



tegreteē™

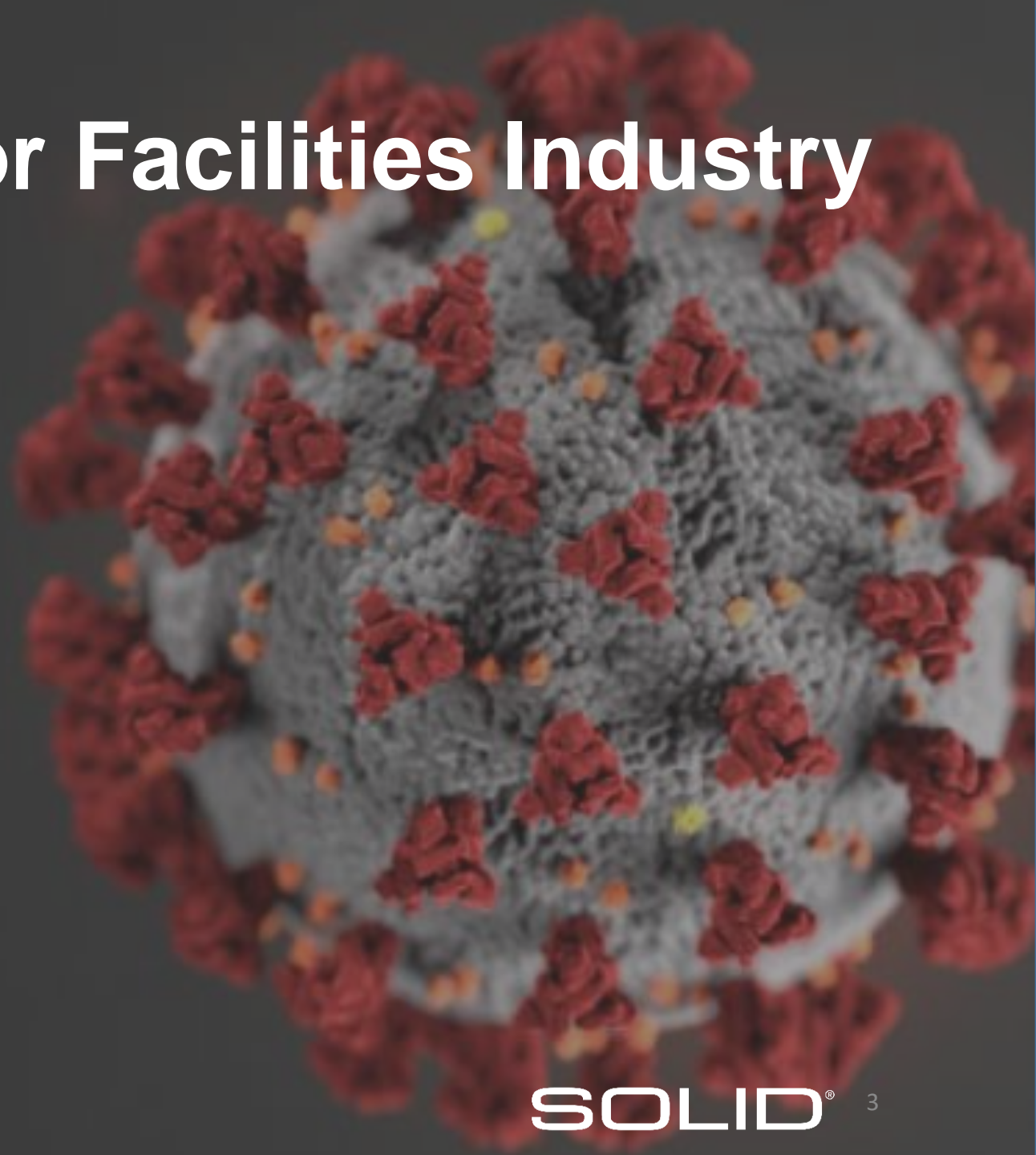
**SOLID**®  
CARE FOR EVERY SURFACE

# On the Webinar...

- Nate Megard-VP Relationship Management, Tegrete
- David Carlson-President, Tegrete
- Chad Stout-Regional VP, Midwest, SOLID

# COVID-19 Update for Facilities Industry

- COVID-19 Overview
- Clean & Disinfect
- Process and Best Practices
- Safety Protocols
- Next Steps
- Q & A



