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VACUFLO®

BULLETIN #32/05

SEPTEMBER 15, 2005

GENERAL INFORMATION



Exclusive Cyclonic Filtration Technology®




Did You Know...

- There is an unprecedented growth in Central Vacuum Sales in South Africa.
- **58%** of Builders surveyed by *Parks and Ass.* in the USA say they include Central Vacuum Systems in the Homes they Build.

Maximum Vacuum Power Every Time You Clean!

As demand for Central Vacuum Systems continues to increase, more and more consumers are asking questions about central vacs. *They want to know:*

- *What makes one system different or better than the other?*
- *How do I know which one is right for my house or family?*
- *What information do I need to compare products?*
- *Why should I choose VACUFLO over the competitor's?*

Customers need these questions answered to help them make the right choice. If a consumer is going to invest in a whole-house cleaning system to maintain their home, they need to know they're purchasing the best cleaning performance and technology their money can buy.

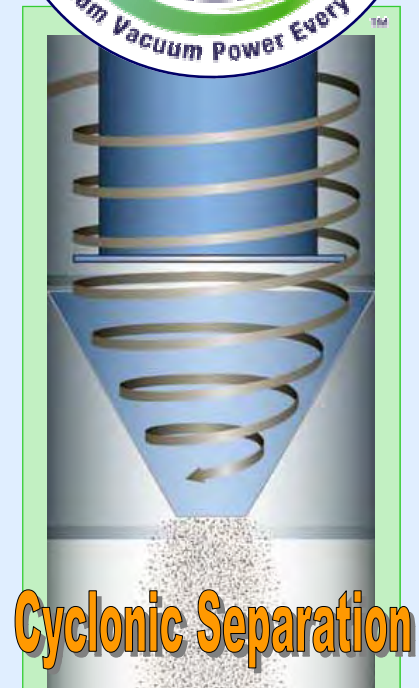
It is known that VACUFLO's True Cyclonic® and Filtered Cyclonic™ Central Vacuum Systems have the best sustained cleaning performance of any system, and provide more power to maintain a cleaner, healthier home.

- *Ask any VACUFLO owner and they will tell you that VACUFLO products deliver the best because of their Exclusive Cyclonic Design.*

Now there's a simple way of telling EVERYONE else about the benefits of VACUFLO...

CFT™

Look inside to find out how ►



According to the Dictionary of Physics...

Cyclonic Separation is a method of removing particles from an air stream without having to use filters. The high speed rotating airflow within a conical container creates high G-forces, forcing particulate matter to the outside wall. As the rotating airflow moves downward, the airflow and G-forces steadily increase enabling the separation of finer particles.

The CFT™ Story

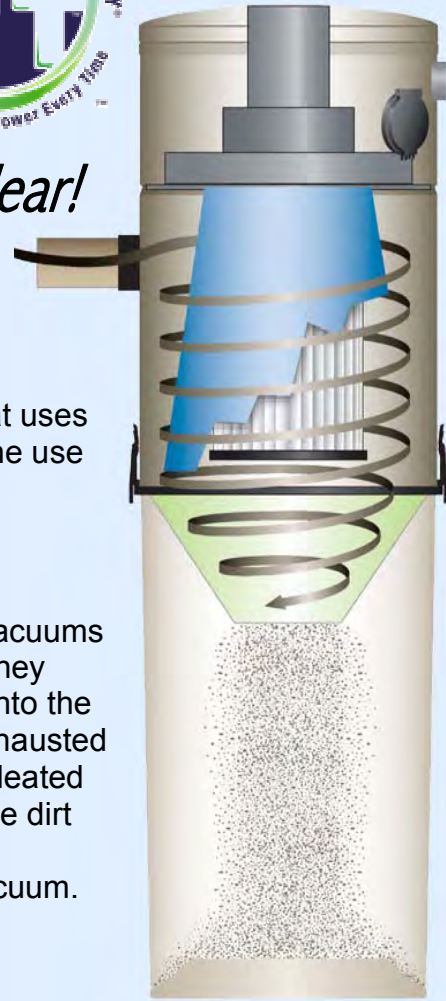


A Story All Homeowners will want to Hear!

Cyclonic Filtration Technology® (CFT™) is a dual filtration process guaranteed to deliver more cleaning power than found in any other central vacuum product.

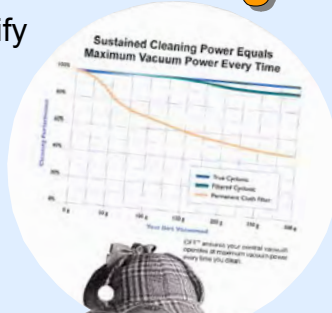
CFT begins with *Cyclonic Separation*, a filtration method that uses physics to remove dirt particles from an air stream without the use of bags and filters. Cyclonic Separation delivers the highest sustained cleaning performance because the dirt has been removed from the airflow without restriction.

