



# Introducing Foamstream

Hammersmith and Fulham, 29<sup>th</sup> of June 2018

  
**weedingtech**  
Herbicide-Free Weed Control, **Redefined.**



# Objective

- Who are Weedingtech
- How Foamstream works – our unique product offering
- Our Machinery
- Partners around the world
- How Foamstream can solve your challenges
  - Benefits – Multi-use - Economics





# Introducing The Alternatives Market



**Traditional market:** Spraying of Roundup and other herbicides

**Alternatives:** Any non-traditional practice. Thermal, mechanical, manual etc

**Market Drivers:** Legislation, litigation and public demand for change

**Why is it Interesting for us? :** Disruptive, high growth sector with a positive socio-environmental impact







# Who Are Weedingtech

INNOVATE | MANUFACTURE | SUPPLY | SUPPORT



**Founded:** 2011

**Headquarters:** London, UK

**Manufacturing facilities:** UK and France

**Our offering:** The first commercially viable alternative to traditional herbicide,  
Foamstream

**How it works:** Kills weeds using hot-water insulated by a biodegradable foam,  
delivered by our machinery.





# What is the Foamstream™ process?



A patented, award-winning process

Combines hot water and a biodegradable foam

Used to control unwanted vegetation (weeds, moss & algae)  
as well as to for street sanitisation including street cleaning, power-  
washing and gum removal.



***Foamstream***  
**V4**

The foam blend is made from natural  
plant oils and sugars including:  
Wheat, maize, coconut oil, Rapeseed  
Oil, potatoes





# Our Machinery – Foamstream Municipal Series



## ***Foamstream*** — ***M1200*** —

- Ideal for large jobs
- Faster working rate
- Intended for larger municipal vehicles
- Lower cost per Sqft
- Single fuel source



## ***Foamstream*** — ***M600*** —

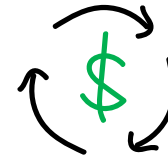
- Smaller and lighter
- Quieter
- Designed for use on UTV's such as the HDX™
- Hard to reach places
- Propane option for carbon reduction





# Foamstreamconomics

*It's all about the treatment cycles, stupid.*



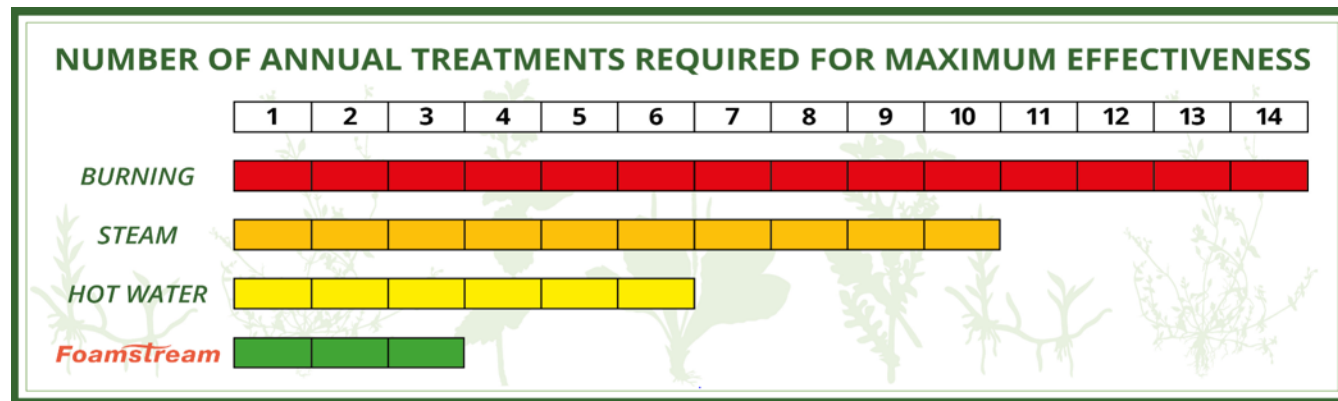
## Understanding weed control OPEX:

- Consumable cost (fuel)
- Treatment area covered per hour (speed)
- Labour cost (labour rate and training)
- **The amount of times you have to retreat the weeds per year**



## What does this all mean?

- The repetitive accumulation of consumable cost and labour of other alternatives makes them more expensive







