

# Dental **PRODUCT SHOPPER**

## BEYOND **THE SURFACE**

*Air Techniques' Monarch Surface Disinfectants & Cleaners are making an impact in infection prevention.*



**MEET THE  
MONARCH  
FAMILY**



**WHY MONARCH GETS  
THE 'GREEN LIGHT'**  
by Patti DiGangi,  
RDH, BS



**PEER-TO-PEER  
FEEDBACK**



**AIR TECHNIQUES**

# Meet the Monarch Family

*After years of technical innovation, Air Techniques is making strides in infection prevention.*

**W**hen Air Techniques launched the Monarch line of cleaners and sanitizers in 2013, they expanded their solutions beyond digital imaging, dental vacuums, and air compressors, and entered an entirely new category of infection prevention. The name Monarch was well-suited for these products, which were designed specifically for the dental practice. The Greek origin "monos" means "alone" and "arkhein" means "to rule." Monarch is also associated with the graceful monarch butterfly that Air Techniques chose for the brand logo. For these reasons, Monarch can be thought of as one line of products that rule the operator in disinfection, yet provide users a calming sense of security with gentle scents—or without fragrance—and easy-to-use packaging.

The Monarch family includes products for surfaces, instruments, equipment, and skin and hands, and uses a color-coded system for the different categories:



- yellow – Equipment Maintenance
- pink – Skin & Hand Protection
- blue – Instrument Cleaning
- green – Surface Disinfection & Cleaning

At launch, just one product—Monarch CleanStream Evacuation System Cleaner—was already available on the market. It was joined by Monarch Enzymatic Cleaner and the accompanying Monarch Safety Tray, as well as Monarch Surface Disinfectant Spray and Monarch Lines Cleaner. Monarch Hydrating Instant Hand Sanitizer and Monarch Revitalizing Hand Lotion were also added to the lineup. This was

a robust start, but Air Techniques didn't stop innovating.

Two years after launch, new Monarch Surface Disinfectant Wipes were released, offering more surface mileage and minimizing contact time to achieve disinfection. Then, in 2017, Air Techniques introduced Monarch Vinyl Upholstery Cleaner, the third product installment for Monarch Surfaces. Monarch Vinyl Upholstery Cleaner is specially formulated to clean and care for all vinyl upholstery covers, maintaining the value of dental treatment chairs and other artificial leather covers.

## THE SURFACE SISTERS

Air Techniques' family of surface disinfectant products includes Monarch Surface Disinfectant, available as a spray or as large 6-in. x 6.75-in. and x-large 7-in. x 9-in. wipes that cover more surface area for efficient cleaning. Both products are ethanol-based and bleach-free, and are compatible with virtually any surface in the operator, and compliant with CDC/OSHA guidelines. They kill a broad spectrum of pathogens, including tuberculosis, viruses, bacteria, and fungi, in

just 1 minute. Fragrance-free, yet effective against odor-causing bacteria, Monarch Surface Disinfectant cleans and disinfects in one step, saving time and money.

The latest addition to the Monarch Surface line is Monarch Vinyl Upholstery Cleaner, which does not contain any disinfectant properties. Rather, it safely cleans vinyl, artificial leather, and Ultraleather, removing stubborn stains, spots, and discoloration. It only needs



to be used 2 to 3 times a week or as required, and only a small amount of the cleaner is necessary to achieve excellent results with a silky gloss finish.



**PATTI DIGANGI, RDH, BS**

Patti DiGangi, RDH, BS, graduated from William Rainey Harper Dental Hygiene and received her Bachelor of Science degree in Health Care Leadership from National Louis University. She is an international speaker who is passionate about prevention and working with dental professionals to improve practice profitability.

# Why Monarch Gets the 'Green Light'



**Find out why speaker/author Patti DiGangi, RDH, BS, believes Monarch Surface Disinfection & Cleaning products:**

- Provide a fast, effective, and easy system to clean, disinfect, and protect surfaces
- Safeguard immune-compromised patients with fragrance-free products

**A**s a speaker, I am constantly on the road, in airports, rental cars, hotels, meeting rooms, restaurants, and more. I have multiple allergies, like many of our patients, as well as a thyroid autoimmune condition. When someone asks me to take a seat, I think of the childhood game "Red Light, Green Light." Is the light red, yellow, or green? Our dental and operator chairs present similar risk. Whatever we use to clean and disinfect needs to be easy, effective, and nonallergenic.

Who, what, when, and how infection control products are used is important for patient protection. Monarch Surface Disinfectant Wipes and Monarch Vinyl Upholstery Cleaner fit the bill, providing a fast, effective, and easy way to clean and disinfect surfaces.

### How Safe Is It?

The "Comparison of Currently Available Hospital Disinfectants" chart compares 6 popular products used in the dental operator. Using the stoplight color-code system, just a quick glance clearly shows one product, Monarch Surface Disinfectant Wipes, is best.

