# INTRODUCING SANISPRAY HPTM



#### **AIRLESS DISINFECTANT SPRAYERS**



High Production Airless Sprayers Designed Specifically to Spray-Apply Chemicals to Sanitize, Disinfect and Deodorize Faster





#### **MARKET NEEDS & CONDITIONS**

- **COVID-19 pandemic is dominating the globe**. People are asked to stay home and social distance. Non-essential businesses are being asked to close to reduce virus transmissions.
- Demand for disinfecting and sanitising currently at an all time high. Demand will exponentially **increase** as schools, businesses and public spaces begin to open and cleaning standards become more strict
- Maintenance staff need faster disinfecting tools to address new needs & requirements many are inventing their own solutions using tools designed for other applications
  - Improperly using Airless Paint Equipment to achieve a faster application process
- Currently available disinfectant equipment lacks productivity and/or is unsafe to use with required virus killing chemicals



THE BETTER WAY

AS THE GLOBAL FLUID HANDLING LEADER, WE ARE OBLIGATED TO DELIVER SAFE AND EFFECTIVE TOOLS TO HELP THE FRONT LINE WORKERS FIGHTING THIS PANDEMIC.

# **SANISPRAY HP** TARGET INDUSTRIES



#### **ARENAS AND ATHLETIC FACILITIES**







#### HOSPITALITY







#### **TRANSPORTATION**







#### **FOOD SERVICE**







#### **HEALTHCARE**







#### **HOUSING, EDUCATION & CHILDCARE**







# **EVERYWHERE.**





#### **PRODUCT STRATEGY**

- Develop a **complete equipment lineup** that allows maintenance professionals and property owners to **safely spray sanitisers**, **disinfectants and deodorisers** faster and safer with **consistent coverage**
- Deliver required **atomisation** with **consistent coverage** (without drips and runs) to achieve specified disinfectant surface dwell times required by chemical manufacturers
- Specifically selected materials of construction proven compatible with the harsh chemicals used to fight COVID-19
- All new branding and product appearance so as not be confused with Graco Paint Sprayers



#### **CURRENT MARKET SOLUTIONS**





- ✓ Inexpensive, simple cleaning solutions
- ✓ Most popular method of cleaning
- Slow Manual Process
- Inconsistent coverage with drips and runs
- Additional step required to wipe area down
- Small reservoirs require frequent filling



# ELECTROSTATIC SPRAYERS

- ✓ Provides consistent coverage on complex surfaces
- ✓ Speeds up process and reduces operator fatigue
- Small reservoirs require frequent filling
- Application process still relatively slow
- One Product Fits all" application approach
- Limited "wrap" effectiveness
- High expense for limited production





#### FOGGING SPRAYERS

- ✓ Ability to cover open areas quickly (Gas powered)
- ✓ Offered in portable configurations
  - Fogging relies on filling air inside room with disinfectant mist. Difficult to ensure proper coverage on all surfaces.
  - Difficult to ensure cleaning dwell times are met
- Application process still relatively slow

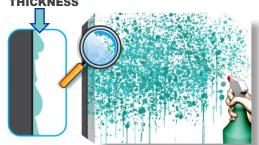
# END-USERS ARE LOOKING FOR FASTER, MORE EFFECTIVE & SAFER SOLUTIONS

#### **ATOMIZATION & COVERAGE COMPARISON**



# SPRAY BOTTLES & PUMP SPRAYERS

INCONSISTENT THICKNESS

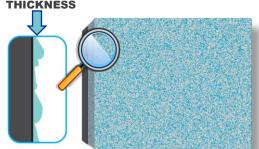


# INCONSISTENT FINISH

- Inconsistent application coverage
- Not spraying complete surface
- Additional applications required to achieve complete surface coverage to meet chemical dwell time requirements
- Slow manual process

# FOG SPRAYERS

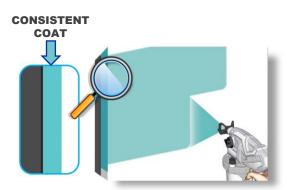
INCONSISTENT THICKNESS



# INCONSISTENT APPLICATION THICKNESS

- Does not completely coat a surface and may dry too guickly
- May require additional time and labor of wiping to be effective
- Electrostatic "wrap effect " varies depending on type of surface /grounding /wind/distance away