# Foamstream Vs. Steam



## The case for steam:

- Lower CAPEX
- Lower single treatment OPEX
- Ticks the environmental box

## Case against steam:

- Total Cost!
- Effectiveness of kill (% kill per sqft)
- You can't treat all surfaces

Parameters	Steam	Foamstream
Hourly labor rate	\$25	\$25
Number of hours worked in a day	5	5
Daily labor cost	\$125	\$125
Consumable cost (Foamstream, diesel, petrol and anti-lime)*	\$52.5	\$174.5
OPEX per day (5 hours of actual work)	\$177.5	\$299.5
100% treatment area in an hour (sqft/Hour)	2000	5250
Treatment area covered in 5 hours (sqft)	10000	26250
Cost per sq ft	\$0.0178	\$0.0114
Comparative cost of single treat of area of 100,000 sq ft	\$1,775	\$1,141
Treatment cycles per year	8	3
Comparative cost of annual treatment of area of 100,000 sq ft	\$14,200	\$3,423

### Assumptions: (L = litre)

**Steam system consumes:** 9 L diesel, 0.3 L of descaling agent, 1 L of gasoline per hour:  $\$7.2 + \$2.50 + \$0.8 = \$10.5$

**Foamstream consumes:** 8 L of diesel and 3 L of foam =  $\$6.4 + \$28.5 = \$34.9$

**Price of gasoline:** 0.75 \$ per L (0.21 gal)

**Price of diesel:** 0.80 \$ per L (0.21 gal)

**Price of Foamstream:** \$28 per hour



# Foamstream Vs. Manual Weeding



## The case for Manual:

- Tight budget
- Have an existing work force
- Ticks similar environmental boxes

## Case against manual:

- Total Cost
- Weed problem gets worse
- Hugely time consuming

HEADLINE SAVINGS - FOAMSTREAM Vs HANDWEEDING			
<u>Cost saving Per season</u>		991%	
<u>Labour saved - Hours per season</u>		1124	
<u>Labour saved - Days per season</u>		140.5	
SUMMARY OF ALL METHODS - Zone 1			
<u>Method</u>	<u>Cost per treatment</u>	<u>No of treatments per season</u>	<u>Total per season</u>
FOAMSTREAM Costing BASED on Actual works undertaken	£363.42	3	£1,090.26
HANDWEEDING - based on WAGS estimates	£2,160.50	5	£10,802.50
HANDWEEDING - based on Curo Contract - Liner cost Housing paved areas	£3,443.98	5	£17,219.88



# Foamstream Vs. Vinegar



	Cost per day	Cost per 30 days	Cost 90 days	Cost 130 days
Foamstream	\$ 326.00	\$ 9,780.00	\$ 29,340.00	\$ 42,054.00
Vinager	\$ 705.00	\$ 21,150.00	\$ 63,450.00	\$ 90,945.00
Totals	-\$379	-\$11,370	-\$34,110	-\$48,891
Saving	53.8%	53.8%	53.8%	53.8%

Sq feet per day	
Foamstream	21,000
Vinager	12,000
Diff Sq feet	9,000

	Daily cost per sq foot	Season Cycle Coefficient	Daily Seasonal cost per sq foot *	Costs for 1,000,000 sq feet
Foamstream	0.0155	4	0.0621	\$ 62,095.24
Vinager	0.0336	9	0.3021	\$ 302,142.86

\*The daily seasonal cost per sq foot will almost be **five** times more important when using vinegar



# Weedingtech in use around the world in public spaces



## North America – USA and Canada

New York City Parks

Central Park

City of Toronto

City of Pickering

City of Orange Town



## European Cities:

City of Ljubljana – Green capital of Europe 2017

City of Stockholm

City of Munich

City of Madrid

City of Barcelona

City of Porto

City of Barcelo (Portugal)

