Next Generation Infection Control Systems
Webex Training
evaclean
a next generation infection prevention solution for Healthier Facilities

360° Touchless Disinfection and Sanitizing System

Eliminate Germs where they hide in 50% less time than traditional cleaning methods.

PROTEXUS PX200ES
PROFESSIONAL CORDLESS ELECTROSTATIC SPRAYER

PUR TABS
EFFERVESCENT DISINFECTING AND SANITIZING TABLETS

EARTHSAFE®
• For the first time, scientists were able to show that droplets from a sneeze can reach as far as **20 feet across the room**.
• A single sneeze can carry over 100,000 of germs and easily reach every single surface touch point in a 400 sq/ft room.
• Viruses like cold and flu can live on surfaces for up to 2 days, while bacteria and other pathogens can live on surfaces for weeks at a time.
Existing Cleaning Protocols Are Not Enough

Germs are everywhere. Yet cleaning and Infection Control workers in every industry face an uphill battle in their effort to improve the outcome of their programs and reduce sickness/spread of infections.

There’s never enough time.
- In 2011 the CDC estimated that up to 50% of hospital room surfaces are left uncleaned after each discharge.
- In other industries the average cleaning protocol only covers about 25% of touch points in a room.

Most cleaning and Infection Control budgets are not increasing.
- Staff are expected to do more without adding headcount.
- Businesses can go a week or longer between cleanings.

Every Disinfectant and Sanitizer has its own unique usage guidelines to work properly.
- A facility with 5 different chemicals and 4 different application methods has up to 20 different training guidelines and procedures for staff to learn and use correctly across every team member.
A Problem That Spans Every Industry

Chipotle – 2015
- E Coli / 55 people infected across 11 states.
- Estimated Cost – $53M in Sales / $8B in Market Value

Cruise Industry – 2012 – 2017
- Norovirus – 113 Ships with over 100 passengers ill
- Total Affected – 16,411 Passengers

Disneyland California – 2015
- Measles – 147 People Infected
- Costs - Undisclosed

University of Rochester – 2016
- Norovirus – 148 People Infected
- Costs - $30,000 per day | $400,000 in First Week
What are we selling?

A simplified, faster and more thorough way to sanitize, disinfect, and prevent illness.

**2 Products**

1 Complete System for Infection Prevention

Staples SKU: 2717375

80% FASTER TIME TO SANITIZE A ROOM

OUTBREAK RESPONSE IS UP TO 100X MORE COSTLY THAN GOOD PREVENTATIVE MAINTENANCE

JUST DROP A PURTAB IN THE TANK AND SPRAY

EASY TO TRAIN, EASY TO USE

Surveys with Key Accounts indicate worker satisfaction & compliance has never been higher.
Electrostatics is the Disinfecting and Sanitizing Technology of the Future

Electrostatics is simply the attraction of oppositely charged particles.

Positive and Negative charges attract.

Same Charged objects repel, just like a magnet.

FACT: All room surfaces carry some sort of electrical charge.

Fortunately most building materials used in construction today...
Electrostatics is the Disinfecting and Sanitizing Technology of the Future

The Protexus Electrostatic Sprayer takes advantage of the negative charge on room surfaces by putting a positive electrical charge on the droplets before they leave the sprayer. This charge allows the droplets to attract to all room surfaces like a magnet.

Compared to a hand trigger sprayer which only coats the front side of an object, the Protexus sprayed droplets can bend to wrap around all objects.

Coating 360 degrees of all surfaces with 3X the

Drop a PURTABS Disinfecting or Sanitizing Tablet in the Tank, Pull the Trigger, and Spray
The Power of Protexus Electrostatics

Protexus Electrostatic Sprayers can coat all surfaces of a 500 sq/ft area in 80% less time than traditional spray bottles, buckets, or rags.

Over the course of an 8 hour shift, the EvaClean time savings allows businesses to disinfect and sanitize up to 3X more spaces than traditional cleaning equipment using no additional time or labor.

Disinfecting and Sanitizing more areas, more frequently is the simplest and most effective way to reduce illnesses and keep people healthier.
PURTAB: The Safer Alternative to Bleach

• Hard surface hospital grade disinfectant in fast dissolving tablet form based on Sodium Dichloroisocyanurate (NaDCC)

• From Disinfecting to Sanitizing, 6 different concentrations accomplishes ALL sanitizing and disinfecting needs.

