



ANALYSIS & SOURCING

BY THAOSEN

Buyer: [REDACTED]

Host organization: [REDACTED]

Period: [REDACTED]

Sourcing area: Asia , China

SUMMARY

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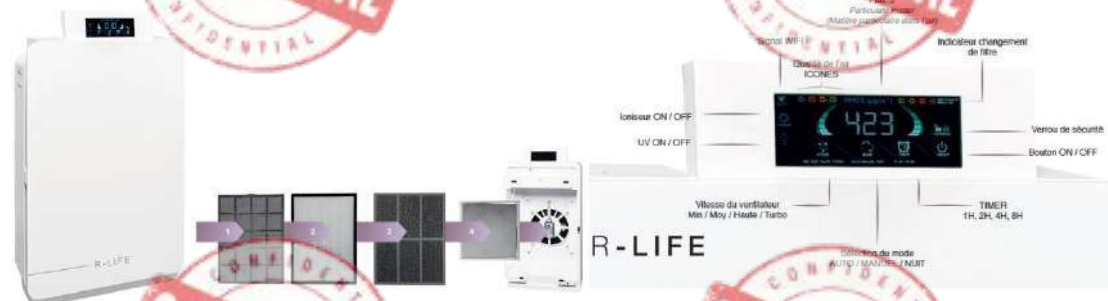
Introduction

We have received sourcing request from buyer [REDACTED] which asked us to source relative production proposal (air purifier) in Chinese market. To clarify the requirement, [REDACTED] said that they attempt to find a qualified supplier that produces the same product in order to discover the likelihood of purchasing better products, maximizing the benefits of current budget.

The team of THAOSEN had done a market research for one week, managing to review various types of air purifier in China. We will show a report below that was divided into different aspects to introduce the product. We expect our report can make our client understand better about the targeted goods in Chinese market and make a best decision for its future business.

● Summary of Need

We received the information of the current offer that was provided by [REDACTED] [REDACTED] requires us to consider it as a reference when we source alternatives in another market. The summary of the reference will be showed as follow:



➤ **Purify procedure**
Pre-filter → HEPA filter → Activated carbon filter → UV sterilizer filter

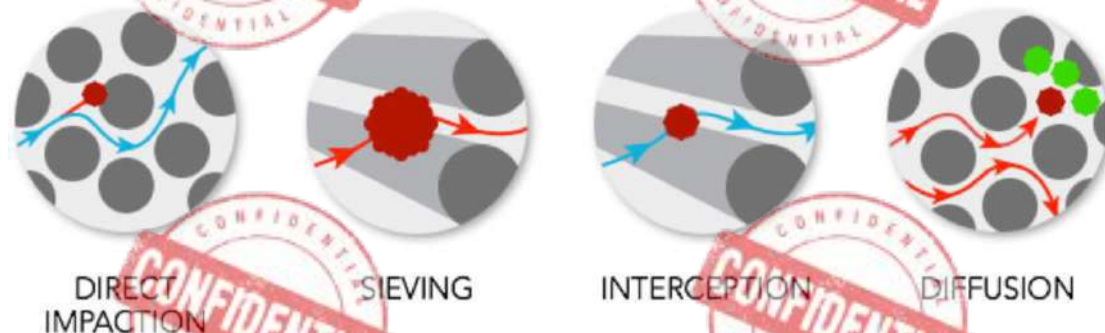
➤ **Function:**
Timer, Touch screen, Ionization

➤ **Other Parameters:**
Voltage-AC 220V
Dimension-400*681*247mm
Net weight-10kg

Mainstream Technology Overview

- **Pre-filter + HEPA Filter + Activated Carbon Filter**

HEPA, which stands for **High Efficiency Particulate Air**, is a **designation** used to describe filters that are able to trap **99.97 percent** of particles that are 0.3 microns. Though the HEPA standard and certification process wasn't established until 1983, development of HEPA filters dates back to World War II, when American scientists with the Manhattan Project created the first HEPA filter to capture radioactive particles released during the creation of the atomic bomb. Four main mechanisms are illustrated as below:



HEPA filter technology is **mature** and the barrier to entry is low, so **most air purifier manufacturers** on the market have adopted this technology. In doing so, HEPA air purifier becomes **the most universal** product in the market currently.

- Advantage: Wide range of application
Easy and safe to use
- Disadvantage: Noise generated during fan exhaust
High late costs (regular replacement of HEPA filter)
Overused filter will facilitate bacteria breeding
Unable to resist ultrafine contaminants such as fumes, smokes

Activated carbon filters, are small pieces of carbon, typically in granular or powdered block form, that have been treated to be extremely porous. It is so cavernous, in fact, that just one gram of activated carbon can easily have a surface area of 500m² or higher. Vast surface area **enables these carbon filters to adsorb exponentially more contaminants and allergens than traditional carbon.**



There are many benefits associated with using activated carbon filters. These purifiers can be used to rid your air of unwanted or harmful contaminants that can pose a hazard to your health. In air purification systems, **activated carbon filters always be used in conjunction with HEPA filters** to trap known allergens and impurities like:

- ✓ Dust
- ✓ Lint
- ✓ Mold spores
- ✓ Smoke
- ✓ Pet hair
- ✓ Common household chemicals
- ✓ Benzene and other VOCs

Advantage: Leaves space smelling fresh

Removes tobacco smoke, chemical gases and pet odours (solving a disadvantage of merely using HEPA)

Disadvantage: High late costs (regular replacement of carbon filter)
Heavy

Representative Brand



PHILIPS AC4076



KJ600F-PAC2158



- Pre-filter + Electrostatic
- Pre-filter + HEPA Filter + Electrostatic

Electrostatic, as ordinary consumers, we are often confused when we hear professional terms such as "static" and "ionic wind". In fact, the electrostatic adsorption technology is not difficult to understand. It is like a small experiment: rub the comb tip and then bring it close to the scraps of paper to attract them. The electrostatic adsorption technology is similar to this. It generates charges through two electrodes. The first electrode generates a positive charge, which causes the passing particles to have a positive charge, and the other generates a negative charge, which causes the positively charged particles to adsorb on a negative charge on the electrodes to achieve the effect of purifying the air.



