



## **SMARTAIR SYSTEM** & FREE MOTOR INITIATIVE



The Jalousie product has a unique offering in terms of performance, aesthetics, reducing noise whilst maintaining natural ventilation.

As a company, they are dynamic, they are open to ideas, they adapt quickly and they are proactive at solving design problems.

They have been incredibly easy to work with. I have recommended them to architects and have confidence in their solutions.

Simon Kean, Director, SPOKE ACOUSTICS NSW



I think where Safetyline Jalousie is great from my point of view is that they are actually looking at all of the performance requirements for their product. So that's waterproofing, that's thermal performance as well as cost and functionality. I recommend Safetyline Jalousie because I know that they have good designs, the test results, I know that they meet the performance, and when I specify for a project, I know that I have a compliant product.

Neil McClelland, Technical Director, TTW NSW



Working with Safetyline Jalousie has a really strong benefit and advantage in that you are dealing with a local company, you're dealing with the people that own the company, who make the decisions and follow through with what they say.

For us to put them forward on jobs, we really have confidence that what we are telling our clients, we know we can achieve by using Safetyline Jalousie.

This became very apparent in our work on the Arthur Phillip school project when Safetyline Jalousie were able to deliver an order of its' size without any issues, without missing anything, any damage or any errors. It's testament to their ethic, their culture and the way that they run their business

They're an Australian owned company, pushing the boundaries, trying to innovate, trying to improve what they do and set the benchmark a lot higher, I think it's a credit to them.

Kevin Hartin, Owner & Director, AUSRISE ALUMINIUM NSW



We've been working with Safetyline Jalousie for about 4 years now and have completed approx. 12-15 different projects together for clients like Parkview, Richard Crookes and Taylors.

Our site team install the Safetyline Jalousie louvres which are supplied as a fully glazed system, that is delivered to site and easily slides into our frames or openings, taking about 10 minutes and we can walk away.

It was an easy decision to team up with Safetyline Jalousie. Their service is always great and the product is great which is a big thing in our industry.

Paul Borg, Director, SUPPLIED HOLDINGS NSW

I have been consulting in noise and vibration for over 30 years. My reputation is important. If I don't recommend the right products, then we don't get the right results, which is why I use the best. I have no hesitation in recommending Safetyline Jalousie louvre windows, they are the best louvred acoustic window on the market that are able to provide a significant reduction in noise. You get value for money in that you get a product that is going to last a long time.

This is an Australian owned company, family run business and I'm proud to support them.

Nick Koikas, Director, KOIKAS ACOUSTICS NSW

From aged-care homes to sports halls, from schools to skyscrapers, Safetyline Jalousie's louvres have been installed in hundreds of commercial projects nationwide, which is testimony to the value of their products.

Over 10 years, the thousands of architects our national team have worked with assure us, that when it comes to improving natural ventilation and enhancing indoor air quality, no other louvres compete with Safetyline's.

Time and time again, architects across the country have attested, Safetyline's louvres are superior in reliability and ease of use.

They love the way they look in all settings and trust them above all other products because of their quality and proven track record of safety, security and longevity.

Elsie Attoh, CEO, THE ARC AGENCY



While our office specialises in education, we do projects across a broad range of building types, including public and private residential, churches, early learning centres and community hubs.

Chadstone Campus (formerly GippsTAFE), Alamanda College in Point Cook, Newbury Primary School in Craigieburn North-West, Caroline Springs Leisure Centre Extension and the Sub-Regional Tennis Facility.

We specify Safetyline Jalousie louvres because of their water-tightness, Jouvre bearer rod (which other objects), and the inner channel which allows easy installation if the flyscreen.

Is the investment worthwhile? Yes, because we don't have issues with them once they are installed and the process of working with Safetyline Jalousie is easy plus their service is excellent.

**Gerard McCurry,** Director, BRAND ARCHITECTS VIC



In my opinion, Safetyline Jalousie have developed a sustainable and future proof solution with their unique louvre window product and SmartAir system. By Automating the control of CO<sub>2</sub> levels, temperature, humidity and natural ventilation, a healthy and comfortable environment can be maintained in any public building reducing the need for mechanical systems, their associated

David Morehouse, GM AFRC Lab



A lot of the project work we do is essentially education, commercial, retail, some aged care and childcare. In the last 10 or 11 years I would say that we have specified and used Safetyline

Light and ventilation are the first things you learn in design and it just opens up so many security and overall strength of the window, it just opens up a new realm for us.

Dario Dell'Annitziata, Director, ARCHITECTURAL COLLABORATIVE QLD



Driving jobs, contracts, and delivering projects into the hands of window fabricators across Australia.

1500 window fabircator companies 15,000 employees / jobs 4.82 billion annual revenue



## Safetyline jalousie

## delivering on

Our louvre window systems provide prefabricated, functional, reliable-automated end use while delivering energy efficient solutions.