#### **SANISPRAY HP**



# CONSISTENT COVERAGE FROM EDGE TO EDGE

- ✓ Consistent application coverage delivered in high production or fine spray methods
- Complete surface coverage to meet chemical dwell time requirements
- ✓ Fastest application method Period
- ✓ Choose from 17 RAC X LP QuickChange™ tip sizes to meet spray width and speed needs













	SANISPRAY HP 20 CORDED AIRLESS HANDHELD	SANISPRAY HP 20 CORDLESS AIRLESS HANDHELD	SANISPRAY HP 65 PORTABLE HOPPER SPRAYER	SANISPRAY HP 130 2-GUN CART AIRLESS SPRAYER	<b>SANISPRAY HP 750</b> 4-8-GUN CART AIRLESS SPRAYER
Max Flow	20 US fl oz/min 0.6L/min	20 US fl oz/min 0.6L/min	65 US fl oz/min 1.9L/min	130 US fl oz/min (3.8L/min) Ability to use 2 guns simultaneously	750 US fl oz/min (22 L/min) Ability to use 4-8 guns simultaneously
Pressure	0 – 69 bar Adjustable	0 – 82 bar Adjustable			
Particle Size**	Adjustable particle size Fine Mist to Coarse Spray	Adjustable particle size Fine Mist to Coarse Spray	Adjustable particle size Fine Mist to Coarse Spray	Adjustable particle size Fine Mist to Coarse Spray	Adjustable particle size Fine Mist to Coarse Spray
Material Capacity	Fill & Spray 1.25L FlexLiner	Fill & Spray 1.25L FlexLiner	Pour & Go 5.7L Hopper	High Production – Spray from any container	Spray from any container or a 40L hopper
Power Source	Corded 230V CEE Corded 230V UK	20v DEWALT Lithium-lon Battery	Corded 230V CEE Corded 230V IT, DK, CH, UK	Corded 230V CEE Corded 110V UK	Corded 230V CEE Corded 110V UK
Usage	Small: Spray up to 60 liters per week	Small: Spray up to 60 liters per week	<b>Medium:</b> Spray up to 190 liters per week	Large: Spray up to 380 liters per week	Large: Spray up to 1900 liters per week
Modular Repair	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$



#### **TARGET DISINFECTANTS TO FIGHT COVID-19**

Peroxide, Hypochlorous Acid

- Approved alcohol-based active ingredients— Ethanol or isopropanol (Except for SaniSpray HP 20)
- Approved water-based active ingredients— Aldehydes, Phenols, Quaternary Ammonium Compounds, Sodium Hypochlorite (Bleach), Peroxyacetic Acid, Hydrogen Peroxide, Hypochlorous Acid
- Consult with the material manufacturer to confirm spray application, carefully following all directions on the label, including but not limited to any requirements for pre-cleaning surfaces and personal protective equipment



SaniSpray HP 20 Corded Handheld sprayers cannot spray alcohol based (flammable) products

\*\* Particle size will vary base on tip size, pressure and disinfection product used. Average particle size measured when spraying water ranges from 30-110 microns.



#### WHY NOT TRADITIONAL AIRLESS PAINT SPRAYERS?

- 1 HIGH PRESSURE CAN OVER-ATOMIZE MATERIALS
  - Over-atomization of chemicals can cause harm to the applicator and/or people nearby
  - Can reduce surface contact dwell times and affect chemical's performance
- BUILT FOR A DIFFERENT APPLICATION
  - Paint pumps are not built to spray disinfectants. These disinfectant chemicals require alternate materials of construction for safe and reliable operation
- 3 QUALITY & SAFETY RISKS
  - Chemical incompatibility can attack critical components causing them to weaken and/or fail
  - Keep people and employees safe only use specialized equipment to apply disinfectants, sanitizers and deodorizers

DON'T LEAVE THE JOB TO CHANCE - USE GRACO SANISPRAY HP EQUIPMENT



#### **CHANGES HAVE BEEN MADE**

- 1
- REDESIGNED AND REPLACED WETTED SYSTEM COMPONENTS
- Alternative metals
- Plating of other parts
- PERFORMANCE HAS BEEN OPTIMISED TO SPRAY THE DISINFECTANT MATERIALS
  - Lower pressure (0-69 bar)
  - Specifically selected tip sizes
    - Droplet micron sizes (30 110 micron)
  - Best coverage and sufficient dwell times

