

ELIMINATE PROPERTY ODORS

Don't Just Mask Them

Description of Services

Gregory Johnson
Odor Elimination Specialist
1-833-OdorGuy (636-7489)
www.EliminatePropertyOdors.com

INTRODUCTION

Lingering and persistent odors in your home can cause health problems, make visitors uncomfortable, and create difficulty when selling your home. Billions of dollars are spent on household air care products each year. These products are not designed to eliminate the hazardous conditions brought on by tough odor issues. Yet many consumers believe they are eliminating the source of hazardous odors when in fact they are only masking them.

Odor Elimination Specialist, Gregory Johnson, works with homeowners and real estate professionals to tackle these problems and provide cleaner, odor-free homes. His proven methods and techniques to eliminate all property odors are developed from years of home services experience and research.

This document describes the hazardous odor problems Gregory Johnson addresses and how he eliminates the sources of these odors.

PERSONAL NOTE FROM GREG

Thank you for your interest in discovering a more complete and holistic method to eliminate lingering and persistent property odors. If you are experiencing difficulty living in your home due to a persistent odor, please continue reading. Your breathing and overall health may be affected. I can help create a healthier, odor-free environment for you.

I have been in home improvement services my entire career. Like you, I have known many types of contractors who address repairs and improvements but few of them specialize in odor elimination. As a matter of fact, before 2015 I had never heard of anyone who specialized in odor removal.

There are service providers who claim they can eliminate odors such as cigarette smoke and pet odors, but for most of them it is an add-on service and not a specialty. They lack knowledge of the science behind eliminating these difficult problems. Without a study of the science of the behavior of odor molecules, any attempt is a guessing game, relying completely on the statements of the manufacturers of the products or machines. There is much more to consider, especially here in the desert. Every local environmental condition matters.

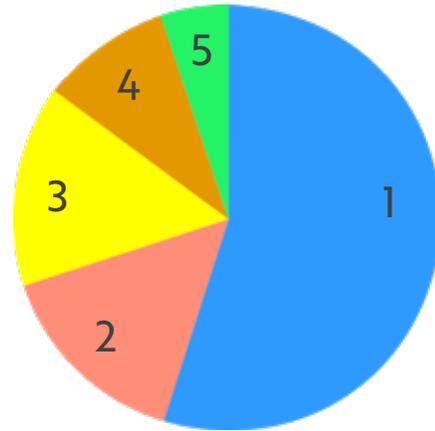
There are certain odors that just do not seem to go away no matter what you do. Baking soda & vinegar, household cleaning products, household air care products, ozone generators, etc., are all used in an attempt to eliminate problem odors. The best any of these can be is a "band-aid" to temporarily mask the odor. No "band-aid" is good enough for any of my clients. This is the premise from which I begin every analysis of tough indoor odor problems.

I have spent many years researching and studying the products and techniques required to actually eliminate problem property odors at a molecular and biological level. I invite you to contact me to discuss the custom strategy necessary to create an odor-free environment for you.

THE PROBLEM

Eliminate Property Odors most commonly deals with hazardous odors brought on by:

- 1) Third-hand cigarette smoke
- 2) Decomposition odors
- 3) Hygiene odors
- 4) Pet odors
- 5) Infestation odors



Each of these harmful odors is different; each has their own unique set of properties which require a customized approach. The solution for these odors consists of the right cleaning products plus proper application techniques. The property's environmental and climatic conditions must also

be taken into account when developing the customized odor elimination plan. The products you have tried simply cannot measure up to this process. Each of these harmful odors is different; each has their own unique set of properties which require a customized approach. The solution for these odors consists of the right cleaning products plus proper application techniques. The property's environmental and climatic conditions must also be taken into account when developing the customized odor elimination plan. The products you have tried simply cannot measure up to this process.

THIRD-HAND CIGARETTE SMOKE ODOR

Third-hand smoke represents most of the property odors Gregory eliminates. Cigarette smoke residue sticks on all surfaces and can linger for years after a smoker is gone. If the residue is not completely eliminated it can become volatilized (so we smell it again) with certain changes in weather and use. So just when you thought you had eliminated the odor, a month passes and it returns, maybe in another part of the property.