Stimulating
Local
Economies

Improving
Air Quality,
Carbon
Reductions

Sustainable
Built
Environments

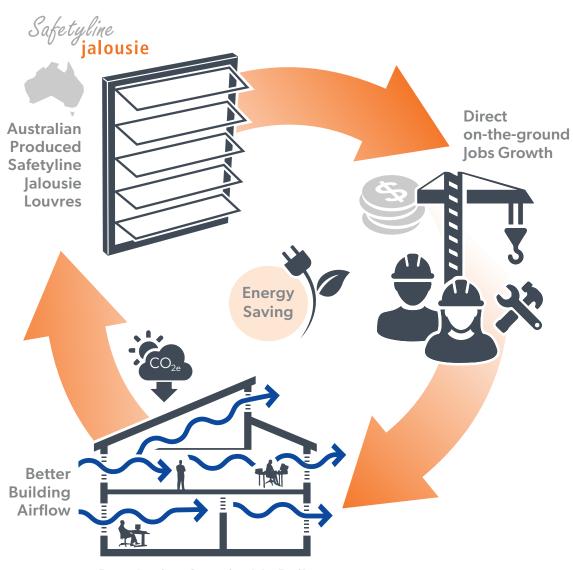


Our purpose is to provide economically viable, energy efficient solutions for indoor air environments that improve health, wellbeing and productivity.

### Leigh Rust,

Founder & Director Safetyline Jalousie.

# SMARTAIR CIRCULAR IMPACT FLOW CHART



Developing Sustainable Built Environments within Australia.





| SAFE | ETYLINE JALOUSIE INTRODUCTION                                 |    |
|------|---|----|
| 1.0  | PROPOSAL INTRODUCTION   | 2  |
| 2.0  | SMARTAIR SYSTEM PRODUCT DESCRIPTION                           | 3  |
|      | 2.1 PRODUCT OVERVIEW  | 3  |
|      | 2.2 USAGE BENEFITS & KEY PERFORMANCE INDICATORS               | 4  |
|      | 2.3 SAFETYLINE JALOUSIE KEY PERFORMANCE RATINGS               | 5  |
|      | 2.4 SMARTAIR SYSTEM FUNCTIONALITY                             | 7  |
|      | 2.5 SENSOR CONTROLS DELIVERING EFFICIENCIES                   | 8  |
| 3.0  | LOUVRE PERFORMANCE ANALYSIS OF LEARNING SPACES                | 9  |
|      | 3.1 INSIGHTS REPORT OF SAFETYLINE JALOUSIE LOUVRE             | 9  |
| 4.0  | THE SMARTAIR SYSTEM FREE MOTORS INITIATIVE                    | 13 |
|      | 4.1 INITIATIVE OVERVIEW                                       | 13 |
| 5.0  | PRICING AND CASE STUDIES                                      | 14 |
|      | 5.1 CASE STUDY PROJECT - OLD BAR PUBLIC SCHOOL                | 15 |
|      | 5.2 CASE STUDY PROJECT - CATHERINE FIELD                      | 16 |
|      | 5.3 CASE STUDY PROJECT - EAST LEPPINGTON                      | 17 |
|      | 5.4 CASE STUDY PROJECT - WAGGA WAGGA                          | 18 |
|      | 5.5 CASE STUDY PROJECT - ORAN PARK                            | 19 |
|      | 5.6 FREE MOTORS INITIATIVE AND SMARTAIR SYSTEM PRICING MATRIX | 20 |
| 6.0  | PRODUCT RISK ASSESSMENT                                       | 21 |
|      | 6.1 TRAP HAZARD RISK ASSESSMENT                               | 21 |
|      | 6.2 PRODUCT INSTALL SPECIFICATION                             | 22 |







## SAFETYLINE JALOUSIE INTRODUCTION

The purpose of this proposal is to provide a pre-programmable, fully automated, tried and tested complete turnkey air quality louvre window solution product, that can deliver on environmental, economic and social benefits for built environments across Australia.

Safetyline Jalousie and Blue Squared Window Automation SmartAir System provide motors and associated controls and sensors at an upfront cost comparable, if not below, both current motor costs and that of manual winders, delivering triple bottom line benefits.

SmartAir System enables all spaces to monitor temperature and humidity which will inform, cue and operate motorised high performance louvre windows that provide free air coupled with superior sealing capabilities that block wind, water, air and noise.

The SmartAir System provides natural ventilation to spaces by monitoring internal and external ambient temperatures, automatically locking out the AC. SmartAir incorporates morning and night purging options to cool the buildings fabric during unoccupied periods reducing air conditioning energy costs. The system also utilises wind and rain sensors to automatically close the louvres without the need for user interaction.

Adoption of the Free Motors Initiative and SmartAir System proposal by Safetyline Jalousie and Blue Squared Window Automation will provide a fully automated and control monitoring of Indoor Air Quality based on  $CO_2$  levels, temperature and humidity.

We value this opportunity to present the outstanding features of the SmartAir System.





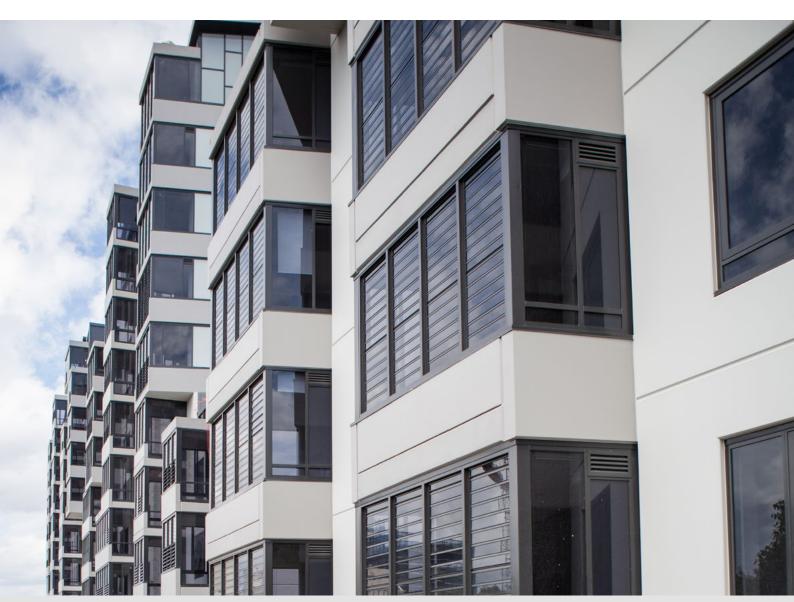
# PROPOSAL INTRODUCTION

The purpose of this proposal is to highlight how Safetyline Jalousie SmartAir System drives and stimulates economic, social and environmental outcomes that not only create immediate opportunities to enact on, but enable long term, stable trajectory outcomes like indoor health targets, jobs growth, workplace productivity and energy reductions.