• **Kills C Diff in 4 minutes**
  • Ideal for Healthcare and all other industries as a safer replacement for bleach.

• NSF D2 Registered Food Contact Surface Sanitizer
PURTAB: The Safer Alternative to Bleach

PURTABS have been designed to be the ideal economical and efficacious solution for disinfection and sanitizing with the Protexus Electrostatic Spraying Systems.

• A safer alternative to bleach in any situation. With zero compromises on Cost, Efficacy, or Convenience.

• NIOSH/OSHA compliant with all safety regulations for exposure.

• Meets Massachusetts standard FAC85: Environmentally Preferable Cleaning Products.

• PURTABS reduce Shipping and Storage costs by up to 90% compared to liquid concentrates and Ready to Use products.
PURTABLES: The Safer Alternative to Bleach

PURTABLES Dissolve in Ordinary Tap Water and require no dilution stations or portioning systems.

Convenient tablet sizes are designed for ease of use and simplicity:

- Simply select either a disinfecting or sanitizing tablet.
- Drop the tablet into the Protexus Sprayer tank with 32oz of warm water.
- Allow 2-3 minutes to dissolve fully.
- Pull the trigger and spray.
- The Protexus Sprayer can coat up to 800sq/ft of surface area with 32oz of solution.
  - Versus 250 sq/ft on average with conventional trigger sprayers.
Since peer reviewed journals have proven that bleach is an asthmagen and leads to respiratory infections, the trend in every industry is to move away from bleach and introduce a safer alternative:

- Hospitals & Nursing Homes
- Daycares, Schools & Universities
- Food Services & Processing
- Athletic Facilities & Gyms
- Building Services

Today 100% of UK and Irish hospitals use NaDCC tablets along with hundreds of hospitals throughout the United States.

Starting in 2008 UK hospitals began switching from bleach to NaDCC tablets due to COSHH regulations. (Control of Substances Hazardous to Health)

Comparison of \textit{C. diff} Rates UK and US Hospitals

Starting in 2008 UK hospitals began switching from bleach to NaDCC tablets due to COSHH regulations.

Data based on:
- CDC 2013 Annual Report for the Emerging Infections Program for Clostridium difficile Infection
- CDC 2012 Annual Report for the Emerging Infections Program for Clostridium difficile Infection
- CDC HCUP projections \textit{Clostridium Difficile} Hospitalizations 2001-2013
- Public Health England Surveillance of \textit{Clostridium difficile} 2014
- Public Health England Capture data from Health Trusts 2007 to 2014

\textsuperscript{1}Wilcox et al Journal of Hospital Infection (2003) 54, 109–114
The EvaClean Benefit

- Improves worker’s ability to sanitize & disinfect more areas – 3X the coverage of current methods
- Allows staff to do more without increasing costs, budgets or adding additional workers
- Simplifies the cleaning process, making sanitizing and disinfecting easy to do, with just one tablet, while achieving the proven and measurable results of keeping people healthy

EvaClean
next generation infection control systems
Why Do Customers Need This?

AN URGENT AND GROWING NEED
Germs touch all of us.

A typical Google Search for Infectious outbreaks.

- Santa Monica – 190 students
- San Jose – 200 students
- Santa Clara – 350 students
- Sacramento / UC Davis – 1,000 students
- Botulism and Norovirus
- Dublin, CA – 46 Students

On any given day, these problems exist in every state, and in every Industry that you sell into across the country and the costs are enormous.
The Human and Financial Toll

The incidence of HAIs is a national problem with continued occurrence.