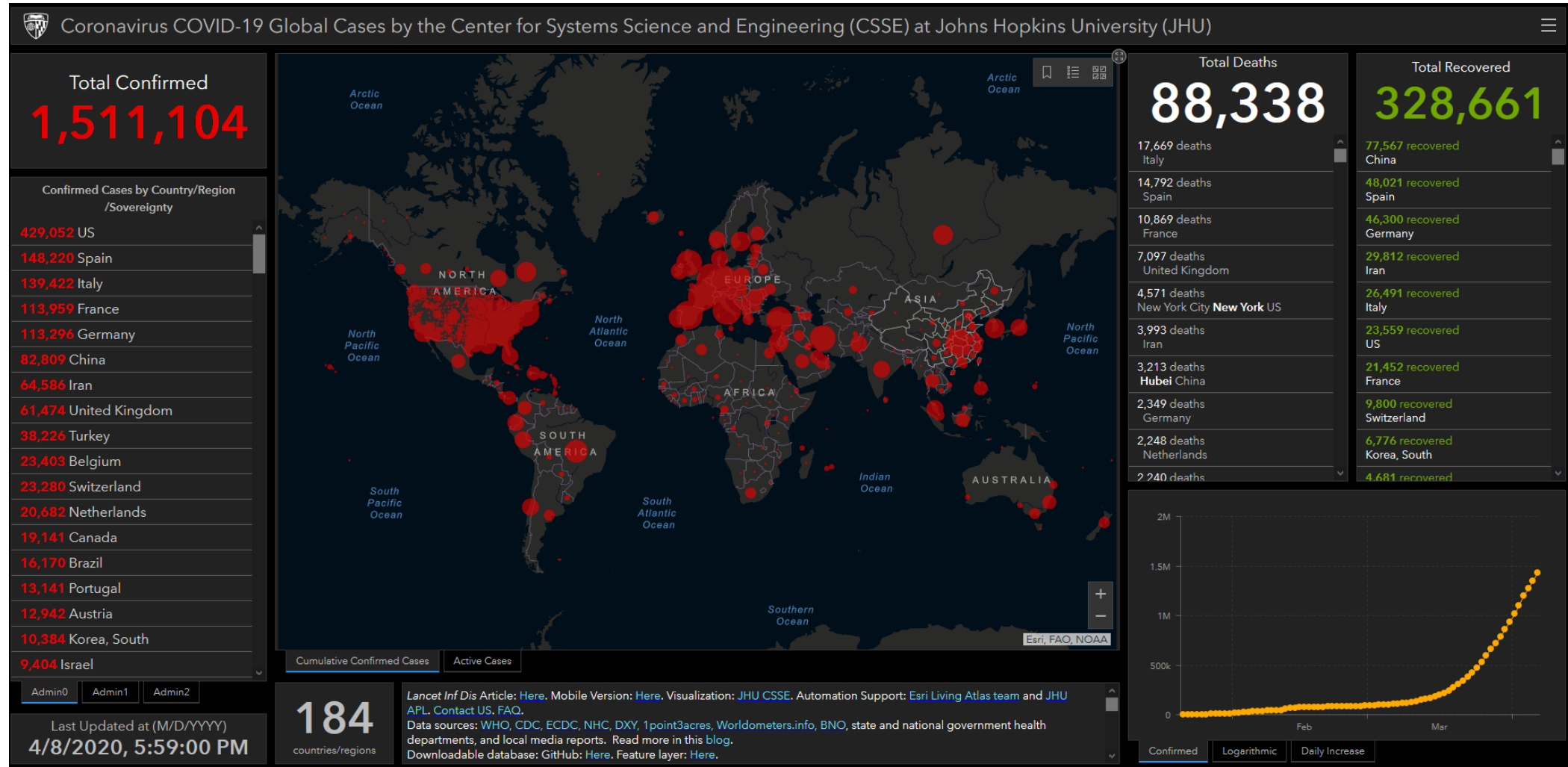
# What Is COVID-19?

- The virus is now known as the severe acute respiratory syndrome coronavirus 2 (SARS-CoV-2).
- The disease it causes is called coronavirus disease 2019 (COVID-19).
- CDC Statement “COVID-19 is a new disease and we are still learning how it spreads, the severity of illness it causes, and to what extent it may spread in the United States.”
- Currently, according to the Centers for Disease Control, the incubation period for the novel coronavirus is somewhere between 2 to 14 days after exposure.

