

EVERPURE® CLARIS XXL SELLING GUIDE

A NEW AND HIGHLY EFFECTIVE SOLUTION FOR COFFEE, ESPRESSO, ICED TEA AND STEAM & COMBI OVENS

Everpure Claris XXL puts the customer in control of hardness levels to achieve perfect tasting hot beverages and to maximize scale prevention on coffee, espresso and iced tea brewers, steam and combi ovens.

WHY DO YOUR CUSTOMERS NEED CLARIS XXL?

- Quick-change solution provides excellent scale prevention to protect expensive water-using equipment.
- Easy to install and maintain.
- It keeps iced tea crystal clear and great tasting. Hardness can cause brewed iced tea to become cloudy. The Claris XXL eliminates this common problem.
- It gives customers control of the hardness levels so coffees, espressos and iced tea drinks have the ideal mineral content for best taste, without sacrificing the equipment to scale buildup.
- Eliminates costly delimings, the most common service call for steam ovens.
 A single service call to delime a steam oven can cost \$300 or more. For some operations, they are deliming 3-4 times per year.
- It offers an alternative to expensive reverse osmosis equipment and is more effective than scale-inhibitors on direct-injection steam and combi ovens.
 A Claris XXL system can be less than 1/4 the cost of an RO system and storage tank, and takes far less space.
- Reduces energy losses due to limescale, saving customers hundreds (and even thousands) of dollars annually. Steamer energy consumption is 3%-5% of the total restaurant operating cost. As little as 1/4" of limescale can cause a 38% loss of energy efficiency. This can cost an operation \$hundreds, even \$thousands per year in additional utility costs.

- Untreated water can reduce steam oven performance and cause downtime.
 Scale, dirt and corrosion can cause these to malfunction, resulting in:
 - Overfilling or underfilling of reservoirs, leading to uneven cook cycles or equipment shutdown.
 - Increased energy consumption.
 - Additional cost to replace heating elements, cracked boiler tanks, and corroded tubing and sensors.
 - Longer cooking cycles as the holes in the oven cabinet become plugged by mineral scale.
- The U.S. average for Total Dissolved Solids (TDS) is 300 ppm, with some regions greater than 1200 ppm. Water that has a TDS of 220 ppm is considered "hard". The Claris XXL allows hardness to be controlled.
- Not meeting water quality standards can often void an equipment warranty.
 The Claris XXL helps ensure customers meet warranty requirements for water quality.

Energy Loss Due to Limescale

| THICKNESS OF SCALE | LOSS OF EFFICIENCY | GAS WASTED PER 1000 CUBIC FEET |
|--------------------|-----------------------|-----------------------------------|
| 1/64" | 4% | 40 cu ft. |
| 1/32" | 7% | 70 cu ft. |
| 1/16" | 11% | 110 cu ft. |
| 1/8" | 18% | 180 cu ft. |
| 3/16" | 27% | 270 cu ft. |
| 1/4" | 38% | 380 cu ft. |
| 3/8" | 48% | 480 cu ft. |
| 1/2" | 60% | 600 cu ft. |
| 5/8" | 74% | 740 cu ft. |

EVERPURE 7CLM FILTER SELLING GUIDE

WHY IS CLARIS UNIQUE?

CLARIS is a quick-change, saltless softening (ion exchange) and filtration system that prevents scale and removes contaminants. It's unique because:

- It removes mineral and carbonate hardness so scaling doesn't occur, unlike scale inhibitors that do not remove mineral.
- It provides ion exchange softening without the use of salt.
- The resin along with the integrated prefilter and carbon remove dirt, chlorine, heavy metal ions such as lead, copper and cadmium, and organic impurities, for exceptionally clean water.
- The DuoBlend feature allows for a prefect balance of softened and filtered water, preventing scale accumulation in equipment while maintaining the optimal mineral content for premium quality and great tasting coffee, espresso, hot tea and iced tea beverages.