Safetyline Jalousie seeks to emphasise the importance of adopting a product like the SmartAir System and Free Motors Initiative in buildings across Australia. This sustainable product in conjunction with the proposed economic incentives and health advantages, will prove its worth for now and the future of its built environments.

Additionally, the 'Free Motors Initiative SmartAir System' identifies financial efficiencies, highlights indoor air quality based on  $CO_2$  level reductions, while examining its capacity to generate long-term returns and stabilised job growth in metro, regional and rural areas in states and territories across Australia.

Documentation throughout this proposal will highlight Safetyline Jalousie's central focus on delivering sustainably designed window louvres that provide outstanding performance for built environments, which in turn aid key stakeholders the capacity to align to many of the United Nations global sustainable development goals.



## 2 SMARTAIR SYSTEM PRODUCT DESCRIPTION

### 2.1 PRODUCT OVERVIEW

The purpose of the Safetyline Jalousie SmartAir system is to provide a pre-programmable, fully automated, tried and tested complete turnkey air quality solution that enables all spaces to monitor temperature,  $CO_2$  and humidity.

This will inform, cue and operate motorised high performance louvre windows that have 86% free air coupled with superior sealing capabilities that block wind, water, air and noise. This will:



Naturally ventilate spaces



Enable stair pressurisation to exhaust smoke in a fire event



Remove smoke exhaust



Reduce air conditioning costs supporting energy savings and reduction of greenhouse gas emissions



Deliver safety via fire indicator panel trip



Control CO<sub>2</sub> and ambient temperatures for comfortability

Additionally, the system is adapted to recognise morning or night purges, interlock air conditioning, automatically close louvres due to rain or wind and also automatically lock for security without the need for human input.

Blue Squared Window Automation SmartAir System provides motors, associated controls and sensors at an upfront cost comparable, if not below, both current motor costs and that of manual winders, delivering triple bottom line benefits for louvre windows.

# SMARTAIR SYSTEM PRODUCT DESCRIPTION

### 2.2 USAGE BENEFITS AND KEY PERFORMANCE INDICATORS

When using the Safetyline Jalousie and Blue Squared Window Automation SmartAir System coupled with high performance motorised Safetyline Jalousie JX series louvre windows, will be pre-programmed to specifically designed parameters to automate the control of the environment.

## All SmartAir Systems will produce each of the following benefits to the environment in which they are installed:

- Monitor and automate reduction in  $CO_2$  levels
- Natural ventilation
- The monitoring, control and improvement of air quality
- Controlled thermal comfort
- Reduction in external sound distractions
- Safe and secure spaces
- The ability to meet requirements for air infiltration in an air conditioned space
- ) Improvements in health of occupants
- Increasing longevity and life cycle of spaces through quality products
- A sustainable and future proof solution

## The fitting and installation of the SmartAir System will also generate reductions in:

- Air conditioning costs, inturn power consumption
- Carbon footprint
- The occurrence of maintenance problems and their associated costs
- The reliance on human intervention and operate air quality systems

Additionally, Safetyline Jalousie's unique louvre windows will bring added value and offer unrivalled flexibility in design options through unmatched performance ratings, strength, reliability and versatility.

There are many performance advantages and benefits of Safetyline Jalousie louvre windows. We pride our quality of product on the eight high level Key Performance Ratings.



### 2.3 SAFETYLINE JALOUSIE KEY PERFORMANCE RATINGS



### ULTIMATE LIMIT STATE (ULS)

Up to 9525pa - conventional glass on glass louvre is approx. 3000pa



### WATER PENETRATION RESISTANCE

800pa - conventional glass on glass louvre is approx. 300pa



#### SERVICEABILITY LIMIT STATE (SLS)

Up to 4000pa - conventional glass on glass louvre is approx. 1500pa



#### **ACOUSTICS**

CSIRO lab tested to 35 Rw conventional glass on glass louvre is approx. 26 Rw



#### **AIR INFILTRATION**

0.12 L/Sqm/S - this is 12 times better than a conventional glass on glass louvre window



### **SAFETY & SECURITY**

Impact Load tested up to 550kg conventional glass on glass louvre is approx. 30kg



#### **WINDBORNE DEBRIS**

Impact test passed type B (for cyclones) - conventional louvres are not



#### SPAN

Up to 1400mm - larger windows reduce perimeter framing and install time - hugely cost effective conventional louvres are limited to 900mm

### ADVANTAGES AND BENEFITS



Prefabricated and delivered to site as a complete unit fully framed and fully glazed, assembled and ready to insert into the openings.