Monarch Surface Disinfectant Wipes use a fast, broad-spectrum ethanol-based, bleach-free formula that kills tuberculosis, viruses, bacteria, and fungi in just 1 minute. The one-step cleaning and disinfection saves time and money. It's compatible with most surfaces in the operator and is fragrance-free, a very important factor for allergy sufferers like me.

Disinfecting properly is more than just about going through the motions. Using a fast, effective, and easy

**COMPARISON OF CURRENTLY AVAILABLE HOSPITAL DISINFECTANTS**  
DATA ADAPTED FROM THE NATIONAL HEALTH AND MEDICAL PRODUCTIVITY BOARD

**COMPARISON OF CURRENTLY AVAILABLE HOSPITAL DISINFECTANTS**

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system to clean and disinfect surfaces and to provide consistent infection protection makes the choice simple. The green light means "GO" with Monarch.

### How Clean Is It?

When I see a seat or armrest, I don't think "that must be cleaning solution build-up." Rather, I think, "Yuck, stay away!" Our patient and operator chairs can have the same "yuck" factor if we're wiping them down with only soap and water. At the same time, harsh chemicals can break down the upholstery, leading to damage that creates a niche for pathogens and results in greater risk.

For surface cleaning and protection, Monarch Vinyl Upholstery Cleaner works for me. You can use it 2 or 3 times a week or daily if needed. It is made of a special blend of surfactants, silicone compounds, and avocado oil that cleans and cares intensively without leaving any residues, and provides a silky gloss finish. This product safely removes spots, stains, and discoloration, and maintains the integrity of the upholstery for longer life. And once again, it's fragrance-free—another green light.



14 PREV EVALS 23 YEARS EXP

It cleaned the dirt without harming the chairs.

Jeanette Crofts, RDH Basking Ridge, NJ



14 PREV EVALS 26 YEARS EXP

It removed residual disinfectant and shined the vinyl upholstery.

Kim Attanasi, RDH Clark, NJ



13 PREV EVALS 24 YEARS EXP

I cleaned every chair in our office with this stuff! It IS GREAT!

Pamela Emard, RDH-LAP Havre, MT

Air Techniques

# Monarch Vinyl Upholstery Cleaner

4.3

Dental PRODUCT SHOPPER BEST PRODUCT



Safely cleans and shines all vinyl and artificial leather without leaving a residue

"My dental hygiene chair was always clean, but the surface disinfectant I use builds up over time," hygienist Pamela Emard told *Dental Product Shopper*. With dark grime ground into the dental chair material, Emard needed a way to efficiently and effectively clean the chairs in her practice without damaging the material. When she had a chance to use Air Techniques' Monarch Vinyl Upholstery Cleaner for this *DPS* evaluation, Emard was eager to see if the product really cleaned as well as the manufacturer claimed—and it did.

Emard was especially amazed that Monarch Vinyl Upholstery Cleaner totally removed stain that was deep into the dental chair material. She added, "This stripped it off and down to the little grooves in the material [and] cleaned it right out." After cleaning every chair in her office with Monarch Vinyl Upholstery Cleaner and repeating the process over the course of a few weeks, Emard determined that the product was just what her office needed. "I believe when our patients see the chairs so clean, they won't have

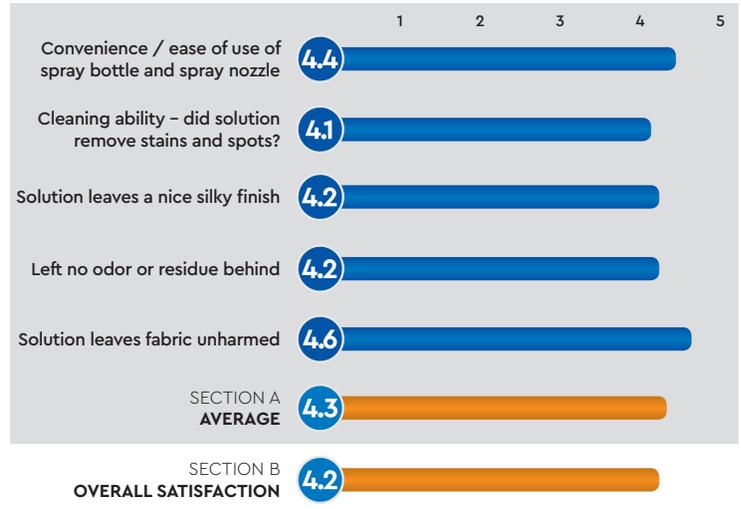
a question about our sterilization practices," she said. "[I have] never found a better product for this dirty job. It is GREAT...no bologna!"

Another hygienist evaluator, Linda Franklin, found that Monarch Vinyl Upholstery Cleaner turned her dull vinyl into material that looked like new and said the difference was "night and day." She added, "We were considering new upholstery, but after using

this cleaner, we are able to keep the ones we have." Evaluator Amy Sherman agreed that the cleaner made chairs look like new and said they now "apply this product to the chairs at the end of every day, to give them a nice shine and appearance." She also liked that the cleaner is fragrance-free and has a non-greasy feel, and noted how using just a little of the product goes a long way.

