



15+ YEARS OF DEVELOPMENT AND TESTING!

# Introducing Bio-Pure

## Guaranteed to Improve Suction Performance





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# About Bio-Pure & Sable

## Bio-Pure

- USA-based
- Waste management solutions for nearly every industry.
- Mission to provide the highest quality waste management and odor control solutions available in the world.
- In Dental focused on eliminating all waste related suction & equipment problems.

## Sable Industries Inc.

- Canada-based
- 15 years manufacturing premium quality handpiece parts, slow speed and high speed handpieces, and utility room products for N.A. dental market
- Master wholesale distributor of Bio-Pure Dental eVac Cleaning Solution



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# Why was Bio-Pure Developed?

- +15 Years of Development and Testing
- Bio-Pure formula was developed by Dr. Bernard PhD
- Originally developed for philanthropic purposes to improve fish farming etc..
- Designed with ecological sustainability and natural restoration in mind
- Bio-Pure bacteria and enzymes were selected #1 out of 132 entries
- Variety of market applications for digesting organic waste





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# Bio-Pure Market Applications



## HEALTHCARE

- Digest and degrade extremely heavy concentrations of organic mass within a drainage/evacuation system
- Cleaning out a system, and extending lifespan



## HOSPITALITY

- Gets rid of slow drains, clogs, toxic odors and semi-annual clean-outs.



## HOME AND RANCH

- Breaks down waste, eliminating odors and restoring flow to septic tanks and plumbing systems.



## POND AND AQUARIUM

- Designed to improve water clarity and quality in ponds, aquariums, decorative fountains
- Less than a fraction of a penny per gallon of water treated.



## INDUSTRIAL

- Used in situations ranging from industrial and manufacturing floor drains to large multi-million gallon lagoons and complete wastewater treatment plants.





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# What is Bio-Pure?

- 24/7 Proprietary Microbial Cleaning Action
- Dual Bacteria and Enzyme Action Breaks Down and Digests Organic Waste
- One microbe becomes 9 - 10 million waste digesting microbes in 8 hours.
- Only suction line cleaner that guarantees improved suction performance
- Mixture of All Natural Bacteria (multi-species), Carriers, Nutrients, and Flow Agents, & Specialized Enzymes
- Specialized Bio-Pure bacteria will continue to double in number every hour to digest organic waste
  - Primary bacteria digest raw waste
  - Secondary and tertiary bacteria digest remaining substrates
- No Useless Fill
- Saves dental teams time and money





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# Bio-Pure Feature and Benefits

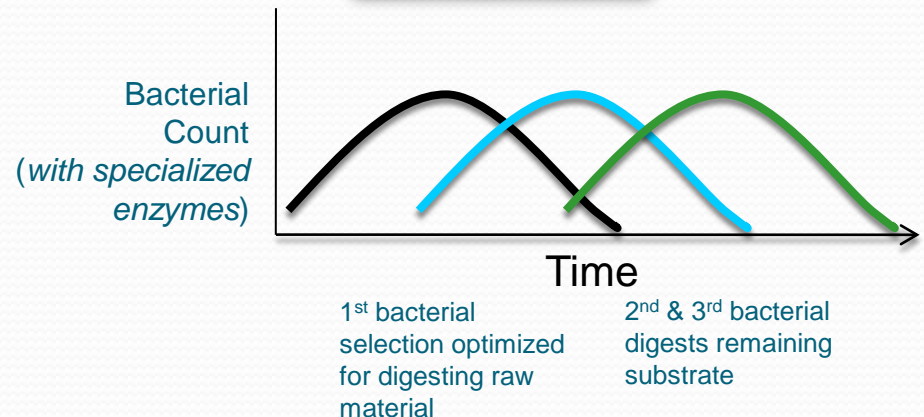
- **Simple-to-Use**
  - Use only 2x per week
- **Cleans Between Uses**
  - 24/7
- **Eliminate Trap Hand Cleaning**
  - Clean traps 4x less often
- **Removes Odors and Sludge**
  - Eradicates Prophy Paste Buildup
  - Eliminates Slogging Down During a Busy Day
- **Non-Corrosive Neutral pH**
  - No effect on Chair tubing or vacuum lines
  - No impact on Amalgam collectors' efficacy
  - ADA & EPA - Amalgam Compliant
- **Endorsed by +12 Equipment Manufacturers**
- **Non-Foaming**
  - Works well with wet ring and dry vac systems
- **100% All Natural & Safe**
  - No concerns to patients, staff or downstream
- **More cost effective**
  - Weekly Cost = \$1.45 Per Operatory
  - UCLA saved \$1500 monthly
- **Simplifies service tech calls**
  - Less clogs
  - No degradation of Op tubing or vac lines
  - Easier to check and service amalgam filters
- **OEM Specified Part for 10+ Equip. Manufacturers**
- **Satisfaction Guaranteed!!!**



