

Rethink Your Cleaning Solutions with Dan Schmidt and Zac Min...

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SPEAKERS

Dan Schmidt, Zac Miner, Halie Morris

H Halie Morris 00:00
The business of cleaning the podcast that brings cleaning industry expertise straight to your ears. Hello, everyone, and welcome back to the business of cleaning. My name is Halie Morris, I'm your host. And today we're gonna go ahead and jump right in. And I'm gonna let my guests introduce themselves. So if you guys don't mind.

Z Zac Miner 00:22
Sure. I'm Zac. And this is Dan, we're with Ageless Global, our backgrounds in the medical industry. So I was in the medical sales industry where I sold medical equipment, including, you know, medical centers, sanitization equipment, and Dan has ran an integrative clinic for a long time now. And so we accidentally got into the cleaning space. And and so here we are, and we're excited to talk to you about some of the things that we've been that we've been working on.

H Halie Morris 00:58
Because we're very familiar with, like health and safety. I'm very curious on what your thoughts were when everything changed, like last year, just because, you know, from an everyday perspective, we went remote, and like a matter of hours, we got an email

Sunday night or so it's like, hey, go ahead and get your stuff, we're picking our software, we're going home, and then everybody was out by noon. So I'm wondering, from your guys's being in like that health or safety space, how it was seeing the changes that were occurring, because obviously, like, going home probably looked a little different for you guys.

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Dan Schmidt 01:35

Well, it did get even clinic wise and people coming in just for your normal type of illnesses, or sickness or whatever, everything kind of stopped will kind of stop there for a bit. And there was a big fear and what worry and wonder what's going on a little background about us in this medical space, we've been doing a lot of supplements and other things as far as products and education for doctors and for other clinics around the country on different things. Some of its in hemp and some of its in in other other areas. As far as stem cells and things just on on really health and wellness. And when it came to all these things, and everyone packing up and leaving, hey, we don't know what's happening on surface, we don't know what's happening with cleaning, what's going to kill this, this thing that's out there. There's just a lot of fear, we didn't know. Interestingly enough, we had done a lot of testing on other products for efficacy. And our first one that we came up with is, you know, the big thing that they were pushing at the time, because really, they didn't really know a lot. And so we're just going to push cleaning products, I'll call we're going to put all these other things that are out there, and just try and kill this virus. The first thing that we did is in our medical space, really, my partner and I were like, we've been integrated medicine for a long time, as far as in teaching and training. We knew that using a lot of these products that we're talking about in a respiratory environment are going to actually be more damaging. For those that are cleaning, we're spraying we're breathing. They're all toxic. And the first thing our thought was is like, Why are these things going to kill this, this virus that's out there right now. We actually went to the point of back in March right when it started coming out and everything started happening. We were able to purchase the CCO the SARS, co2 virus, not everybody is COVID-19. And we started testing on on products way back when. And interestingly enough, what we had found was actually astonishing, that alcohol only killed about 38% of the virus on surface and had regrow cysts in ours. And so a lot of these things that we're spraying, we're spraying we're breathing in, and we're actually causing more respiratory injury. We're having a respiratory virus that's happening. And so we knew that these toxic environments, were going to build up on surface build up and use. People spraying in breathing through a mask was going to cause exacerbate the, you know the problem with the lungs and with our breathing. So that's what we did. We tested a lot of different products. Silver hydrogen peroxide, we did a whole bunch of products and things to see whether they killed the virus. And this is where we kind of came up with our own product that we're using in

cleaning that we found guess what kills 99.99% of the virus within minutes.

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Zac Miner 04:35

Also, we we got a lot of feedback from a lot of practitioners that we work with a lot of increases in alcohol poisonings and bleach poisonings not from oral consumption but from using on the hands not Can I step and so we wanted to find a solution that was efficacious, completely safe and non toxic. So that was also another part of our motivation to really dig Then do the research?

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Halie Morris 05:03

Well, I know that's a big concern with like anything, if we go back in history, you know, we'd have lead paint and all this other stuff that people thought were like even stuffing furniture, dyes that people thought were safe at the time, and then it comes out that it's super toxic. So of course, processes and policies have evolved to adapt to that. And so when we're in such a volatile situation, dealing with it COVID-19, you know, everybody wants to clean. And some of that is reaching for, you know, familiar products and stuff that people think is safe. And there's a lot of us that unknown, that I know, when I worked in a restaurant space, one of the first things were my manager at a point cells don't make certain things because it releases a toxic gas, right, like, don't do this, don't breathe it in. And actually, like, think Murphy was so clear for us chlorine tablets, and I think they got damp, and I opened it the other day, and I was like, cool. Yeah, there's so many things that we've introduced over time that like, dwell time and other things, it has to sit for a while, so that those fumes, you know, dissolve, like, they break down enough that you're not breathing them in or there's a surface you can actually touch it, it's no longer damp, and it's safer. It's like breathing in or just touch and I think for everyday people that are cleaning, or for some people are just trying to keep up that it was easy to forget that not everything is people safe to