City of Jargeao

## UK councils:

Glastonbury Council

Lewes Council

London Borough of Southwark

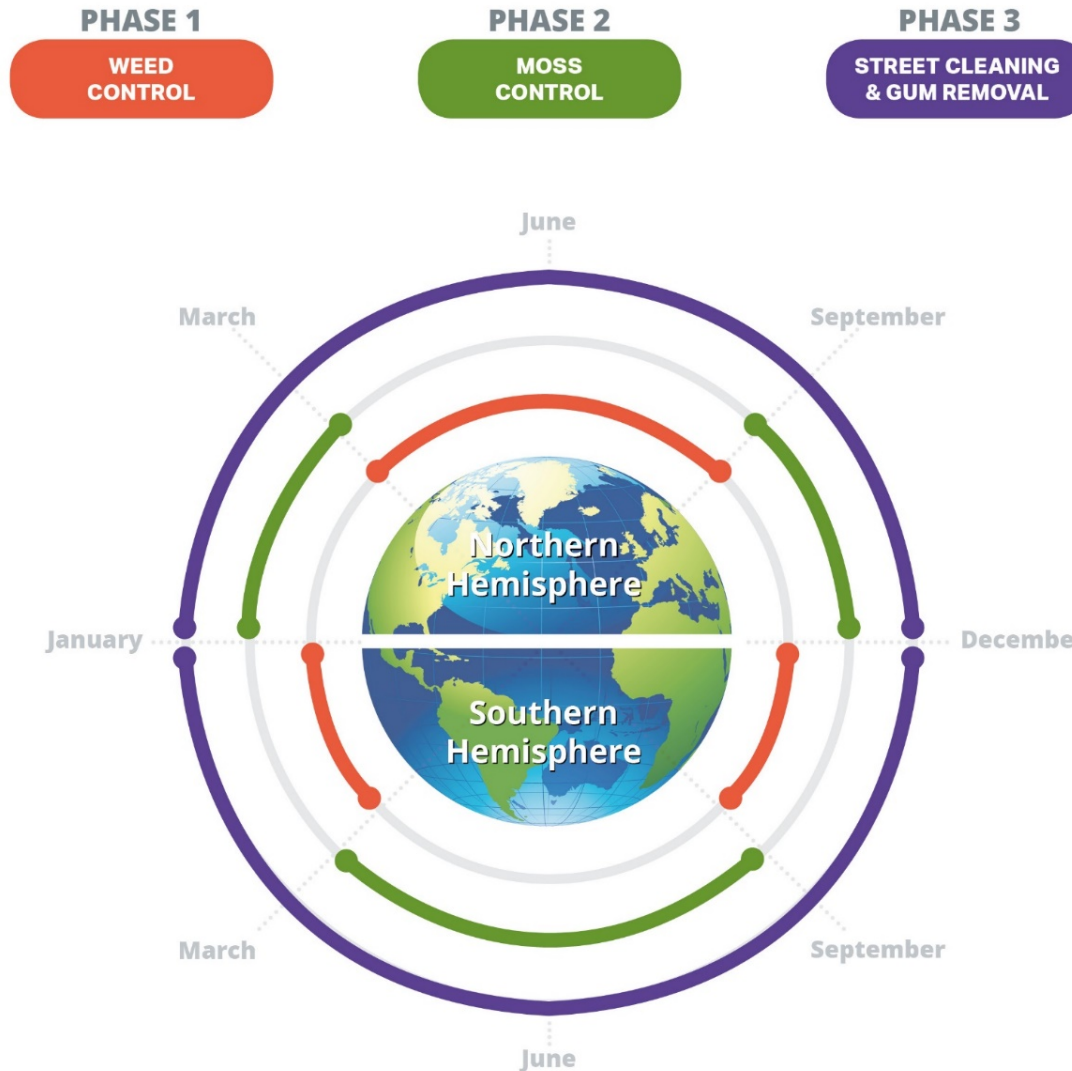
London Borough of Hammersmith and Fulham







# Foamstream – Not just weed control





# *Foamstream* Clean



**Cleaning street  
furniture**



**Cleaning street  
furniture**



**Chewing gum removal**

**Common areas of use:** Theme parks, academic institutions, graveyards,  
municipal streets and parks, harbours



# How Foamstream can solve your challenges



- 1. Works with council budgets by having lowest cost of ownership of alternatives.**
- 2. No license or training requirements**
- 3. Easy and safe for operators to use**
- 4. Uses existing infrastructure**
- 5. Addresses concerns of all residents including those who are environmentally conscious.**
- 5. Positive publicity for your borough**