Ability to use any type of commercially available glass as the louvre blades from 6mm to 6.76mm



Meets fall prevention requirements with no need for added options



Meets the requirements for use as balustrade with no added options



Made in factories based in Sydney, Australia

## MOTORISED AND AUTOMATED

Windows and motors are fully compliant as part of complete failsafe solution for fire mode / smoke exhaust / relief air / ((•))

stand-alone mechanical
ventilation system utilising
sensors for wind / rain /
temperature / timers /
humidity / laser presence
sensors etc



wiring and controls are fully compatible / able to interface to any BMS / Cbus systems

# SMARTAIR SYSTEM PRODUCT DESCRIPTION

### 2.3 SAFETYLINE JALOUSIE KEY PERFORMANCE RATINGS

Designed and developed exclusively by the Technal company which is a division of the European giant Norsk Hydro, a fully integrated aluminum company. Safetyline Jalousie louvre windows have a long history of superior performance in commercial, public and residential projects across the globe.

They have been manufactured in Sydney, Australia since 2009 by SMR Designs, which is a family owned and operated Australian company.

Safetyline Jalousie has provided louvre windows to over 1000 projects Australia wide, supplying approximately 250,000 high performance louvre windows along with over 20,000 motors to operate our windows to a selection of these projects.

Safetyline Jalousie has distributor partner agreements across all states and territories that allow the company the capability to provide louvre windows to over 4000 window fabricators throughout Australia, providing job certainty and upskilling for current and new industry apprentices.



### 2.4 SMARTAIR SYSTEM FUNCTIONALITY

Product functionality is imperative for products to become sustainable for long term use. The SmartAir System drives significant features which enable strong functionality and capabilities for facilities management, the users, key stakeholders and the streamlining for operational management of buildings.

Key product features that identify Safetyline Jalousie's SmartAir System as the industry leader are:



### **Out of Hours**

All louvres remain closed with user interface and external signals locked out for security.



### Early Morning

All louvres open for a predetermined period then automatically close returning to out of hours lock out.

In the event of rain during the purge cycle, the louvres will close only reopening upon the rain ceasing (a maximum opening on rain from 0-100% is achievable on a zone by zone basis).



### **Day Mode**

Louvres are controlled via local  $CO_2$  inputs. Upon reaching the activation  $CO_2$  PPM level, the louvres will open and the AC will be locked out.

In the event of rain sensor activation, the louvres will close, and the AC will be reactivated (a maximum opening on rain from 0-100% is achievable on a zone by zone basis).

Upon the deactivation of the rain sensor, the louvres will reopen and the AC will be locked out, providing that the CO<sub>2</sub> PPM is still in the activation band.

If a local day to day switch is installed, activation of this will override and lock out all other inputs with exception to the rain sensor and end of day closing signals. This lock out period is programmable from 5-600 minutes on a zone by zone basis. Upon the pre-set time lapsing, the system will return to standard day mode controlled primarily by the Co<sub>2</sub> sensor.



### **End of Day**

Upon reaching the end of the working day, all louvres will return to the fully closed position with full lock out of all other inputs. Timers are fully programmable to suit the required activities and project specifics for the building.

# SMARTAIR SYSTEM PRODUCT DESCRIPTION

### 2.5 SENSOR CONTROLS DELIVERING EFFICIENCIES

The SmartAir system consists of equipment developed specifically for façade widow automation. The main control panel was designed in the United Kingdom for use in the second wave of the Building Schools for the Future (BSF) program, which heavily relied on BB101, guideline for ventilation, thermal comfort and indoor air quality.

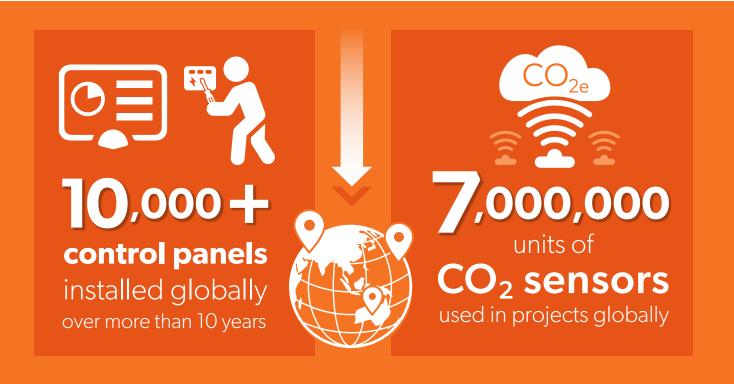
There are now in excess of 10,000 units installed globally, including installations within some of the recently built NSW schools. Used in conjunction with the former SmartAir's  $CO_2$ , now the NvLogiq room controller, healthier learning and workspaces have been achieved globally using this equipment for nearly a decade.

The wall mounted display incorporates a state-of-the-art  $CO_2$  sensor which is self-calibrating, along with temperature and humidity sensors. The LED display indicates the current levels in numerical format along with a traffic-light backlit system indicating when measured levels are rising, **AMBER - mid range**, **RED - high range**. The display is fully programmable with setpoints for activation to achieve optimal performance for the specific space/project.

The  $CO_2$  sensor itself is from the leading manufacturer with over 7 million units out in the field globally and a failure rate of less than 0.05%. In the manufacturing process, the sensors also go through a 4-point calibration process.

The louvre motor/drive has been developed specifically for the Safetyline Jalousie louvre system, with the final installation environment being taken into consideration. All cabling is concealed within the louvre and the drives have anti-vandal end caps.

All componentry offered within this scheme is designed with compatibility in mind to offer seamless installation and operational functionality.