# Monitoring Changes



# Current Status COVID-19\*



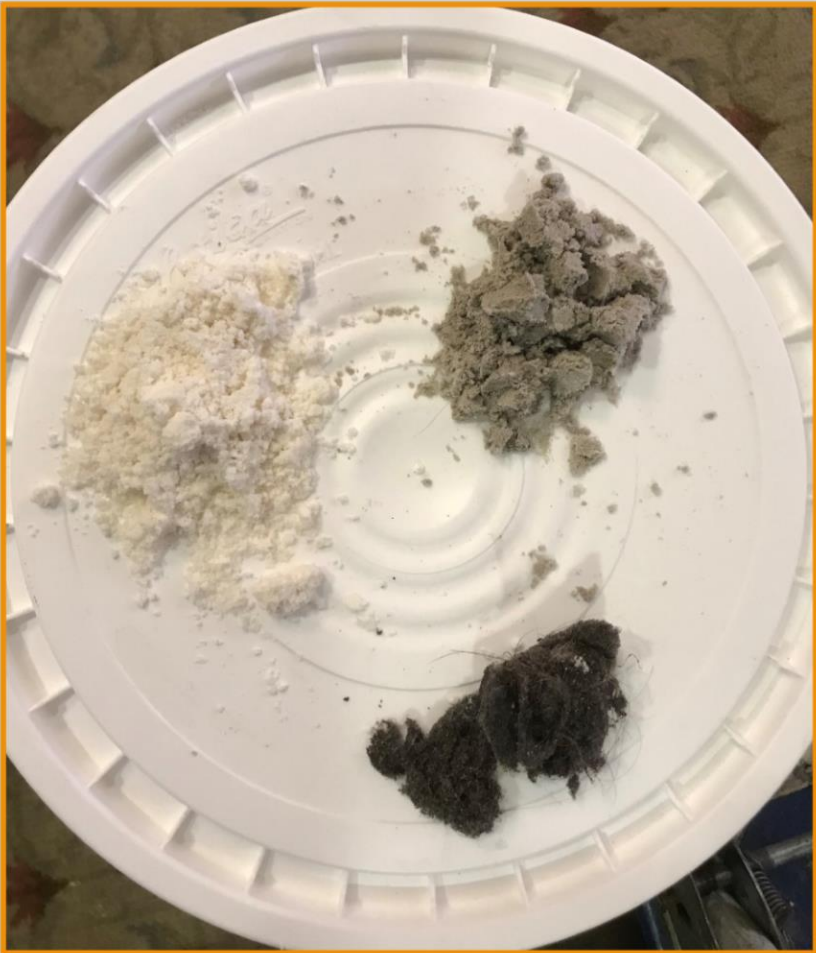
\* As of 04/08/20 5:59 PM

# Clean Before you Disinfect

- It is important to clean or remove any visible soils before disinfecting. Cleaning removes loose soils, preparing the surface or object to be disinfected.
- Disinfecting kills germs on the surface, preventing them from spreading. If a surface is not cleaned first, germs can hide under soils and reduce the efficacy of the disinfectant.
- Deep cleaning and disinfecting are two different procedures that should be used together to remove and kill germs.
- The CDC recommends deep cleaning before disinfecting. You should do both.

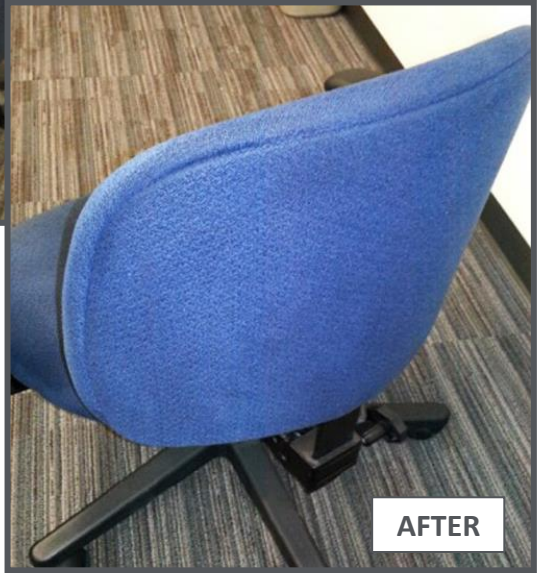
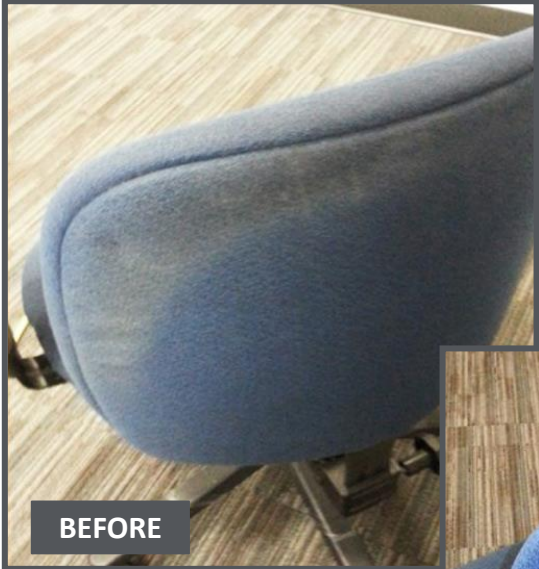


