

Webinar #6 - How to boost your sales with Sterizen® products.

28th May 2020

Question 1: If opting for the plumbed version can the waste storage capacity be increased?

The plumbed-in version can be connected to the mains waste.

Question 2: What is the capacity of the wastewater tank?

The wastewater tank is 10 litres.

Question 3: What is the height to the tap from the floor?

The tap height on the Z1 model is 1065mm and the soap dispense height is 1300mm
The tap height and soap dispense height on the Z2 model are 1065mm

You can find all dimensions on the following link:

- Z1: <https://store.borgandoverstrom.com/500203>

- Z2: <https://store.borgandoverstrom.com/500201>

Question 4: Are the soap dispenser bulk fill or cartridge?

The unit is currently a bulk fill soap container, this is a 900ml capacity, and the soap dispense is 1,5ml per automatic dispense. Each station, either Z1 or Z2, is delivered pre-filled with soap and paper towels so it is ready to use.

Question 5: Who designed this? The design is quite bad in my opinion and may hinder sales of the stylish main line of products of the company.

Both units have been designed by the Sterizen® R&D team and there is two types of design available to please any type of user.

Question 6: I saw in the safety sheet storage till 30°C, what if it exceeds 30°C. Not flammable? The handspray has the flammable icon on it, the surface spray not.

This refers to the 'flashpoint' of the material which is the level where the alcohol content will start to vaporise, due to the alcohol content. When any material begins to vaporise, it is easier to ignite with a naked flame. Many materials, like cosmetics, have lower flash points, as they are designed to evaporate. The surface cleaner is formulated to be 'cleaned off' so this is not the same.

Question 7: The gloves that come in 100 pairs x 12 packs are these in a box or loose?

The gloves come within a slim envelope with the box kit. Gloves must be worn safely and for one specific task. To start a new task, new gloves should be worn to avoid possible cross contamination. Also, it is important to re-emphasise that hand spray sanitizer or hand gel sanitizer should not be used on gloves as it would make the gloves porous.

Question 8: Do you have all sanitisers in stock, is their plenty available or are you getting some items going out of stock currently? What are lead times for consumables?

Yes, all items are currently in stock and we are aiming for a next day dispatch after order. However, it might differ for larger quantities – please check with your account manager or via email: sales@sterizen.com or phone +44 (0)1362 695 006.

Question 9: Can we share the video on LinkedIn?

Yes. Videos can be viewed using the link below. There is an option to share each video from within the player window:

<https://www.borgandoverstrom.com/en/distributor-resources/c/videos/>

Question 10: Do you think of creating a product similar to the hand washing stations (Z1 and Z2) but rather than washing with water and soap, using a hand sanitizer (dispensed through touchless activation) and incorporating UV ?

The most powerful and efficient way to eliminate and kill any germs (microbes, bacteria, virus...) is to wash your hand with water and soap for 20 seconds. That is why we have created the Z1 and Z2, and why it would be counterproductive to create a sanitizer dispenser. The Hand sanitizer gel and/or spray are available and should be used when access to a handwash station is not possible. We will always recommend washing your hands when possible rather than just use a hand gel/spray. This is to follow the World Health Organisation guidelines to wash your hand often and save lives.

Question 11: What is the warranty on the hand wash station? Do you need to use a calcium preventing filter like a Brita or is scale not an issue to worry about?

The warranty on the hand wash station is 12 months parts only.

The hand wash station can be used without a scale filter as it is an online heating system without a tank of hot water where scale can build up.

At around 40°C, the water temperature is quite low, so the release of excess calcium is reduced. Also, as there is not stored hot water, the water is heated on-demand, at the point-of-use, which further minimises this.

Question 12: Do you recommend a yearly maintenance of the station by a technician, or is this not necessary?

We recommend a maintenance every 6 months to ensure the station is still fit for purpose and to high hygiene standards.

Question 13: Is the 40m centre feed paper roll 40 metres? It doesn't look that big!

Yes, the mini centre-feed paper roll is 40m.

Question 14: Is there any standard size you have available in stock?

Yes, please find below the different Sterizen Antimicrobial Touchscreen Shields sizes we offer:

90 x 157mm (500090)	92 x 153mm (500088)	100 x 160mm (500080)
100 x 200mm (500087)	120 x 200mm (500094)	123 x 163mm (500091)
130 x 200mm (500086)	135 x 214mm (500093)	140 x 220mm (500095)
145 x 270mm (500082)	50 x 200mm (500085)	60 x 220mm (500096)
193 x 345mm (500089)	200 x 240mm (500081)	200 x 300mm (500097)
230 x 310mm (500083)	260 x 260mm (500098)	260 x 470mm (500099)
295 x 370mm (500110)	310 x 380mm (500084)	300 x 350mm (500111)

Question 15: Does the cover work with effectively with a stylus?

Yes, as long the stylus is touchscreen friendly (will not scratch or damage the surfaces).

Question 16: Is the size the only difference between the machine Z1 and Z2?

The difference between the Z1 and Z2 are the size and the designs of the two stations.

Question 17: Where do we find pricing?

You can contact your account manager or the Sterizen® sales team via email: sales@sterizen.com or phone +44 (0)1362 695 006.

Useful links:

New daily watercooling sanitising video

<https://www.borgandoverstrom.com/en/support/how-to-videos/#recommended-daily-sanitisation-procedure>

Handwash stations demonstration video

<https://www.borgandoverstrom.com/en/distributor-resources/c/sterizen/>

Previous Webinars

<https://www.borgandoverstrom.com/en/distributor-resources/c/webinars/>