VACUFLO True Cyclonic® and Filtered Cyclonic™ central vacuums keep 100% of the vacuumed dirt contained in the system. They capture 96-98% through Cyclonic Separation, depositing it into the dirt canister. The remaining fine dust particles are either exhausted to the outside in a True Cyclonic system, or trapped in the pleated filter in the Filtered Cyclonic system. With less than 5% of the dirt trapped in the filter, maximum airflow and vacuum power is sustained for deep cleaning performance every time you vacuum.



Look for the CFT Tag!

To help customers to identify CFT, all VACUFLO power units will now include a special hang tag. The CFT hang tag lets homeowners know they have purchased the best performing central vacuum system on the market.



Hang Tag Opened



Front and Back of Hang Tag

CFT is NOT a New Technology

VACUFLO's first central vacuum, developed in 1954, featured this unique filtration design. Nothing has changed with the product. CFT is just a new way to talk to customers about VACUFLO's cyclonic performance and the benefits of Sustained Cleaning Power. Bringing CFT to customer's attention will empower them about the important advantages of Cyclonic Filtration Technology before they make a choice which central vacuum system to install.

Independent Testing Confirms...

Cyclonic Performance is the Best!

Over the years, VACUFLO's internal testing has shown that their Exclusive Cyclonic Filtration Design delivers unbeatable cleaning performance when compared to competitive products. Using ASTM proposed test guidelines for sustained cleaning, the results have shown that VACUFLO's True Cyclonic units never lose power even while the dirt canister fills. For VACUFLO's Filtered Cyclonic, 94% sustained cleaning performance is maintained as the dirt canister fills. Once the filter is replaced, performance is restored to 100%... just like new.

VACUFLO's Maximum Sustained Cleaning Power Validated

In order to further validate their internal findings, H-P recently completed independent testing following the same ASTM proposed test guidelines at Intertek Testing Services in Cortland, New York. VACUFLO made a significant investment in this testing to confirm that CFT continues to deliver the ultimate in central vacuum performance.

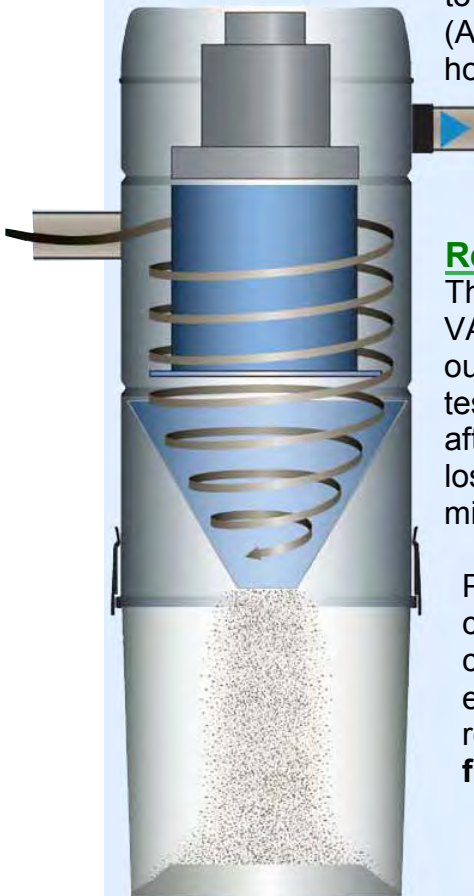
Independent Testing Conducted Per ASTM Guidelines

VACUFLO's 566Q and FC610 central vacuum systems were tested along with three competitive units with permanent cloth filters (inverted or bouncing bag models). Three units of each model (total of 15 units) were tested to ensure consistency and accuracy. The selected central vacuum test models had similar performance ratings ranging from 520 to 535 air watts. The testing was expanded to 300 grams of test dirt (ASTM uses talc for test dirt to accelerate performance and to indicate how the product will perform over time). Performance results of the permanent cloth filter units were averaged together to report a sustained cleaning measurement. VACUFLO's True Cyclonic and Filtered Cyclonic units were reported independently.

Results: VACUFLO Units Outperform the Competition

The independent test results confirmed the internal testing. Both VACUFLO's True Cyclonic and Filtered Cyclonic central vacuums outperformed the competitive products. After picking up 100 grams of test dirt the models with permanent cloth filters lost cleaning power after a short time. VACUFLO's True Cyclonic units experienced no loss of power or suction and the Filtered Cyclonic units showed a minimal performance drop and then stabilized at 94%.