- As many as 380,000 people die of the infections in long term care facilities every year\(^1\)
- Without Medicare reimbursements for care provided to patients who have contracted an HAI, the cost for a 300 bed hospital is estimated at:

  \[ \text{\$1.3 million annually}^{2} \]

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\(^{1}\) CDC

\(^{2}\) Becker’s Infection Control & Clinical Quality
Case Study: The Gables at Winchester

Independent, Assisted, Respite Care & Short Term Rehabilitation

- Resident apartments
- Rehab, gym & salon
- Examination rooms
- Dining room (public & private) & Patio
- Game & recreation rooms
- Public seating areas & lounges
- Movie theater
- Public transportation

Problem:

- During flu season infections spread rapidly and staff struggles to keep up.
- Norovirus (stomach flu) closes down dining area for days to weeks after every occurrence. In 2015-16 cold and flu season the dining room was shut down 5 times.
- Meals are brought to resident rooms and apartments requiring paper products and additional staff.
- During outbreaks residents are unable to socialize in the dining area.
Case Study: Infection Prevention Solutions

Housekeeping and Kitchen Daily Implementation from November 2016 through March 2017:

Results:

• During the pilot the dining room was *NOT closed once* compared to 5 times during the same period in the prior year.

• Residents continued to socialize during the winter months.

• Residents and staff were healthier, as compared to the same period in the prior year.

• Housekeeping staff felt empowered using the system and knowing they were essential in keeping residents and staff health.
Industry Success – Five Star Locations

Implementation of the EvaClean Program in the following areas:

- Examination rooms
- Rehab & gym
- Salon
- Dining room (public & private) & Patio
- Game & recreation rooms
- Public seating areas & lounges
- Movie theater
- Public transportation
Verifying Results

Measuring Cleanliness: How do you know it’s clean?

There are different methods:

1. **Visual Inspection**: Do surfaces and equipment “look” clean?
2. **Fluorescent Markers/Gels**: Surfaces are marked with glow in the dark product prior to cleaning and re-inspected with a black light post cleaning.
3. **Microbiology Testing**: After a surface is cleaned, swabs are taken and sent to lab to identify pathogens, if any.
4. **ATP Monitoring**: Measures residual organic matter that may remain on a surface after it is cleaned. Surfaces are swabbed before & after cleaning / disinfection. **Results are immediate and specialized software reports and analyzes data.**

The EarthSafe Team measured cleanliness of pre-cleaned surfaces in the CO and WY Five Star locations by using ATP monitoring; **3M Clean Trace NG**.

<table>
<thead>
<tr>
<th>SKU Number</th>
<th>Model Number</th>
<th>Description</th>
<th>UOM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2721853</td>
<td>UXL100</td>
<td>SURFACE ATP TEST SWAB 100pk per CT</td>
<td>2/CT</td>
</tr>
<tr>
<td>2721854</td>
<td>NG3</td>
<td>CLEAN TRACE NG LUMINOMETER</td>
<td>EA</td>
</tr>
</tbody>
</table>
## CO & WY: Infection Prevention

### ATP Testing: Deep Cleaned Rooms – Swabbing Post Cleaning

<table>
<thead>
<tr>
<th>Location</th>
<th>After Cleaning</th>
<th>Post-Spraying</th>
<th>Reduction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skyline Ridge:</td>
<td>8,631 RLU</td>
<td>503 RLU</td>
<td>94%</td>
</tr>
<tr>
<td>Room 22, Bed Rail</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Springs Village:</td>
<td>1,024 RLU</td>
<td>62 RLU</td>
<td>94%</td>
</tr>
<tr>
<td>Room 314, Bed Rail</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cedars Health:</td>
<td>6,187 RLU</td>
<td>284 RLU</td>
<td>95%</td>
</tr>
<tr>
<td>Room 206, Bed Remote</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cherrelyn:</td>
<td>2,969 RLU</td>
<td>629 RLU</td>
<td>79%</td>
</tr>
<tr>
<td>Room 618, Bed Remote</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Laramie:</td>
<td>1,546 RLU</td>
<td>105 RLU</td>
<td>93%</td>
</tr>
<tr>
<td>Room 206, TV Table</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Note: RLU stands for Relative Light Units.*
Five Star – National Account Profile

Five Star Senior Living, with corporate headquarters in Newton, MA, has 282 senior living communities throughout the U.S which include independent living, memory care, rehabilitation and wellness, assisted living, respite care, and skilled nursing care. Having completed a successful pilot in its Winchester, MA location, Five Star Senior Living has begun implementing EarthSafe’s EvaClean Program to all of its facilities beginning with Colorado locations.

