



PHOENIX MARKETING, INC.

CAPABILITY STATEMENT

Phoenix Marketing, Inc. is a SDVOSB who is a direct distributor for PAK-IT®. PAK-IT is a US patented commercial grade, liquid cleaning chemical hyper-concentrate. Think P&G Tide Pods for Laundry or P&G Cascade for Dishwashing. PAK-IT offers that same, safe, simple, sustainable "single-serve" solution for Janitorial products. PAK-IT "single-serve" concentrates include a full range of janitorial products from glass cleaners, degreasers, deodorizers, kitchen and bathroom cleaners and a full range of carpet and hard floor surface cleaners.

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CORE COMPETENCIES

Phoenix Marketing, Inc. is a SDBOSB who is a direct distributor for PAK-IT®. PAK-IT is a small business based in Philadelphia PA and is wholly owned and operated by US citizens. The core competencies are in the research and development of new chemical formulations packaged in our patented dissolvable pouches that help end-users meet or exceed EPA and Green Seal certifications for sustainability and OSHA standards for health and safety.

The focus is upon providing cleaning products that deliver exceptional performance, drastically reduce costs, while concurrently ensuring the health and safety of humanity and the preservation of our natural environment.

PAST PERFORMANCE

PAK-IT® is a new technology and has been in national commercial distribution now for 3 years. In those 3 short years we have secured national contracts with scores of national organizations who are passionate about leading environmental change and managing costs.

- Enterprise Holdings Inc. who own brands National, Alamo and Enterprise Rent A Car and clean over 1,000,000 cars a week and 7,000 locations across the USA with PAK-IT
- Staples Inc. is the largest Janitorial Distributor in the USA now through their Office Products channel and we have recently gone into contract to provide 6 PAK-IT products for commercial distribution.
- Other leading US brands such as DKNY, Coach, MetLife, Coca Cola, and Holiday Inns
- Our greatest success sectors include a number of government and private sectors in healthcare, hospitality, automotive and education.

COMPANY DATA

- SDVOSB
- Incorporated in 1996
- DUNS: 185103850
- CAGE CODE: 738W7
- NAICS: 325615; 325180; 313310; 323111; 323113; 339940; 423920; 424120; 424310; 561499; 541890

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DIFFERENTIATORS

What makes PAK-IT® unique and sets it apart from other cleaning products is that the chemical concentrates are packaged in single-serve, dissolvable pouches ensuring precise portion-control. The advantages of this technology are the safety, simplicity and sustainability of PAK-IT verses convention cleaning products.

Bringing PAK-IT into your daily janitorial program you will:

1. Dramatically reduce consumption and therefore costs through the elimination of over-pouring, spilling and waste generally associated with free-poured concentrates
2. Significantly lower your freight and storage costs by using hyper-concentrates and using your own water-source
3. Eliminate training costs and any need to understand and measure complex dilution ratios due to the simple color coded, pre-measured system
4. Improve your cleaning performance by using precisely pre-measured chemicals each specifically engineered for specific cleaning tasks
5. Reduce your overall CO2 footprint by not shipping and storing water along the supply chain
6. Advance your organizations sustainability agenda through the use of lesser quantities of Green Certified chemicals and the adoption of re-usable P.E.T. plastic bottles.
7. Meet or exceed OSHA standards for employee health and safety. PAK-IT is what is called a "closed loop-system" whereby the pre-measured, dissolving pouches which do not require opening, measuring and pouring, eliminate users exposure to spills and chemical inhalation. No Personal Protective Equipment PPE is needed when using PAK-IT.

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