# DON'T LEAVE THE JOB TO CHANCE - USE GRACO SANISPRAY HP EQUIPMENT



#### THE SANISPRAY HP DIFFERENCE

#### **SMARTCONTROL**

- Performance set for disinfecting applications (0 – 69 bar)
- Full range control delivers either complete coverage on specific objects or fine spray within an area

# CUSTOM APPLICATORS

- Airless gun is the most critical component the operator holds all day.
- All wetted parts chemically compatible to deliver long life and safe operation
- 40 cm extensions included for additional reach and to reduce operator chemical exposure



#### **DIFFERENT BY DESIGN**

- Recognizable color and brand changes are quickly identifiable as different than a traditional airless paint sprayers
- Easy for channel partners to identify and avoid contact with potentially contaminated equipment

# CHEMICAL COMPATABLE CONSTRUCTION

- Critical wetted parts have been upgraded to withstand the harsh chemicals found in disinfectants.
- Delivers safe operation and reliable long life

# SANISPRAY HP 20 CORDED HANDHELD SPRAYER



#### SPRAY UP TO **0.6** LITERS PER MINUTE

#### □FINISH SMALL JOBS FAST

 Perfect for areas that require maximum portability

#### FILL & SPRAY 1.25L FLEXLINER™ BAG SYSTEM

- Easily move from room to room disinfecting with attached 1.25L material container
- Spray in any direction even upside down

# TRIAX™ AIRLESS PISTON PUMP WITH PROCONNECT™



#### ADJUSTABLE FLOW CONTROL

- Full range control delivers either complete coverage on specific objects or fine spray within an area
- 0-69 bar adjustable

#### RAC X® LP TIPS

- Reverse-A-Clean (RAC®)
   Low Pressure Spray Tips
- Choose from 9 RAC X LP tips to meet your disinfectant's dwell time and requirements

#### RECOMMENDED USAGE

60 Liters Or Less Every Week

#### **INCLUDES:**

- Fine Mist Spray Tip (313)
- Medium & Coarse Spray Tips (515 & 619)
- 40 CM Spray Extension
- 5 FlexLiner Bags, Storage Plug, Durable Tool Bag



\*\* Not compatible with alcohol based (Flammable) ingredients

#### **CORDLESS HANDHELD SPRAYER**



#### SPRAY UP TO **0.6** LITERS PER MINUTE

# CORDLESS FOR ULTIMATE IN PORTABILITY

 Perfect for areas that require maximum portability

#### FILL & SPRAY 1.25L FLEXLINER™ BAG SYSTEM

- Easily move from room to room disinfecting with attached 1.25L material container
- Spray in any direction even upside down

#### BRUSHLESS DC MOTORS

- · Most dependable, long-life motors
- Spark-free operation

# TRIAX™ AIRLESS PISTON PUMP WITH PROCONNECT™

69 Max BAR
619 Max Tip

#### ADJUSTABLE FLOW CONTROL

- Full range control delivers either complete coverage on specific objects or fine spray within an area
- 0-69 bar adjustable

# 18V DEWALT LITHIUM-ION BATTERY AND CHARGER

Sprays up to 9.5 liters on each charge

#### RAC X® LP TIPS

- Reverse-A-Clean (RAC®) Low Pressure Spray Tips
- Choose from 9 RAC X LP tips to meet your disinfectant's dwell time and requirements

#### RECOMMENDED USAGE



#### **INCLUDES:**

- Fine Mist Spray Tip (313)
- Medium & Coarse Spray Tips (515 & 619)
- 40 CM Spray Extension
- 2 18V DEWALT 2.0 ah Lithium-Ion Batteries & Charger 5 – FlexLiner Bags, Storage Plug & Tool Bag

Self contained static dissipation system to spray alcohol based (Flammable) chemicals



#### PORTABLE HOPPER SPRAYER



#### 3X PRODUCTIVITY

 At over 3X the production rate, SaniSpray HP 65 allows for faster applications

#### POUR & GO 5.71 GALLON HOPPER

Hopper delivers extended spray time along with self contained portability

#### EXTREMELY PORTABLE SELF-CONTAINED SYSTEM

Carry sprayer and material together - Lid prevents splashes and spills while carrying