Five Star Starter Kit:
- PX200ES Electrostatic Sprayer – 3 units
- ESPT3.3G PURTABS – 1 Case
- ESPT334MG PURTABS – 1 Case
- PX30ES Extra Sprayer Tanks – 2 units

Staples Year 1 Revenue: $5,063
Annual Account Value: $2,928

National Account – Annual Value / PURTABS Recurring Revenue

<table>
<thead>
<tr>
<th></th>
<th>1 Location</th>
<th>10 Locations</th>
<th>50 Locations</th>
<th>100 Locations</th>
<th>200 Locations</th>
<th>283 Locations</th>
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</thead>
<tbody>
<tr>
<td>Gross Revenue</td>
<td>$2,928</td>
<td>$29,280</td>
<td>$146,400</td>
<td>$292,800</td>
<td>$585,600</td>
<td>$828,624</td>
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<tr>
<td>Competitor Analysis</td>
<td></td>
<td></td>
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<td>---------------------</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Clorox – Total 360</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- $7,999 Sell</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- $24.99 – Clorox Disinfectant (1 Gal)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- $24.99 – Clorox Sanitizer (1 Gal)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Electrostatic Spraying System</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Electrical – not cordless</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- 16,000 – 20,000 sq/ft per hour</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Requires room to be closed after spraying.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| **eMist – eM360** |
| - $3,500-$5,250 Sell |
| - Not a full system. |
| - No chemical solution means no efficacy data. |
| - Electrostatic Spraying Machine |
|   - Battery powered |
|   - Claim 54,000 sq/ft per hour. Debunked in real world use. |
|   - No efficacy data. |

| **Protexus – PX200ES** |
| - $695 Sell |
| - Complete system with PURTABS. |
| - $1.08 / Gallon – C Diff strength |
| - $.72 / Gallon – Sanitizing strength |
| - Electrostatic Spraying System |
|   - Battery powered – 4 hour run |
|   - 16,000-18,000 sq/ft per hour. |
|   - 4.8 pounds full |
|   - OSHA / NIOSH compliant for spraying with people in room. |
## Revenue Projections

EarthSafe has established a baseline profile for each targeted customer in 8 Industry verticals to assist Staples in projecting out revenues based on existing accounts and pipeline opportunities.

<table>
<thead>
<tr>
<th>Industry</th>
<th>Market Size</th>
<th>Number of Businesses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthcare</td>
<td>$700 Million</td>
<td>23,367</td>
</tr>
<tr>
<td>Hospitality</td>
<td>$100 Million</td>
<td>53,500</td>
</tr>
<tr>
<td>Food Service</td>
<td>$100 Million</td>
<td>760,000</td>
</tr>
<tr>
<td>Commercial Cleaners</td>
<td>$115 Billion</td>
<td>29,000</td>
</tr>
<tr>
<td>Education</td>
<td>$85 Million</td>
<td>53,000</td>
</tr>
<tr>
<td>Rental Cars</td>
<td>$45 Million</td>
<td>21,000</td>
</tr>
<tr>
<td>Athletics</td>
<td>$80 Million</td>
<td>32,000</td>
</tr>
<tr>
<td>Disaster / Remediation</td>
<td>$15 Billion</td>
<td>8,251</td>
</tr>
</tbody>
</table>