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## What Separates Bio-Pure from the Competition?

- Use only 2x per week vs. daily
- Proprietary mixture of enzymes and bacteria vs. chemical and enzyme mixtures
- Clean Op eVac Traps 4x less often
- 100% Safe and All-Natural





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## Ingredients of Other Competing Products Based on Market Share

COMPOSITION ON INGREDIENTS: pH: 0.5-1.5

Hazardous Components	C.A.S. # EC#	IUPAC Name	WT %
Phosphoric Acid	7664-38-2 / 231-633-2	Phosphoric Acid	<20
Glycolic Acid	79-14-1 / 201-180-5	2-hydroxyacetic acid	<10
Isopropyl Alcohol	67-63-0 / 200-661-7	propan-2-ol	<5
Surfactant	Mixture	Not applicable	<5

### Composition/Information on Ingredients

Product	CAS#	Percent:
Sodium Bicarbonate	144-55-8	2-5 %
TMT-15	17766-26-6	2-5 %
Triton-16	58229-81-5	2-5 %
Propylene Glycol	57-55-6	25-30 %
Isopropyl Alcohol	67-63-8	5-10%
Water		Balance
Fragrance		0-2 %

pH: 12.4

Hazardous/Toxic & Non-Hazardous Components:

- Water 70%
- Phosphoric Acid <10%
  - Phosphoric acid may be used as a "rust converter" Biological effects on bone calcium and kidney health
- Isopropyl Alcohol <5%
  - rubbing alcohol
- Sodium Butoxyethoxy <5%
  - Foaming Agent





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# The Dental Advisor Editor's Choice & Green Product of the Year Awards



Bio-Pure Products, Inc.  
(888) 596-6546  
www.biopureproducts.com

## Description

Bio-Pure evacuation system treatment is designed with a proprietary microbial formula to restore vacuum line suction to full pump capacity and eliminate daily trap cleaning. Bio-Pure has a neutral pH and is safe for all pump equipment including amalgam separators. The microbial formulation is 100% all natural ingredients and continues to clean between uses. The system includes two components: Bio-Pure Complete Evacuation System Restorative and Bio-Pure Complete Evacuation System Cleaner. Bio-Pure Restorative is intended to be used over 3 weeks to "Restore" vacuum suction by removing all the accumulated biofilm build-up. After this initial treatment, Bio-Pure Cleaner should be used regularly to maintain clean lines. Both components are supplied as powders that must be mixed with water. Bio-Pure was used by 23 consultants in 429 uses. It received an 88% clinical rating.

## Product Features

Bio-Pure provided very good effectiveness in cleaning evacuation lines, and this was the highest rated feature. Seventy percent of consultants said that it eliminated the need for daily cleaning of traps. Sludge from blood, tissue and prophyl paste was greatly reduced. On a routine basis, the product was not as easy to use as liquids or other forms that dissolve more readily. Fifty-seven percent of consultants found Bio-Pure to be better than other evacuation line cleaners they had used and 35% found it to be equivalent. Seventy-eight percent of consultants would switch to Bio-Pure and 87% would recommend it to a colleague.

