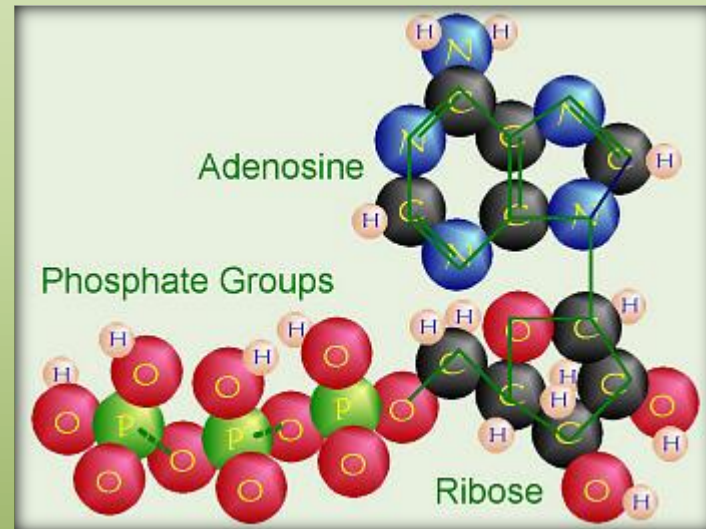


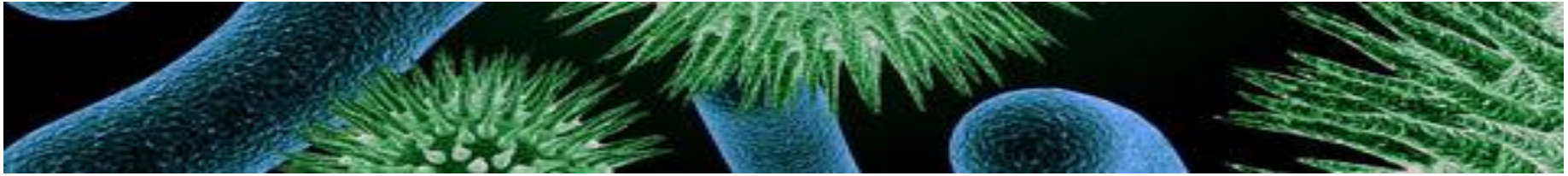
# Cleaning Effectiveness Measurement; The Story of ATP





## ▶ **How do we define Cleaning the Unseen?**

**“Working on the level  
of microscopic particles  
and life to remove nutrients  
and to control microorganisms  
continually.”**

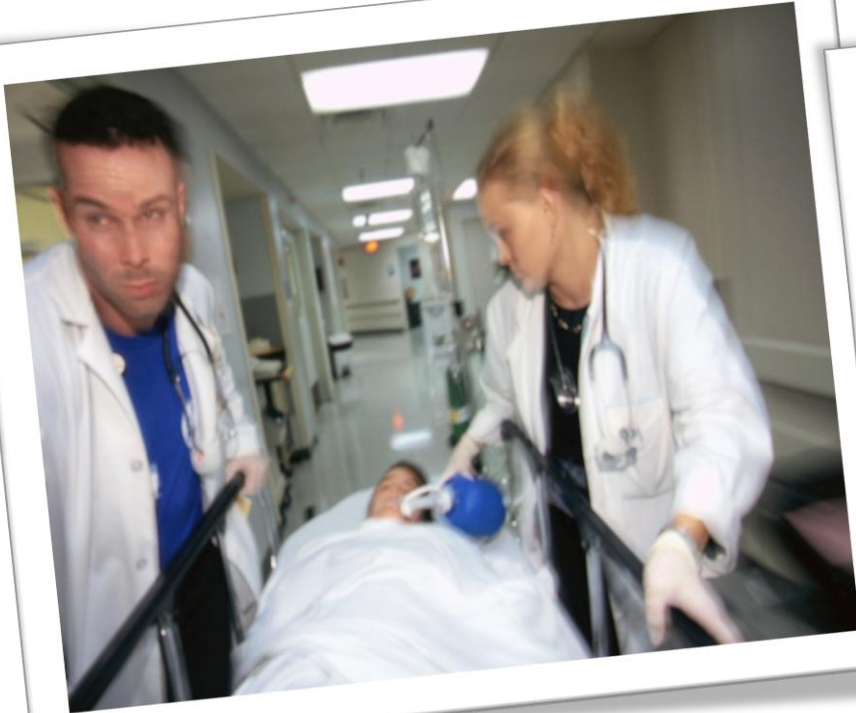


## ► **Goals**

1. To significantly\* reduce illness and absenteeism.
2. To improve odor control.
3. To improve indoor air quality.
4. To reduce toxicity of cleaning methods, increase sustainability and improve health.

