



BASICS OF BOARDWALK PRE-MOISTENED WIPES

Types		
General Purpose <ul style="list-style-type: none"> Stainless Steel Glass Cleaner Furniture Polish 	Personal Hygiene <ul style="list-style-type: none"> Heavy Duty Hand & Surface Antibacterial Hand, Face & Body Personal Restroom 	Disinfectant <ul style="list-style-type: none"> Non Porous Surface
Dispenser Packaging		
 Canister <ul style="list-style-type: none"> Most common type in the market Stainless Steel: 30 count Heavy Duty Hand & Surface: 90 count Antibac. Hand, Face, Body: 75 count Disinfecting: 35 & 75 count 	 Packet <ul style="list-style-type: none"> Zipper & adhesive seal Glass Cleaner: 28 count Furniture Polish: 24 count Personal Restroom: 42 count 	 Tub <ul style="list-style-type: none"> Resealable & reusable dispenser Personal Restroom: 42 count
Features & Benefits		
Stainless Steel <ul style="list-style-type: none"> Towel size: 7" x 8" 12 canisters/case Removes finger prints, smudges & water marks Water based formula will not leave a slimy residue like oil based products Eliminates over spray & runoff found with similar liquids Can be used on surfaces including aluminum, brass & chrome Quick & convenient, one part delivery system with a fresh lemon fragrance Streak free formula cleans, shines & protects in one step One part portable cost savings delivery system 	Glass Cleaner <ul style="list-style-type: none"> Towel size: 10" x 7" 12 packs/case Ammonia free, low odor formula makes it safe on plastic screens, monitors & wipe boards Low odor formula Can be used on windows, mirrors, sinks, faucets, non-wood cabinets & counters including marble & granite Streak free chemical formulation & lint free towel absorbs soils No over spray or runoff found with similar liquids Reduction of airborne cleaning chemicals & propellants One part portable cost savings delivery system 	Furniture Polish <ul style="list-style-type: none"> Towel size: 10" x 7" 12 packs/case Fresh & pleasant lemon scent Cleans, protects & shines in one easy step Just the right amount of saturation, will not leave an oily residue Removes dust, fingerprints & smudges Can be used on most wood surfaces as well as vinyl & leather No overspray or runoff found with similar liquids One part portable cost savings delivery system
Heavy Duty Hand & Surface <ul style="list-style-type: none"> Towel size: 10^{4/5}" x 7" 6 canisters/case Soft, durable & absorbent Fresh fragrance w/ skin conditioners Towel is large enough to clean both hands No slimy or sticky residue left behind Portable option when a sink and pumice soap is not available Multi-purpose use for hands, tools & work surfaces 	Antibacterial Hand, Face & Body <ul style="list-style-type: none"> Towel size: 5.4" x 8" 6 canisters/case Fresh scented Hypoallergenic formula with aloe & vitamin E Designed to be used on hands, face & body Disinfects & removes the "bio-film" Kills 99.9% of germs on your skin Alternative to harsh, alcohol based foams & gels FDA regulated 	Personal Restroom <ul style="list-style-type: none"> Towel size: 7" x 5.25" Available in packet or tub Dispersible, flushable, safe for sewer & septic systems Fresh, pleasant fragrance Alternative uses - wipe a toilet seat Dermatologist tested, gentle moisturizing formula Reusable plastic dispenser reduces packaging waste & provides a durable storage option Recommended maximum of 2 towels per flush

<p>Disinfectant</p> <ul style="list-style-type: none"> • Towel size: 7" x 8" • 6 canisters/case for 75 count, 12 canisters/case for 35 count • Kills 99.9% of germs on non-porous surfaces in 15 seconds including MRSA, Staph, Flu Virus, E. coli, Salmonella & Strep • Bleach and alcohol free formula makes it safe on most surfaces • EPA registered product • Cross contamination concerns reduced with a single use disposable towel: a fresh, germ free wipe every time! • One part cost savings portable delivery system
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Considerations and Tips

