

Points to choose a products of thermal barrier insulation glass coating for energy-saving measures

For all customers who need our support to success your thermal barrier coating projects

- 1) Knowledge of Products (Product description)
- 2) Thermal insulation effect in summer
- 3) Thermal insulation effect in winter \Rightarrow condensation prevention function
- 4) Comparison to other products : Application
- 5) Comparison to other products : Performance
- 6) The difference of thermal barrier materials such as ATO, CTO and ITO.
- 7) Comparison of Thermal barrier performance and price
- 8) Compare to other products
- 9) Compare to other products : Verification after application
- 10) Compare to other products : SKETCH support program
- 11) Simulation of profit : Application to 100sqm, 1000sqm, 10,000sqm
- 12) The example of pay back simulation

For all customers who need our support to success your thermal barrier coating projects

Currently, it has been attracting attention to thermal barrier glass coat as global warming measurement. By applying a thermal barrier glass coating to glass-walled building, we aim to reduce air conditioning costs 20 percent to 30 percent.

In Japan, it became a power shortage in eastern Japan, Tohoku because there was an Fukushima nuclear power plant accident after the earthquake on March 11, 2011. At that time, Thermal barrier coating applied to save energy on the building windows. From that time, the thermal barrier insulating glass coat of Japan became popular to all over the world because energy-saving effect is high.

In 2016, There are 10 several companies of thermal barrier maker in Japan, and three companies in China.

However, the customer does not know what the manufacturer of the product is excellent. So it is important to convey to the consumer to know the superior surface of the product by comparing the cost and performance and construction methods from every angle.

SKETCH will support the company which starts a new thermal barrier insulation glass coating business how to promote the coating to the customer.

The most important point is the comparison of the thermal barrier performance. Thermal barrier material, ATO has been the most sold currently.

However, the heat shield is not enough at the place where people feel the hot. In the equator, **the infrared cut-off rate of around 80% H-SP, or more than 90% of H-SC** is the suitable compare to the infrared cut 50 percent of the ATO.

Thermal barrier material of SKETCH is **CTO** and **CTO + ITO (CTO-I)**. Because these cost is higher than ATO material cost and still need time to develop, other companies do not use them. About price, these compared with ATO is about 150 yen higher in the material cost of the square meter, but it does not affect most of the application price and profit margins. The payback period of CTO and CTO-I is two to three years shorter than ATO because thermal barrier performance is superior about energy-saving rate of the air-conditioning costs after application.

Then, the roller application of SKETCH does not have coating unevenness.

Modify in application process is also a simple, thermal barrier performance is uniform. In particular, since glass coat of other companies applied to the large window glass of a height of more than 3m is difficult, the product of SKETCH will be advantageous.

Sketch was sold insulation coat 1 million square meters worth to the world 20 countries.

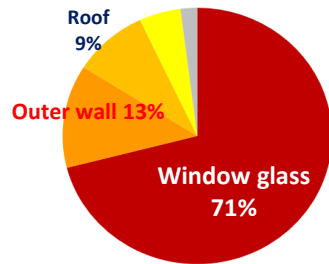
We know any details of thermal insulation coat, and advise on appropriate sales methods. We can introduce the superiority of SKETCH product such as in the finish after the application, the thermal barrier performance and application method.

And when you have the knowledge of SKETCH products, you can compare with other companies products using ATO. Currently, **CTO** or **CTO + ITO** is not well known. So we will show you how to compare the products before you start the business of Thermal Barrier coating, and learn how to compare the performance and application method with other companies. And let's promote SKETCH coating together.

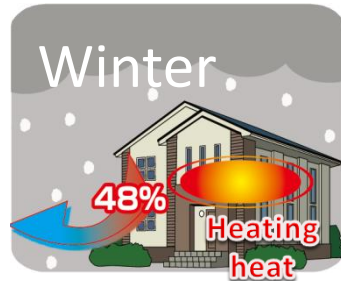
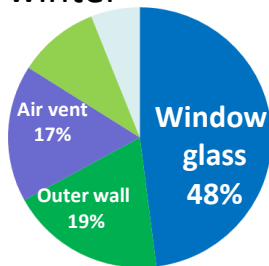
In this way, you can save the investment and your valuable time.

Since June 2016, we will apply the insulation coating with 3,900JPY per 1sqm and propose new business plan, three years payback plan. For those who want to start the insulation coat business of SKETCH, we will introduce the product knowledge, Roller application and verification methods, and continue to support your business. First of all, please consider the distributorship after reading this document.

71% of Heat enters from the window glass in Summer



48% of Heat escapes from the window glass in winter



1) Knowledge of Products (Products description)

1) Summer enters 72% solar heat from the window, winter escape 42% Heating heat from the window.

It is effective for reduction of air conditioning costs by applying to the window glass. When the area of the window glass is large such as buildings, it enter the solar heat especially in the summer and during the day.

2) The summer and during the daytime when the solar heat is hot, the temperature difference is large between coated and non-coated surface.

3) In winter, the coating cut more than 90% of indoor heating heat (far-infrared ray), and prevent to escape heat from the window. It can keep the solar heat that has entered the room during the day; the room temperature is 2-3 degrees higher after the application.

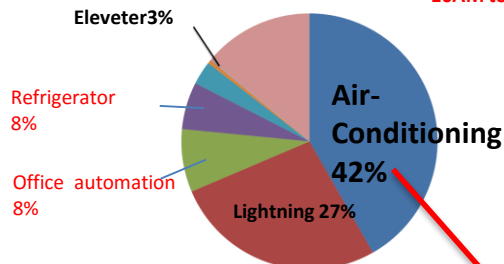
The temperature of air conditioning will be lower from 2 to 3 degrees.

4) The coating surface has high water repellency and there is a condensation deterrent effect. Moreover, the coated surface is highly endothermic, it can delay to occur the condensation because the glass increase warmth.

Dew condensation suppression effect is 50% or more.

Electric power in Summer

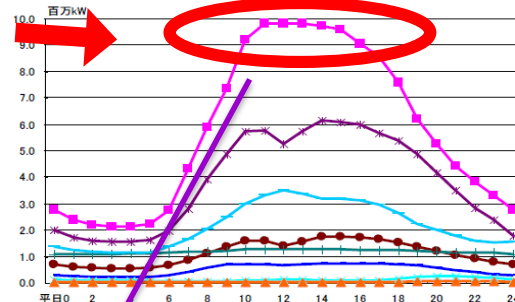
Demand Structure of 2PM at office building



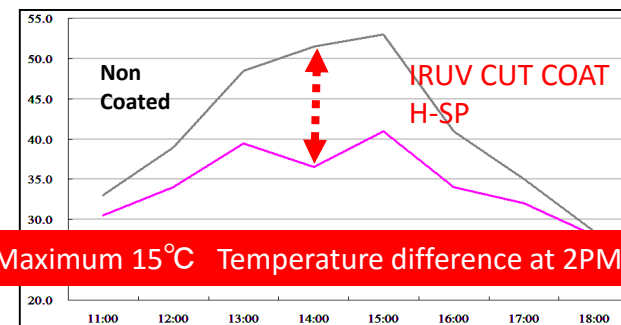
Demand for electric power at hourly intervals