**Total Market Size - $131 Billion**
### Ordering

<table>
<thead>
<tr>
<th>Staples No.</th>
<th>Mfr No.</th>
<th>Description</th>
<th>Qty</th>
</tr>
</thead>
<tbody>
<tr>
<td>2717375</td>
<td>PX200ES</td>
<td>PROTEXUS CORDLESS ELECTROSTATIC SPRAYER</td>
<td>EA</td>
</tr>
<tr>
<td>2717291</td>
<td>ESPT3.3G</td>
<td>3.3G PURTAB - Hospital grade disinfectant (200 tabs/tub)</td>
<td>6 TUBS/CT</td>
</tr>
<tr>
<td>2717292</td>
<td>ESPT13.1G</td>
<td>13.1G PURTAB - Hospital grade disinfectant (256 tabs/tub)</td>
<td>2 TUBS/CT</td>
</tr>
<tr>
<td>2717293</td>
<td>ESPT334MG</td>
<td>334MG PURTAB - Food contact surface safe sanitizer (100 tabs/box)</td>
<td>12 BOXES/CT</td>
</tr>
<tr>
<td>2716381</td>
<td>PX30ES</td>
<td>REPLACEMENT TANK</td>
<td>EA</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FC Number</th>
<th>FC Name</th>
<th>Business Unit</th>
<th>Address</th>
<th>City</th>
<th>State</th>
<th>Zip</th>
<th>Phone</th>
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<tbody>
<tr>
<td>839</td>
<td>Dallas</td>
<td>Staples contract, dot com, CE</td>
<td>201 South Northpoint Drive</td>
<td>Coppell</td>
<td>TX</td>
<td>75019</td>
<td>972-745-0000</td>
<td>972-462-5636</td>
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<tr>
<td>805</td>
<td>Portland</td>
<td>Tri</td>
<td>19499 NE Riverside Parkway</td>
<td>Portland</td>
<td>OR</td>
<td>97230</td>
<td>503-669-5900</td>
<td>503-669-3805</td>
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<tr>
<td>472</td>
<td>Putnam</td>
<td>Staples contract, dot com, CE, Quill</td>
<td>15 Ridge Road</td>
<td>Putnam</td>
<td>CT</td>
<td>6260</td>
<td>860-630-6000</td>
<td>860-963-7525</td>
</tr>
</tbody>
</table>
EarthSafe will help drive brand awareness and sales through ongoing customer focused education programs and digital campaigns to generate leads and make the process of implementing the EarthSafe products into their programs seamless and organized. Leads will be disseminated to each region’s Area Sales Managers.

**Sales Representative Training Deck and Sales Kit**

- Products
- Industries
- Case Studies
- Brochures & Collateral
Sales Support and Training

Many Training Videos and More on the Staples Corporate Portal along with the EarthSafe YouTube Page.

- Instruction Manuals
- Industry Specific Sell Sheets
- Starter Kits and Recommended Packages for Each Customer and Industry are Available As well.

https://www.youtube.com/watch?v=F2ah4uTo4vg&list=PLVmBnE0X287H27-D1_7Uhyb15L_5IiltZ
<table>
<thead>
<tr>
<th>Region</th>
<th>EarthSafe Contact (Primary)</th>
<th>Acosta Contact (Primary)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwest</td>
<td>Flávia Benson, AVP West</td>
<td>David Herron, Regional VP Northwest</td>
</tr>
<tr>
<td></td>
<td>☏617-224-8277</td>
<td>☏253-333-8044</td>
</tr>
<tr>
<td></td>
<td>✉<a href="mailto:fbenson@earthsafeca.com">fbenson@earthsafeca.com</a></td>
<td>✉<a href="mailto:dherron@acosta.com">dherron@acosta.com</a></td>
</tr>
<tr>
<td>Central</td>
<td>Flávia Benson, AVP West</td>
<td>Jim Holacka, Regional VP Central</td>
</tr>
<tr>
<td></td>
<td>☏617-224-8277</td>
<td>☏214-207-0558</td>
</tr>
<tr>
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<td>✉<a href="mailto:jholacka@acosta.com">jholacka@acosta.com</a></td>
</tr>
<tr>
<td>Northeast</td>
<td>Chris Romagnolo, AVP East</td>
<td>Greg Rotunno, Regional VP Northeast</td>
</tr>
<tr>
<td></td>
<td>☏617-771-0532</td>
<td>☏917-741-7258</td>
</tr>
<tr>
<td></td>
<td>✉<a href="mailto:cromagnolo@earthsafeca.com">cromagnolo@earthsafeca.com</a></td>
<td>✉<a href="mailto:grotunno@acosta.com">grotunno@acosta.com</a></td>
</tr>
<tr>
<td>East</td>
<td>Chris Romagnolo, AVP East</td>
<td>Jeff Munrooe, VP of Facility Solutions &amp; Supply</td>
</tr>
<tr>
<td></td>
<td>☏617-771-0532</td>
<td>☏978-471-0615</td>
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<td>✉<a href="mailto:jmunrooe@acosta.com">jmunrooe@acosta.com</a></td>
</tr>
</tbody>
</table>
Electrostatic Disinfection and Sanitization of Gyms using the Protexus Sprayer and PUR TABS

https://youtu.be/JRs-k_ThAOc

Electrostatic Disinfection and Sanitization of Daycares using the EvaClean Program