### Results From Six Offices

In six of the offices in which the Bio-Pure system was evaluated, pre-treatment and post-treatment suction times were compared. The time required to suction 32 ounces of Bio-Pure in a specified operatory was recorded before the initial treatment. After use of Bio-Pure for three months, times were recorded in the same operatory. Overall, an average of 23% improvement in suction time was found.

Office #	Improvement in suction time
1	41.5%
2	3.6%
3	17.0%
4	42.2%
5	18.4%
6	12.5%



### Consultants' Comments

"A noticeable improvement in the quality of our suction."  
"The initial treatment removed a lot of debris."  
"I do not have to clean the traps daily anymore."  
"I prefer this type of all-natural product over chemical cleaners."  
"Unpleasant odor."  
"I would like a pre-mixed solution, tablets or unit-dose packets rather than jars of powder that have to be measured."  
"Provide clear directions and more distinctive names for easier differentiation between the products."  
"Include a sturdy bottle for mixing."

### Suggested Retail Cost

6 oz. "Restore" 8 ops in 3 weeks	\$49.80
14 oz. Maintain 8 ops for 5 weeks	\$79.80
48 oz. Maintain 8 ops for 4 1/2 months	\$226.40

### Clinical Tips

- Bio-Pure Complete Evacuation System Restorative is a "soak" and not a "flush" like all other products. Start this system at a time when the office will not be in use the next day.
- Do not store in direct sunlight or in a cold storage container.
- Powder dissolves better in warm water.

## CLINICAL EVALUATION RESULTS

- 92% found Bio-Pure to be **equivalent** or **better** than their existing eVac cleaner.
- 78% are **switching** to Bio-Pure.
- 87% would **recommend** it to colleagues.
- Offices that performed pre/post suction performance testing, an **average 23% improvement** in suction time was found.

## CONSULTANT COMMENTS

**"A noticeable improvement in the quality of our suction."**

**"The initial treatment removed a lot of debris."**

**"I do not have to clean the traps daily anymore."**

**"I prefer this type of all-natural product over chemical cleaners."**



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# User Testimonials

UNIVERSITY OF CALIFORNIA, LOS ANGELES



UCLA

BERKELEY • DAVIS • IRVINE • LOS ANGELES • MERCED • RIVERSIDE • SAN DIEGO • SAN FRANCISCO

SANTA BARBARA • SANTA CRUZ

FACULTY GROUP DENTAL PRACTICE  
BUSINESS OFFICE  
100 UCLA MEDICAL PLAZA, SUITE 200  
LOS ANGELES, CALIFORNIA 90095-0000  
PHONE: (310) 676-0700  
FAX: (310) 676-0700

July 29, 2011

Mr. Mark Cushman  
President & CEO  
Bio-Pure Products, Inc.

Dear Mr. Cushman,

I am writing to tell you what a great experience our practice has had with the Bio-Pure Complete Evacuation System Cleaner. When I first inquired about the product you explained that it is an all natural product that uses enzymes and bacteria to "eat" the waste in the amalgam traps and amalgam separator cartridges which in turn reduce the frequency of cartridge and trap changing. Our group practice is treatment rooms and is very busy so I wondered if the product would work indicated. We have been using the product now for a few months and have extremely pleased with the results.

Prior to using Bio-Pure, our amalgam separator cartridges were being changed weekly basis and they were always extremely full. After the initial (3) day phase with Bio-Pure and by running Bio-Pure through our evacuation system week, we dramatically reduced the number of times we need to change the average, we now change them about once a month which is a huge cost us.

Thank you so much for recommending Bio-Pure for our practice. I would Bio-Pure to any practice that wants an effective "all natural" product that evacuation system expenses.

Sincerely,



Rochelle Blake, Manager

UCLA Faculty Group Dental Practice



ISO 13485:2003 Certified • Health Canada Registered

Hi Mark,

I wanted to drop you a note about how good Bio-Pure is working for me! I've been a service tech. for 17 years and I've never seen any evacuation line cleaner work like Bio-Pure does.