【時間帯別電力需要(機器別)】

Point!
10AM to 4P<M



The Information From Agency for Japanese Natural Resources and Energy on May, 2011

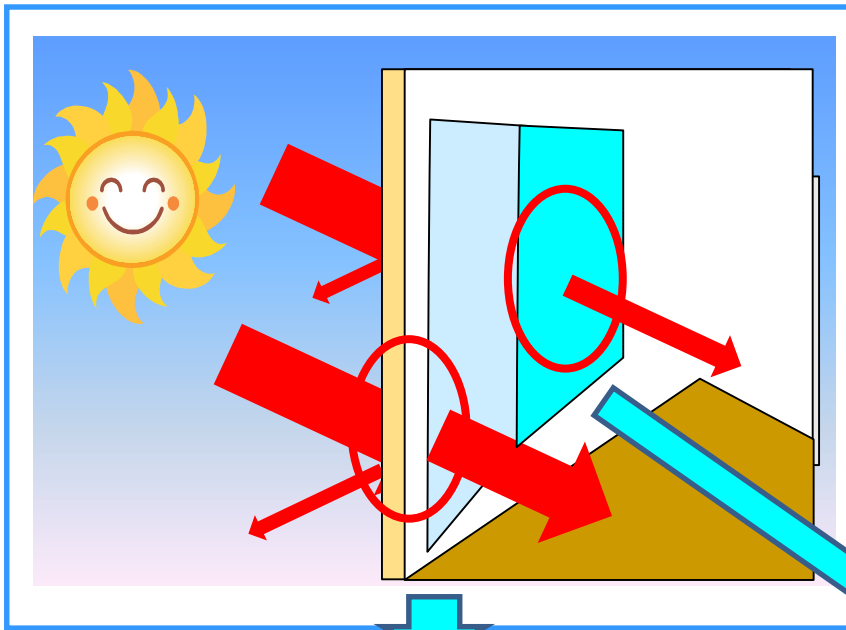


Maximum 15°C Temperature difference at 2PM

The Point is Peak hour cut of the Air-Conditioning during 10AM to 4PM

5) Air conditioning fee is 42% of the electricity bill for the entire building. In particular, maximum bill is from 10AM to 4PM in summer. The most effective of the air conditioning cost reduction is to apply the thermal barrier insulation coat of window glass.

2) Thermal insulation effect in summer



1) **Cut direct sun heat (near-infrared) more than 80% in summer**

The room temperature will drop 2-3 degrees, and maximum 10 degrees or more near a window. = **Reduction of air conditioning costs is 20 to 30 percent.**

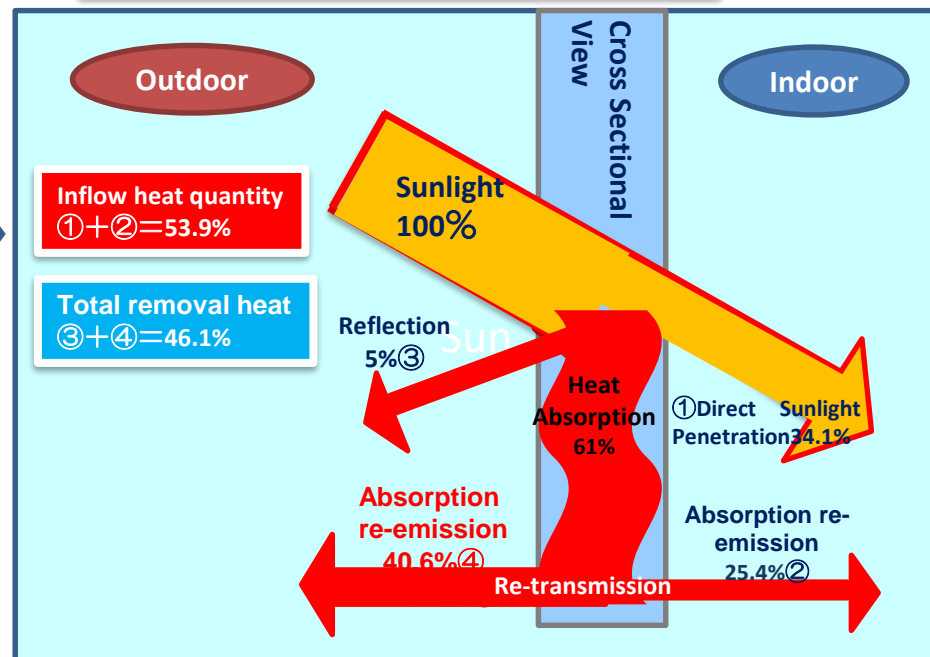
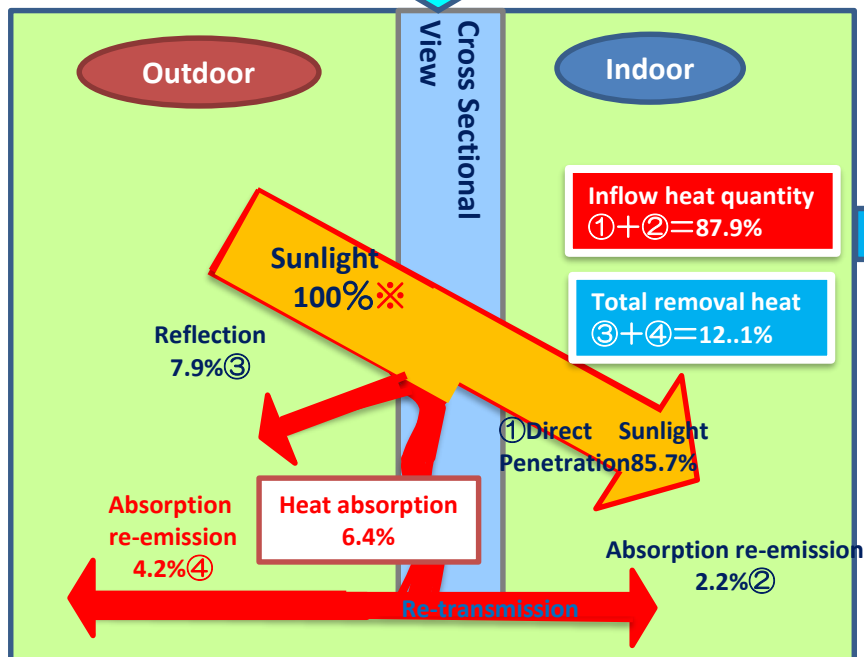
2) After IRUV CUT COAT H-SP coated, the visible light transmittance is substantially unchanged, and cut 80 % of IR (infrared) or more. To absorb the heat on the coated surface of the glass, two-thirds of the heat re-emission to the outside.

3) **99% of UV-cut**

In particular, it is ideal for strong ultraviolet such as Southeast Asian countries and Australia and New Zealand where have an ozone hole.

Prevention to faded, stains, and freckles.