# The Importance of Deep Cleaning





# The Importance of Deep Cleaning

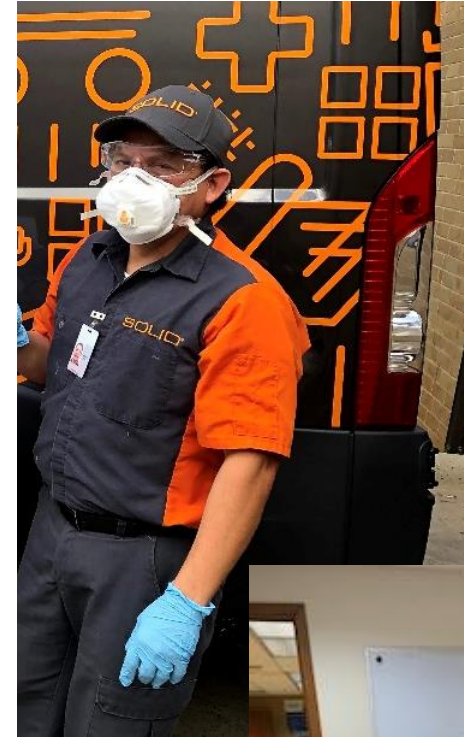


# Choosing the RIGHT Disinfectant

- Typically, to be registered for use against a specific bacteria or virus, disinfecting antimicrobial products must be submitted to EPA test data showing the product is effective against that particular microbe.
- EPA's emerging pathogens policy was established to allow for the legal use of disinfectant against a novel virus for which no product would, as yet, have EPA approval and for which test data and methods likely do not exist.
- List N includes products that meet EPA's criteria for use against SARS-CoV-2, the novel coronavirus that causes the disease COVID-19.

# Process

- Cleaning of the surface: Physical and chemical action of removing germs, dirt, and debris.
- Disinfectant Application Methods: Spray and Wipe, Electric Sprayers, Foggers, Electrostatic Sprayers
- Dwell Contact Time: Approved chemistries have to remain on the surface, wet (dwelling) for up to 10 minutes, depending on the chemistries deployed. Anything less, does not produce the intended results and will not kill the virus.



# Hand Spray & Wipe

- **Least effective method**, most cost effective.
- Hand pump spray bottles -or “Squirt Bottles”- **do not atomize** the disinfectant and do not provide uniform coverage (try this at home, to see the visual).
- Wiping, by its very nature, and the variable human element, does not provide a uniform application of pressure so all areas **may not receive adequate coverage** (again, try this at home to observe this discrepancy).
- Wipes or towels must be wiped in one direction and then folded in order to constantly introduce a fresh, clean surface to **minimize the risk of cross-contamination**.
- Additionally, the **level of training** would need to be evaluated amongst the Janitorial Staff to ensure they are properly trained to apply disinfectants.
- **Proper dwell time** is critical to disinfect an area
- **Margin for error** – spraying and wiping increases the likelihood areas will be missed, cross contamination may occur by wiping the cloth from one area to the next.



# Electric Spraying

- **Second best approach** – Providing the same results, and the equipment is more abundantly available than electrostatic sprayers.
- **How it works:** An electric sprayer has a tip that produces an atomized spray between 20 -120 microns, which is the micron size recommended by the manufacturers. The size and volume of the droplet is critical to ensure total and uniform coverage of the surfaces. Since the droplet is above 15 microns in size, it is not ingestible.
- **The only disadvantage** is the fact that the solution is not charged as it is propelled from the nozzle. As a result, all multi-dimensional surfaces will have to be sprayed at different angles to ensure 100% coverage.
- However, due to the volume and uniformity that electric sprayers are able to produce, they still guarantee the proper coverage and dwell time to have a high probability to kill the virus based on the disinfectant's requirements.



# Electrostatic Spraying

- Electrostatic sprayers are the **top choice** for disinfecting services.
- Some sprayers produce both a negative and positive charge, which increases coverage and efficiency.
- These charged particles – or droplets- have an **attraction force 75x greater than gravity**; far surpassing the efficacy of the standard spray and wipe approach.
- The **spray and wipe approach** has the tendency to **cause cross-contamination**, does allow for proper dwell time, and can lead to missed areas of the surface from being cleaned and disinfected.
- The electrically charged disinfectant **clings to and envelopes every side of vertical and horizontal surfaces**, providing the proper dwell time and dramatically increasing the ability to kill harmful viruses.
- **Safe for use** on electronics and keyboards and almost completely mitigates the opportunity for human error.



# Electrostatic Spray Application



# Emerging Technology

## UV-C DISINFECTANTS

Short wavelength ultraviolet light known as (UV-C) like to kill inactive microorganisms by disrupting their DNA leaving them unable to perform their cellular functions.

- Chemical free disinfection of surfaces
- No touch eliminates human error and cross contamination.
- Sensitive items such as electronics, server rooms.
- When it comes to the latest outbreak of COVID-19, UV light has been confirmed to be effective in eliminating the virus by Juan Leon, an environmental health scientist at Emory University, and Dr. Lena Ciric.