When Choosing a Wipe Remember...	<ul style="list-style-type: none"> • All wipes are not equivalent – pay attention to kill claims, canister count, towel material & texture, wipe dimensions, saturation rate and the number of active ingredients • To understand how a wipe works is crucial to achieving your intended result.... <ul style="list-style-type: none"> - Cleaning wipes clean surfaces that are visibly dirty - Disinfectant wipes are suitable for surfaces that contain germs, but appear visibly clean <p>The visual soils on a surface should always be removed prior to using a disinfectant wipe, otherwise the active disinfectant ingredient(s) may be less effective and will not penetrate the targeted micro-organisms and break up the bio film</p>
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Primary Wipe Competitors	<p>Stainless Steel: Scrubs (ITW Dymon), Claire Manufacturing, Simple Green, Weiman</p> <p>Glass Cleaner: Windex (Diversey), Scrubs (ITW Dymon), Glass Plus (Reckitt Benckiser), Sprayway, Genuine Joe (SP Richards)</p> <p>Furniture Polish: Pledge (Diversey), Old English (Reckitt Benckiser), Scrubs (ITW Dymon), Genuine Joe (SP Richards)</p> <p>Heavy Duty Hand & Surface: Wypall (Kimberly Clark), Gojo Fast Wipes, Gojo Heavy Duty Scrubbing Wipes, Scrubs (ITW Dymon), Grime Boss (Nice-Pak), Monk (National Towelette), Blue Monster (Mill Rose), Grime Away (American Polywater)</p> <p>Antibacterial Hand, Face & Body: Scrubs (ITW Dymon), Purell Sanitizing Wipes, Genuine Joe (SP Richards), Wet Ones, Sani-Hands (Nice-Pak)</p> <p>Personal Restroom: At Ease (Hospeco), Wet Ones, SCA Tena, Cottonelle (Kimberly Clark)</p> <p>Disinfectant: Clorox, Lysol (Reckitt Benckiser), Oxivir (Diversey), Scrubs (ITW Dymon), Sani-Professional & PDI (Nice Pack), Caviwipes, Genuine Joe (SP Richards)</p>
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General Wipe Facts	<ul style="list-style-type: none"> • Pre-moistened wipes are effective in removing, killing and preventing the spread of pathogens (i.e. MRSA) when used properly • More than 90% of cleaning costs are in labor & the convenience of RTU wipes make them more efficient • Consumers choose their wipes based on cleaning effectiveness (45%), value (22%), durability (13%) & brand name (10%) • No mixing or dilution of chemicals necessary as the towels are already saturated with the proper amount of solution, they require minimal training & reduce user error • Cross contamination issues are significantly lowered since the wipes are in a closed system & are used only once for a specific task • No exposure to bacteria / germs as found in sponges since a wipe is discarded vs. reused • Many disposable wipes are made from post consumer recycled materials • Reduction of airborne cleaning chemicals, propellants & fallout is eliminated on unintentional surfaces when using a wipe • Disinfectants in wipes are applied to a surface and kill the germs on that surface as it dries • Personal hygiene wipes (hand, face & body) are regulated as a drug by the Food & Drug Administration (FDA) • Surface wipes (hard, nonporous) are regulated as a pesticide by the Environmental Protection Agency (EPA)
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Common Terms to Describe Wipes	<table style="width: 100%;"> <tr> <td style="width: 50%;">Personal Hygiene Wipes:</td> <td style="width: 50%;">Surface Wipes:</td> </tr> <tr> <td>- Antiseptic</td> <td>- Disinfectant</td> </tr> <tr> <td>- Antibacterial</td> <td>- Sterilant</td> </tr> <tr> <td>- Antimicrobial</td> <td>- Deodorizer</td> </tr> <tr> <td>- Sanitizer</td> <td>- Sanitizer</td> </tr> </table>	Personal Hygiene Wipes:	Surface Wipes:	- Antiseptic	- Disinfectant	- Antibacterial	- Sterilant	- Antimicrobial	- Deodorizer	- Sanitizer	- Sanitizer
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