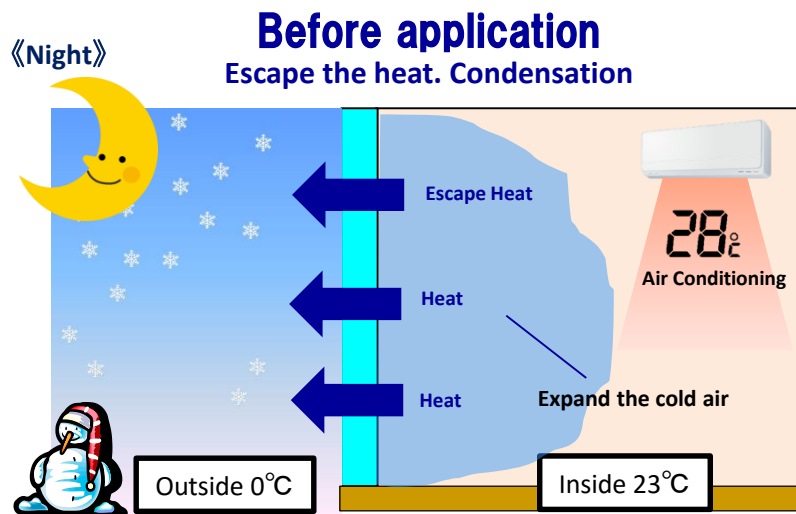
IRUV CUT COAT H-SP Performance



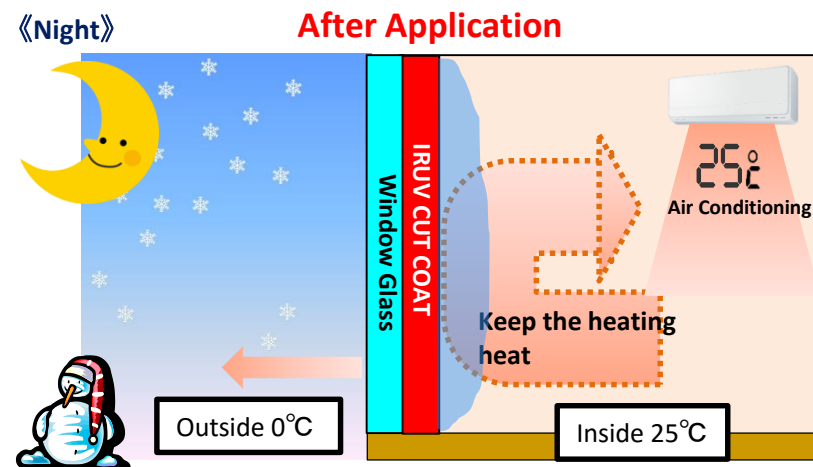
3) Thermal Insulation effect in winter ⇒ condensation prevention function

The principle of heat transfer >Heat moves from hot to a cold place.

>There are two types of heat, solar direct heat (Near-infrared) and radiant heat ,heating heat(Far-infrared) .



① Turn on the heating, warmed air will escape from the window because the temperature of the window is very low. ② Moisture in the room adheres to the cold window, then it is wet with condensation.



① Turn on the heating, coating is absorbed the heat and two-thirds of the absorbed heat does not escape, even if lowering the set temperature of the air conditioning warm. ② The window becomes warmer after application and the windowpane absorbs the heat, Then the condensation will be reduces.

The window becomes warm, and a condensation suppression effect

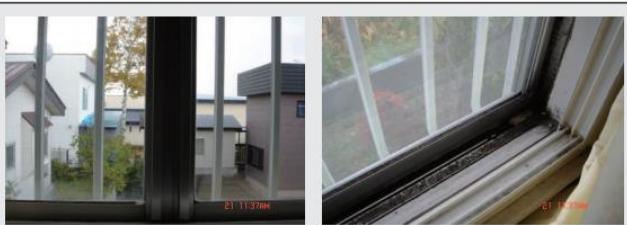
Before Application

2007/10/19
High condensation until 3pm. The window becomes frozen when it is a cold day in winter. Even the window can not open.

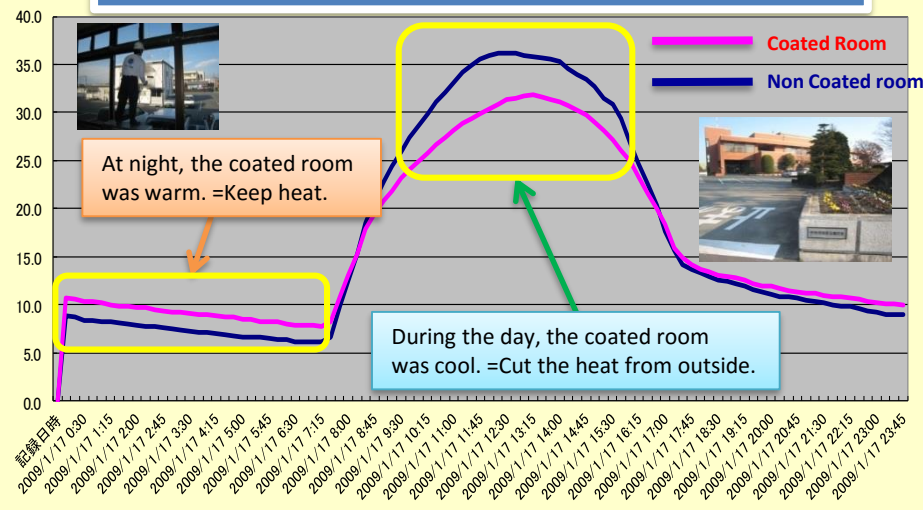


After Application

2007/10/21
It is obviously improved to reduce the condensation during the day time.



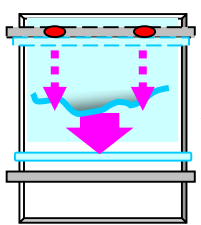
Government building in Yamanashi, winter temperature measurement results



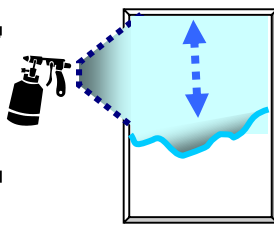
4) Comparison to other products: Application

Other glass coating application method

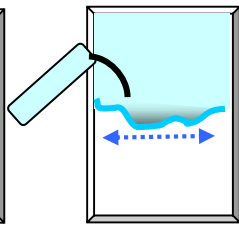
Sponge bar



Spray Gun



Dripping

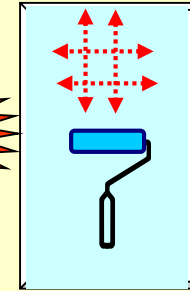


- ☆ Thickness adjustment is not possible during the application (No mistake)
- ☆ The thickness of coating is uneven.
- ☆ No remover ⇒ Very difficult to re-apply

VS

SKETCH Roller Application

Easy



- ☆ Thickness adjustment is possible during the application
- ☆ The thickness of coating is even ⇒ 25g per 1sqm
- ☆ Original remover. Possible to re-apply



Compared to other glass coating on April 2011.
Effect was evident by comparing the actual performance

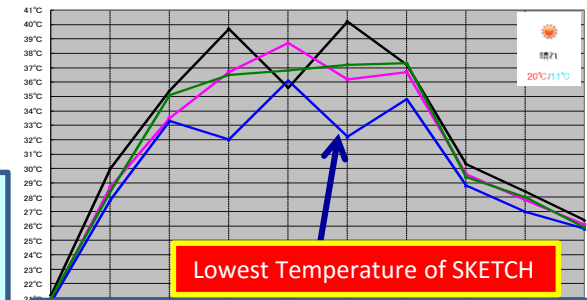


Smart coat

Sketch
IRUV CUT COAT

UV shield

Three coating was applied to 4sqm of window glass, to measure the temperature in four days. IRUV had a temperature difference from 4 to 6 degrees compared to others. After the verification, **3800sqm was coated.**



Temperature measurement graph
The blue is sketch goods

Films

- It takes time to learn the techniques of application.
- 20% of material cost is loss during the application.