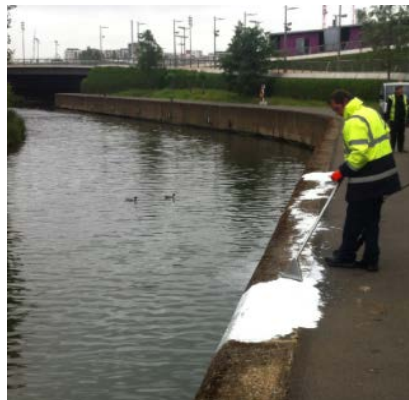
# How Foamstream can solve your challenges



## 1. Works with council budgets by having lowest cost of ownership of alternatives.

How?

- Least treatment cycles per year of alternatives
- Sterilises seeds and spores leading to net reduction in weed regrowth
- All weather solution
- Suitable for all surfaces
- Vegetation control and street sanitisation – costs spread across departments







# How Foamstream can solve your challenges



## 2. No license or training requirements

Why?

- No certification or on-going specialist training by operators is required
- Cleared for use as an organic, non-toxic and safe product by accreditation bodies across the world including OF&G, UK Soil Association





# How Foamstream can solve your challenges



## 3. Easy and safe for operators to use

- Instantaneous results so operators can see where they have treated
- Simple to use and full bank of training resources
- Ergonomic lance design
- Reduces health and safety risks of manual other methods
- No safety clothing and kit needed unlike when using chemicals

## 4. Uses existing infrastructure

- Uses existing infrastructure such as vehicles – no additional capital costs required.



# How Foamstream can solve your challenges



## 5. Addresses concerns of all residents including those who are environmentally conscious.

- Safe for use around people, animals and delicate ecosystems including waterways.
- Positive impact on residents

*“I was struck by the speed and efficiency of Foamstream. What is particularly pleasant is how clean the streets look and actually feel to be in. During treatment the streets are cleaned as well as weeded. My impression is that there is a freshening quality to Foamstream treatment.*

*We could say this is a holistic approach to community health.”*

*Victoria Conran – Resident - Bonnington Square, London*



# How Foamstream can solve your challenges




## 6. Positive publicity for your borough

Gives you the opportunity to publicise your borough in a positive way. Helps support environmentally friendly credentials and promote safer, cleaner and greener green and urban spaces for your residents.

**I C B** Home Industry Leaders Green Chemistry Recent News

### British Royal Warrant Holder goes Glyphosate-free with Weedingtech

June 29, 2018



Weedingtech, the world leader in herbicide-free technology for controlling unwanted vegetation, has announced a partnership with Royal Warrant holder in Grounds Maintenance and Landscaping, G Burley & Sons which is part of the TCL group - managing a broad range of estates all over the UK for more than 65 years. Including Lewes Priory, Windsor Castle, and various nature reserves and other important sites.

**LocalGov**

Home Politics HR Finance Transformation Health & Social Care

Laura Sharman 22 January 2018

### Getting into a lather over weed control

In a bid to move away from traditional pesticides, many councils across the country have been testing out more environmentally friendly ways of controlling weeds over recent years.



While some have been more successful than others - who can forget Bristol's use of vinegar which led to complaints from residents about the smell - a council in East Sussex has spent the last six months trialling alternatives to pesticides.

Lewes District Council already has a policy of not using pesticides within children's play areas but agreed to consider other options





# Weedingtech for as part of a contracting business – saving you time and money



– Contracted to carry out our work in the London Boroughs





# burleys

By Appointment to:



HM The Queen

Grounds Maintenance and  
Landscaping



## G Burleys – part of the TCL group

Mark Tavener, Contract Manager at G Burley need to find a safe, environmentally friendly and non-toxic solution for their client, Lewes District Council who approached them to look at an alternative to glyphosate to treat weeds and other vegetation.

*“Over a period of six months we looked at and trialled Foamstream, hot water technology, electricity and thermal heat by means of flame. Having tested each one to its entirety the overall winner was the Foamstream technology. As it is totally harmless, it is safe for use around people, pets and wildlife and can be used effectively in inclement weather and is superb for Graffiti removal. As a business it has been extremely well received and has enforced our ‘green credentials’ leading to numerous enquiries from other local authorities, schools and universities.”*



# Thank you