Advantage: No air filter replacement necessary
Low noisy

Disadvantage: Limited purifying ability if merely use this technique

To solve the limitation of this technology, air purifier manufacturers apply electrostatics in conjunction with HEPA filter that could resist the most of particles physically. The mechanism of HEPA has been demonstrated above, we do not repeat here.

Representative Brand



Other technologies

✧ Ozone generator*

Ozone generators are air purifiers that intentionally produce ozone. Not all are effective, but some are not even appropriate for home use, like ozone generators. Ozone generators are not effective air purifiers for your home; they can be harmful to your family and can cause health problems, including respiratory tract irritation and breathing difficulty. Historically, ozone generators have been used in commercial applications to purify the air and remove airborne particles, chemicals, viruses, bacteria, and odours. However, ozone is not effective at cleaning the air except at extremely high, unsafe ozone levels.

✧ Ultraviolet Light*



Ultraviolet light (UV) technology is key to neutralizing viruses and bacteria that accumulate on air purifier air filters. It is important to use the UV technology in combination with HEPA air filters and possibly activated carbon. Without a particulate filter system like a HEPA air filter, too many microorganisms may be hidden from the UV light, since it is not easily located on an air filter.

What is CADR

CADR (**clean air delivery rate**), refers to the rate of clean air output from an air purifier as determined by the American association of appliance manufacturers (AHAM) in accordance with stringent testing standards. **Higher the CADR value, the higher the purification efficiency of the purifier.**



(Key feature should be taken into account when choosing target model)

Model recommendation

Model A

Model Name	HSBK-08	
Model Picture		
Specification		
Feature	<ul style="list-style-type: none"> • Button pressing • Air Quality Indicator: different light colors • Timer: 1H-8H • Ionizer control • Filter replacement alert 	<ul style="list-style-type: none"> • Speed light • 3 Fan speeds • Silence mode • Low noise
Filter Configuration		
Packaging		
Leadtime		
Delivery		
MOQ		
FOB Ningbo		
Quotation Valid		
Payment Terms		
Exchange Rate		

Model B

Model Name	HSBKJ-80A	
Model Picture		
Specification		
Feature	<ul style="list-style-type: none"> • Touch screen operation panel • Sleep mode • Timer: 1H-8H • Ionizer control • Filter replacement indicator 	<ul style="list-style-type: none"> • Visible air quality indicator by color • 4 Fan speeds • PM2.5 air quality display • Children safe lock
Filter Configuration		
Packaging		
Leadtime		
Delivery		
MOQ		
FOB Ningbo		
Quotation Valid		
Payment Terms		
Exchange Rate		

Supplier Profile Not available in Freemium report Co., Ltd.

Location	Map
Business organization	
Registered capital	
Date of establishment	
Sector	
Business scope	
Employee	
Patent	
OEM	
ODM	

Model C

Model Name	ZJHS-P440
Model Picture	
Specification	
Feature	<ul style="list-style-type: none"> • LED Display Panel • Air Quality Indicator: three light colors • Timer: 1H-8H • Certification: CE • Function: Time/Intelligence, Sleep mode/Filter replacement indicator/Anion/Child lock/PM2.5 digital display/UV light/WIFI • Speed light • 3 Fan speeds Low/Medium/High • Mode: Intelligence/Sleep
Filter Configuration	
Packaging	
Leadtime	
Delivery	
MOQ	
FOB Wuhu	
Quotation Valid	
Payment Terms	
Exchange Rate	

Model D

Model Name	ZJHS-P550
Model Picture	
Specification	
Feature	<ul style="list-style-type: none"> • Color: White body+Grey air outlet • LED display panel • Timer: 1H-8H • Mode: Intelligence/Sleep • Function: Time/Filter replacement indicator/Intelligence, Sleep mode/Anion/Child lock/WIFI/ Temperature/Humidity/PM2.5 digital display • Material: ABS body • 3 Fan speeds Low/Medium/High • Certification: CE
Filter Configuration	
Packaging	
Leadtime	
Delivery	
MOQ	
FOB Wuhu	
Quotation Valid	
Payment Terms	
Exchange Rate	

Supplier Profile

Not available in Freemium report

Co., Ltd

Location	Map
Business organization	
Registered capital	
Date of establishment	
Sector	
Business scope	
Employee	
Patent	
OEM	
ODM	

Transportation Solution

Ocean Shipping

Shipping company	Delivery time	Fee
MSC	Premium Service	
MAERSK		
CMA CGM		
YML		

Thaosen Comment

This part of text is proposed to provide clients the comment that has been issued by Thaosen purchasing team when we analyze the market and communicate with targeted suppliers above in China, which could facilitate buyers to make a most suitable choice through referring to more detailed and implicit information. We always spare no efforts to offer supply side situation via the most completed dimension.

Premium Service

Question Remaining