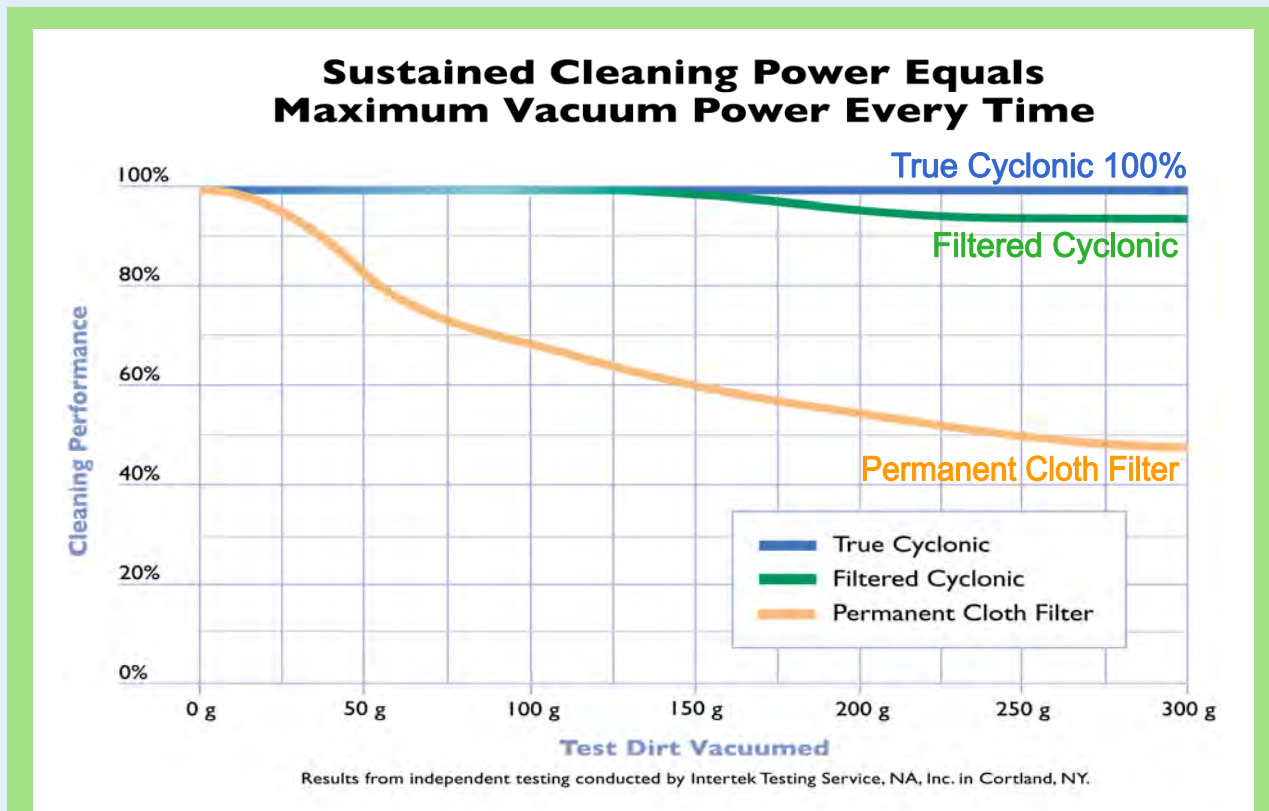
Performance of Filtered Cyclonic units will return to a "like new" condition once the filter is replaced. Permanent cloth filters systems can not be restored to like new condition once dirt and dust are embedded in the filter. Coatings like GOR-TEX[®] and Teflon[®] help reduce embedded dirt, but do not eliminate it. **Permanent cloth filters can NOT clean like new once they have been used.**



See New Sustained Cleaning Chart ►

New Sustained Cleaning Chart

The new independent test results are now reflected in VACUFLO's Sustained Cleaning Chart.



VACUFLO's CFT Makes a Difference!

After picking up **only 100 grams** of dirt, these equally powered units become extremely unequal in their ability to provide cleaning power. And remember, the average household vacuums approximately **100 grams** to **450 grams** of dirt a week!

| Grams of Dirt | True Cyclonic | Filtered Cyclonic | Permanent Cloth Filter |
|---------------|---------------|-------------------|------------------------|
| 0 | 100% | 100% | 100% |
| 50 | 100% | 100% | 83% |
| 100 | 100% | 99% | 69% |
| 150 | 100% | 98% | 61% |
| 200 | 100% | 97% | 55% |
| 250 | 100% | 95% | 51% |
| 300 | 100% | 94% | 47% |

Not All Central Vacs are Created Equal

We knew it, now you know it.

Everyone wants a clean and healthy home. A Central Vacuum System is the best way to care for any home and family. Its powerful performance and the elimination of re-circulated dust and odors will help you do this. VACUFLO offers customers the benefits of sustained cleaning performance through their CFT, with more than 50 years experience. The right choice in purchasing your Central Vacuum System is important. Ensure it's VACUFLO.