VS

IRUV CUT COAT Series

- Easy to learn the application for 2 to 3 hours..
- Only 50g of IRUV is loss during the application. This is for the roller absorption. The quantity depends on the roller.

5) Comparison to other products : Performance

Learn the differences of other coating application methods. It confirm the thermal barrier performance and easy uniformly application.

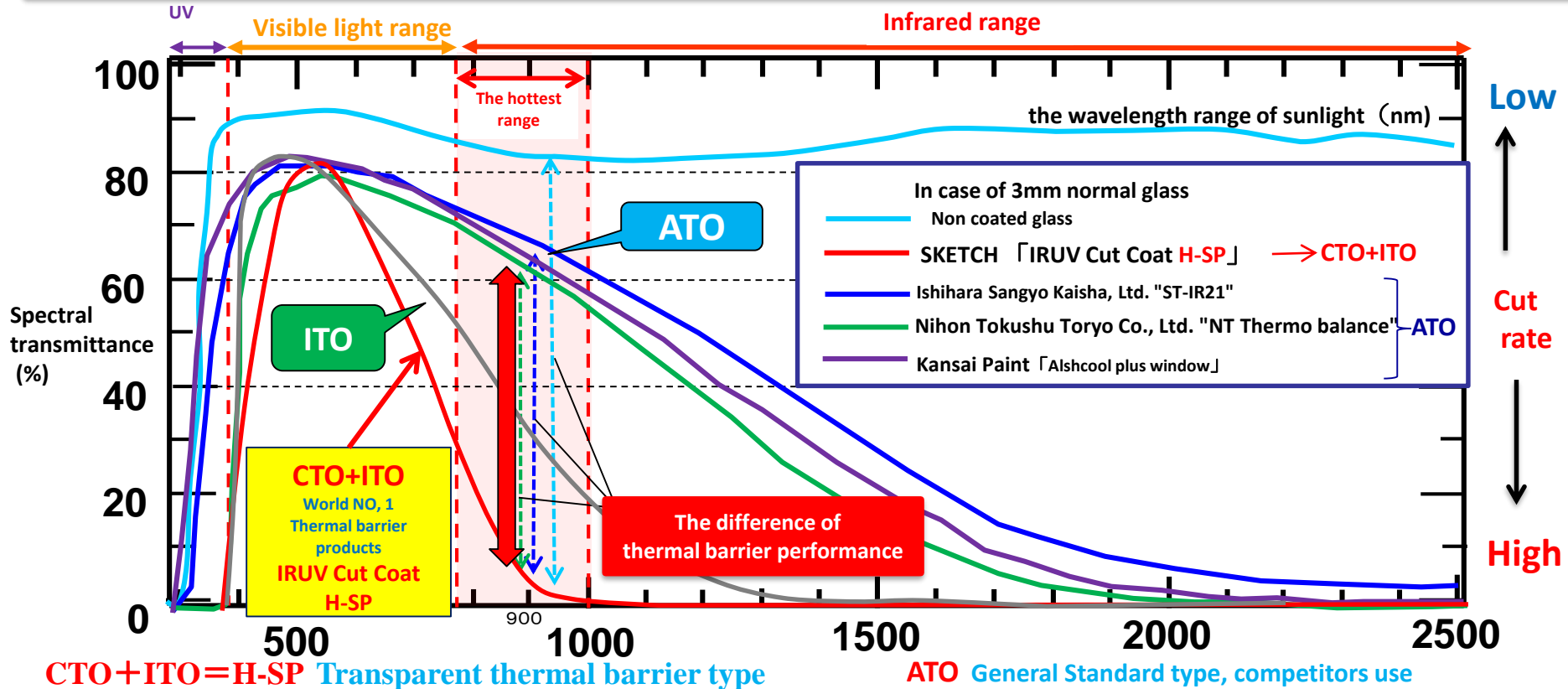
Note: Sometimes other products introduces the patent of the application method as material patent. Please check the patent content.

The world's first, Super-hydrophilic primer
Simple application, no oil film taking, double application area

Application Methods	Sponge bar, Spray gun, Roller, Dripping	SKETCH Roller Application
Products	Kansai Paint = Alschool plus window Ishihara Sangyo Kaisha, Ltd. = STIR Nihon Tokushu Toryo Co., Ltd. = Thermo balance Die flex = UI shield For you = at shield clear Fumin = Fumin Coat China manufacturer ECOP = Krystal bond Asukurin = cool save Daiko technical = Eco-glass coat	SKETCH ECO SHOP/ECO Business Club IRUV CUT COAT H-SP IRUV CUT COAT H-SC
Application per 1person a day	15sqm to 20sqm	40 to 50sqm: No nessesary Degreaser
Degreaser	Nessesary	No: Super hydrophilic Primer
More than 3sqm of glass	Difficult, uneveness	Easy, even thickness
Amount of 1sqm	20 ~ 25g	25g
Thermal barrier materials	Mostly ATO (90%) or ITO	CTO + ITO
IR CUT	About 50%	H-SP 80% ~ : H-SC 90%~
Application Training	It takes time to learn the application	One day training
Others	Long preparation, uneven surface and thickness	Easy application, even application, possible to Re-apply

6)The difference of thermal barrier materials such as ATO, CTO and ITO

In solar energy (solar radiation), the wavelength ranges which the person feels hot is up to about 1500nm. Wavelength close to visible light (VL) (800nm ~ 1000nm) is the heat of summer. **High performance of IR cut is possible to cut the heat around 900nm.** IRUV can cut significantly around 900nm, so SKETCH uses **CTO + ITO**. But, Kansai Paint and other two companies, which are using the high cost and lower performance of ATO. The thermal barrier performance of ATO is not good enough in summer.



CTO + ITO = H-SP is, about 80% of visible light transmittance and cut 80% or more near-infrared. It is easy application and high performance. **1kg of Thermal barrier material cost is 36,000 yen.** In particular, it is ideal for hot summer and the countries of the equator. In the case of 1㎡3900 yen and 30% of the energy-saving rate, the payback period is about three years.

