

# tersano®

## A Healthy Grow with SAO® at I&F Design

I&F Design is a locally renowned bespoke florist committed to providing only the best floral arrangements the market can offer. To support their high-end quality standards, I&F has switched from traditional vase and flower cleaning chemicals to Stabilized Aqueous Ozone (SAO®) produced from tersano's latest technology, an in-line system called iClean FLOs.

### OVERVIEW

#### System Benefits:

- ▶ Converts tap water into SAO in-line and on-demand for cleaning and sanitizing.
- ▶ Effectively replaces traditional chemicals, reducing risk of harm to plants, people, and the planet.
- ▶ Cleans stems of fresh-cut flowers to help reduce risks of early decay.
- ▶ Dramatically reduces the build-up of plant debris for cleaner, fresher vase water.
- ▶ Promotes longer lasting fresh-cut flowers (vase life) by reducing contaminants and supporting nutrient intake.



"I've been doing this for years. Since introducing tersano, our cut flowers have lasted longer. Not only has this helped us reduce waste and costs, but it supports the top-quality standards that are important to us at I&F."

**James A. Fancsy**  
Owner  
I&F Design



### Opportunity

When I&F used traditional chemicals, they were ineffectual in preventing debris build up, complicating cleaning processes and demanding more time and labor. In addition, I&F displays its floral arrangements exclusively in glassware, essentializing the need for clean vase water that can easily be seen by customers.

"With glassware, you know how fresh the flowers are by looking at the vase water," owner James A. Fancsy explains, "It's essential to keep the water, vase, and flowers clean at all times."

### Action

After switching to the tersano system, cleaning times and effort were significantly reduced. SAO quickly lifts debris and soiling from the vase cavity without leaving residues, maintaining the vase water's cleanliness even when the flowers are arranged on display.

"Before introducing tersano, cleaning took longer because of the debris build up," Fancsy recalls, "Now, things are much quicker."

I&F also uses SAO directly in the vase water to clean the stems of fresh-cut flowers. By reducing contaminants, SAO promotes the vase-life and nutrient intake of fresh-cut flowers.



"The benefits have been many: simplified processes, improved cleaning performance, and most importantly, healthier, longer-lasting flowers."

**James A. Fancsy**  
Owner  
I&F Design



### Impact

- ▶ Simplifies vase cleaning processes, reducing costs and labour for I&F.
- ▶ Helps remove debris and soils from vases and vase water, supporting I&F's quality standards.
- ▶ Helps prolong the vase life of fresh-cut flowers, supporting I&F's customer satisfaction while reducing waste.