We are not completely out of the woods even when it is reported that the smokers don't smoke inside the home. A recent study showed that even in large

spaces where no one had ever been permitted to smoke, significant cigarette smoke residue was present from people who spent about 90 minutes in the area without smoking. Of them, only approximately twenty percent were smokers.

There are more than 5,000 identified chemicals found in cigarette smoke. Approximately 150 of these

chemicals have been documented as toxicants. Among them are:

- Hydrogen Cyanide (HCN) (used in chemical weapons)
- Butane (used in lighter fluid)
- Toluene (found in paint thinners)
- Arsenic
- Lead
- Carbon Monoxide
- Polonium-210, a highly radioactive carcinogen

When the cigarette smoke residue is properly removed from all surfaces, the contributing source of the odors is removed. The only successful odor treatment plan is to create a smoke-free environment and then eliminate the chemical residue throughout the entire property.

DECOMPOSITION ODORS

As unfortunate, and common, as rodents or other small animals dying in the walls or hidden areas of a home, nothing compares to an undiscovered death of a human being.

The human body has 5 stages of decomposition where three stages become sources of odor that need to be addressed professionally. These odors cannot be masked by household air cleaning products.

Stage 1: Fresh (1-2 days) This stage has no obvious signs of decomposition, however bacteria within the gastrointestinal tract begin to digest the soft tissues of the organs.

Stage 2: Bloated (2-6 days) In this stage a pungent odor of putrefaction may become noticeable. This is the first stage where professional odor elimination may be necessary.

Stage 3: Decay (5-11 days) Tissue breaks down and strong odors are very noticeable. Various compounds contribute to the potent odor, including cadaverine, putrescine, skatole, indole, and a variety of sulphur-containing compounds. These putrid gases and compounds will attract a range of insects and may contribute to an insect infestation that likely requires a different treatment plan.

Stage 4: Post-Decay (10-24 days) By the time this stage is reached most of the flesh has been stripped from the skeleton and the previously strong odors of decay begin to subside. Interestingly, if the body decayed on soil, the area around the cadaver may also show signs of plant death which is a signal that there are dangerous chemical and biological processes at work.



Stage 5: Dry Stage (24+ days) There is typically no odor of decay at this point with the remains consisting of primarily bones, some dried skin and cartilage. Even though there is no odor from the remains that doesn't mean there is no odor from the prior stages. The environment will also affect decomposition and the retainment of any harmful or hazardous odors.

"Working with Greg Johnson has been a pleasure. We had a serious problem with odors from a decomposing body found by the police. Although I was in charge of the property, I am in another state. A neighbor also communicated with Greg on everything. But, my dealings with Greg went smoothly. He was very prompt in doing the necessary work, came back for another day when it was obvious that he could not complete everything in the original time frame, and at no extra charge. I highly recommend Greg and his business."

Larry H.
Colorado Attorney

HYGIENE ODORS

Hygiene odors are typically found in hoarding situations, or when physical limitations make caring for one's home and self difficult. The unpleasant smell may be coming from:

- animal waste or odor from waste
- evidence of household pests
- presence of mildew
- improper sanitation such as overflowing garbage cans, dirt & debris, irritating odors
- bug infestation
- rotting food
- rodents in the walls
- human feces



Hoarding creates an environment where odors run rampant. Decaying waste is usually present, creating an environment that is unsafe to breathe. Many pests also thrive in hoarding situations. They feed on rotting food and waste. Rats, flies, cockroaches, and more will be drawn to the unsanitary conditions and make their homes in the property. These pests will leave droppings and waste which will further poison the air quality. This creates a hazardous environment. Cleaning an environment like this requires caution and the use of respiratory protection, as well as a hazmat suit with gloves and foot protection.

PET ODORS

We love our pets. In fact, there was an increase in pet adoptions during the pandemic. Now that more people are going back to work their pets are being left behind and not all are properly trained.

Pet odor can saturate and stain your floors, walls, furnishings, and upholstery. Pet urine smell can be identified by its strong ammonia odor. This unhealthy component is highly concentrated in cat urine. If it stays in the carpet for a long time, the entire house stinks. Evaporation of urine on any surface leaves crystals and can become hazardous if not cleaned thoroughly. This can cause severe health issues when breathed in over time. Shortness of breath, fatigue, coughing, and respiratory infections are common.