ATO is to cut the entire infrared evenly, balanced material. **1kg material cost is from 12000 yen to 15000 yen.** It cuts significantly more than the wavelength of 1500nm such as radiant heat coming from people and heating heat., to prevent the escaping the indoor heat from the window glass. But it is not suitable for the thermal barrier in summer.



UV CUT	100%
IR CUT	85.2%
VL transmittance	76.2%

VS



UV CUT	99.5%
IR CUT	43%
VL transmittance	85%

7) Comparison of Thermal barrier performance and price

Thermal barrier performance and visible light transmittance are difference by the infrared cut material such as ATO, ITO,CTO,CTO+ITO,. Therefore, you need to know which thermal barrier Nano material uses.

Also compare the material cost of square meter and application area per 1kg.

Market	90% of products in the market		H-SC	3 or 5 year Payback plan
Maker	Other makers (includes SKETCH)			H-SP
Thermal barrier material	ATO	ITO	CTO+ITO	CTO+ITO
Thermal barrier price	14,000JPY/kg	80,000JPY/kg	40,000PY/kg	36,000JPY/kg
Thermal barrier material : 25% of finished product Plus UV base: 75% of Finished product	3,500JPY/kg	20,000JPY/kg	10,000JPY/kg	9,000JPY/kg
	15,000JPY/kg	15,000JPY/kg	15,000JPY/kg	15,000JPY/kg
Manufacture Price	18,500JPY/kg	35,000JPY/kg	25,000JPY/kg	24,000JPY/kg
Sales Price	30,000JPY/kg } 40,000JPY/kg	80,000JPY/kg } 100,000JPY/kg	25,000JPY/kg } 40,000JPY/kg	25,000JPY/kg } 37,500JPY/kg
Material cost per 1sqm (1kg=40sqm)	750JPY～1,000JPY	2,000JPY～2,500JPY	625JPY～1,000JPY	625JPY～938JPY
Application Price per 1sqm	10,000JPY/sqm	15,000JPY/sqm	7,000JPY/sqm～ ～8,800JPY/sqm	3,000JPY/sqm～ ～5,000JPY/sqm
Visible light transmittance	About 72%	Over 80%	About 72%	80%
IR cut	About 50%	About 50%	90%～	80%～
Saving Energy(Example)	10%	10%	30%	20%～30%

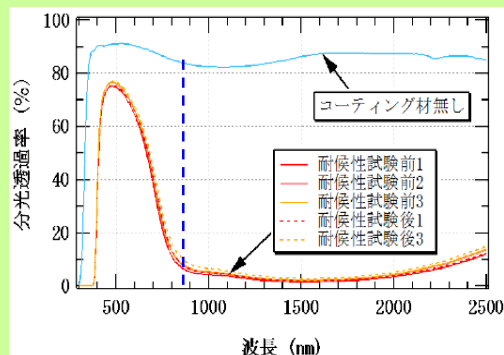
8) Compare to other Products

References ① Ministry of the Environment, environmental technology demonstration project ETV

Table registration companies graph List

<http://www.env.go.jp/policy/etv/field/f05/p3.html>

SKETCH : IRUV CUT COAT H-SP



(1) 熱・光学的性能及び環境負荷・維持管理等性能試験結果 (平均値) ⁽¹⁾

【実測項目】

基板の厚さ	項目	耐侯性試験前	耐侯性試験後
3mm	遮へい係数 (—)	0.63	0.64
	熱貫流率 (W/m ² ·K)	6.1	6.1
	可視光線透過率 (%)	70.4	71.9
8mm	日射透過率 (%)	34.0	35.1
	日射反射率 (%)	5.3	5.0
	可視光線透過率 (%)	71.0	—
8mm	日射透過率 (%)	35.2	—
	日射反射率 (%)	5.1	—
	遮へい係数 (—)	0.64	—
8mm	熱貫流率 (W/m ² ·K)	5.9	—
	可視光線透過率 (%)	71.0	—
	日射透過率 (%)	35.2	—
8mm	日射反射率 (%)	5.1	—
	遮へい係数 (—)	0.64	—
	熱貫流率 (W/m ² ·K)	5.9	—

【測定項目】 (参考)

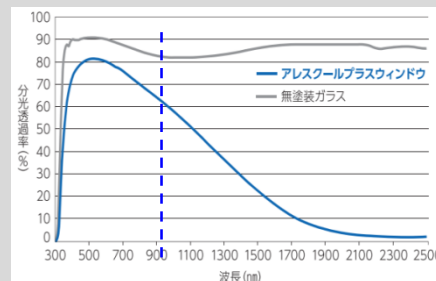
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	日射反射率 (%)	5.1	—
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	日射反射率 (%)	5.1	—
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8mm	日射反射率 (%)	5.1	—
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	熱貫流率 (W/m ² ·K)	5.9	—

VS

Kansai Paint "Alscool plus window" (Quote from the catalog)



紫外線遮断率 (300-380nm)	可視光透過率 (380-780nm)	赤外線遮断率 (780-2500nm)
50%以上	80%以上	50%以上

	日射透過率 % 300-2500nm	日射反射率 % 300-2500nm	可視光透過率 % 380-780nm	紫外線透過率 % 300-380nm
アレスクール プラスウィンドウ	63.4	6.7	80.6	44.9
無塗装ガラス	86.4	5.5	90.5	71.5

Comparison

IR Cut/UV Cut/ VLT

Thermal Barrier Products

Manufacture Price/ Sales Price

Application price per 1sqm

Energy saving rate by air conditioning

Application Method

SKETCH

IRUV CUT COAT H-SP

80%/99%/75%

CTO+ITO

24,000JPY/25,000JPY ~ 37,500JPY

3,000/3,900/5,000JPY

20 ~ 30% energy saving

Apply without glass cleaner

Kansai Paint

Alscool plus window

50%/50%/80%

ATO

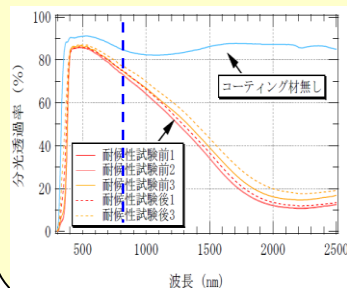
18,500JPY/~ 40,000JPY (Estimation)

10,000JPY ~ 12,000JPY (Estimation)

10% energy saving

Necessary to Glass Cleaning

Fumin 「Fumin Coating」



(1) 熱・光学的性能及び環境負荷・維持管理等性能試験結果 (平均値) ⁽¹⁾

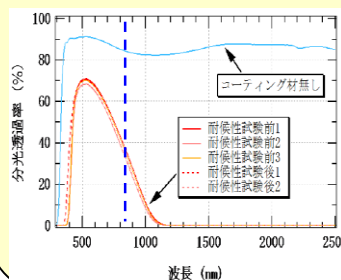
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3mm	遮へい係数 (—)	0.68	0.68
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	可視光線透過率 (%)	88.2	85.5
8mm	日射透過率 (%)	68.6	71.2
	日射反射率 (%)	8.7	8.8
	可視光線透過率 (%)	88.2	85.5