#### **EXTENDED REACH TO SPRAY ANYWHERE**

Add up to 90m of hose to spray anywhere for high production applications

#### POWERFUL DC MOTOR

DC motor with spark arrestor provides ability to Spray alcohol based (flammable) chemicals

#### ADJUSTABLE PRESSURE CONTROL

Full range control delivers even coverage on specific objects or area fine misting



- SaniSpray HP Gun
- 1/4"x 15M BlueMax II Hose
- 1/8"x 1.4M BlueMax II Whip Hose
- Fine Spray Tip (515)
- Medium & Coarse High **Production Spray Tips** (617 & 619)
- 40CM Spray Extension

#### PROX™ AIRLESS PISTON PUMP WITH PROXCHANGE™

BAR

Drop-in on-the-job pump replacement

#### LIGHTWEIGHT SANISPRAY HP GUN

Allows products to be applied faster to speed up disinfection process

#### RAC X® LP SPRAY TIPS

- Reverse-A-Clean (RAC®) Low Pressure Spray Tips
- Choose from 12 RAC X spray tips to meet your coating's dwell time and atomization requirements

#### RECOMMENDED USAGE

Liters Or Less Every Week

#### **2 GUN CART SPRAYER**



#### 2 GUN PRODUCTIVITY DELIVERED

- Highest production airless disinfectant sprayer available on market
- Simultaneous dual gun performance for maximum disinfection rates

#### SPRAY FROM ANY CONTAINER

Extended spraying without refills

#### EXTENDED REACH TO SPRAY **ANYWHERE**

 Add up to 90m of hose per gun to spray anywhere for high production applications

#### SMARTCONTROL ADJUSTABLE PRESSURE CONTROL

- Full range control delivers even coverage on specific objects or area fine misting
- 0-69 bar adjustable□

#### ROLL & GO **CART DESIGN**

Easily move sprayer and chemical bucket together



# SPRAY UP TO 3.8 LITERS PER MINUTE

#### INCLUDES:

- 2 SaniSpray HP Guns
- 2 1/4"x 15m BlueMaxII Hose •
- 2 1/8"x 1.4m BlueMax II Whip Hose
- 2 40cm Spray Extensions,
- Fine Spray Tips (2 617)
- Medium & Coarse High **Production Spray Tips** (2 - 619 & 2 - 621)

#### ENDURANCE PISTON PUMP WITH PROCONNECT™





ProConnect on-the-iob pump replacement

#### LIGHTWEIGHT SANISPRAY HP GUN

Allows products to be applied faster to speed up disinfection process

#### RAC X® LP SPRAY TIPS

Choose from 17 RAC X LP tips to meet your disinfectant's dwell time and atomization requirements

#### MAXPOWER MOTOR & ADVANTAGE DRIVE

- Longest life platform delivered through high torque brushless motor and powerful drivetrain
- Spark-free operation

#### RECOMMENDED USAGE





#### 4 - 8 GUN CART SPRAYER

# GRACO

#### PRODUCTIVITY DELIVERED

- Highest production airless disinfectant sprayer available on the market
- Sanitize and disinfect up to 400,000 sq ft from one central location for maximum production

#### MATERIAL FEED OPTIONS

 Siphon from a 20- to 200 I container or easily fill the 40 I stainless steel hopper

#### **EXTENDED REACH**

 Add up to 150m of hose per gun to spray anywhere for high production applications

# ADJUSTABLE PRESSURE CONTROL

- Multiple tips provided to meet your disinfectant's dwell time and atomization requirements
- · Adjustable from 0-82 bar

#### **HEAVY DUTY CART WITH WHEELS**

- Flat-free tires
- · For portability and maneuverability



#### **INCLUDES PER GUN:**

- 1 SaniSpray HP Gun
- 3x 1/4"x 15m BlueMax II Hose
- 1/8"x 1.4m BlueMax II Whip Hose
- A 40cm Spray Extension
- Fine Spray Tip (617)
- High Production Spray Tips (619 & 723)

#### STAINLESS STEEL PUMP LOWER

#### 4 to 8 LIGHTWEIGHT SANISPRAY HP GUNS

Allows products to be applied faster to speed up disinfection process

#### RAC X® LP SPRAY TIPS

 Choose from 17 RAC X LP tips to meet your disinfectant's dwell time and atomization requirements