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INFESTATION ODORS

In Arizona, homeowners can expect that most rodent infestations are pack rats, house mice, and roof rats. A home with rodents will often provide several opportunities to transmit life-threatening diseases like Hantavirus, Salmonella, tapeworms, plague, murine typhus, leptospirosis, rickettsia pox, and rat-bite fever among others.

Rats and mice destroy property, spread disease, compete for human food sources, and are aesthetically displeasing. Once they are removed from the property, evidence of their occupancy remains.



People who live and work in indoor environments with any of these persistent and lingering odors tend to have a poorer perception of their overall health and suffer sleep issues, chronic bronchitis, asthma attacks, itchy rashes, sneezing and even poor vision.

Even after the infestation has been eliminated, lingering and persistent odors may remain. Eliminate Property Odors is not an extermination company. However, we can eliminate the odors from both the infestation itself and the products used during the extermination process. Once the infestation has been eliminated, we can provide you with an odor-free home.

SYSTEMATIC PROCESS

Methodical and Organized

Gregory applies the knowledge he has gained from hundreds of successful odor elimination projects. His products are unlike any of the household products you find at the grocery or big box stores. Lingering and persistent odors take a different approach than what you see advertised on television.

By the end of 2022 the household air care product market is estimated to generate \$12 billion in revenue from household air care products. This is big business. The pet odor control and clean-up product market is also generating large amounts with an estimated \$8.6 billion by the end of 2025.

These products are not aimed at odor elimination. In fact, these industries are banking on you continuing to purchase from them. They want you to buy their air purification bags, odor removing gels, air purifiers, sprays, powders, candles, plug-ins, scented oils, wax melts, etc.



These Solutions Just Don't Work. Use of air fresheners at home might aid in relaxation, mood, or ambience. Unfortunately, these products do not eliminate the cause or source of hazardous odors. Manufacturers want you to believe they will eliminate odors when, in actuality, they only temporarily mask them. Plus, a growing number of people actually suffer from sensitivity and allergies to fragrances.

But what about Ozone? There are several service providers who use ozone generators solely to address lingering and persistent odors. The trouble with ozone is that the Environmental Protection Agency (EPA) is firmly against the use of ozone generators. The EPA has reviewed scientific studies and concluded that ozone concentrations which don't exceed what's safe for human life are highly unlikely to remove lingering and persistent odors.



The EPA notes that concentrations high enough to remove odors are typically high enough to cause damage to fabrics, plants, rubber, electrical wire coatings, and the pigments and dyes in some artwork. High ozone concentrations also pose multiple health risks.

Ozone Health Effects and Standards

Health Effects	Risk Factors	Health Standards*
<p>Potential risk of experiencing:</p> <p>Decreases in lung function</p> <p>Aggravation of asthma</p> <p>Throat irritation and cough</p> <p>Chest pain and shortness of breath</p> <p>Inflammation of lung tissue</p> <p>Higher susceptibility to respiratory infection</p>	<p>Factors expected to increase risk and severity of health effects are:</p> <p>Increase in ozone air concentration</p> <p>Greater duration of exposure for some health effects</p> <p>Activities that raise the breathing rate (e.g., exercise)</p> <p>Certain pre-existing lung diseases (e.g., asthma)</p>	<p>The Food and Drug Administration (FDA) requires ozone output of indoor medical devices to be no more than 0.05 ppm.</p> <p>The Occupational Safety and Health Administration (OSHA) requires that workers not be exposed to an average concentration of more than 0.10 ppm for 8 hours.</p> <p>The National Institute of Occupational Safety and Health (NIOSH) recommends an upper limit of 0.10 ppm, not to be exceeded at any time.</p> <p>EPA's National Ambient Air Quality Standard for ozone is a maximum 8 hour average outdoor concentration of 0.08 ppm</p> <ul style="list-style-type: none"> • See - the Clean Air Act
<p>* ppm = parts per million Source: https://www.epa.gov/indoor-air-quality-iaq/ozone-generatores-are-sold-air-cleaners</p>		

Ozone machines and generators are, however, useful as a small part of the overall odor elimination process. Typically they could be used in the final stages of treatment to help dissipate any residual odors associated with the treatment process.