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Ecop 「KB (Kristal Bond) 90」



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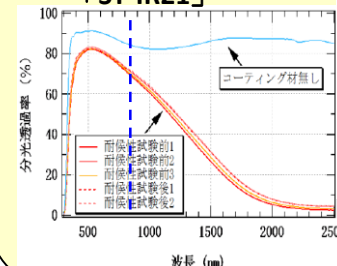
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	可視光線透過率 (%)	88.2	85.5

【測定項目】 (参考)

基板の厚さ	項目	耐侯性試験前	耐侯性試験後
3mm	可視光線透過率 (%)	88.2	85.5
	日射透過率 (%)	68.6	71.2
	日射反射率 (%)	8.7	8.8
8mm	可視光線透過率 (%)	88.2	85.5
	日射透過率 (%)	68.6	71.2
	日射反射率 (%)	8.7	8.8
8mm	遮へい係数 (—)	0.68	0.68
	熱貫流率 (W/m ² ·K)	5.9	5.9
	可視光線透過率 (%)	88.2	85.5

Ishihara Sangyo Kaisha, Ltd. 「ST-IR21」



(1) 熱・光学的性能及び環境負荷・維持管理等性能試験結果 (平均値) ⁽¹⁾

【実測項目】

基板の厚さ	項目	耐侯性試験前	耐侯性試験後
3mm	遮へい係数 (—)	0.68	0.68
	熱貫流率 (W/m ² ·K)	5.9	5.9
	可視光線透過率 (%)	88.2	85.5
8mm	日射透過率 (%)	68.6	71.2
	日射反射率 (%)	8.7	8.8
	可視光線透過率 (%)	88.2	85.5

【測定項目】 (参考)

基板の厚さ	項目	耐侯性試験前	耐侯性試験後
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	日射反射率 (%)	8.7	8.8
8mm	遮へい係数 (—)	0.68	0.68
	熱貫流率 (W/m ² ·K)	5.9	5.9
	可視光線透過率 (%)	88.2	85.5

9) Compare to other products: Verification after application

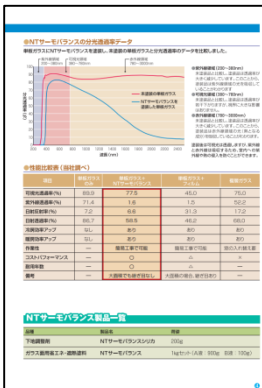
Application to the glass and to see if the same performance as the company's catalog.

- It cannot be determined at sample glass. Most important point is to apply more than 1 sqm and verify the performance.
- Measure the value such as IR cut, UV cut, VLT rate with the split type of optical characteristic device to coated window glass.
- Check the unevenness surface, distortion, dripping with your eyes.
- Temperature measuring coated and uncoated surface. Comparing the temperature of the day. (Using Thermocron or HLT-100BT.)
- Temperature difference comparison by an infrared sensor and infrared lamps.

Example of Catalogs



Nihontokushutoryo

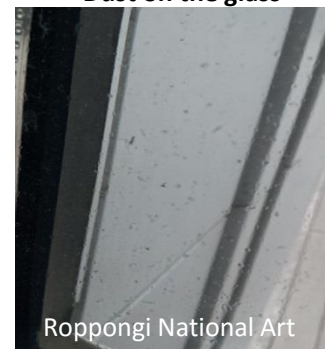


Ishihara Sangyo Kaisha, Ltd.

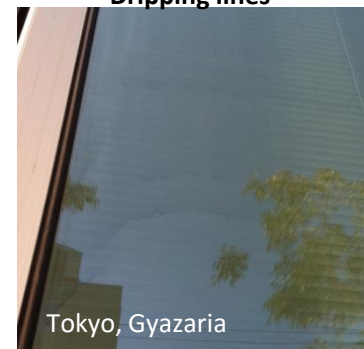


Check the surface after the application

Fumin Coat Dust on the glass

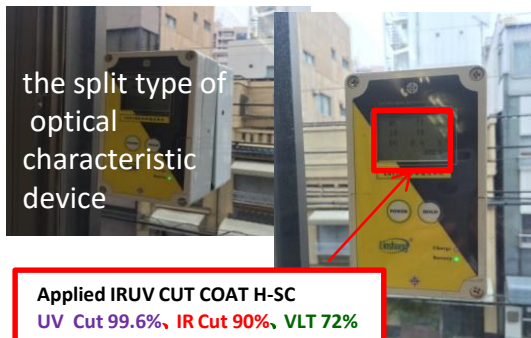


Smart Coat Dripping lines

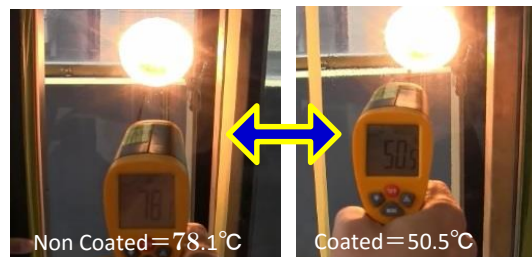


Verification the performance after the application

① Measurement across the machine to coated glass

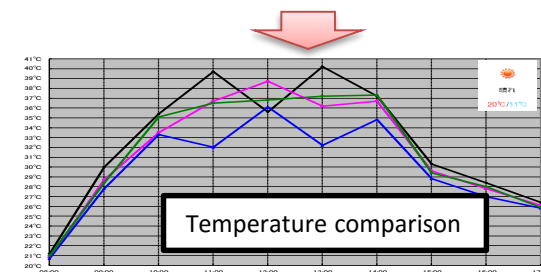
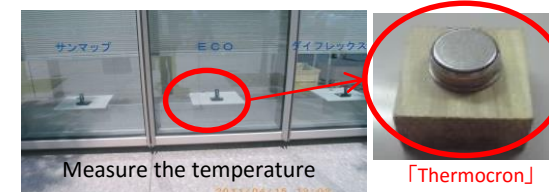


② By applying a lamp from the inside, measured at a temperature.



Temperature measurement

③ Temperature measurement for a certain period of time by Thermocron



10) Compare to other products : SKETCH support program

How to achieve the application project!

- References: Application examples, Technical data, Sales tools, manuals, Catalog and WEB support and training.
- SKETCH supports “3 to 5 years payback plan”.
- Training for sales of flow, demonstration, temperature measurement, training, and income simulation
- Videos ,YouTube, introduces products, application etc.(Japanese, English, Chinese)
- SKETCH can support seminars, exhibitions, application for a big project.

