent it again after using an unpleasant restroom.

Bradley Corp. 2016 Hand Washing Survey

## Fact 4

Humans can recall smell with 65% accuracy after one year, in contrast to recalling only 50% of visuals after just three months.

Rockefeller University

www.timemist.com

#### Metered Air Care

## TIMEMIST® 30 DAY

# Premium Portfolio

#### 3000 Shot Refill

- Complex premium high quality fragrance with essential oils ensuring long lasting experience.
- Dual odour counteractants specially designed for strongest mal odours
- Dual 2-piece actuator system creates micron dispersion eliminating fall out
- 30 days of continuous use when set at 15 minute intervals

12 per case

#### **Settings Dispensers**



(1049939)

- Simplified user interface allowing flexible programing
- 15, 30 or 45 min interval settings
- Light, Dark, or both light sensor setting
- Unique magnetic lock that can be removed or used with magnetic key

6 per case (8"h x 3.25"w x 3.75"d)

# Pro installation Tips & Dispenser Information

|                     | General Areas /<br>Bathroom  | Entryway / Lobby   | Office Areas                                    | Living /<br>Multi-use Areas |  |  |  |  |
|---------------------|--|--|---|-----------------------------|--|--|--|--|
| Dispensers per room | One unit for every<br>4-6 Stalls/Fixtures  | One unit in common<br>(500 sq. ft. with a 12                       | area for every 6,000 c<br>ft. ceiling)          | u. ft.                      |  |  |  |  |
| Dispenser location  | Mount next to entry<br>door above or next to<br>frame of opening side  |  | xhaust vent and if mu<br>they are spaced evenly |                             |  |  |  |  |
| Mounting Height     | Mount at least 7 ft. from  | t least 7 ft. from floor in an area that provides the most airflow |   |                             |  |  |  |  |
| Locations to Avoid  | Ensure unit is not mount   | re unit is not mounted next to intake vent                         |   |                             |  |  |  |  |
| Dispenser Interface | Simplified user interface<br>(Settings and Classic)  | that delivers 30 days of   | performance. Set and                            | forget technology           |  |  |  |  |
| Dispenser Interface | LED programmable cust<br>desired—1 to 59 minute  |  |   | of day                      |  |  |  |  |
| Light Designations  | <ul> <li>Green means working</li> <li>Yellow means the refil</li> <li>Switching to reset will</li> <li>Red means battery is l</li> </ul> | l is empty (3000 shots af reset shot count and lig                 |   |                             |  |  |  |  |
|                     | LED low battery audible  | and light reminder (Proc   | grammable)                                      |                             |  |  |  |  |
|                     | Push button top-hinge a  | accessibility for ease of se                                       | ervice ( <b>Classic</b> )                       |                             |  |  |  |  |
| Refill Replacement  | Unique magnetic lock th<br>(Settings and Programm  |  | ed with magnetic key                            |                             |  |  |  |  |
| Battery Life        | Operates with 2 AA batte   | eries (1 year life) or 4 AA  | batteries (2 year life)                         |                             |  |  |  |  |

Key/Lock (RST0015)

for dispensers

Refills Fit Additional Dispensers

Classic (1047717)

8"h x 3.25"w x 3.75"d

Programmable (1048502)

8"h x 3.25"w x 3.75"d

#### Metered Air Care

# TIMEMIST® 90 DAY METERED

#### Classic Dispenser Premium Portfolio 9000 Shot Refill • Fragrance and odour counteractants • Simplified user interface in one can perfect for your odour that delivers 30 or 90 days . of performance. control program • Time and labor saver through Push button top-hinge accessibility 90 days of continuous use at 15 for ease of service minute intervals compared to Set and forget technology standard 30 day system 6 per case (8"h x 3.25"w x 3.75"d) 4 per case (1047717) Refills Fit Additional Dispenser

Programmable (1048502)