*\*What is "significant?" - 33% to over 50%*

# Remember Two Principles

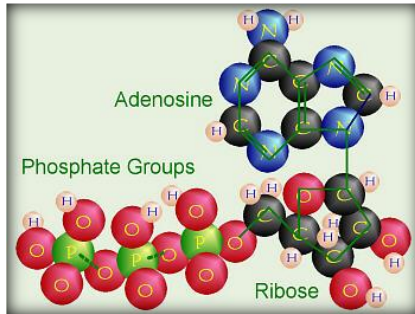


**Illness is Expensive**  
*in Both Dollars  
and Terms of Human Misery*



**Cleaning for Health**  
*is Cheaper than Cure  
and Creates Better Cleaning Results*

# ► What is ATP?



## ATP Molecule

- ✓ ATP is like a **storage battery** that is present in all living cells - plant, animal and microorganism.
- ✓ Once food is converted to energy, ATP contains that energy and keeps it **ready for use**.
- ✓ As an **indicator of bio-mass**, or life present in a sample, ATP is a very **good measure**.

# ► What is the role of ATP?



ATP Meter

✓ For cleaning purposes, ATP presence is **a perfect measure of the potential for odor and illness**. As a catalyst, ATP measurements quantify cleaning effectiveness very accurately on an unseen level that is **directly linked to cleaning's eventual value to building occupants**.

# ► Why Measure ATP?



**ATP Meter**

If you know how much ATP is present on a surface, you know **the potential for microorganism growth.**

You do not know what exact organisms are present, but **you do know if you are removing the microbes and food sources** that create odors and illness.

You know this measurement **immediately.**

# ► Why We Monitor Our Cleaning Effectiveness by ATP Metering

MEASURES LEVELS  
OF CLEANLINESS

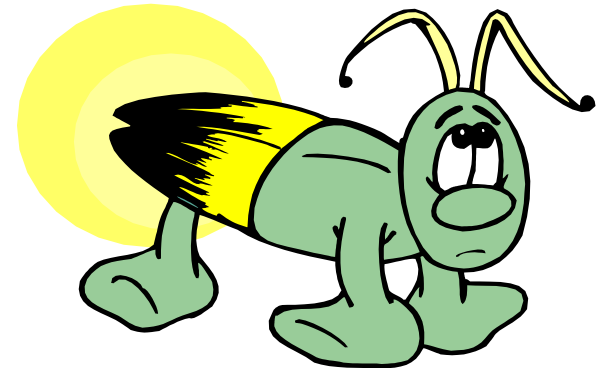


**ATP Meter**



1. **“What gets measured gets done.”**
2. Disinfection alone is becoming less effective over time. **Removal is critical.** More organisms are chemistry resistant.
3. An ATP meter **makes the invisible world measurable.**
4. ATP metering enables continuous improvement by **putting a number on cleaning effectiveness.**

# Light into Measurement

- The firefly uses **a chemical process to produce light**. The ATP meter uses the same principle to takes material collected on a swab and from a chemical process, convert the energy into light. **The light can be measured and reflects what potential for microbe growth is present.**



# We Monitor and Make any Needed Adjustments Based on Our Readings of ATP

		<b>ATP Testing Record</b>				
Risk Level	Area	Specific Location (Use the same)	Excellent ATP	Passing ATP	Reading	Treatment Method*
<b>MODERATE</b>	Toilet Floor (avoid grout)	1	<90	<120		Kaivac No-Touch
	Door Handle	2	<80	<100		KaiWipes/Critical Care
	Towel Dispenser Handle	3	<80	<100		KaiWipes/Critical Care
	Keyboard/Mouse	4	<70	<100		KaiWipes/Critical Care
<b>HIGH</b>	Phone	5	<60	<90		KaiWipes/Critical Care
	Exercise Equipment	6	<50	<80		KaiWipes/Critical Care
	Copy Machine Keys	7	<50	<80		KaiWipes/Critical Care
	Stair Railing	8	<50	<80		KaiWipes/Critical Care
	Toilet Seat	9	<35	<70		KaiWipes/Kaivac
	Soap Dispenser	10	<20	<60		KaiWipes/Critical Care
	Shower or Locker	11	<20	<60		KaiFly
	Sink Handle	12	<20	<60		KaiWipes/Critical Care
<b>CRITICAL</b>	Reception Desk Top	13	<15	<30		KaiFly
	Cafeteria Table 1	14	<15	<30		KaiFly
	Cafeteria Table 2	15	<15	<30		KaiFly
	Cafeteria Countertop	16	<15	<30		KaiFly
	Kitchen Food Prep Area	17	<10	<25		See special information
	Drinking Fountain	18	<10	<25		KaiWipes/Critical Care

## ► **Conclusions**

We use ATP monitoring technology to **assure we provide what others hope they provide.**

ATP Measurement is only one step in the overall process of Cleaning the Unseen.

We are specially equipped and educated to utilize several **advanced and more sustainable cleaning technologies** to create a healthier workplace or campus.

This attention to detail provides not only health benefits, but **better occupant satisfaction.**



*For a  
Healthier  
Workplace,  
Clean the  
Unseen*