https://youtu.be/FejKZT0pp50
• **What is the EvaClean Program?** The EvaClean Infection Prevention and Control Program is a fully integrated, touchless sanitizing and disinfection solution that combines the power and efficiency of the Protexus cordless electrostatic spraying technology with PURTABS (EPA registered) disinfectants, sanitizers and bleach alternatives that meet high standards for efficacy, safety, value, and sustainability. By combining both the technology and chemistries into one complete solutions package, EvaClean allows workers and infection prevention experts to standardize their processes and eliminate many of the training and education challenges faced in programs that still use mops, buckets, wipes, rags, and spray bottles with a multitude of chemistries each with their own unique usage guidelines, dwell times, and safety procedures. The EvaClean Program optimizes workflow, simplifies training, and reduces costs, while delivering more predictable and repeatable results that greatly exceed those of current disinfection and sanitizing programs.
Appendix - FAQ

- **Can any sanitizer or disinfectant be used with the sprayer?** Only PUR TABS and other EarthSafe approved products (including those that are a part of the EvaClean Program) have been tested, verified, and measured to achieve repeatable results, based on application and dwell times. EarthSafe makes no warranties or representations regarding products that are not part of the EvaClean Program. For non-infection control chemical applications, EarthSafe has other electrostatic spraying solutions.

- **Where can I learn how to use sprayer?** Please visit this link [https://youtu.be/vODFlV74tGI](https://youtu.be/vODFlV74tGI).

- **How long will the battery last once it has been charged?** Once charged the battery will run continuously for 4 + hours.

- **How long is the battery life?** The battery can be recharged up to 2,000 times, which will give you an estimated 5 years of use.

- **What is the LED light for in the sprayer?** The function of the LED light is to provide better viewing clarity in dark spaces.
Appendix - FAQ

- **Does the sprayer have a safety certification?** All of our sprayers have ETL Certification which is the equivalent to UL and certifies that the products have met all the minimum safety standard requirements established by OSHA and carried out by Nationally Recognized Testing Laboratories. The selection of either certification largely comes down to the ETL having a larger pool of testing facilities and the ability to process registrations faster than UL. Neither carries any benefit over the other.

- **Why are there 3 different nozzle settings?** Each setting was specifically designed for different functions and dwell times. The smaller setting is for sanitizing, the middle setting is for disinfecting, and the larger setting is for heavier saturation, i.e. fabrics or soft surfaces. Please reference the “Operation Instructions” for detailed descriptions.

- **How many square feet will one 32 oz tank of the sprayer cover?** A 32oz tank will cover about 800-1,000 square feet. The variation is dependent on nozzle setting and surface material.
Appendix - FAQ

• **How do I explain that the sprayer is not a mister or a fogger?** The electrostatic charge of the sprayer allows the droplets to attract to the surface rather than float in the air, as is typically associated with a mister or fogger. Misters and foggers are associated with worker exposure and respirable concerns. EarthSafe has conducted OSHA and NIOSH third party testing ensuring that there are no safety concerns for acute or long term worker exposure. It was established that exposure levels or PURTABS when sprayed with the Protexus Electrostatic Sprayer fall below established Permissible Exposure Levels (PEL).

• **Does the sprayer need to have EPA registration or FDA approval?** No. It is a mechanical sprayer and is simply an alternative method of application from traditional spray bottles. The electrostatic charge (which can be turned on or off by the user) is simply an assistive mechanism to aid the user in more efficient and comprehensive application of EPA Registered chemical disinfectants and sanitizers to surfaces.

• **Is the sprayer considered a medical device?** No. Again, the sprayer is a mechanical sprayer and is simply an alternative method of application from traditional spray bottles.
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• If unit is not working properly and needs to be fixed, what is the process to get a new replacement or to fix, turn time of resolution? We have technicians that can fix or replace the unit (if warranty claim) within 5 business days.

• What is the durability and shelf life of unit (wear and tear)? With proper care, the sprayer should last like any other piece of battery powered equipment. The sprayer should be regularly flushed, and should never be stored with any solution. Please see “operations instructions” for proper care.

• How long is the warranty on the sprayer? There is a 1 year limited warranty from the date of purchase on defects due to materials or workmanship.

