

GOING THE *Enviro-Master*

SaniPod

Darren Zygis

















What happens next?

- Waste is flushed down the toilet
 - Causes blockages
 - Toilets are out of action
 - Expensive plumbing call-outs
 - Risk to business reputation
 - Potential environmental impact for our waterways and oceans
- Waste is disposed in washroom receptacle
 - Offensive and unhygienic to other patrons

Problems with existing units

Waste can fall down in between bag and unit, exposing your service staff to cross-contamination and a messy service process.

Bin lacks design and innovation for modern restroom environments.



Lid opening can come into contact with sanitary waste causes cross-contamination

Waste is fully visible to users with potential exposure to blood-borne bacteria.

Bin is a general waste receptacle and is not fit for purpose for sanitary waste. It has not changed in over 40 years.

**Imagine if this
was your only
option to wash
your hands!**



Pod Petite

Introducing a little revolution in sanitary disposal



www.sanipod.com

SaniPod™ Auto

The leading edge of sanitary disposal

- Totally touch-free experience for optimal hygiene
- Minimizes risk of cross-contamination and touch-points in the restroom
- Smart chip sensor technology in wall bracket



Unique Opening

- Offers unobstructed 'posting' of waste
- Minimizes sight into the unit
- Eliminates unsightly surfaces and trapping of waste
- Reduces cross-contamination and exposure to blood-borne viruses
- Allows 100% capacity
- 1.8 gallon capacity - proven capability in the world's busiest restrooms



SaniPod™ Manual

An innovative alternative compared to traditional box bins

- Simple to operate and easily accessible
- User-friendly finger-tip control
- Lifting ring hygienically positioned away from waste deposit opening
- Minimizes user contact and reduces exposure to blood-borne pathogens



Top tips to sell SaniPod™

1. **Sell in the restroom!**
2. **Always take the SaniPod™ with you or alternatively have the videos available on your phone!**
3. **Ask the manager/owner questions:**
 - How do you feel about these old-style sanitary receptacles?
 - How do you think your customers feel when they have to use them?
 - What would be the most hygienic way to open these units?
 - What do you think your staff would say if we asked them their least favorite product to clean in the restroom?

Top tips to sell SaniPod™

Questions continued ...

- If your customers refused to use this sanitary receptacle, what happens to the waste?
- How would your staff feel if they no longer needed to handle blood borne pathogens and sanitary waste?
- **If we could remove all these issues, what positive impact would this have on your customers, staff, overall business?**

Top tips to sell SaniPod™

“My customers haven’t complained”

I can appreciate that and when customers complain, it is something to be taken seriously, however there are a many people that are not happy but won’t make the effort to complain.

What do you think happens to them? ... They never come back.

Top tips to sell SaniPod™

“Can’t afford it”

- I agree it is tough out there and very competitive. Everyone is fighting for that dollar. Customers expectations are getting higher as well and unfortunately, it only takes one issue or bad experience, and they will never come back.
- You have huge responsibility looking after the business. We are the experts in the restroom - it is what we love to do. Allow us to free-up your time and you can focus on the other essential parts of the business.

SaniPod™

It's simple, smart, and safe. Period.



www.sanipod.com