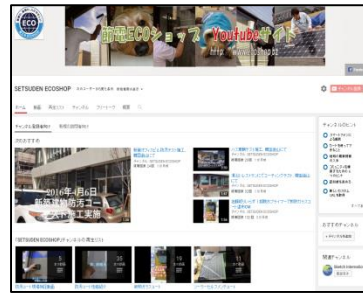
SETSUDEN ECO SHOP Web site

Download all documents from web-site



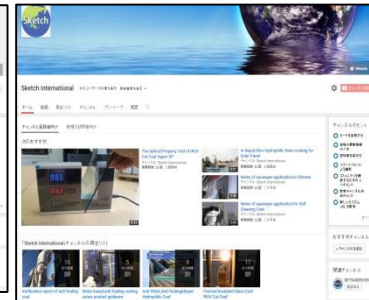
<http://www.ecoshop-onlineshop.com/>

YouTube



<https://www.youtube.com/channel/UC5WOqhrpZHHEl-pt6sgONZg>

English



<https://www.youtube.com/?hl=ja&gl=JP>

Youku in China



http://v.youku.com/v_show/id_XMTQ3MzMzMzMDYwNA==.html

Sales training



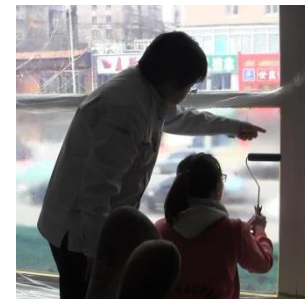
Application



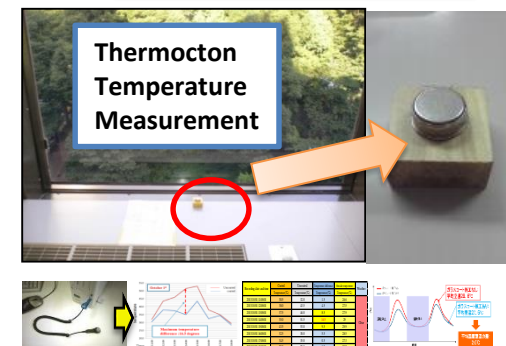
Seminar



Training for the actual site



Temperature measurement Saving Energy Simulation



Enter the temperature date

Calculate the temperature and make the graph

Measure the temperature differences

11) Simulation of profit : Application to 100sqm, 1000sqm, 10,000sqm/ 2.6 to 5.2 years Payback

IRUV Cut Coat **Hyper-SP** Simulation of profit

Application Are Application price per 1sqm (Tax doesn't include)	Application Cost				Application price
	Material cost	Applicator	management fee	Sales comission	
1 100sqm (3,900JPY per 1sqm)	100,000JPY (1,000JPY per 1sqm) 《details for 100sqm》 1) H-SP 3kg 2) Primer 1L 3) Tools 1set 4) Others (Material rate 25.6%)	90,000JPY (900JPY per 1sqm) 《details for applicators》 1day 1 person applies 40sqm x3 Daily payment 30,000JPY x3 persons (Applicators cost rate 23%)	122,000JPY (1,220JPY per 1sqm) (Profit rate 31.4%)	78,000JPY (780JPY per 1sqm) (Profit rate 20%)	100sqm=390,000JPY (3,900JPY per 1 sqm) Payback in 3.4~ 5.4years
2 1,000sqm (3,500JPY per 1sqm)	1Million JPY (1,000JPY per 1sqm) 《details for 1,000sqm》 1) H-SP 25kg 2) Primer 10L 3) Tools 100,000JPY 4) Others (Material rate 28.5%)	750,000JPY (750JPY per 1sqm) 《details for applicators》 1day 1 person applies 40sqm x3 Daily payment 30,000JPY x25 persons (Applicators cost rate 21.5%)	1,05Million JPY (1,050JPY per 1sqm) (Profit rate 30%)	700,000JPY (700JPY per 1sqm) (Profit rate 20%)	1,000sqm=3,5Million JPY (3,500JPY per 1sqm) payback in 3.1~ 4.6years
3 10,000sqm (3,000JPY per 1sqm)	7,5Million JPY (750JPY per 1sqm) 《details for 10,000sqm》 1) H-SP 250kg 2) Primer 100L 3) Tools 1,000,000JPY 4) Others (Material rate 25%)	7,5Million (750JPY per 1sqm) 《details for applicators》 10days 1 person applies 40sqm x25 Daily payment 30,000JPY x25 persons (Applicators cost rate 25%)	9Million JPY (900JPY per 1sqm) (Profit rate 30%)	6Million JPY (600JPY per 1sqm) (Profit rate 20%)	10,000sqm=30Million JPY (3,000JPY per 1sqm) payback in 2,6~4years

Simulation of 200sq meter application Set the Air conditioning from 8 AM to 6 PM. (10 hours)

Application Price		200sqm application	Electricity fee /kwh	Electricity fee /a year	Reduction of 20%	Initial investment recovery	Reduction of 30%	Initial investment recovery
JAPAN	3,900 JPY/sqm	780,000 JPY	22 JPY	1,108,800 JPY	221,760 JPY	3.5 yrs	332,640 JPY	2.3 yrs
China	3,000 JPY/sqm	600,000 JPY	15 JPY	756,000 JPY	151,200 JPY	4.0 yrs	226,800 JPY	2.6 yrs
	3,500 JPY/sqm	700,000 JPY	15 JPY	756,000 JPY	151,200 JPY	4.6 yrs	226,800 JPY	3.1 yrs
	3,900 JPY/sqm	780,000 JPY	15 JPY	756,000 JPY	151,200 JPY	5.2 yrs	226,800 JPY	3.4 yrs
	5,000 JPY/sqm	1,000,000 JPY	15 JPY	756,000 JPY	151,200 JPY	6.6 yrs	226,800 JPY	4.4 yrs

12) The example of pay back simulation

Simulation of 200sq meter application

Set the Air conditioning from 8 AM to 6 PM. (10 hours)

Application Price		200sqm application	Electricity fee /kwh	Electricity fee /a year	Reduction of 20%	Initial investment recovery	Reduction of 30%	Initial investment recovery
JAPAN	3,900 JPY/sqm	780,000 JPY	22 JPY	1,108,800 JPY	221,760 JPY	3.5 yrs	332,640 JPY	2.3 yrs
China	2,500 JPY/sqm	500,000 JPY	15 JPY	756,000 JPY	151,200 JPY	3.3 yrs	226,800 JPY	2.2 yrs
	3,000 JPY/sqm	600,000 JPY	15 JPY	756,000 JPY	151,200 JPY	4.0 yrs	226,800 JPY	2.6 yrs
	3,900 JPY/sqm	780,000 JPY	15 JPY	756,000 JPY	151,200 JPY	5.2 yrs	226,800 JPY	3.4 yrs
	5,000 JPY/sqm	1,000,000 JPY	15 JPY	756,000 JPY	151,200 JPY	6.6 yrs	226,800 JPY	4.4 yrs

Hong Kong	2,500 JPY/sqm	500,000 JPY	20 JPY	1,008,000 JPY	201,600 JPY	2.5 yrs	302,400 円	1.7 yrs
	3,000 JPY/sqm	600,000 JPY	20 JPY	1,008,000 JPY	201,600 JPY	3.0 yrs	302,400 円	2.0 yrs
	3,900 JPY/sqm	780,000 JPY	20 JPY	1,008,000 JPY	201,600 JPY	3.9 yrs	302,400 円	2.6 yrs
	5,000 JPY/sqm	1,000,000 JPY	20 JPY	1,008,000 JPY	201,600 JPY	5.0 yrs	302,400 円	3.3 yrs