#### QUIET ELECTRIC MOTOR

- 240V/ 16A Supply Power
- 74 dB
- Minimal service, only requires oil

#### RECOMMENDED USAGE

 Stadiums, parks, arenas, cruise ships, airports, warehouses and other large industrial areas





#### PACKAGING & SHIPPING DETAILS

- To expedite speed to market, product will ship in brown boxes
- Point of Purchase (POP) Packaging is under development now and will be rolled in on select sprayer models
- All packaging will be delivered with a tamper evident seal







	SANISPRAY HP 20 CORDED AIRLESS HANDHELD	SANISPRAY HP 20 CORDLESS AIRLESS HANDHELD	SANISPRAY HP 65 PORTABLE HOPPER SPRAYER	SANISPRAY HP 130 CART AIRLESS SPRAYER
Part Number	25R943 (230V CEE) 25R949 (230V UK)	25R945 (230V CEE) 25R950 (230V UK)	25R946 (230V CEE) 25R948 (230V Multicord)	25R947 (230V CEE) 25R951 (110V UK)
UPC	XXXXXXX	XXXXXXX	XXXXXXX	XXXXXXX
Wt Per Each (w/packaging)	4.5 kg	4.5 kg	17.6 kg	44.5 kg
Case Length (cm)	43.82 cm	43.82 cm	55.88 cm	63.50 cm
Case Width (cm)	17.78 cm	17.78 cm	35.56 cm	53.34 cm
Case Height (cm)	31.75 cm	31.75 cm	53.34 cm	78.74 cm



#### **PACKAGING & SHIPPING DETAILS**

- To expedite speed to market, product will ship in brown boxes
- Point of Purchase (POP) Packaging is under development now and will be rolled in on select sprayer models
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#### **SANISPRAY HP 750**

4-GUN CART AIRLESS SPRAYER

#### **SANISPRAY HP 750**

8-GUN CART AIRLESS SPRAYER

Part Number	273216		273217		
UPC	XXXXXXX	XXXXXXX	XXXXXXX	XXXXXXX	
Wt Per Each (w/packaging)	175 kg	80 kg	175 kg	80 kg	
Case Length (cm)	98 cm	122 cm	98 cm	122 cm	
Case Width (cm)	77 cm	91,5 cm	77 cm	91,5 cm	
Case Height (cm)	160 cm	71 cm	160 cm	71 cm	



#### **CUSTOM APPLICATORS**



**AIRLESS GUN** 





THE MOST CRITICAL COMPONENT
THE OPERATOR HOLDS ALL DAY



#### **CUSTOM APPLICATORS**



**40 CM EXTENSION** 





ADDITIONAL REACH AND REDUCE OPERATOR CHEMICAL EXPOSURE



#### **CUSTOM APPLICATORS**



#### **BATTERY COVER BOX**















 Self contained static dissipation system to spray alcohol based (Flammable) chemicals



#### **CLEANING AND STORAGE PROCESS RECOMMENDATION**

- Sprayers should be **flushed with water** after each use Never store sprayer in disinfectant
- Carefully following all directions on the disinfectant label, including but not limited to any requirements for pre-cleaning surfaces
- Repeat the flushing procedure using clean water
- Remove water from pump and system after each use.
   Do not use Pump Armor®
- Sprayers should be completely cleaned, wiped down, and disinfected after every use and before transferring from one individual or location to another



AS A PRECAUTION, IF IT IS UNKNOWN IF THE SPRAYER WAS PROPERLY CLEANED, WIPED DOWN AND DISINFECTED, IT SHOULD BE TREATED AS IF IT WAS NOT



#### **MODULAR REPAIR KITS & MANUALS**



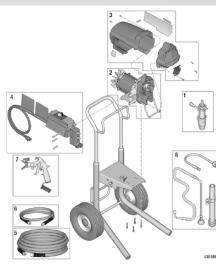
#### **MODULAR REPAIR KITS**

- To avoid transmission of infectious germs, SaniSpray HP sprayers are not returnable, and may not be serviceable at distributors or service centers.
- Easy Modular Service Kits available



#### **USER FRIENDLY MANUALS**

 Simplified manuals and modular repair process ensure sprayers are ready to quickly apply disinfectant on the next job