## 3 LOUVRE PERFORMANCE ANALYSIS OF LEARNING SPACES

### 3.0 INSIGHTS REPORT OF SAFETYLINE JALOUSIE LOUVRE

An energy modelling analysis of Jalousie louvres used in a school classroom application was conducted. Both a generic modular classroom building and a case study (Alexandria Park Primary school) were considered in Sydney, Brisbane, and Melbourne climates. The airtightness of Jalousie louvres when compared to other products, and the effectiveness of natural ventilation using Jalousie louvres, was studied.

The generic modular classroom formed the crux of the study and is present in identical or similar forms across both NSW and Australia. The case study model was used to provide further evidence of the trends identified and to test the applicability of the modelling approach in a real project.

### Initial energy modelling results were mixed, due to the apparent conflict between airtightness and natural ventilation in each climate. The key findings of the initial energy modelling conclude that:

- Using Jalousie louvres can significantly increase the airtightness of a building, by between 7% and 20% for the cases tested.
- Using louvres for natural ventilation provides more outside air to learning spaces than required by minimum standards. For the cases tested, 9%, 24% and 12% more outside air was provided to learning spaces in Sydney, Brisbane, and Melbourne respectively.

## Following the initial modelling, a revised louvre control strategy was developed as follows:

- Louvres are fully opened when the temperature outside is within a suitable (comfort) band and wind speed is sufficient to deliver the required outside air rate to the learning area
- Douvres are partially opened at the 10% or 20% position for a wider band of temperatures to assist in removing heat from the learning areas. The required outside air rate is provided by mechanical ventilation. Air conditioning or heating is not operating (as the outside air + internal heat gains result in a suitable learning space temperature). We anticipate this wider temperature band to be 3°C to 5°C lower than the natural ventilation setpoint, however this wider band will be project specific.
- Louvres are closed (such that they achieve a high degree of airtightness) outside this wider setpoint band (i.e. when it is too hot or too cold outside). The required outside air rate is provided by mechanical ventilation. Air conditioning or heating is operating.

Through consideration of the revised control strategy, the following results were determined for the generic classroom level and case study respectively. For both cooling and heating dominated climates, a project specific analysis is recommended to optimise the louvre control systems and maximise benefits beyond the figures presented herein.

### Table 1 Summary of case study results for revised controls scenario

Data modelling by Inhabit Group of our Case Study Project using Safetyline Jalousie louvre windows utilising the Smart Air System proves that our system can increase thermal comfort levels for occupants, reduce ongoing energy usage and therefore costs and ultimately reduce greenhouse gas emissions for the operating life of the project.

| Metric  | Sydney<br>(scenario CSJ) | Brisbane<br>(scenario CBJ) | Melbourne<br>(scenario CMJ) |
|---|--------------------------|----------------------------|-----------------------------|
| Annual thermal energy use, % saving                           | =4% to 5%                | =4% to 5%                  | =3.5%                       |
| Annual GHG emission savings, kgCO <sub>2e</sub> per classroom | =30 per classroom        | =50 per classroom          | =25 per classroom           |
| Annual electricity savings,<br>\$ per classroom               | =\$10 per classroom      | =\$17 per classroom        | =\$7 per classroom          |
| Additional ventilation supplied, % above requirement          | =11% to 14%              | =22% to 28%                | =4% to 10%                  |

Based on a review of both the generic classroom level façade and the case study learning space facades, it was determined that approximately 15% of the façade consisted of louvres. NCC 2019 sets a façade air infiltration limit of 10 m3/m2.h @ 50 Pa.

This figure was used for all façade elements other than the elements replaced by the Jalousie louvres. The airtightness of the façade area occupied by louvres was varied as per Table 1, which also shows the resultant whole of façade airtightness figure. It is worth noting that the airtightness benefit of Jalousie louvres increases as the percentage façade area increases.



### Table 2 Summary of generic classroom level results for revised controls scenario

Data modelling by Inhabit Group of Generic Learning Spaces using Safetyline Jalousie louvre windows utilising the Smart Air System proves that our system can increase thermal comfort levels for occupants, reduce ongoing energy usage and therefore costs and ultimately reduce greenhouse gas emissions for the operating life of the project.

| Metric   | Sydney            | Brisbane           | Melbourne          |
|--|-------------------|--------------------|--------------------|
|  | (scenario GSJ)    | (scenario GBJ)     | (scenario GMJ)     |
| Annual thermal energy use, % saving                  | 1.5%              | 1.7%               | 3.4%               |
| Annual GHG emission savings, $kgCO_{2e}$             | 167               | 340                | 478                |
|  | 24 per classroom  | 49 per classroom   | 68 per classroom   |
| Annual electricity savings, \$                       | \$54              | \$111              | \$123              |
|  | \$8 per classroom | \$16 per classroom | \$18 per classroom |
| Additional ventilation supplied, % above requirement | 9%                | 24%                | 12%                |

### **Table 3 Facade Airtightness Data**

Data modelling by Inhabit Group proved that Safetyline Jalousie louvres have a much higher airtightness figure than the generic louvres tested or indeed the requirements of NCC 2019 and therefore increased the tested buildings overall air tightness by up to 20% and reduced the number of air changes per hour allowing for a much tighter control of the indoor air quality.

| Louvre type                                       | Airtightness,<br>L/m <sup>2</sup> .s @ 75 Pa<br>as per AS 2047 | Calculated*<br>(scenario GBJ)<br>m³/m².h @ 50 Pa | Resultant whole-of-<br>-facade airtightness,<br>m <sup>3</sup> /m <sup>2</sup> .h @ 50 Pa | Relative benefit<br>of Jalouise<br>louvres |
|---|--|--|---|--|
| Jalousie louvre                                   | 0.12   | 0.10   | 8.55  | -  |
| Generic louvre A                                  | 1.5  | 1.23   | 9.16  | 7%   |
| Generic louvre B                                  | 1.9  | 1.55   | 9.34  | 8%   |
| Generic louvre C                                  | 5  | 4.08   | 10.70   | 20%  |
| All other facade<br>elements (as per<br>NCC 2019) | 3.4  | 2.78   | 10.00   | -  |

<sup>\*</sup>Note: The façade industry standard metric of L/m2.s @ 75 Pa was converted to the building energy industry standard metric of m3/m2.h @ 50 Pa using a standard flow exponent of 0.5.

