

DISTRIBUTORS...ARE YOU PREPARED FOR THE GRAND RE-OPENING?

As many parts of the country prepare to re-open, at least parts of their economies in the near future along with an emphasis on cleaning, sanitizing & disinfecting, it's important that we as suppliers are prepared for what's to come.

Answering the following questions can help ensure that you are prepared to meet the demands of your customers over the coming weeks.

- ◇ **Do you have enough inventory?** If you have historically done a good job of monitoring your accounts, you should have a good idea of your customers pre-quarantine inventory levels. Knowing your customers current inventory levels will allow you to estimate your inventory needs as businesses begin to re-open. We don't want to miss out because we didn't plan accordingly.
 - ◆ TMA/Chemnet Systems has increased production to ensure you have access to not only your core warewash and laundry products, but the ready to use and concentrated sanitizers and disinfectants that are in such high demand.
- ◇ **Do you have the right products available to your customers?** As businesses begin to re-open, you will not only see an increase in general purpose cleaning and sanitizing being done by your customers, but you'll also see a continued, elevated emphasis on disinfecting with products that are on the Environmental Protection Agency's (EPA) List N: Disinfectants for Use Against SARS-CoV-2, the virus that causes COVID-19.
 - ◆ TMA/Chemnet Systems has 4 EPA registered disinfectants (with 2 more coming soon) on the EPA's List N. You can find a list of these products on the following page.
- ◇ **Is your sales team actively working the prospect list?** With such a high demand for cleaning, sanitizing and especially disinfecting products, many manufacturers and distributors are having a hard time keeping up. By maintaining proper inventory levels, you are in a terrific position to provide your prospect those coveted items your competitor cannot supply in a timely manner.
 - ◆ TMA/Chemnet Systems currently has over 800 slots of finished good inventory, ready to ship to ensure that you have the inventory you are going to need.
- ◇ **Is your service team staffed & prepared?** It's possible that you may have had to layoff some of your service team members due to business closures. Now is the time to ensure your service team is capable of exceeding the demands they are about to face. Odds are, it's been 6+ weeks since you last performed a preventative maintenance stop for your customers. Over extended periods of downtime, metering tips and spray nozzles clog, opened containers of low temp sanitizers weaken, vacuum breakers and solenoid valves stick. With the added emphasis towards cleaning, sanitation and disinfecting, it is imperative that each customer is paid a visit to ensure that all dispensing equipment is working properly.
 - ◆ TMA/Chemnet Systems has a team of representatives that will be happy to aid in the training of any new service team members.
- ◇ **Are you prepared to train customers on proper cleaning, sanitation and disinfecting procedures?** Every member of your sales & service teams will be asked "what are the proper steps for cleaning, sanitizing or disinfecting this surface" and every team member should be able to provide the answer.
 - ◆ TMA/Chemnet Systems has a team of representatives that will be happy to provide educational material to your team members.



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COMPLETE-RTU BOWL & BATH DISINFECTANT

E.P.A REGISTRATION NUMBER - 1839-220

A ready to use, E.P.A. registered, neutral disinfectant that can be used on any hard surface. **Listed on the E.P.A's List N: Products with emerging viral pathogens and human coronavirus claims for use against SARS-CoV-2, the cause of COVID-19.**

COVID-19 Dilution Rate = Ready-To-Use

COVID-19 Contact/Dwell Time = 5 minutes



256WORX

E.P.A REGISTRATION NUMBER - 1839-214

A hospital-grade, neutral disinfectant for use on all hard surfaces. **Listed on the E.P.A's List N: Products with emerging viral pathogens and human coronavirus claims for use against SARS-CoV-2, the cause of COVID-19.**

COVID-19 Dilution Rate = 0.5 oz / gal

COVID-19 Contact/Dwell Time = 5 minutes



QUATERNARY SANITIZER

E.P.A REGISTRATION NUMBER - 10324-81

A concentrated, E.P.A. registered, food contact surface, no-rinse sanitizer. **Listed on the E.P.A's List N: Products with emerging viral pathogens and human coronavirus claims for use against SARS-CoV-2, the cause of COVID-19 .**

COVID19 Dilution Rate = 0.78 oz / gal

Contact/Dwell time = 10 minutes

General Disinfection Contact/Dwell Time = 10 minutes



NEUTRAL LEMON SCENTED DISINFECTANT

E.P.A REGISTRATION NUMBER - 1839-169

An E.P.A. registered, no-rinse, neutral pH, disinfectant cleaner for hard surfaces. **Listed on the E.P.A's List N: Products with emerging viral pathogens and human coronavirus claims for use against SARS-CoV-2, the cause of COVID-19.**

COVID19 Dilution Rate = 2 oz / gal

COVID19 Contact/Dwell Time = 10 minutes

General Disinfectant Contact/Dwell Time = 10 minutes