# Our Disinfecting Services: Levels 1 & 2

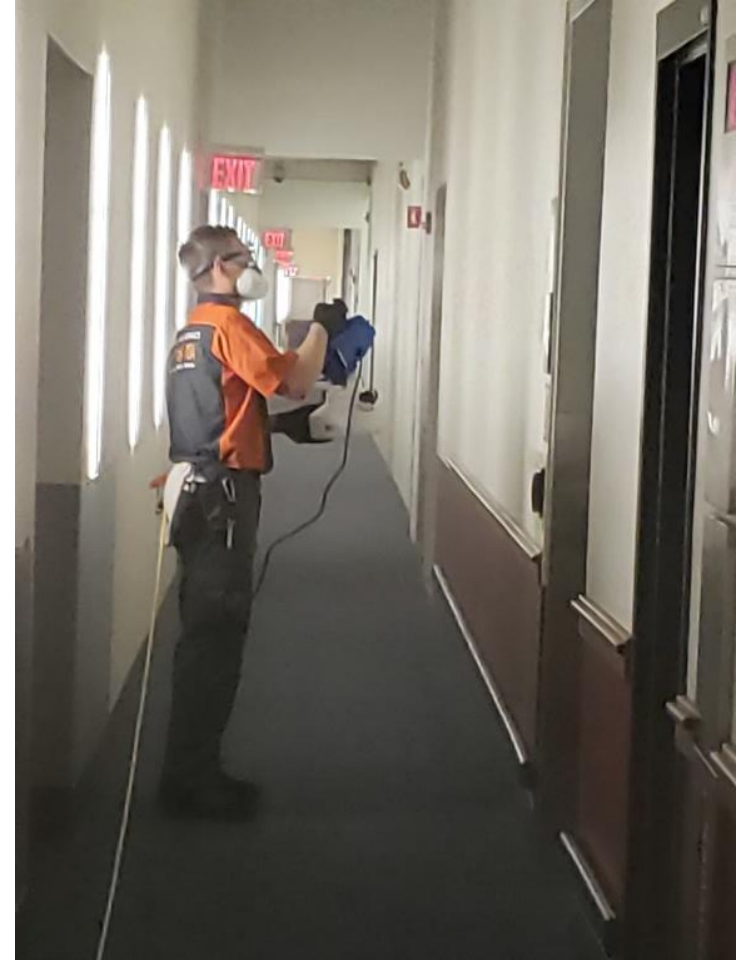
PROACTIVE

## Level 1 - One-Time Infection Control Maintenance

**DESCRIPTION:** One-time disinfection service of high-touch areas (see list) by application of EPA-registered N list disinfectants that have been designated specifically for COVID-19 in accordance with CDC guidelines. Electric spray system used for complete coverage at prescribed quantity for surfaces to remain wet for recommended effective dwell time against emerging viral pathogens.\*

## Level 2 - Programmed Infection Control Maintenance

**DESCRIPTION:** Recurring programmed disinfection service of high-touch areas (see list) by application of EPA-registered N list disinfectants that have been designated specifically for COVID-19 in accordance with CDC guidelines. Electric spray system used for complete coverage at prescribed quantity for surfaces to remain wet for recommended effective dwell time against emerging viral pathogens.\*



# Our Disinfecting Services: Levels 3 & 4

## ABATEMENT

### Level 3 - Infection Control Abatement

**DESCRIPTION:** Pre-disinfection of visible contaminated soiled areas with spray and wipe method of high-touch areas (see list). Application of disinfection service from ceiling to floor using EPA-registered N list disinfectants that have been designated specifically for COVID-19 in accordance with CDC guidelines to all horizontal, vertical and freestanding surfaces. Electric spray system used for complete coverage at prescribed quantities for surfaces to remain wet for recommended effective dwell time against emerging viral pathogens.\*



### Level 4 - Infection Control Abatement with Bagging or Pre-Wipe Down

### Level 4+ - Infection Control Abatement with Bagging and Wipe Down

**DESCRIPTION:** Small personal items (earphones, chargers, photos) to be put in Ziploc bags and placed on the floor within the personal workspace. All high-touch areas (see list) shall be wiped down to remove surface soil (recommended by CDC), followed by trained application of EPA-registered N list disinfectants that have been designated specifically for COVID-19 in accordance with CDC guidelines from ceiling to floor using an electric spray system for complete coverage at prescribed quantity for surfaces to remain wet for recommended effective dwell time against emerging viral pathogens.\*



