

## Advanced Vapor Technologies Counts On Representatives To Build Brand Awareness For Its Commercial-Grade MondoVap®

The MondoVap® With TANCS® Technology Outperforms Traditional Disinfectants

When the Delfino family of Chicago purchased Everett, WA-based Advanced Vapor Technologies (AVT) earlier this year, they acquired a company that has proprietary patented rights to a revolutionary technology and a product that qualifies as a disinfection device for the EPA.

AVT's flagship product, the MondoVap® steam cleaner, comes standard with innovative TANCS® technology (Thermal Accelerated Nano Crystal Sanitation) that allows for nano crystals to form from ordinary tap water and perform exceptional disinfectant cleaning.

AVT is the developer of the hugely successful Ladybug steam vapor cleaner, world-renowned as an elite, eco-friendly home steam vapor system. For the company's top commercial-grade product, the MondoVap® with TANCS® technology, AVT is building brand awareness and seeking new distributors.

"The key will be the company's ability to find energetic reps throughout the United States and Canada who will help educate businesses of all types that science says steam vapor systems, equipped with TANCS® technology, clean and disinfect better and faster than conventional disinfectants," says Wayne Delfino, the managing partner of Advanced Vapor Technologies.

Delfino has found one of the representatives he's been looking for in David McDonough, owner of General Chemical & Supply Inc., a Jan/San distributorship in Moorestown, New Jersey.

### MCDONOUGH: FROM BUYER TO DISTRIBUTOR

"My cleaning company is involved with removing heavy grease from all types of commercial kitchens," said longtime cleaning industry professional David McDonough.

For his commercial business, he needed a device with advanced cleaning capabilities, and the MondoVap® steam vapor system fit the bill. In time, he learned that the system could also disinfect in ways unprecedented in the industry.

"With a wide assortment of accessories, such as nozzles and tips, the MondoVap® is great for removing grease from fryers, ovens, oven filters, floors, tile and grout. It can also remove gum from carpeting and concrete in 5 to 10 seconds. We also use the MondoVap® to clean restrooms and other facility locations," McDonough said. "Everything and anything that needs to be cleaned, including steps with treading and elevator tracks, is no match for the MondoVap®. However, once I became a distributor for Advanced Vapor Technologies, I started to understand the true power of TANCS® technology with its incredible disinfection capabilities.

"I introduced the MondoVap® 2400 steam system to people involved in the healthcare field. The product began to turn heads," recounted McDonough.

By using swab tests, McDonough has enjoyed much success demonstrating to hospital officials the robust cleaning and disinfecting power of MondoVap®, compared to more traditional products and methods.

"Recently, I demonstrated the product at an area hospital. I explained to the administration how and why the MondoVap® with TANCS® works. We visited an operating room (OR) that had just been cleaned. Different areas of the OR were swab tested, which showed germ counts as high as 60 to 70 points on a meter," McDonough said. "The MondoVap® was then used in the same OR. The swab test registered zero on the meter. The hospital officials couldn't believe their eyes. The MondoVap® outperformed a hospital-grade disinfectant.

"In another test, we went into a recently used patient's



room," McDonough continued. "We cleaned half of the room with a standard cleaner and disinfectant, using the proper dwell time. The other half of the room was cleaned with the MondoVap®. The half in which the traditional cleaning and disinfecting methods were used showed 7 to 17 points after the swab test. Meanwhile, the MondoVap® side registered all zeros — again. Those results made believers out of the hospital executives who soon agreed to purchase several units."

In case there was room for any doubt about the system's all-around cleaning potential, McDonough proceeded to remove eight layers of old floor wax from the facility.

"While reducing cleaning times, the system not only properly cleans and disinfects commercial facilities, it is easy and safe to use. When it comes to disinfecting with the MondoVap®, there is no dwell time to worry about. It also saves a lot of money for those customers constantly purchasing chemicals," McDonough said. "The MondoVap® is also great for thoroughly cleaning commercial ice machines, which are often not

cleaned nearly enough and can harbor a high number of germs. Swab tests show MondoVap® registered another zero as far as germs left behind after a cleaning."

### HOW IT WORKS

AVT's patented TANCS® technology is a factory-installed internal component for the MondoVap®. The TANCS® proprietary technology encourages the formation of nano crystals within common tap water. No cleaning chemicals are required. When the water is transformed into super-heated low-moisture steam vapor, those energized crystals accelerate to travel through biofilm on surfaces, killing microbes (germs), even those unreachable by an applied chemical germicide. This efficient, eco-friendly system cleans grease, grime and dirt, and is a formidable disinfectant as well.

According to researchers at Clemson University, the TANCS® technology in MondoVap® is the only product that has demonstrated, in a peer-review study, its efficacy against a human

norovirus surrogate, feline calicivirus, on carpet. Healthcare facilities, hospitals, restaurants, hotels and schools that need cleaning solutions and healthy environments benefit from this safe, effective system that uses tap water to kill germs and bacteria.

General Chemical & Supply Inc.'s McDonough said it is important to understand that the MondoVap® is not a standard steam cleaner. MondoVap® relies on vapor, rather than steam, to clean and disinfect.

"Vapor and steam are not the same. If you are using a steam machine to clean a surface, you are going to have a lot of moisture. About 45 percent of what comes out of the tip of a steam machine is really hot water," he explained. "With vapor, which is very dry, only 5 percent of what comes out of the tip is actual moisture.

"Plus, vapor is comprised of water droplets smaller and hotter than steam," McDonough said. "This means when applied, vapor will reach nooks and crannies that steam cannot. And unlike steam or chemicals, vapor will not degrade the surface of what is being cleaned. MondoVap® with TANCS® also helps people reduce the chemicals used, which is better for the environment and for the people who are doing the cleaning. It's also a very effective way to instantly kill bed bugs."

The MondoVap® works well on walls, floors, ceilings — a wide variety of hard and soft surfaces. The disinfecting qualities of the TANCS® technology separate the MondoVap® from other vapor cleaners.

"There is a large body of peer-driven research that validates the benefits of TANCS®," said Wayne Delfino of Advanced Vapor Technologies. "For example, testing at the Department of Environmental Health at the University of Michigan found that TANCS® achieves a greater kill rate in three seconds than a 20-minute exposure to bleach. And, what's extremely important to note, is that TANCS® leaves no biofilm that supports future microbial growth."

Given this extraordinary disinfecting power, MondoVap® with TANCS® qualifies as a disinfection device for the U.S. EPA. Other steam devices don't have the capability and astounding germ-kill rates. At the Antimicrobial Test Laboratories in Round Rock, Texas, Dr. Benjamin Tanner lauded the performance of the MondoVap® with TANCS®: "A 99.9999 percent reduction of MRSA and VRE on surfaces within 5 seconds is a level of performance that chemical disinfectants may never achieve."

### MOVING FORWARD WITH BRAND STRATEGY

"We continue to look for highly energetic distributors like David McDonough to represent our company in non-compete areas around the United States and Canada," Delfino said. "The new alliance with David marks an exciting brand strategy for our company. General Chemical & Supply Inc. has leveraged our proprietary TANCS® technology to help to grow a strong customer base in the New Jersey-Pennsylvania-New York area. One of our goals is to help other distributors achieve the same success as David."

Regarding the purchase of AVT, Delfino said, "We bought the company because the science behind TANCS® is incredible, and we saw an opportunity to build brand and market this leading-edge technology. We are committed to making an economic and eco-friendly impact on the cleaning industry."

Visit [www.advap.com](http://www.advap.com) for more information.

By Harrell Kerkhoff and Dave Malone

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