It is noted that Jalousie louvres have a much higher airtightness figure than the generic louvres tested, or indeed the requirements of NCC 2019.



A further scenario was created in an effort to address the control-related drawbacks of the initial scenario. The key outcomes of this revised scenario are that:

- Jalousie louvres are airtight, therefore they provide benefit during heating months
- Jalousie louvres can be automatically operated so they are partially open during favourable conditions, providing benefit during cooling months. The partial opening of the louvres mimics the airtightness performance of the less airtight scenarios, however this is reproduced in a controllable fashion. A calculation of louvre opening position to mimic a lower level of airtightness resulted in an opening position of 10% to 20%.
- Louvres are fully opened when the temperature outside is within a suitable (comfort) band and wind speed is sufficient to deliver the required outside air rate to the learning area.
- Louvres are partially opened at the 10% or 20% position for a wider band of temperatures to assist in removing heat from the learning areas. The required outside air rate is provided by mechanical ventilation. Air conditioning or heating are not operating (as the outside air + internal heat gains result in a suitable learning space temperature). We anticipate this wider temperature band to be 3°C to 5°C lower than the natural ventilation setpoint, however this setpoint will be project specific.
- Louvres are closed (such that they achieve a high degree of airtightness) outside this wider setpoint band (i.e. when it is too hot or too cold outside). The required outside air rate is provided by mechanical ventilation. Air conditioning or heating are operating.

Note that the results of this scenario are considered conservative. A control system that is project specific and considers specific climate and heat gains will result in better performance.



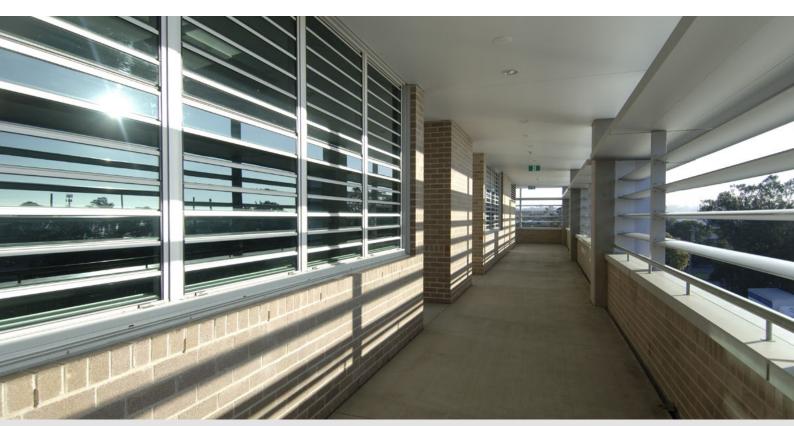
## 4 THE SMARTAIR SYSTEM FREE MOTORS INITIATIVE

Enabling more sustainably designed and built environments, delivering opportunities for sustainable retrofitting of existing buildings, and supporting new projects to meet budget are some of the many advantages and benefits of the SmartAir System. The improved outcomes for projects without increasing the cost, is the purpose behind Safetyline Jalousie providing the 'Free Motors Initiative' product that can deliver for triple bottom solutions now and ongoing for the future.

### **4.1 INITIATIVE OVERVIEW**

We believe every project and space is entitled to the benefits of motorising and automating the monitoring and control of air quality. With that in mind, and in conjunction with the SmartAir Proposal, Safetyline Jalousie would like to offer all projects, including retrofitting existing projects along with both present and future builds, the opportunity to add our SmartAir louvre motors to any windows quote completely free of charge.

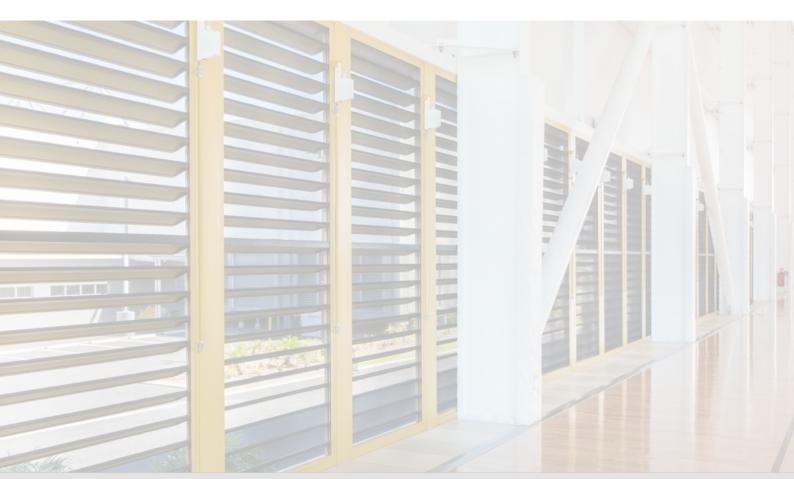
By offering motorised louvre windows at the same cost of manually operated louvre windows we hope to alleviate any cost prohibiting factors that would influence the quality outcome of the project.