#### Parts List - 25R793 Cart Airless Sprayer

Ref.	Part	Description	Qty.	Ref.	Part	Desci
1	25R916	KIT, pump	1		16A005	FITTI
2	25R917	KIT, motor, drive	1			NPT,
3	25R918	KIT, enclosures	1	<b>A</b>	19Y883	LABE
4	25R919	KIT, control assembly	1	_	222385	CAR
5	240794	HOSE, 1/4 in x 50 ft	2			EN, E
5 6	25G828	HOSE, 1/8 in x 4-1/2 ft	2	<b>A</b>	19Y894	LABE
7	25R874	GUN, SaniSpray HP	2	_		
8		KIT, suction, hoses	1		eplacemei	
	25R872*	SEALS, gun, polymer			e available	
		(5-pack) (not shown)			o extra po e sprayer.	
	26B143	EXTENSION, 15 in (not	2		olymer sea	
		shown)			cluded wit	

- Ref. Part
   Description
   Oty.

   16A005
   FITTING, 1/4 NPSMx 1/4
   NPT, SST (not shown)

   ▲ 19Y883
   LABEL, warning, cord
   1

   ▲ 222385
   GARD, medical alert, EN, ES, FR (not shown)
   1

   ▲ 19Y894
   LABEL, warning, cord
   1
  - Replacement safety labels, tags, and cards are available at no cost.
- the sprayer. For disinfectant applications, us polymer seals instead of the metal seal that included with replacement spray tips.



### **PRACTICAL INFO HP 750**



#### **AVAILABILITY & ORDERING**

- More info soon
- Demo units available

#### (TECHNICAL) QUESTIONS

- Account Manager
- Technical Support

#### **COMMUNICATION**

- Included in Sanispray overview brochure
- Added to Sanispray landing page:
   www.graco.com/sanisprayhpsol ution
- Launch video available
- Social media posts & end user email planned



#### **LAUNCH PLAN**

#### How do we go to market?

- Recap applications and opportunity
- Channel partners are vital in our go to market strategy

#### How are we communicating to your (potential) customers?

- Target audience and message
- Driving leads to our channel

#### How do we support you with marketing activities?

- Tools & platforms
- Marketing assets developed for you



#### **HOW DO WE GO TO MARKET?**

#### **Applications & opportunity**



And more...

#### **Channel partners**

Disinfectants being used everywhere! So opportunities in every Graco division.

Current Graco distributors will play a vital role in success of this product.



#### **HOW DO WE GO TO MARKET?**

#### **Channel partners**

Product available for ALL Graco distribution partners! Focus on your customers, markets and application specialization.





# **HOW DO WE SUPPORT YOU (MARKETING)?**

Tool	Status
EMEA landing page: www.graco.com/sanisprayhpsolution	ENEU, NL, DE, FR, ES, IT, PL, TR, RU
EMEA brochure	• 9 languages
Video	Subtitles in 9 languages
Web banners (media, distributor, graco.com)	<ul><li>Pending</li><li>9 languages</li></ul>
End user email	• 9 languages
Social media posts	• 9 languages



# **HOW DO WE SUPPORT YOU (MARKETING?)**

#### **Product Leaflet**





## **HOW DO WE SUPPORT YOU (MARKETING?)**

#### **Video**





## **HOW DO WE SUPPORT YOU (MARKETING?)**

#### **Web Banners**

Graco.com

Distributor







# **HOW DO WE SUPPORT YOU (MARKETING?)**

#### **DISTRIBUTOR PACKAGE**

Tool	Detail
Launch Powerpoint	• EN
EMEA landing page: www.graco.com/sanisprayhpsolution	EN, NL, DE, FR, ES, IT, PL, TR, RU
EMEA brochure	EN, NL, DE, FR, ES, IT, PL, TR, RU (digital)
EMEA Video	Subtitles: EN, NL, DE, FR, ES, IT, PL, TR, RU
Banners	• EN, NL, DE, FR, ES, IT, PL, TR, RU
Pictures	TIFF (high res) & PNG (low res)

#### **Availability**

On Graco Salesbook (streaming)



#### **WRAP-UP**

#### The SaniSpray HP Solution

- High Production Airless Sprayers Designed Specifically to Spray-Apply Chemicals to Sanitise, Disinfect and Deodorise Faster
- Redesigned components and optimised to spray disinfectant materials

#### Marketing support package

Available on Salesbook

#### Purchase & Discount conditions

Contact your Graco account manager today!