



Navigating Hand Hygiene & Cleaning Chemicals

Agenda

- 1 Your North American Team
- 2 Hand Soap & Hand Sanitizer
- 3 Cleaning Chemicals
- 4 Q & A

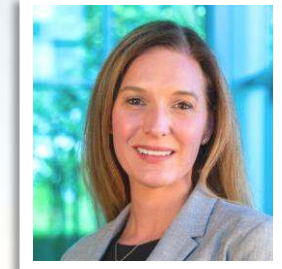


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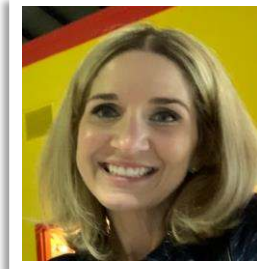
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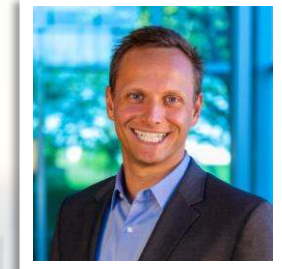
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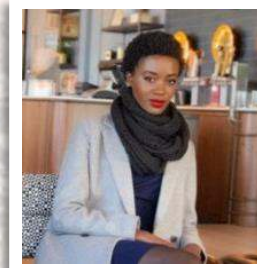
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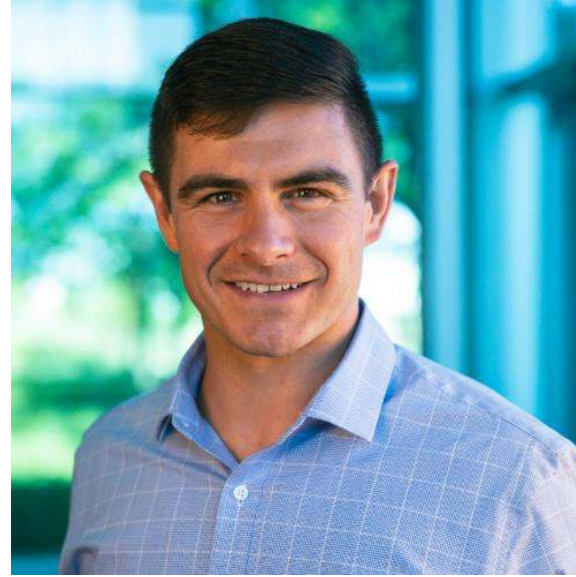


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Hand Soap & Hand Sanitizer



Richard Blanchette
CATEGORY DIRECTOR –
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Hand Soap

Antimicrobial vs Cosmetic Soap

- Unless a facility requires Antibacterial Soap, you don't need it.
- Why do people order it?
- Lack of information and perception of clean.

Lotion/Liquid vs Foam

- Foam soap often reduces water usage.
- Liquid soap leads to better hand washing. ([Reuters Article](#)).
- Perception/preference of tenants.

Hand Soap vs Hand Sanitizer

- CDC: “Hand washing is more effective than Sanitizer.”
- Sanitizers can quickly reduce the number of germs on hands in many situations. **However, Sanitizers do not get rid of all types of germs.**
- Hand sanitizers may not be as effective when hands are visibly dirty or greasy.
- Hand sanitizers might not remove harmful chemicals from hands like pesticides and heavy metals.