# 5 PRICING AND CASE STUDIES

The following five case studies provide an example of past and proposed expenses involving the installation of the SmartAir System, in conjunction with louvre motors and free motor initiative package.

- Old Bar Public School
- Catherine Field
- East Leppington
- Wagga Wagga
- Oran Park





### **5.1 CASE STUDY PROJECT 1**

## **Old Bar Public School**

Louvre control via day switch

Based on 31 CO<sub>2</sub> control areas



| Total Louvre Motors  | 101                          |
|--|------------------------------|
| Control Panels   | 31                           |
| Zones  |                              |
| Standard Cost of Project (Motors + Controls)<br>(Motors @ \$410, Controls @ \$650 + \$75 per zone for NV-Link)                     | \$62,560                     |
| Free Motor Initiative Package Cost (no CO <sub>2</sub> ) \$236 per motor point (min 4 points per zone) + \$75 per zone for NV-Link | (31 x \$933) <b>\$28,925</b> |
| SmartAir CO <sub>2</sub> Sensors @ \$925 per zone  | \$28,675                     |





### **5.2 CASE STUDY PROJECT 2**



### Based on $70\,\mathrm{CO}_2$ control areas

| Total Louvre Motors  | 578                            |
|--|--------------------------------|
| Control Panels   | 122                            |
| Zones  | 70                             |
| Standard Cost of Project (Motors + Controls)<br>(Motors @ \$410, Controls @ \$650 + \$75 per zone for NV-Link)                           | \$321,530                      |
| Free Motor Initiative Package Cost<br>(no CO <sub>2</sub> ) \$236 per motor point (min 4 points per zone)<br>+ \$75 per zone for NV-Link | (578 x \$236) <b>\$151,570</b> |
| SmartAir CO <sub>2</sub> Sensors @ \$925 per zone  | \$64,750                       |



### **5.3 CASE STUDY PROJECT 3**

## **East Leppington**

Based on  $65\,\mathrm{CO}_2$  control areas

| Total Louvre Motors  | 508                            |
|--|--------------------------------|
| Control Panels   | 118                            |
| Zones  | 65                             |
| Standard Cost of Project (Motors + Controls)<br>(Motors @ \$410, Controls @ \$650 + \$75 per zone for NV-Link)                           | \$285,855                      |
| Free Motor Initiative Package Cost<br>(no CO <sub>2</sub> ) \$236 per motor point (min 4 points per zone)<br>+ \$75 per zone for NV-Link | (508 X \$236) <b>\$134,203</b> |
| SmartAir CO <sub>2</sub> Sensors @ \$925 per zone  | \$60,125                       |





### **5.4 CASE STUDY PROJECT 4**



### Based on 27 $CO_2$ control areas

| Total Louvre Motors  | 176                           |
|--|-------------------------------|
| Control Panels   | 41                            |
| Zones  | 27                            |
| Standard Cost of Project (Motors + Controls)<br>(Motors @ \$410, Controls @ \$650 + \$75 per zone for NV-Link)                           | \$100,835                     |
| Free Motor Initiative Package Cost<br>(no CO <sub>2</sub> ) \$236 per motor point (min 4 points per zone)<br>+ \$75 per zone for NV-Link | (176 x \$236) <b>\$52,529</b> |
| SmartAir CO <sub>2</sub> Sensors @ \$925 per zone  | \$17,550                      |



### **5.5 CASE STUDY PROJECT 5**

## **Oran Park**

Based on  $39 \, \text{CO}_2$  control areas

| Total Louvre Motors  | 318                          |
|--|------------------------------|
| Control Panels   | 93                           |
| Zones  |                              |
| Standard Cost of Project (Motors + Controls)<br>(Motors @ \$410, Controls @ \$650 + \$75 per zone for NV-Link)                           | \$190,830                    |
| Free Motor Initiative Package Cost<br>(no CO <sub>2</sub> ) \$236 per motor point (min 4 points per zone)<br>+ \$75 per zone for NV-Link | (93 x \$933) <b>\$86,769</b> |
| SmartAir CO <sub>2</sub> Sensors @ \$925 per zone  | \$36,075                     |





### **5.6 FREE MOTORS INITIATIVE AND SMARTAIR SYSTEM PRICING MATRIX**

**Current Average Cost** per Space to Motorise windows - \$1800 (motors only)

**Current Average Cost** per Space to use Manual Winders - \$1600 (image below)

**Proposed Average Cost** per space to provide fully automated SmartAir System with Free Motor Initiative - \$1869 (includes all Motors, Controls (NV-PSU), Co Sensor, A/C interlock)

| LEARNING SPACE PRICING MATRIX   | Motor Price | Non-UPS       | 72hr UPS        |
|---|-------------|---------------|-----------------|
| Base Learning Space single zone cost (all equipment required to motorise and control up to 4 louvre control points (excluding sensor & cabling) | \$0         | \$944.00<br>0 | \$1,369.00<br>0 |
| Additional motor points within zone (per point) including controls  |             | \$236.00<br>0 | \$262.00        |
| SmartAir CO <sub>2</sub> sensor and A/C interlock relays per zone   |             | \$925.00<br>0 | \$925.00        |
| Rain Sensor, Morning Purge & End of day closing per block/building  |             | \$632.00<br>0 | \$632.00        |



## 6 PRODUCT RISK ASSESSMENT

A project specific trap hazard risk assessment is offered on every project as part of our package.