8"h x 3.25"w x 3.75"d

# Pro installation Tips & Dispenser Information

|                     | General Areas /<br>Bathroom  | Entryway / Lobby                                    | Office Areas                                    | Living /<br>Multi-use Areas |
|---------------------|--|---|---|-----------------------------|
| Dispensers per room | One unit for every<br>4-6 Stalls/Fixtures  | One unit in common<br>(500 sq. ft. with a 12        | area for every 6,000 c<br>ft. ceiling)          | u. ft.                      |
| Dispenser location  | Mount next to entry<br>door above or next to<br>frame of opening side  |   | xhaust vent and if mu<br>they are spaced evenly |                             |
| Mounting Height     | Mount at least 7 ft. from t  | floor in an area that prov                          | vides the most airflow                          |                             |
| Locations to Avoid  | Ensure unit is not mount   | ed next to intake vent                              |   |                             |
| Dispenser Interface | Simplified user interface (Classic)  | that delivers 30 days of p                          | performance. Set and i                          | forget technology           |
| Dispenser Interface | LED programmable custo<br>desired—1 to 59 minute   |   |   | of day                      |
| Light Designations  | <ul> <li>Green means working</li> <li>Yellow means the refill</li> <li>Switching to reset will</li> <li>Red means battery is longer</li> </ul> | is empty (3000 shots after reset shot count and lig |   |                             |
|                     | LED low battery audible a  | and light reminder ( <b>Pro</b> g                   | rammable)                                       |                             |
|                     | Push button top-hinge a  | ccessibility for ease of se                         | ervice ( <b>Classic</b> )                       |                             |
| Refill Replacement  | Unique magnetic lock the (Programmable)  | at can be removed or us                             | ed with magnetic key                            |                             |
| Battery Life        | Operates with 2 AA batte   | ries (1 year life) or 4 AA                          | batteries (2 year life)                         |                             |

actual size of dispens

#### Passive Air Care

# TIMEWICK **NXT** by TimeMist®

washroom with 3-4 stalls/fixtures (one unit in common area for every 3,000 cu. ft.

• Premium fragrance oils and odour

or 250 sq. ft. with a 12 ft. ceiling)

counteractants









| Premium Portfolio | Refil1  | TimeWick NXT Dispenser   |          | Luscious Apple | Mango Smoothie | Sundried Linen | Extreme Citrus |
|-------------------|---|--|----------|----------------|----------------|----------------|----------------|
|                   | Novt generation (NIVT) cage   | • Completely passive system  | TimeWick | 1049650        | 1049548        | 1049549        | 1049547        |
|                   | Next generation (NXT) cage<br>provides 360° spill prevention                                | <ul> <li>Completely passive system with no power source</li> </ul>       |          | MODERATE       |                |                | STRONGER       |
|                   | <ul><li>State-of-the-art polymer wick system</li><li>60 day fragrance in standard</li></ul> | <ul> <li>No propellant and meets<br/>all consumer product VOC</li> </ul> |          |                |                |                |                |

requirements

essential oils

• Fully recyclable system

(1044155)

 Maximizing fragrance through natural air flow dispersion of

6 per case (8"h x 3.25"w x 3.75"d)



reservoir tear away clip refill cage

#### How TimeWick NXT works:

- Oil releases into the reservoir at a steady rate
- The state-of-the-art polymer wick quickly absorbs the oil
- The oil then evaporates off the wick providing an even distribution of fragrance
- As wick dries out, capillary action drives oil to any empty porous spots providing 60 days of continuous fragrance
- The protective cage is designed for maximum air flow

#### Why TimeWick NXT:

#### **Natural Solution:**

- Environmentally conscious air freshening
- Completely recyclable system
- Maximizing fragrance through natural air flow dispersion of essential oils

#### **Discreet Fragrancing:**

- Small dispenser and refill for discreet fragrance
- 60 day long lasting continuous fragrance with no sound

Compared to products with batteries

www.timemist.com

#### Precise Dispensing Your Way

VIRTUAL JANITOR

Americans listed bad odour as their top complaint for unpleasant experiences in restrooms. One of the major causes of odour in the restroom is stagnant urine from the urinal or toilet.

Virtual Janitor Dispenser

Bradley Corp. 2016 Hand Washing Survey

#### **Premium Air Fresheners**

# TIMEMIST® FAN DISPENSER & REFILLS



|    |   |    |   | -     |   |
|----|---|----|---|-------|---|
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Premium Portfolio

Mango 1048328 Citrus 1047940 Clean & Fresh 1047941  Simple solution for improved washroom hygiene!

Refills

 Automatic cleaning and deodourizing system that eliminates odours at the source while keeping fixtures and pipes clear

12 per case



 LED service reminder or e-fill refill e-mail reminder

 Easy to install with complete mounting kit

 Operates on 2 C-cell alkaline batteries

 24/7 operation, refills last 30 days **12 per case** (12.5 | x 7.5 w x 6.5 h)





Citrus Slice 1043744 **Cherry** 1043747

Premium Portfolio

 Complex premium high quality fragrance with essential oils ensuring long lasting experience

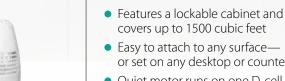
Refills

No propellant and VOC exempt

• Works in virtually any fan dispenser

• Time-release gel formula delivers even, constant air freshening for over 30 days

12-2 oz. refill per case



(1044458)

Fan Dispenser

or set on any desktop or counter

• Quiet motor runs on one D-cell battery (1 year life)

**12 per case** (6"h x 3"w x 3.25"d)

#### Pipe In-line Instillation kit

Plumbs into pipe.

660501

#### Replacement / 2nd Fixture tube

Comes with wire to bend around urinal.

660401

#### Plug kit

Plugs hole in pipe.

1044915