Singapore	2,500 JPY/sqm	500,000 JPY	21 JPY	1,058,400 JPY	211,680 JPY	2.4 yrs	317,520 JPY	1.6 yrs
	3,000 JPY/sqm	600,000 JPY	21 JPY	1,058,400 JPY	211,680 JPY	2.8 yrs	317,520 JPY	1.9 yrs
	3,900 JPY/sqm	780,000 JPY	21 JPY	1,058,400 JPY	211,680 JPY	3.7 yrs	317,520 JPY	2.5 yrs
	5,000 JPY/sqm	1,000,000 JPY	21 JPY	1,058,400 JPY	211,680 JPY	4.7 yrs	317,520 JPY	3.1 yrs

Philippines Myanmar	2,500 JPY/sqm	500,000 JPY	15 JPY	756,000 JPY	151,200 JPY	3.3 yrs	226,800 JPY	2.2 yrs
	3,000 JPY/sqm	600,000 JPY	15 JPY	756,000 JPY	151,200 JPY	4.0 yrs	226,800 JPY	2.6 yrs
	3,900 JPY/sqm	780,000 JPY	15 JPY	756,000 JPY	151,200 JPY	5.2 yrs	226,800 JPY	3.4 yrs
	5,000 JPY/sqm	1,000,000 JPY	15 JPY	756,000 JPY	151,200 JPY	6.6 yrs	226,800 JPY	4.4 yrs



- ①HOTガードH-SP商品CM
- ②施工手順動画
- ③大きい窓ガラス施工動画
- ④性能紹介動画
- ⑤施工失敗事例動画
- ⑥剥離手順動画
- ⑦サーモクロン温度測定方法

<https://youtu.be/j4HiOqPIIPM>

https://youtu.be/2m2wt45sriQ?list=PL6e1vlgGgFvPXt7i1ko6Xv_B79V_9dDxl

<https://youtu.be/0rQ67xcT2yQ>

https://youtu.be/M2s5qHL16Yw?list=PL6e1vlgGgFvPXt7i1ko6Xv_B79V_9dDxl

https://youtu.be/km22_zL7b8k?list=PL6e1vlgGgFvPXt7i1ko6Xv_B79V_9dDxl

<https://youtu.be/LI-HH6VxmdY>

https://youtu.be/E7VWtgMqAro?list=PL6e1vlgGgFvPXt7i1ko6Xv_B79V_9dDxl



節電ECOショップHPのダウンロード資料リスト

- ①HOTガードH-SP商品概要A3パンフ
- ②HOTガードH-SP商品パンフA4
- ③3,900円3年償却プラン提案書A4横
- ④施工実績A4縦
- ⑤性能検証方法マニュアルA3パンフ
- ⑥技術資料A3パンフ
- ⑦施工マニュアルA4横
- ⑧施工注意事項マニュアルA3パンフ
- ⑨温度測定方法マニュアルA3パンフ
- ⑩省エネ計算マニュアルA4横
- ⑪省エネ計算エクセルシート
- ⑫営業の進め方パンフA3パンフ

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- ⑫各種MSDS
 - ・HOTガードHyper-SP
 - ・硬化剤
 - ・超親水プライマー
 - ・ガラス油膜取り
 - ・専用剥離剤

左記資料は以下HPよりダウンロードできます。

http://www.ecoshop.bz/doc_download/5746b88280c99c2837000bec/2/

The flow of distributorship

Q&A

Clear all questions

Close the agreement of distributor

Product
Shipping

3days Training / First time

The training / Second time

Advice for the thermal barrier business

Learn the 3 years pay back plan / 3,900JPY per 1sqm

Check all SKETCH files and web site

Check all questions and solve the problems

Confirm the details of agreement. Complete the payment

Contact to your freight company and set the Shipping schedule

Date	Item	Time	Place	Contents
Day 1	Product Knowledge	Morning	Office (Whole day)	>Introduction of SKETCH products >Product description
	Demonstration	Afternoon		>Development of the distributorship >How to approach the customer >Demonstration >Application training >Temperature measurement
Day 2	Application Technique	Morning	Training Room (whole day)	>Verification to the applied glass >Energy simulation
		Afternoon		>How to use the solar transmission meter >Train your applicator OR >Apply your customer home
Day 3	Review	Morning	Office or Meeting Place	>Seminar for your customers
		Afternoon		>Q&A >Issues until the next meeting >Planning to next project for more than 100sqm

In the second training, SKETCH requires to prepare the projects of more than 200 square meters.⇒Sketch will support the project.

- To explain the products and three years payback plan to the customer.
- Demonstration for the project
- Temperature measurement ⇒ Make the temperature comparison data sheet
- Report the Energy-saving calculation and profit simulation

ECO SHOP super adviser supports your business and projects.



Company Profile

Corporate Name

SKETCH CO.,LTD.

World NO, 1

President

YASUHIRO SHIMADA

Nanotechnology binder manufacturer

Established

February,1989

Capital

50,000,000JPY

Address

3F Chaco Paper Kaikan 2-25-10 ASAKUSABASHI TAITO-KU TOKYO JAPAN 111-0053

TEL 03-5825-6503 FAX 03-5825-6504

URL<http://www.sketch.co.jp/index.html><http://www.sketch—english.com>**MAIN BANKS**

Mizuho Bank. ASAKUSABASHI Branch

Mitsubishi Tokyo UFJ Bank. ASAKUSABASHI Branch.

BUSINESS OPERATIONS Nanotechnology inorganic binder manufacturer. To glass, resin, stainless steel, exterior materials, concrete, and tile, etc. , all the base material can be applied the transparent and room temperature curing coating.

1) Thermal Barrier Coating for the glass

3 to 4 years payback plan/ 3,900JPY per 1sqm

2) Anti-static, Anti-fouling, Super hydrophilic coating

World No.1 / Only 1 Product

3) Visible light response photo catalyst, deodorant coating

VOC and air cleaning measures, industry No1 goods

MAIN CLIENTS ECO BUSINESS CLUB CO., LTD (100 Co. Members) 20 OEM User Co.'s

Overseas 20 countries and China, Hong Kong, South Korea, Canada, the United States, Taiwan, the Philippines, New Zealand, Indonesia, Malaysia, Thailand, Singapore, Vietnam, India, Dubai, Qatar, Azerbaijan, Italy, Poland, Nepal, Switzerland

R & D COOPERATION CLIENTS Kyoto university, Mitsubishi Material Group. Teika Co. LTD. Taki Chemical Industries Co., LTD.

JGC Catalysts and Chemical Ltd. Tanakakikinnzoku Group.Co., LTD Toyota Central R & D Labs, Toshiba Corporation, Dainichiseika Color & Chemicals Mfg. Co., LTD Korean Nano material companies

Affiliates companies Business Club Headquarters Co., Ltd., ECO SETSUDEN Shop Co., Ltd. Japan Nano Coat CO.,LTD.