January 28, 2020

To: All Distributors

According to the CDC’s website, “2019 Novel Coronavirus (2019-nCoV) is a virus (more specifically, a coronavirus) identified as the cause of an outbreak of respiratory illness first detected in Wuhan, China. Early on, many of the patients in the outbreak in Wuhan, China reportedly had some link to a large seafood and animal market, suggesting animal-to-person spread. However, a growing number of patients reportedly have not had exposure to animal markets, indicating person-to-person spread is occurring. At this time, it’s unclear how easily or sustainably this virus is spreading between people. The latest situation summary updates are available on CDC’s web page 2019 Novel Coronavirus, Wuhan, China”.

How are coronaviruses spread?

The most common transmission of all Coronaviruses is airborne (sneezing and coughing). The second most common transmission is through close contact with an infected person (shaking hands, etc.). Coronavirus may possibly be transmitted by contacting a contaminated surface and then rubbing your eyes, ears, nose, or mouth.

What guidance does the CDC give on preventing the spread of coronavirus?

- **Hand Hygiene** - Since coronavirus infections are primarily spread through person-to-person contact, hand hygiene is a primary part of preventing transmission. Facilities should ensure that healthcare personnel are familiar with proper hand hygiene technique as well as its rationale.

- **Environmental Cleaning** - Although microbiologically contaminated surfaces can serve as reservoirs of potential pathogens, generally these surfaces are not directly associated with transmission of infections to either staff or patients. The transferal of microorganisms from environmental surfaces to patients is largely via hand contact with the surface. Although hand hygiene is important to minimize the impact of this transfer, cleaning and disinfecting environmental surfaces as appropriate is fundamental in reducing their potential contribution to the spread of viruses.
Which Spartan disinfectants kill Coronavirus?

The EPA has not established any efficacy protocols for surface disinfectants because 2019 Novel Coronavirus (2019-nCoV) is so new. That said, it is a Coronavirus based syndrome which is an enveloped virus and are considered to be easy to inactivate on non-porous surfaces. The Scientific community believes, based on its knowledge of the structure of Coronaviruses, that when an EPA protocol is established the results will show that if your surface disinfectant is effective for other Coronavirus’s, such as the Human Coronavirus, it will be effective against the 2019 Novel Coronavirus (2019-nCoV).

The following Spartan disinfectants have the coronavirus claim and can be used to clean and disinfect surfaces:

- Super HDQ Neutral® (1204)
- HDQ Neutral® (1202)
- hdqC 2® (4702)
- Super HDQL 10® (4704)
- GS Neutral Disinfectant Cleaner® (3502)
- GS High Dilution Disinfectant® 256 (3508, 3516)
- TB-Cide Quat® (1017, 1021)
- BNC-15® (1056, 4856)
- Profect® Healthcare Disinfecting Wipes (1091)
- Hard Surface Disinfecting Wipes (1085, 1086, 1087)
- Halt® (1018, 4806)
- PSQ II (1035)

* According to Health Canada, environmental cleaning products registered in Canada with a Drug Identification Number and labelled as a broad-spectrum virucide are sufficient. Spartan’s Canadian broad-Spectrum Disinfectants are:

Damp Mop Quat (106504C) and Super Neutral L (120904C)

How to position this to your customers:

Lead with HealthCheck® – a managed cleaning program is the most effective weapon against the spread of viruses. Facility managers need to ensure that HTPs (High Touch Points) are being properly cleaned and disinfected. HealthCheck was designed to assist managers in the training, validation and documentation of their cleaning procedures for HTPs.

Educate – While hand hygiene is the first line of defense against the spread of harmful bacteria such as 2019 Novel Coronavirus (2019-nCoV), disinfection of high touch
surfaces helps reduce the risk of personnel coming in contact with a contaminated surface.

**Recommend** – This is a perfect opportunity to talk to your distributors about the NEW foamyiQ™ Antibacterial Hand Wash and Hand Sanitizers - Eucalyptus Mint (4603), Lemon Blossom (4604), and Healthcare Personnel Hand Wash (4605). Adding waterless sanitizer products leads to an increase in the frequency of hand hygiene practiced. Combined with a managed cleaning program, featuring the Spartan disinfectant of their choice, they will have a good program to prevent the spread of 2019 Novel Coronavirus (2019-nCoV) and other viruses.

Count on Spartan Chemical for products and services that make infection control simple.

Download the flyer below to help stop the spread of infection.

![Download](image)

Keep it safe and keep it clean. Hand hygiene is the first line of defense in preventing the spread of harmful bacteria that cause illness.

Click below to download the Wash Hands chart!

![Download](image)

For more information, visit the CDC website: [https://www.cdc.gov/coronavirus/2019-ncov/about/index.html](https://www.cdc.gov/coronavirus/2019-ncov/about/index.html)


Please feel free to contact our Laboratory personnel if you have further questions on this matter at 1-800-537-8990 or:

Jason Welch, Microbiologist: jwelch@spartanchemical.com
Jahmal Green, Chemist: jgreen@spartanchemical.com