The trap hazard risk assessment is to be carried out on a project and location basis, although on projects such as the modular build programme, a generic risk assessment may be used on similar types of areas/rooms. The risk assessment highlights trap hazards, and what preventative measures are required to mitigate risks, if any exist. The recommendations are submitted at the design stages of a project and the full risk assessment is included within the O&M manuals at project handover stage.

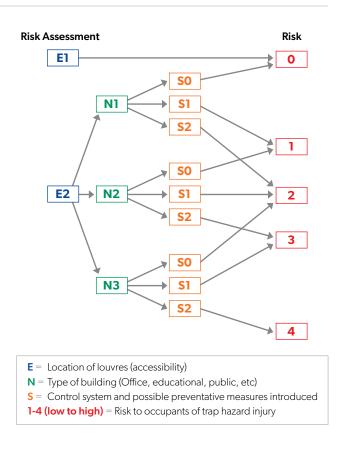
Safetyline Jalousie provides fully detailed risk assessments for every project, ensuring our clients can assess, mitigate and embed necessary internal policies and safety protocol procedures. Assessment examples are made available at your request.

### 6.1 TRAP HAZARD RISK ASSESSMENT

A project specific trap hazard risk assessment is offered on every project as part of our package.

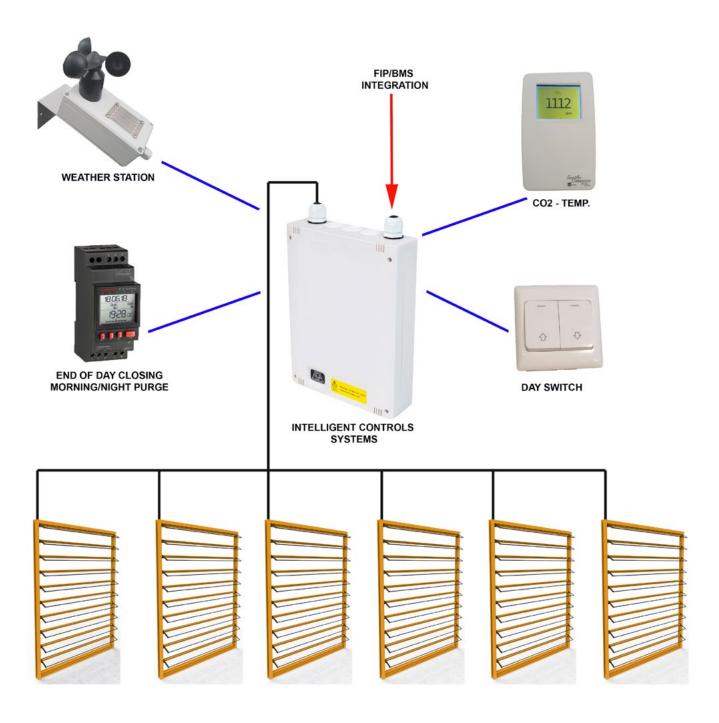
The trap hazard risk assessment is to be carried out on a project by project and location by location basis, although on projects such as the modular build programme a generic risk assessment may be used on similar type areas/rooms. The risk assessment highlights trap hazards, and if any and what preventative measures are required to mitigate risks. The recommendations are submitted at the design stages of a project and the full risk assessment is included within the O&M manuals at project handover stage.

IEC 60335-2-103:2017 covers the hazards associated with the movement of the driven parts of gates, doors and windows. It is the responsibility of the person issuing the enquiry to clearly specify the requirements for power operated doors or windows. The supplier installing the power operated door or window is responsible for complying with the enquiry taking into account, IEC 60335-2-103-2017 and the state-of-the-art technology.





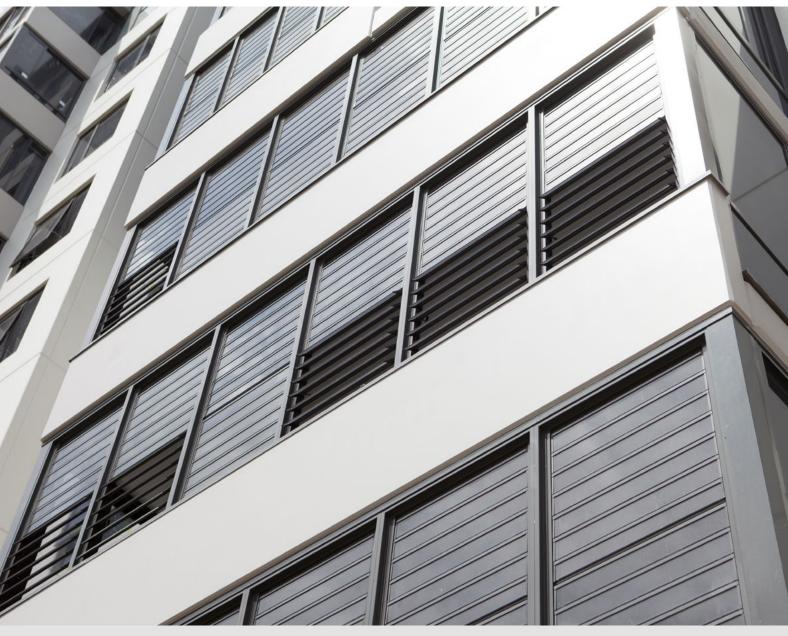
### **6.2 PRODUCT INSTALL SPECIFICATION**











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