

Good Afternoon to everybody.

I am deeply thankful to the organizer BEE and mainly Mr. Ashokkumar, on their invitation to be with you and to share some of the facts for VENTILATION.

It was on receipt of one of our mailer to BEE, as per the word Efficiency in BEE, they have very promptly responded to our mailer and asked us to come to Bangalore and share our views on the subject.

Friends, I am not an expert on the subject, and does not carry statistical data on the subject.

However by saying so I will try my best to share some of the facts on Ventilation, an area where we are at Motivation Engineers working with since last five years.

It was on June 9<sup>th</sup> 2005, we have placed our Brand Mbinet to the market through Shri Anil Patel – Industry Minister and Shri Suarabh Dalal – Energy Minister. In his inagaral speech Shri Suarabh Dalal – expressed his wish that India need such product, and I wish that while travelling from any airport within India, we see huge quantity of such product on top of every roof.

As very rightly said Energy saved is Energy Generated. And Mbinet wind driven ventilator save huge money with ROI of one year or less. We have a pleasure to inform you all that today we have installed Mbinet wind driven ventilator at more than 1000 different places across pan India, across All type of Industry covering all who's who of Indian Industry.

I take this opportunity to express our deep sense of gratitude and Salute to all our visionary – and Energy efficient customers to put us at this level.

It was our efforts from day one to make product with absolute perfection, every component we make pass through QC and made through respective dia. Every ventilator pass through test and QC before its dispatch.

We are probably the only player who can even submit the technical – manufacturing drawing for ventilator we make.

This has put us slightly on higher side in terms of end cost. At lot many times, circumstances has forced us to rethink our strategy ` Either to offer Best product OR Cheap product'. But we have passed through in our thinking of giving Best product and today I am here just because of the Best Product.

Let me share you interesting fact with you. We did lost good orders from reputed customer during 2007-2008, due to sudden competition from local fabricators. And today atleast more than 20 different places – we have replaced those No Quality product just within one year of its installation.

This is of course a Bright moment for us and BOOSTER for all our Team members who has been working since last five years. None of our team members has left us in this journey, but we have done addition in to our team.

In fact, since last month only, we have added a member in our team to serve Banglore market. I am sure the learned Industry members from Banglore will also give us same support and co-operation to serve Industry on long term basis.

Coming back to the subject after Motivations' current role in Ventilation and Energy conservation through Ex foliated Vermiculite (For which I will come back to you at the end of my presentation).

Friends, I am here as an Aware citizen with you and not as a Product Salesman. I will try to restrict myself with technology part in my presentation.

## **INTRODUCTION**

Why did people start to look for control of indoor air quality? What were the stages in the evolution of ventilation and air conditioning and how did it affect man?

### **Let me start with THE HISTORY OF VENTILATION AND AIR CONDITIONING**

#### **Ventilation**

The invention of ventilation cannot be ascribed to a certain date. The first attempt was probably made when man brought fire into his abode and discovered the need to have an opening in the roof to let out the smoke as well as to supply air to keep the fire burning. Because the fire warmed the space to a more comfortable temperature, thermal comfort was initially linked to ventilation.

It was King Charles I of England in 1600 decreed that no building should be built with a ceiling height of less than 10 ft (3 m), and that windows had to be higher than they were wide. The objective was to improve smoke removal.

**It is now important for us - How to avoid 'sick house syndrome' and breathe easier.**

**We can deliberate on this subject for hours as after obesity it is this subject which is getting attention from all quarters.**

**Let's go to presentation part of our product Mbient turbo ventilator, - No Power, No Energy and you get hot air extraction, - ideal ventilator for all applications.**

**Before I go to the presentation of other product Exfoliated vermiculite, which is a unique Insulating material , 100% natural, having no side effects, will serve the purpose of Saving Energy all throughout the life of Building.**

**No material u use can have a ROI in building construction, but u can consider the same for MFV, and calculate investment vs return.**

## **Friends**

*“Man is a funny creature.  
When it’s hot he wants it cold.  
When it’s cold he wants it hot.  
Always wanting what is not.  
Man is a funny creature.”*

The quest for comfort is probably as old as the human race. Fire was used for warmth at least 100 000 years ago and perhaps before that. But what of comfort cooling? The beginning of comfort cooling is buried in obscurity; we have to rely on written records for the history of cooling. Since there was no mechanical refrigeration before the 19th century, any attempts to artificially cool the air would have used ice, snow, cold water or evaporative cooling.

One of the earliest records, the Bible, mentions “The coolness of snow in the heat of the harvest.” There are other sporadic accounts of ancient peoples using ice or snow for cooling. For example, the Roman Emperor Various Avitus ordered that mountain snow be brought and formed in mounds in his garden so that the natural breezes might be cooled. An early method of cooling air in India was to hang wet grass mats over windows where they cooled incoming air by evaporation.