

The Impact of COVID-19 on the JanSan Industry

and How AstroNova Can Help

When it comes to the JanSan industry, unforeseen circumstances like COVID-19 have created new challenges that require manufacturers to innovate quickly and meet booming demands. Fortunately, AstroNova's state-of-the-art systems offer a total, one source labeling solution for those in the industry who have been impacted.



 **AstroNova®**

 QuickLabel®  GetLabels®  TrojanLabel®

Understanding the JanSan Industry

- Jan/San refers to the segment of Janitorial and Sanitation products. Pre-COVID-19, the segment size in the USA was estimated to be \$4.0 B.
- Given this is such a broad segment, it's expected that it's composed of various end-use segments and product classes/categories.

Key product classes:

Floor-Care Products e.g., floor cleaners, waxes & finishes, floor strippers, etc.

Hand-Care Products e.g., liquid, foam & bar hand soaps, hand sanitizers, powdered & waterless hand soaps

Hard-Surface Products e.g., glass cleaners, toilet bowl cleaners, furniture polishes, disinfectants and sanitizers, drain cleaners, specialty cleaners, etc.

Odor- Control Products

Carpet-Care Products

Air & Fabric Refreshers



The Immense Impact of COVID-19 on the JanSan Industry

- Demand exploded for hand-sanitizers, soaps, disinfecting wipes, and many other household cleaning products. These items were out of stock globally on retailers' shelves as well as online
- Several companies popped up overnight all over the world to keep up with the demand of hand sanitizers and other common cleaning supplies
- Many players in alternate segments like breweries and distilleries reconfigured their operations to produce and sell hand sanitizers instead
- In April, one agency estimated a 195% growth in the household cleaners' segment

The EPA put out its List-N: Products on this list meet EPA's criteria for use against SARS-CoV-2, the virus that causes COVID-19. See more [HERE](#)



General Labeling Requirements for the JanSan Industry



- Due to the use of various chemical ingredients, the industry must comply with strict disclosure requirements on product labels and manufacturer websites
- Some states in the USA have imposed stricter disclosure requirements in recent years. This complicates the compliance efforts of manufacturers even further. Examples:

California Cleaning Products Right to Know Act

New York Env'tl. Conserv. Law § 35-0103

- For cleaning commercial establishments and industrial units, OSHA imposes specific labeling requirements that apply when cleaning products are transferred to a new container. These requirements essentially mandate the use of a Hazardous Material Identification System (HMIS) label
- Due to ever-changing regulatory requirements, digital printers have been a preferred printing method in this industry to produce labels on-demand that are compliant with enforced regulations

HMIS System & Blank HMIS Label Example

Hazardous Materials Identification System	
HAZARD INDEX 4 Severe Hazard 3 Serious Hazard 2 Moderate Hazard 1 Slight Hazard 0 Minimal Hazard <small>* An asterisk (*) or other designation corresponds to additional information on a data sheet or separate chronic effects notification.</small>	PERSONAL PROTECTION INDEX <div> A </div> <div> B </div> <div> C </div> <div> D </div> <div> E </div> <div> F </div> <div> G </div> <div> H </div> <div> I </div> <div> J </div> <div> K </div> <div> X Consult your supervisor or S.O.P. for special handling directions </div>
<div>HEALTH <input type="checkbox"/> <input type="checkbox"/></div> <div>FLAMMABILITY <input type="checkbox"/></div> <div>REACTIVITY <input type="checkbox"/></div> <div>PERSONAL PROTECTION</div>	<div> </div>

PRODUCT IDENTIFIER		Danger: <input type="checkbox"/>	Warning: <input type="checkbox"/>
HEALTH HAZARDS	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		
PHYSICAL HAZARDS	<input type="checkbox"/>		
PHYSICAL HAZARDS	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		
TARGET ORGAN EFFECTS	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		
PERSONAL PROTECTIVE EQUIPMENT	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		
Reference SDS:			
SEE SAFETY DATA SHEET			

5 Ways AstroNova Can Help JanSan Companies



1. AstroNova offers a one-stop complete solution (Label Printer + Accessories + Software + Printing Supplies) to minimize the need for qualifying different vendors.

Learn more about this one-stop, total solution: [Click Here](#)

2. AstroNova offers real-time, personalized, web-based product demonstrations with knowledgeable professionals who can effectively answer your queries regarding printer, accessories, supplies or, software.

Schedule a free, remote demo: [Click Here](#)

3. Take advantage of remote technical support. Our technical support professionals will walk your team through installation, set up, training, production, and sustained support through the lifetime of the product to maintain uptime. Learn more about our support offerings here: [Click Here](#)

Or, here: **AstroNova remote technical support:** [Click Here](#)

4. AstroNova maintains years of industry expertise as a critical supplier to several key players, including many industry leaders.

With a variety of print technologies and expansive labeling materials, including those that meet the harshest qualification requirements, take advantage of a printing solution that offers the necessary resistance to chemicals & solvents, including GHS or BS5609 compliance: [Click Here](#)

5. Due to the large amount of text information that JanSan product labels typically contain, a high print resolution is beneficial. Resistance to solvents and chemicals is usually another critical consideration. AstroNova's pigment-based printers (Kiaro!D) or toner-based printers (QL-300) will generally produce superior results compared to dye-based printers.

However, many key industry players have found dye ink solutions like the TrojanLabel T2-C, QuickLabel QL-850, or the QuickLabel QL-120X to be suitable enough for their standard applications. For extreme durability requirements, a tabletop finisher like the LF-100 or LF-200 can be used for protection via lamination.

Read more on chemical labeling application requirements here: [Click Here](#)

For BS5609 compliance*, it's strongly advised to use either the Kiaro!D or the QL-300 along with qualified media since any dye-based solutions will not meet the standard requirements.

* **BS5609** is the internationally recognized British Standard for pressure-sensitive adhesive labels used for overseas shipping. Also known as the Marine Immersion Label Testing Standard, chemical manufacturers refer to this standard when their labels are used on hazardous chemical containers transported by sea.

AstroNova Understands Your Application

Today, thousands of manufacturers, processors, and retailers worldwide are increasing their sales revenue and profit margins by labeling in-house. With over 50 years of innovation and expertise, let AstroNova help your business stay ahead of potential manufacturing nightmares by taking control of your labeling today!

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