# Our Disinfecting Services: Levels 1 - 4

## PROACTIVE

### Level 1 - One-Time Infection Control Maintenance

**DESCRIPTION:** One-time disinfection service of high-touch areas (see list) by application of EPA-registered N list disinfectants that have been designated specifically for COVID-19 in accordance with CDC guidelines. Electric spray system used for complete coverage at prescribed quantity for surfaces to remain wet for recommended effective dwell time against emerging viral pathogens.\*

### Level 2 - Programmed Infection Control Maintenance

**DESCRIPTION:** Recurring programmed disinfection service of high-touch areas (see list) by application of EPA-registered N list disinfectants that have been designated specifically for COVID-19 in accordance with CDC guidelines. Electric spray system used for complete coverage at prescribed quantity for surfaces to remain wet for recommended effective dwell time against emerging viral pathogens.\*

### Level 3 - Infection Control Abatement

**DESCRIPTION:** Pre-disinfection of visible contaminated soiled areas with spray and wipe method of high-touch areas (see list). Application of disinfection service from ceiling to floor using EPA-registered N list disinfectants that have been designated specifically for COVID-19 in accordance with CDC guidelines to all horizontal, vertical and freestanding surfaces. Electric spray system used for complete coverage at prescribed quantities for surfaces to remain wet for recommended effective dwell time against emerging viral pathogens.\*

## ABATEMENT

### Level 4 - Infection Control Abatement with Bagging or Pre-Wipe Down OR

### Level 4+ - Infection Control Abatement with Bagging and Wipe Down

**DESCRIPTION:** Small personal items (earphones, chargers, photos) to be put in Ziploc bags and placed on the floor within the personal workspace. All high-touch areas (see list) shall be wiped down to remove surface soil (recommended by CDC), followed by trained application of EPA-registered N list disinfectants that have been designated specifically for COVID-19 in accordance with CDC guidelines from ceiling to floor using an electric spray system for complete coverage at prescribed quantity for surfaces to remain wet for recommended effective dwell time against emerging viral pathogens.\*

# High-Touch Points

## Individual Offices and Conference Rooms

- Door handles, push plates, thresholds and hand railings
- Light switches
- Desks, tables and chair arms
- File cabinet handles
- Trash receptacle touch points
- Telephones and keypads
- Computers, keyboards and mice

## Public Areas

- Door handles, push plates, thresholds and hand railings
- Light switches
- Elevator buttons (inside and out)
- Escalator railings
- Reception desk counters
- Public phones and computers

## Cafeteria Dining Area

- Door handles, push plates, thresholds and hand railings
- Dining tables, chairs and booths
- Trash receptacle touch points
- Highchairs
- Salad bar and beverage stations

## Public Restrooms

- Door handles (entrance and stalls)
- Sink faucets and toilet handles
- Towel dispenser handles
- Soap dispenser push plates
- Baby changing stations
- Trash receptacle touch points

## Cafeteria Back of House

- Door handles and push plates
- Handles of all equipment doors and operation push pads
- Dispenser handles (beverage, etc.)
- Ice scoops
- Walk-in and other refrigerator handles
- Walk-in refrigerator and freezer plastic curtains
- Freezer handles
- Three-compartment sinks and mop sinks
- Handwashing sink handles
- Soap dispenser push plates
- Trash receptacle touch points
- Cleaning tools
- Buckets

# Safety Protocols

- OSHA Standards:
  - Hazard Communications (1910.120)
  - Personal Protective Equipment (1910.132)
  - Bloodborne Pathogens (1910.103)
  - Confined Spaces (1910.146)
- - Respiratory Protection (1910.134)
  - Medical Clearance and Fit-testing at occupational health clinics
- Use Third-party compliance providers to help you check providers' compliance ISNetworld, Avetta, Corrigo.

**Concentra**<sup>®</sup>

# Are Respirators Necessary?

- **Risk Assessment** – Providers ultimately responsible for assessing hazards that their workers are exposed to.
- **Employer Confidence** – identify if any workers at greater risk.
- **Employee Confidence** – Prevents touching mouth