## PRODUCT EVALUATION SNAPSHOT

CRITERIA BASED ON AVERAGE SCORE (OUT OF 5)



AIR TECHNIQUES MONARCH VINYL UPHOLSTERY CLEANER

FINAL SCORE AVERAGE OF SECTIONS A AND B

4.3

Dental PRODUCT SHOPPER BEST PRODUCT



**VIDEO**

*Air Techniques demonstrates how to properly clean and condition a dental chair using Monarch Vinyl Upholstery Cleaner.*

# Cleaning with Ease and Confidence

*Monarch Vinyl Upholstery Cleaner from Air Techniques maintains material integrity, prolonging life of dental chairs*

**D**ental chair upholstery tends to crack after a while, making the chairs look old and dated, and not exactly instilling confidence in your patients to "have a seat" for their appointment. For this reason, Air Techniques developed Monarch Vinyl Upholstery Cleaner to clean and care for all vinyl upholstery cleaner covers, maintaining the value of dental treatment chairs and other artificial leather covers.

Made of a special blend of surfactants, silicone compounds, and avocado oil, Monarch Vinyl Upholstery Cleaner cleans and cares intensively without leaving any residues and provides a silky gloss finish.

"My team loves it! In addition to being simple to use with the convenient spray, Monarch Vinyl Upholstery Cleaner removes stains from water and boots, and leaves a beautiful finish to the chairs," said DPS Advisory Board Member Dr. Sheri Doniger.

Monarch Vinyl Upholstery Cleaner can be applied with the included special sponge to rapidly and thoroughly remove stubborn grime, stains,

and discoloration caused by, for example, non-fast dyestuffs in clothing. The cleaner is indicated to be used 2 to 3 times per week or as required. Only a small amount is necessary to cover a large area to achieve excellent results.

Another advantage of Monarch Vinyl Upholstery Cleaner is that it's compatible with other sprays or wipes used for infection control. Simply use the spray or wipe first, wipe the surface material dry, and then apply the vinyl cleaner after. Monarch Vinyl Upholstery Cleaner can be used without any problems on all artificial leather surfaces, including Ultraleather. The material tolerability of other leather surfaces should be checked on a concealed area before application. The special sponges should not be used on genuine leather.

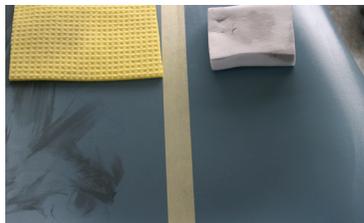
Dr. Doniger summarized, "Our chairs are always clean. I think it is better that the patients don't notice, as all they see is a clean chair, not a spotty, stained one...Monarch Vinyl Upholstery is a great addition to our office's care armamentarium."

## BEFORE AND AFTER

Cleaning comparison on vinyl upholstery: Monarch Vinyl Upholstery Cleaner\* vs. dish soap



Dental chair stained with test soil and pen.



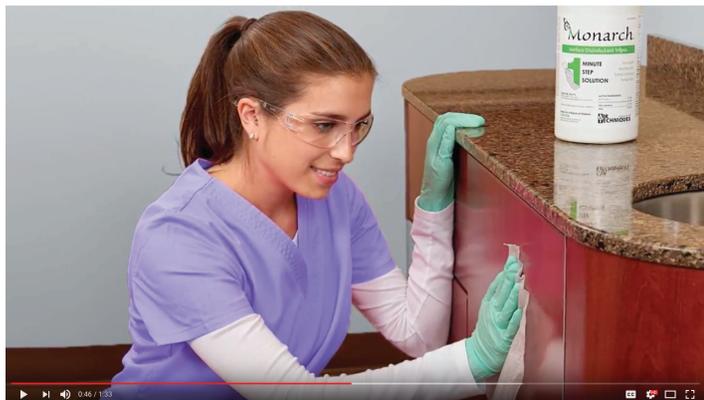
Left: cleaned with dish soap. Right: cleaned with Monarch Vinyl Upholstery Cleaner. The cleansing effect can be clearly seen on the cleaning utensils.



Remove excessive cleaning solution with a dry towelette. Remaining, unbound grime will be removed.

\*Monarch Vinyl Upholstery Cleaner does not contain any disinfectant properties.

# Additional Resources



## VIDEO

Debbie Zafiropoulos, RDH, founder of the National Cancer Network and a consultant for the Wellness Dentistry Network, explains why Monarch products help turn over rooms in a more productive, safer manner for patients and staff.



## VIDEO

Sheri Doniger, DDS, presents a CE course, "Infection Control: Why It Always Matters," at the 2018 Chicago Midwinter Meeting.

## MONARCH SURFACE DISINFECTANT WIPES PRODUCT EVALUATION



## CLEANING COMPARISON WITH **MONARCH VINYL UPHOLSTERY CLEANER**



## MONARCH HYDRATING INSTANT HAND SANITIZER PRODUCT EVALUATION



## MONARCH INFECTION PREVENTION FEATURES CARD



Learn more about Monarch Surface Disinfectants & Cleaners and other products at [www.airtechniques.com](http://www.airtechniques.com).