

## ◆ The purpose of special simulation plan

In recent years, it has continued the construction of glass-walled skyscrapers in China and Southeast Asian countries. However, the room will be hot under the influence of direct heat from the large glass. It became a major problem to increase the air conditioning costs. So Sketch developed IRUV CUT COAT Hyper-SP which does not need glass degreaser, IR cut 80% type of thermal barrier performance product. And we promote a special offer which is 3,000 JPY per 1 sqm and aim to recover the first investment in three years. Thermal barrier performance is better than 3M high performance thermal barrier film, durability is more than twice, the material cost is half, and application is simple. Even 3,000JPY application can expect the profit. This special offer could be suitable all over the countries.

Follow the demonstration steps and promote the special offer

**Even this is the superior coating , nobody knows if you don't explain.**

Any superior energy-saving products, is required advertising. To those who see the first time the goods, it is the most important to explain the coating features. How to describe the products and use the materials are also important.

Sketch will introduce the demo application and the initial interview, energy-saving simulation report from the temperature measurement, which has been succeed in Japan.

## ◆ IRUV CUT COAT H-SP/ 3,000JPY per 1sqm Plan. 3Years payback period.

Regular price was 5,000JPY per 1 sqm, but this special offer is 3,000JPY per 1sqm. By application, you can measure actual temperature. It was calculated the energy-saving simulation-based, then you can tell that the initial cost can be returned about three years. This is the best planning as energy saving plan for the window glass.

### Special Price offer/ 3,000JPY per 1sqm

① Material Cost	1,000JPY /m <sup>2</sup>	1kg for 40sqm Coating liquid, Primer, tools
② Applicators	125JPY /m <sup>2</sup>	40sqm per 1 person/5,000JPY per a day
③ Management	1,000JPY /m <sup>2</sup>	Profit
④ Sales Comission	875JPY /m <sup>2</sup>	Sales Comission
<b>Application fee</b>	<b>3,000JPY /m<sup>2</sup></b>	

製造元



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販売元

How to promote  
The Special Offer of IRUV CUT COAT H-SP  
1sqm 3,000JPY~5,000JPY

Heat-Island Mitigation Technologies (Building Envelope Technologies to Reduce Air Conditioning Load and Sensible Heat Emission)

**IRUV CUT COAT Hyper-SP**  
Visible light transmittance75%/IR CUT80%/UV CUT99%  
20~30%Energy Saving to shield the heat from windows

**Proposal of Energy Saving**  
**1 sqm3000JPY ~ 5,000JPY/3~5 Years**  
**payback period**

-Special simulation plan-



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◆ **First Meeting : Proposal of energy saving by IRUV CUT COAT**

**Description & Energy saving**



**Point**

- ① Explain the difference between films and IRUV CUT COAT
- ② 1sqm is 3,000JPY~5,000JPY. Saving Energy 20~30%. Payback plan for 3 years.
- ③ Demonstration, How to measure the energy simulation.
- ④ Show the video by PC or Mobile phone.

Reference①

IRUV CUT COAT H-SP  
Product Description

Reference②

Verification method  
for IRUV

Reference③

Application  
Record

Reference④

3,000JPY~5,000JPY Plan

**Temperature measurement**

《 **Temperature measurement** 》



- IR Lamp
- Coating Glass
- Normal Glass

《 **Optical Measuring Instrument Demonstration** 》



Applied H-SP

VLT 75%

IR CUT 80.3%

UVCUT 99%

Normal Glass

VLT 90%

IR CUT 19%

UV CUT 17%

**Point**

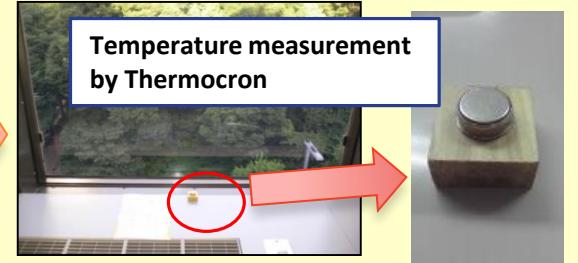
- ① Put the non-coated glass plate between the lamp and your hand. Feel the heat. Then, put the coated plate between the Lamp and your hand. Feel the differences.
  - ② Describe the number of Optical Measuring Instrument.
- Optical Measuring Instrument to display UV (Ultra Violet), Infrared (IR) and Visible light (VL).

◆ **3rd Meeting: Application test and Set the Thermocron**



**Demonstration**

The temperature measured at two rooms. Coating only at one room



**Temperature measurement by Thermocron**

Put the Thermocron to the coated and non coated rooms.

**Points**

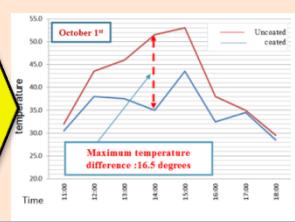


- ① Prepare the two rooms of the suitable environment for the temperature measurement. Apply only one room windows.
- ② Application to the window.
- ③ Feel the temperature difference by IR lamp after the application.
- ④ Put the Thermocron
- ⑤ During the temperature measurement, please do not put the air conditioning and open the window.
- ⑥ Measure for a week.
- ⑦ Measure the performance by Optical Measuring Instrument. UV (Ultra Violet), Infrared (IR) and Visible light (VL).

◆ **4th Meeting: Energy simulation**

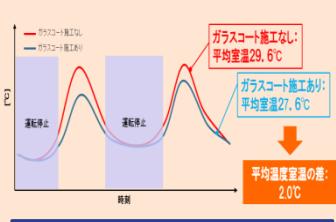


Take the date from Thermocron



Create a chart to calculate the temperature difference between the non-coated room.

Recording date and time	Coated Temperature (°C)	Uncoated Temperature (°C)	Temperature difference Temperature (°C)	Outside temperature Temperature (°C)	Weather
2013/10/01 11:00:01	30.5	32.0	1.5	26.6	Clear
2013/10/01 12:00:01	38.0	43.5	4.5	27.5	
2013/10/01 13:00:01	37.5	46.0	8.5	27.9	
2013/10/01 14:00:01	35.0	51.5	16.5	29	
2013/10/01 15:00:01	45.5	55.0	9.5	29.9	
2013/10/01 16:00:01	32.5	38.0	5.5	28.5	
2013/10/01 17:00:01	34.5	35.0	0.5	27.3	
2013/10/01 18:00:01	28.5	29.5	1.0	25.7	



Calculate the average temperature difference

**Points**

- ① To collect the Thermocron, take the temperature date to the PC. Create a graph.
- ② Use the energy saving calculation software, to calculate the energy saving reduce costs and payback period.
- ③ Also reports the measurement results of the split type optical properties machine

◆ **5th Meeting: Proposal of New Business plan for the energy saving**



**Points**

- Train your applicators with our Special trainer.
- ① Prepare the application for the actual site.
  - ② SKETCH will support for 3days if you need the super adviser. (require the extra training fee.)
  - ③ Set the schedule for new business.

◆ **2nd Meeting: Product description and set the date of test application**

**References (Application manual, verification methods etc.)**

Reference①

IRUV Cut Coat Technical Data

Reference②

Application Manual

Reference③

Application points

Reference④

How to measure the temperature

Reference⑤

Saving Energy manual

Reference⑥

Energy saving calculation

- ① Explain the special proposal of 5,000JPY per 1sqm plan and the purpose of trail application.
- ② Set the day of test application at actual site.