NO WASH



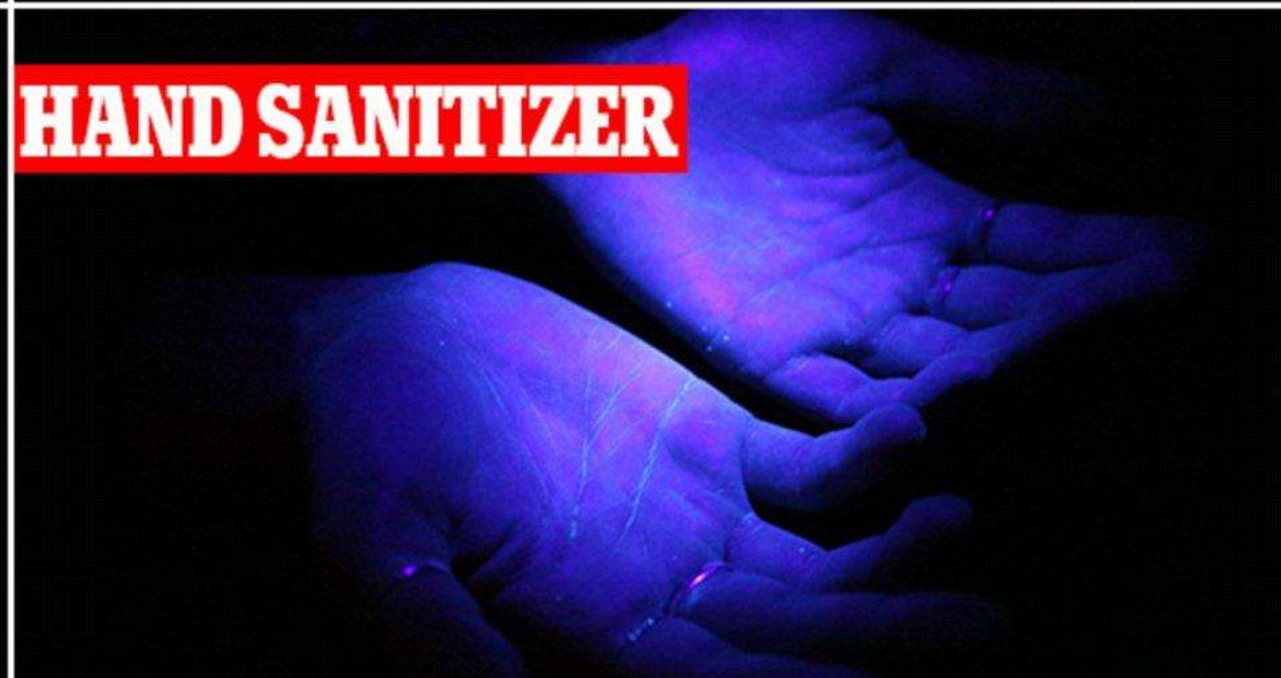
5 SECONDS



20 SECONDS



HAND SANITIZER



2 Types of Hand Sanitizer

Alcohol Based

- CDC + WHO Recommended
- Breakdown Fatty Lipids that protect and surround the virus
- Efficacy
 - Ethyl – 60%
 - Isopropyl - 70%
 - Consideration – Higher alcohol content sanitizers are worse for hands
- Methanol Concerns

BZK Based

- Not as widely accepted in combatting COVID-19
- Gentler on hands
- Better availability at present time

Hand Sanitizer - What to Look For:

- Is the Sanitizer made in an FDA registered facility and is an FDA listed formula?
- What type of testing has the Sanitizer been through?
- What does it smell like? Our NA team has received many samples and they smell like Tequila/Gin.
- Eventually FDA will regulate all producers to ensure the quality and compliance of products out there ([FDA Article Link](#)).

The logo for the U.S. Food and Drug Administration (FDA), consisting of the letters 'FDA' in a bold, stylized, black font.

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Hand Sanitizer – Supply Chain Outlook

- When “Plan A” Sanitizer solutions aren’t available, what are “Plan B” options that can be looked at?
- What are potential challenges with the supply chain today and in the future?
- What challenges will exist when tenants actually begin to re – populate buildings?
- Planning for tomorrow, while satisfying needs of today.



Cleaning Chemicals:

Let's speak the same language.



Bill Wrath

SR. CATEGORY MANAGER

– CHEMICALS



Keith Flamich

CATEGORY DIRECTOR

– CHEMICALS

Regulatory Bodies

FDA – Food and Drug Administration

- Regulates chemicals/products used on or in the human body
 - Hand sanitizer is FDA regulated

EPA – Environmental Protection Agency

- Regulates chemicals/products used in the environment
 - Disinfectants, surface sanitizers

Chemicals will fall under 1 or the other. There are no disinfectants that carry an FDA claim and no hand sanitizers that carry EPA claims.



Disinfectant Identification

All chemicals with kill claims are assigned an EPA Reg. # which identifies what they are rated for use against. This number is REQUIRED on the product label.

- Lists A-N, each identify products that are effective against a specific pathogen

EPA List-N

- EPA expects that all products on the list are to be effective against Covid-19 when used according to the label directions.
- The list identifies the contact time required for the product to be considered effective. This means the surface must remain visibly wet (referred to as “dwell time” or “kill time”) for the length of time identified.

Emerging Viral Pathogen Claim

- The product has demonstrated efficacy against similar or harder-to-kill viruses than SARS-CoV-2

Common Solutions

Traditional Liquid
Disinfectants

Antimicrobial
Topical Coatings

Electrostatic
Sprayers &
Misters

Traditional Liquid Disinfectants

- These are the solution 95% of the time.
- Available in RTU (Ready-To-Use), Dilution Control, Tablets, and Wipes
- EPA Registration easily identifies efficacy (EPA List-N)
- North American's Key Suppliers
- SDS Sheets and PPE Requirements



Traditional Liquid Disinfectants – Raw Materials

Quaternary Ammonium Compounds (Quats) – \$/\$\$

- Pros: Most common disinfectant ingredient in the market, Versatile (wide pH range)
- Cons: Residue buildup, massive demand created shortage in market

Hydrogen Peroxide – \$\$\$

- Pros: Readily available, great cleaner, many uses
- Cons: Not safe on finished wood surfaces

Chlorine (bleach) – \$

- Pros: Very cost effective and availability
- Cons: Caustic and can damage furniture & fixtures, can cause respiratory issues

Electrostatic Sprayers & Misters

Atomize the liquid and add a charge to the chemical being dispersed in a very fine mist.

- The charge causes the molecules to be attracted to surfaces while pushing away from itself
- Provides far better coverage than traditional spray & wipe procedures
- Extreme labor savings vs. traditional methods

Caution - not all disinfectants can be used!

- Using an EPA-registered product that's label specifies that it can only be applied as a liquid using a cloth, sponge or conventional sprayer with Electrostatic technology is a violation of FIFRA. **Make sure you (or your BSC) are using the proper chemical for this application.**



Antimicrobial Topical Coatings

There are many products on the market in this segment and a number have been around for many years. These products include;

- Surface barriers that inhibit pathogen growth
 - Covalent bonds make the surfaces hydrophobic
- Silver/copper infused products
- “Bed of nails”

Significant misinformation and confusion

- No List-N claim on this type of solution



Smart Questions to Consider Before Buying:

- What is your cleaning process...?
 - Are you looking to supplement your current process?
 - Who is doing the cleaning?
 - Can you accommodate required dwell times?
- What surfaces are being cleaned/disinfected?
- Dilution control, concentrate, premoistened wipe, ready-to-use?
- Are there targeted organisms?
- What tools are being used with product?





Thank You BOMA!

"People do business with people they Like and Trust!" – A. Gerson Miller