# Training



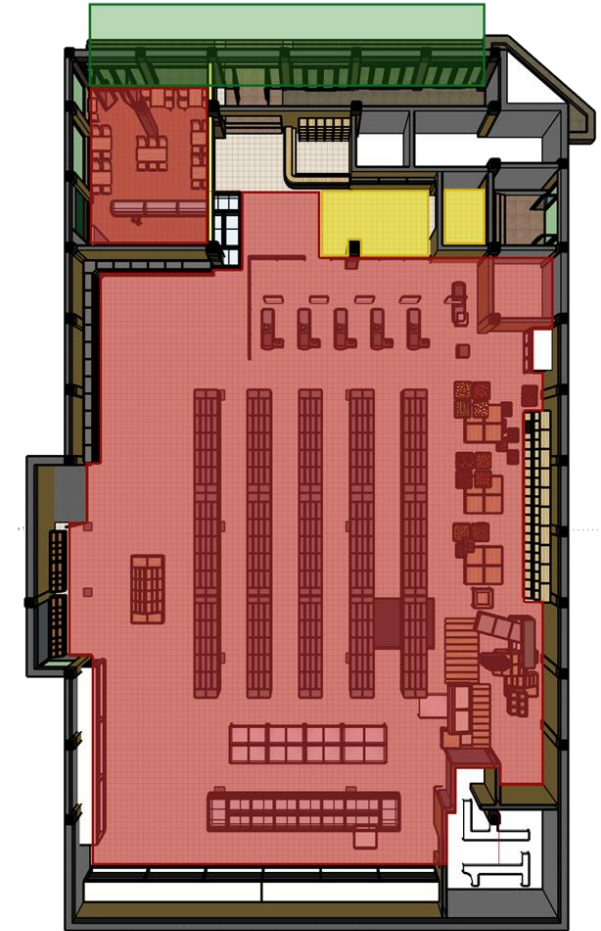
- Procedural training vital for effective infection control.

Methods:

- Computer Based LMS
  - Webinars
  - Video
  - Hands-on
- Entry, Exit, Zoning, Pre-cleaning, Equipment, Patterns, Waste disposal, Cross-contamination.

+Engineering Controls  
+ Administrative Controls  
+ PPE

= Safe and Effective.



# Have a Plan in Place

- Maintaining “essential” office
- Positive COVID-19 test by employee
- Opening a closed office-employees returning to work





# Consider. . .

- On-going Proactive Disinfecting
- Deep Clean and Abate after positive test
- Re-opening Deep Clean & Disinfect
- Internal messaging



# Additional Resources and Information

To schedule cleaning or receive  
additional information, contact your  
Tegrete Relationship Manager or  
[Nate@Tegrete.com](mailto:Nate@Tegrete.com)

# Q & A

# FAQ Tegrete

**Q: What is the difference between fogging and spraying?**

**A:** Both are electrical spraying systems. The difference is the way in which they deploy the disinfectant. With a fogging piece of equipment you are putting a broad spread fog into the air that can linger in the air as it's dropping onto different surfaces. Fogging systems are beneficial when you are trying to hit hard to reach areas, such as vent areas. Fogging is good to use when you have an unoccupied building. Fogging also limits the amount of moisture that will hit surfaces. Other electrical systems won't atomize the droplets quite as much and droplets will come down on the surfaces much quicker. Spray guns will spray more directly at the surface that is being disinfected..

**Q: Does the fogging damage ballistic grade acrylic?**

**A:** Yes spraying disinfectant on BRG Ballistic Glass can cause damage, We would instead wash it with a combination of soap and water only.

**Q: What is the duration of the effectiveness if approved product (disinfectant) is applied via electric/electrostatic process/processes.**

**A:** The length of effectiveness of any disinfecting process will not change based on the dispensing method. Duration is always determined by the disinfectant. Disinfectants used today will only disinfect what is there--they will not continue to disinfect surface after the application.

**Q: We've been looking into a fogging gun system. What type of PPE is required to use with a fogging machine?**

**A:** This will depend primarily on the disinfectant used and sprayed out of the system. In addition, when fogging rather than spraying there is usually different PPE used because there is a chance the person fogging could breath in the disinfectant. The SDS of the disinfectant will be the main determining factor as to what PPE is needed.

**Q: Are any of these processes Food contact safe?**

**A:** Yes, the safety level is based on the type of disinfectant. One of the disinfectants used carries OSHA's lowest hazard rating of zero meaning it's food safe. However, we would still try to avoid having disinfectant hit food sources. We may use a spray and wipe techniques near food to avoid overspray and then electric spray in other areas.

**Q: Is it safe to use this process around electronics such as computers?**

**A:** Yes, it is. When atomizing droplets properly to 20 to 120-micron size using either electrical spraying process, it will not cause damage.

# FAQ Tegrete

***Q: Do you perform some sort of "Test" to ensure that the cleaning procedure actually worked and was effective?***

**A:** These test systems do exist. One is called an ATP System. A swab is touched to a surface to determine a bacterial count. After disinfecting, a re-swab is conducted to determine if the bacteria count has gone down. These tests are very hard to come by in the current environment as they are used regularly in healthcare. In addition, the testing is for microorganisms in general, but will not identify the type of microorganism.

***Q: What's typical timeline of when people can go back into the space that has been cleaned?***

**A:** In almost every situation the space can be immediately reoccupied once the dwell time has been hit and disinfectants have dried-usually within 10-15 minutes of the last space being disinfected.

***Q: The science so far is that the virus is killed with even the mildest of soap (thus handwashing recommendations). Are the CDC guidelines for facilities with confirmed cases different***

**A:** Soap and water is effective based on the makeup of the soap killing the virus, along with the running of the water over hands. The water is washing away the virus. There isn't a way to get the same washing action in facilities..