In Citrus Heights I have an office that has overhead evacuation lines and four Ops. Op #3 was so badly plugged that it was hardly working. One of our other service techs went out two weeks ago and tried to clean it, the ~~long~~ end of the vac. line in Op #3. The office said it worked better for a ~~week~~ only to plug back up again using their typical vac. line cleaner.

Last week they called again and told me of their circumstances. I made a trip to the office and sure enough the lower part of that same vac. line was ~~plugging~~ up. I cleaned it out the best I could and left them with a 1 oz. ~~sample~~ of Bio-Pure and said just follow the instructions. I recently visited ~~this~~ same office to do some other repairs and they told me of the great ~~success~~ they had with Bio-Pure line cleaner. Op #3 had returned to full vac. ~~strength~~ like it was when it was new. The messy green slime from their old ~~cleaner~~ had gone away only leaving a sandy material. I assured them that all was well, and that's all that's left when using Bio-Pure.

Thanks,

Jerry  
Rocklin, CA  
US Service Tech.

“Badly plugged that it was hardly working... returned to full vac. strength like it was when it was new.”

“Great experience our practice...”

“We dramatically reduced the number of times we need to change the cartridges.”

“I would recommend Bio-Pure to any practice that wants an effective "all natural" product that saves money on evacuation system expense.”



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# Frequently Asked Questions

## How is Bio-Pure used?

- Mix with warm water
- Aspirated into HVE and SE lines

## How many operatories will a 6oz., 14oz., or 48oz. jar clean?

6 oz.	Cleans 4 Ops	4 weeks
14 oz.	Cleans 4 Ops	10 weeks
48 oz.	Cleans 4 Ops	9 months

## Is Bio-Pure safe to use?

- Yes
- 100% all natural & safe for humans, animals and plants
- No harmful ingredients of any kind!

## What can be expected after first few applications?

- Week 1  
Sludge and debris may accumulate in the traps.
- Week 4.  
Traps will no longer require cleaning by hand weekly

## Why is there increased trap sludge when Bio-Pure is first used?

- Years of trapped accumulation left behind by other cleaners
- Shows the process of cleaning out line inner surfaces and restoring vacuum suction has begun.

## How does Bio-Pure restore vacuum line suction & eliminate trap hand cleaning?

- Bio-Pure breaks down & digests organic waste throughout the entire evacuation system.
- Clean traps 4x less often (~1/mth)



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# Frequently Asked Questions

## **How does Bio-Pure clean between uses?**

- Proprietary bacteria formula colonizes entire evacuation system.
- <8 hours 1 cell → 17 million cells
- Growth continues for ~10 days
- Continues to clean 24/7 between uses

## **How does Bio-Pure remove odors?**

- Trap and line odors are caused by hydrogen sulfide, sulfur and ammonia.
- Bio-Pure breaks down & digest the solids where sulfur-producing bacteria normally thrive, eliminating the odors.

## **Is Bio-Pure safe for use on systems equipped with amalgam separators?**

- Yes.
- Non-corrosive Neutral pH

## **Is Bio-Pure safe for use on dry-vacuum pump systems?**

- Yes, it is non-foaming

## **How does Bio-Pure compare to other evacuation products?**

- More effective
- More economical
- Benefits an evacuation system in more ways than all other solutions

## **Is Bio-Pure EPA registered?**

- No. Contains only naturally occurring, non-pathogenic, indigenous microorganisms that are not regulated by the FIRFA Act.



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# Frequently Asked Questions

**How long has Bio-Pure been used in the dental field?**

- Bio-Pure has been restoring evacuation systems worldwide for 7+ years.

**Does Bio-Pure contain fillers?**

- No. While many products contain 90% or more fillers, Bio-Pure contains absolutely none!

**Can Bio-Pure be used in other areas of the office?**

- Yes, Bio-Pure can be used in any area where organic waste management and odor control is needed!

**What is the shelf-life of Bio-Pure?**

- 2 years





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# Thank You!