WHERE TO APPLY THE CLARIS XXL

- Coffee
- Espresso
- Hot Tea
- Iced Tea Brewers
- Steam and Combi Ovens

SIZING THE CLARIS XXL

Claris XXL Coffee Changeout Schedule (Months)

| | | | VOLUME | |
|--------------------|-----------------|------------------------|---------------------------|---------------------------|
| | | <12 GALLONS/DAY | 12-16 GALLONS/DAY | 17-21 GALLONS/DAY |
| GRAINS OF HARDNESS | PPM OF HARDNESS | >192 8 OZ. CUPS/DAY | 192-256 8 OZ. CUPS/DAY | 272-336 8 OZ. CUPS/DAY |
| 7 | 125 | 17.3 | 13.0 | 9.9 |
| 9 | 161 | 10.8 | 8.1 | 6.2 |
| 12 | 215 | 6.7 | 5.0 | 3.8 |
| 15 | 269 | 5.4 | 4.0 | 3.1 |

Claris XXL Espresso Changeout Schedule (Months)

| | | VOLUME | | |
|--------------------|-----------------|------------------------|---------------------------|---------------------------|
| | | <12 GALLONS/DAY | 12-16 GALLONS/DAY | 17-21 GALLONS/DAY |
| GRAINS OF HARDNESS | PPM OF HARDNESS | >192 8 OZ. CUPS/DAY | 192-256 8 OZ. CUPS/DAY | 272-336 8 OZ. CUPS/DAY |
| 7 | 125 | 26.6 | 17.7 | 10.6 |
| 9 | 161 | 17.2 | 11.5 | 6.9 |
| 12 | 215 | 11.1 | 7.4 | 4.4 |
| 15 | 269 | 8.9 | 5.9 | 3.5 |

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Claris XXL Iced Tea Changeout Schedule (Months)

| | | VOLUME | | |
|--------------------|-----------------|-------------------------|----------------------------|----------------------------|
| | | <20 GALLONS/DAY | 21-30 GALLONS/DAY | 31-40 GALLONS/DAY |
| GRAINS OF HARDNESS | PPM OF HARDNESS | >160 16 OZ. CUPS/DAY | 160-240 16 OZ. CUPS/DAY | 248-320 16 OZ. CUPS/DAY |
| 7 | 125 | 11.2 | 7.5 | 5.6 |
| 9 | 161 | 7.1 | 4.8 | 3.6 |
| 12 | 215 | 4.5 | 3.0 | 2.3 |

Steam Claris Sizing Chart Water Quality: 7 grains (125 ppm) of Hardness

| STE | AMER TYPE | SIZE | DIAL SETTING | STEAM IN USE (HRS/DAY) | REPLACE CLARIS XXL (MONTHS) |
|------------|-----------------------------------|---------------------|-----------------|---------------------------|--------------------------------|
| | Rapid Flash Steamers | 2KW-3KW | 0 | 8 | 8 |
| Boilerless | Proofers, Small Flash Steamers | 4KW-10KW | 0 | 8 | 4 |
| | Medium Flash Steamers | 11KW-24KW | 0 | 8 | 3 |
| Boiler | Small Steamers | <125,000 BTU | 2 | 8 | 3 |
| Doilei | Medium Steamers | 125,000-200,000 BTU | 2 | 8 | 3 |

CLARIS AND OTHER TECHNOLOGIES



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CLARIS INSTEAD OF SCALE INHIBITING SYSTEMS:

- The Everpure Kleensteam® (which uses polyphosphate) and Everpure Claris systems are very different, but both provide excellent scale prevention.
- The Kleensteam uses a phosphate blend that keeps the mineral suspended in the water, preventing it from returning to solid form.
- The Claris "softens" the water, stopping the scale process.
- Both are highly effective on boiler based steam ovens, but the higher capacity of the Kleensteam gives it an edge. The Claris XXL has an edge on direct injection steamers where water is sprayed onto a hot plate and converted into steam (as opposed to being superheated inside a boiler chamber and released as steam into the cooking cabinet).
- The Kleensteam is most effective at 12 grains of hardness or lower. The Claris is effective at greater than 12 grains, but capacity will be reduced.
- Claris XXL:
 - Features adjustable blend for customized water
 - Can be mounted horizontally or vertically
 - Small footprint
 - Adds nothing to the water

CLARIS INSTEAD OF REVERSE OSMOSIS:

- Easy, quick-change filters
- · Doesn't require electricity or a drain
- · Lower up-front costs
- No water waste
- Ease of installation and low maintenance

CLARIS OVER OTHER POINT-OF-USE SOFTENING SYSTEMS:

Mavea Quell ST1200:

- Only 10 micron filtration vs Claris' five (5) micron
- Less capacity than Claris

Mavea Purity C-300:

- Only 900 gallons capacity @ 180 ppm
- Less carbon than Claris

3M Water Filtration (Cuno) SF165:

- Adds scale inhibitor to water, does not remove hardness using ion exchange
- Does not offer adjustment of hardness
- Not effective on flash (direct injection) steam and combi ovens