**Disinfectants for Use Against SARS-CoV-2**

<https://www.epa.gov/pesticide-registration/list-n-disinfectants-use-against-sars-cov-2>

# FAQ Other

**Q: What is the difference between electrostatic sprayers and electric sprayers?**

**A:** Electrostatic sprayer allows you to completely envelop a surface from one angle. Micron size is most important. 25 microns or more. Electric sprayer requires coating the surface from all angles. It will give the same efficacy as electrostatic, but takes longer to apply.

**Q: If my building has been shutdown for weeks, why should I deep clean the carpets and upholstery before disinfecting?**

**A:** Deep Cleaning is an important first step because it physically removes dirt, organic matter, but does not destroy some harmful germs that may remain. All surfaces must be thoroughly cleaned before disinfection. This ensures that germs are not hidden from the disinfectant when it is applied.” The CDC guidelines, recommend deep cleaning prior to disinfecting, **otherwise you are only disinfecting what is on top of the dirt.** Deep cleaning also ensures your space is clean and healthy when you associates come back to work.

**Q: What needs to be wiped down after the disinfecting fogging has been completed?**

**A:** In the breakroom: the water cooler, cups, plates, coffee mugs, serving utensils, water tower, counter tops

**Q: What about paintings and wood tables?**

**A:** Artwork should be taken off the wall and stored or wrapped in paper or plastic. Wood tables may need to be wiped down.

**Q: How quickly can you disinfect my space?**

**A:** The sooner the better. Everyone is gathering pricing and developing their plans. Many are scheduling services now. Others want to wait until a week before their facilities open. We recommend scheduling now to beat the rush and ensure we are available when you need us. Please contact your Tegrete RM for more information.

# FAQ Other

**Q: Can we leave the HVAC system on during the disinfecting?**

**A:** Yes. however, we prefer the system is shut down during the application. Turn off system during the application then turn back on. Our disinfectant service does not clean the HVAC system. For fogging and abatement services, please turn off life/fire systems during the application. Relative humidity target is 30-45%.

**Q: Does the disinfectant have an odor?**

**A:** The disinfectant may leave a mild odor. The disinfectant is a deodorizer, too.

**Q: How much do your disinfecting services cost?**

**A:** The cost of the services depends on the frequency, size of the facility, type of product used, proactive vs. reactive services (abatement) and a host of other details. The average cost is pennies on the dollar. Please contact your Tegrete RM for more information.

**Q: What disinfectant do you use? Are your disinfectants approved by the EPA or CDC?**

**A:** Yes. We have been very careful to select and train our teams on products that are in line with guidance from the CDC and are EPA-registered, carrying the claim, “proven effective against emerging viral pathogens.”

**Q: What is your team’s response time? Can you arrive the same day services are requested?**

**A:** Response times will be based on the scope of work, size of your space, availability of appropriate PPE and types of services and products identified as the right course of action. Each case is unique and we will do our best to provide the best care in a timely manner. We have responded and arrived onsite within hours in some cases.

# FAQ Other

**Q: We have had a confirmed COVID-19 diagnosis in our office. Can you disinfect the space for us?**

**A:** Almost certainly, yes. We will need more information to understand the best course of action. Please contact your Tegrete RM for more information.

**Q: Do you sell disinfectant?**

**A:** Yes, Tegrete sells disinfectant products, depending on availability.

**Q: How long does disinfectant last?**

**A:** Unfortunately, disinfectants do not have a residual effect. Disinfectants kill the viruses they come in contact with, but if someone were to spread the virus through a sneeze, cough or by touching a surface with infected hands, they would likely deposit the virus back again. It is best to disinfect as frequently as possible within operational limits. This is the case for all disinfectants and service providers today.



# FAQ Other

***Q: What services can you provide in addition to disinfectant solutions?***

**A:** We recommend, in accordance with CDC guidelines, that surfaces to be deep cleaned prior to the application of disinfectants. This is to remove as much visible and invisible soil as possible that a virus could cling to. Deep cleaning increases the effectiveness of disinfectants. Deep cleaning of all flooring surfaces, panels and upholstery, office chairs/textiles and other architectural finishes, should be done prior to disinfecting. Otherwise, you have only done half the job.

***Q: Do you have any application limitations using foggers or electrostatic methods in small confined spaces such as elevators, small conference rooms, huddle rooms and telephone rooms?***

**A:** According to OSHA, elevators, small conference rooms, huddle rooms and telephone rooms are not considered unventilated or confined if the door is open during the disinfecting application.

In the event an actual confined space needs to be treated, technicians will wear the appropriate PPE for the space and product and will have received the appropriate confined space training.