• How long is the solution stable once diluted? PURTABS are stable for 7 days once diluted and stored in a closed container. In an open container, the solution is stable for 24 hours.
• Does spraying PURTABS leave “bubble marks, or streaking” on plastic and stainless steel? At a 4306 ppm concentration (4 minute C. diff claim), it may leave some residue, which would need to wiped with water once dry. With all other concentrations, residue will not be left on plastic or stainless steel. Disinfecting and sanitizing with the electrostatic sprayer is not a substitute for proper cleaning protocols.

• Is there a way to keep track of dilution dates on the sprayer unit? Yes, there are labels available for purchase for each concentration that will affix onto the sprayer tank.

• Is it safe to spray computers, keyboards and phones? Yes. It will be safe to spray for sanitizing at the small nozzle setting as long as proper application methods are followed. Electronic devices and equipment should not be saturated.

• Will the “wrap around” be effective on all surfaces and sizes? In most environmental conditions the electrostatic wrap allows workers to achieve 3 x the coverage of a traditional spray bottle. However, in certain environmental conditions (i.e. wind, room humidity, etc.) delivery with the sprayer may not be completely uniform. Wrap should encompass 3-4 inches around each sprayed object. In certain instances, one will have to spray around certain objects and surfaces to obtain full coverage due to size, distance and substrate variations.
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• In a hospital, it takes approximately 30-45 minutes to clean and disinfect each room and turn for new patient (or terminal clean). Will using the sprayer reduce this time? With a two-step process, cleaning and disinfecting, the use of sprayer can reduce time by up to 40%.

• Do you still have to clean before using the sprayer? Yes. You will still remove visible soil (unlike a one-step process where you would have to clean/disinfect every spot by keeping it wet for the required amount of time), and then spray to achieve complete and quick sanitizing or disinfection.

• What is PURTABS made of, what chemicals are in it? The PURTABS Chemistry is based around NaDCC, an organic chlorine donor which yields Hypochlorous Acid (HOCl) and Monosodiumcyanurate (NaOCl) when dissolved in water. This solution results in a free available chlorine count (ppm) that is easily measurable with test strips to ensure the solution concentration is consistent with usage guidelines and all of the efficacy claims and data that are on our EPA Registered Label. There are 3 tablet size options to make mixing the proper concentration simple.
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- **Do PURTABS have a smell?** Yes. PURTABS has slight chlorine smell that dissipates quickly after application leaving what most end users describe as a “clean” or “sterile” smell.

- **What if I’m told they can only use bleach in the healthcare setting?** The CDC states that household bleach while having a broad spectrum of antimicrobial activity, contributes to ocular irritation or oropharyngeal, esophageal, and gastric burns, is corrosive to metals in high concentrations (>500 ppm), is inactivated by organic matter, discolors or "bleaches" fabrics, and releases of toxic chlorine gas when mixed with ammonia or acid (e.g., household cleaning agents). The CDC further states that alternative compounds that release chlorine, such as sodium dichloroisocyanurate (NaDCC – PURTABS), are more advantageous in that they retain chlorine longer and so exert a more prolonged bactericidal effect. Sodium dichloroisocyanurate tablets are stable, the microbicidal activity of solutions prepared from sodium dichloroisocyanurate tablets are greater than that of sodium hypochlorite solutions containing the same total available chlorine. (CDC Guidelines for Disinfection and Sterilization in Healthcare Facilities [https://www.cdc.gov/hicpac/disinfection_sterilization/6_0disinfection.html](https://www.cdc.gov/hicpac/disinfection_sterilization/6_0disinfection.html)). For schools or daycares, the CDC further recommends the use of a EPA registered disinfectants. [https://www.cdc.gov/flu/school/cleaning.htm](https://www.cdc.gov/flu/school/cleaning.htm).
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• Are there any Occupational Safety and Health Administration (OSHA) or National Institute for Occupational Safety & Health (NIOSH) exposure concerns for workers or when using the sprayer in a public setting (i.e. spraying around people or animals)? No. EarthSafe conducted independent third party testing with American Environmental Consultants, Inc. to conduct personal air sampling. These were performed by a trained industrial hygienist using OSHA and NIOSH sampling techniques. All results verified that spraying PURTABS with the Protexus Electrostatic Sprayer fall below published accepted Permissible Exposure Limits (PEL) and Threshold Limit Value (TLV).