Selecto Scientific SteamerGuard Flash 2000:

- Capacity of only 1500 gallons @ 1.0 gpm
- Does not offer adjustment of hardness

Selecto Scientific SteamerGuard Flash 5000:

- Larger footprint (38" tall) versus Claris (18.56" tall)
- No carbon, must purchase additional filter for dirt and chlorine removal
- Does not offer adjustment of hardness
- Must be mounted vertically

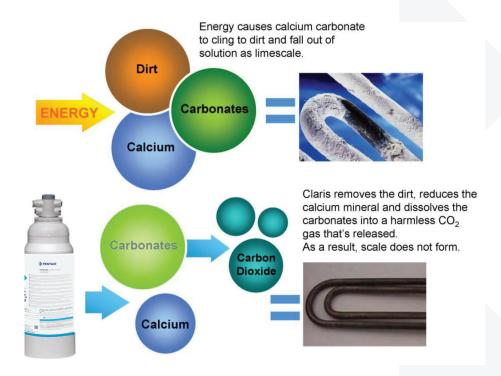
Selecto Scientific SMF SteamerGuard 7500:

- Adds scale inhibitor to water, does not remove hardness using ion exchange
- Not effective on flash (direct injection) steam and combi ovens
- Does not offer adjustment of hardness



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HOW CLARIS WORKS:



WHEN TO CHANGE THE FILTERS:

- The five (5) micron membrane could plug due to dirt as with any mechanical filter. Evidence of this includes:
 - Low flow
 - Short pots of coffee
 - Misshapen Ice
 - Low steam production
- The resin could expire before the membrane plugs. Evidence of this would include scaling on equipment. You can either test the system using a titration kit for carbonate hardness, or install a flow meter.

Carbonated Hardness Titration Kit EV4339-40:

Ideal for testing carbonate hardness before and after the Claris system. Quick and easy to use.

- To measure the filter's effectiveness, carbonate hardness must be tested, not total hardness.
- Claris targets carbonate hardness and alkalinity only (preventing the scaling process), so much of the dissolved calcium remains as total tardness.

Claris Flow Meter EV4339-31:

Monitors the usage rate of the Claris system. Once the maximum operation time has been reached, the display unit indicates the filter needs replacement.

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CLARIS XXL SPECIFICATIONS

Dimensions 18.56" H x 6.89" D (47.1 cm x 17.5 cm)

Service Flow Rate 1.0 gpm (3.7 Lpm)

Treatment Capacity (based on influent water hardness of 180 PPM)

- 2,910 gallons (11,000 liters) for espresso

- 3,490 gallons (13,200 liters) for OCS/coffee

- 1,740 gallons (6,600 liters) for steam (direct injection)

- 2,180 gallons (8,250 liters) for steam (boiler-based)

Pressure Requirements 29 - 116 psi (2 - 8 bar), non-shock

Temperature 39° - 86°F (4° - 30°C)

CLARIS LIST PRICING

| PART NUMBER | DESCRIPTION | 2012 LIST PRICE |
|-------------|----------------------------|-----------------|
| EV433921 | Claris Head 3/8" BSP | \$133.00 |
| EV433923 | Claris Head 3/8" QCF | \$133.00 |
| EV433925 | Claris Head 1/4" QCF | \$133.00 |
| EV433914 | Claris XXL Cartridge | \$548.00 |
| EV433940 | Claris Test Kit | \$45.00 |
| EV433950 | Claris Hose 59", 3/8 x 3/8 | \$45.00 |
| EV433931 | Claris Flow Meter | \$252.00 |

Other Claris sizes available:

| PART NUMBER | DESCRIPTION | 2012 LIST PRICE |
|-------------|---------------------|-----------------|
| EV433910 | Claris S Cartridge | \$162.00 |
| EV433911 | Claris M Cartridge | \$229.00 |
| EV433912 | Claris L Cartridge | \$293.00 |
| EV433913 | Claris XL Cartridge | \$354.00 |

MARKETING SUPPORT

All marketing materials will be posted to www.pentairlibrary.com.

- Specification Sheets
- Sales Flyer
- Selling Deck



WATER QUALITY SYSTEMS

EVERPURE-SHURFLO WORLD HEADQUARTERS, 1040 MUIRFIELD DRIVE, HANOVER PARK, IL 60133 USA • FOODSERVICE.PENTAIR.COM 800.942.1153 MAIN (US ONLY) • 630.307.3000 MAIN • 630.307.3030 FAX • CSEVERPURE@PENTAIR.COM EMAIL

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