GETTING STARTED

Each odor elimination project is unique. In order to get started on the right path to an odor-free environment, you will speak directly with Gregory. During your initial consultation you will share what you know about the source of the odor and other contributing factors.

The Interview

When you speak with Gregory, he will conduct a short interview which gives him a good sense of what you are dealing with as well as your expectations. Together, you will set a time for an on-site Odor Audit so he can confirm what you shared and prepare a proposal for complete odor elimination.

Be ready with answers to these questions:

1. Do you know what the smell is? Has anyone described it differently?
2. How long have the current occupants occupied the property?
3. When was the property built?
4. What is the square footage?
5. Has the HVAC system been properly maintained?
6. How many occupants were/are smokers?
7. What kind of pets are living in the property?
8. Is there carpet in the property? If so, is it in the whole interior?
9. Describe the window treatments.
10. Has the property been recently remodeled, renovated, or repainted?
11. What have you tried to eliminate the odor yourself? Describe what you did.
12. Are you selling?
13. When is the best time for an Odor Audit?

Odor Audit

Gregory will need complete access to the property in order to assess the odor, its severity, and possible causes. He may also need to perform a few chemical tests. This important, behind-the-scenes work supplies the necessary information to develop a precise odor-elimination plan.

Independent factors required for the complete odor assessment include:

- Intensity or pervasiveness - a measure of the perceived strength of the odor
- Character - relates to the mental association made by sensing the odor
- Hedonics - the relative pleasantness or unpleasantness of the odor
- Detectability or quantity - the amount of cleaning product to reduce an odor to its minimum detectable threshold odor concentration
- Mass - the volume of odorous air produced

Your odor audit will accomplish the following:

- Quantify the odors from each odor emissions source
- Analyze for odor causing biological compounds
- Determine the processes by which odor causing compounds are formed
- Identify the most significant odor sources
- Determine the most cost-effective odor elimination plan

Once the Odor Audit has been completed you will receive a detailed proposal describing the customized plan for removing your unique odor problem.

Odor Elimination

Each odor has its own set of properties that must be accounted for during elimination. However, the general methods used to eliminate most property odors include:

- Completely remove the source of the odors.
- Properly stabilize, condition, and manage the property's indoor environment during treatment.
- Select remote areas to test cleaning products based on the type and source of odors.
- Apply stabilized cleaning products adapted to the property's specific environmental and climatic

conditions the day of treatment.

- Clean all surfaces based on the type and source of the odors.
- Whenever necessary, incorporate additional cleaning products and/or techniques.

YOUR BENEFITS

If you are currently living in, or want to buy or sell a property with lingering and persistent odors, you will benefit from the services provided by Eliminate Property Odors. Benefits include:

- Pleasant, odor-free home—odors are eliminated, not just masked.
- Healthier living environment.
- Eliminates the need for household air care products, thus saving money.
- Your home is more comfortable for people who suffer from fragrance allergies and sensitivities.
- Easier/faster selling process.
- No need to discount selling price.
- Increased number of potential buyers.
- Potential buyers can more easily envision themselves in an odor-free home and will take the time to do so.

SUMMARY

Don't waste your time and money on "over the counter" odor control products believing they will eliminate your problem odors. The products themselves are essentially "band-aids" and not designed to work in this way. The methods people typically use will not eliminate hazardous odors. A systematic approach by a professional who specializes in removing hazardous odors is the answer. Gregory Johnson has eliminated hazardous and harmful odors from hundreds of properties and he can create a healthier environment for you and your family too. Breathe easier, breathe better by having your lingering and persistent odors professionally eliminated.

MOVING FORWARD

Take the first step toward completely eliminating your property odor. Schedule a free in-property assessment to determine the source and location of your lingering and persistent indoor odor. You will receive a detailed proposal to identify and eliminate your problem odors.

Simply call Eliminate Property Odors and speak with Gregory Johnson at 833-636-7489. It's easy to remember the toll-free number: 833-OdorGuy.

It will be the best call you will make today.