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Dan Schmidt 06:42

That's right, or even build up on a countertop, wipe it down, we wipe it down, we have it on our hands, that toxicity of that chemical, whatever we're using, builds up in time. And so if it's on a food grade surface, if we're touching it, we're just getting more and more of that. And so since we're cleaning more often right to keep this going, we just have a higher buildup. And so our body's resilience is just not that that, you know, over time is less than less than, so we get more toxicity into the system. And that's really what we are worried about what is this buildup, what is this, spraying this and breathing it, when we're smelling it, we're breathing it in, we're getting into our lungs, right? And so even I'm trying to spray

the distance, if you're smelling that you're getting that into your into your lungs. And so that's where we're getting more of that buildup, as you're saying. So when we're looking at this, what we're able to come across is, and this is what's interesting, too, is that with EPA, they had what they called the end list, which is a what they believed as a emerging pathogen claim, which meant that if it killed the original SARS, co v one virus, or what they believe to be killed as far as a harder to kill virus, quote, it should work on on COVID-19 or sorry, co v2? Well, what we found out is that, you know, from what we tested on some of those other products, they just weren't as effective, maybe as it could be. But those were actually on the endless. But what a lot of people thought is what was on that list had already been tested on COVID. But it actually all of them have not, they've been tested on the original SARS shown to kill that. But if let's just put it this way, wouldn't shut down the world if we could kill everything on surface immediately. So we use products that were already in existence, but they're more effective products we believed. But unfortunately, a lot of those things had not been specifically tested on that virus itself, this RC v2 COVID-19 virus. That's why we purchased that and started doing third party testing on that we didn't personally do that. You have to have a special lab environment for that, we started testing on that and came up with a product that is safe, effective, it's a natural product, and asthma friendly. Interestingly enough, I can do don't do this with your normal cleaners. But I can do this. And I can spray that. So it actually cleaning out surface what's in air, you know, we don't have to worry about breathing that in. It can even be diffused in a diffuser, so to help fresh in the air as well. So that's you're able to do but very effective. Not only did we test it on a non porous surface, which is a hard surface, we also tested on cardboard, a porous surface and also had tremendous outcomes with it 99.9% kill rate.

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Halie Morris 09:41

So what's the importance of testing on the cardboard to I'm curious,

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Dan Schmidt 09:45

because a porous surface, it's easier to kill on a porous hard surface, because the viral load can't get in, you know, into a porous area so it kind of hides and so on a cardboard surface. It's able to get in there, but we're able to show that it can't last in that area. And when the virus first started coming out, we had a lot of different things, how long the virus could last on a surface. And so one of the most important things that we haven't talked about and that a lot of people don't understand, or we haven't really gone into is, what is that viral load, when what is a viral load means how much virus is on a surface or in air to actually go ahead and transmit. And that's one of the things we really didn't know. And even now, we don't really know. And so what we want to do is decrease whatever that is, or get rid of it. So it can't transmit. Does that make sense?

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Halie Morris 10:42

Yeah, because I guess it's true, even if you can't figure out exactly how much of the virus needs to be present on that surface for it to become transmittable, like, as long as you can decrease the likelihood to a point where you can confidently say it is safe, then you're essentially doing your job right? And then Exactly.

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Dan Schmidt 11:03

And then we haven't talked about is that, really, our bodies are designed to heal, right? We're designed to injury repair, that that's what we do in our clinic, that's what you do for a lot of people might be familiar with this, when it comes to doing facials, or doing things to skin, we injure the skin to encourage it to repair. And so back exactly. And so what happens is they do microneedle and we do all these other things, right? lasers and things of that nature, we integrate pair. The reason why I say that is our immune systems are designed to integrate pair, if we take everything away from it, guess what it doesn't, we have a lessened immune response or function to be able to fight viruses and, and things of that nature bacteria. So what we want to do is make sure also that our immune system is is kept up properly. With proper sleep, less stress, unfortunately, with this type of thing going on, we have less of that take more vitamins to you know, support that natural immune function, while lessening the load that we're introduced to. And the beautiful part of this cleaning what it does, it actually helps with that, so that we're able to fight that viral load, and, you know, be able to let our immune function do its natural course.

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Halie Morris 12:26

I come from my background, just let you guys know, I started pre med when I started in college. So I took three chemistry. Yeah, three chemistry classes, three chemistry labs, not you know, an expert by any means, but I'm at least familiar with like, the powers that chemicals have. And it's kind of funny thinking back like, we use like hydrochloric acid, you do acid wrenches and stuff of your your beakers and things. We always did it in the hood. And you always did it with stuff like that. But just because you cleanings something cleaning with it doesn't mean it is still people say if there's different things you're cleaning for, we were cleaning to make sure that it could react appropriately. With what we need to do that we were having a controlled environment, versus we weren't cleaning to cook out of that beaker.

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Dan Schmidt 13:18

Though you're right. And there's some things that HCl there's some things that are out

there right now that are done as a as a natural product. The problem is their longevity and their kill rate, it changes in time. So you can do something and actually Oh, electrostatic sprayer where you're actually ionizing you know, you know, there's a lot of things that are popular about that. The problem with that is they lose that very quickly. And so they lose their potency. And so to put it on a shelf, or to do anything long term, you lose that strength that's actually in that product. And so that's one of the things that we also don't talk about what, what levels they have to be at, and how long are is that shelf life on that product, so that it's sustainable Tashi to kill those bacteria and virus. So when you talk about some of those other things, what we were able to do is actually take and this is interesting, you talked about chlorine does it kill Yes, bleach does kill those things. But over time, those accumulate in the body and are not good for us. We're able to come up with a it's it's really a, it's a mineral oxide that breaks down all into an organic component that actually is safe to breathe, and is actually asthma friendly. And is actually supporting our respiratory system along with being able to kill the virus and bacteria and safe on food grade surface. So I can actually go into Of course, if you can breathe it, but you can spread on food grade surface and Zac will tell you a little bit about the schools. And what they're doing is they needed something to be able to spray or a restaurant be able to spray, make sure that they know that virus or that bacteria is killed in that area, but save for eating on services. Whether it's a fork utensil, anything touching that hands touching the table back and forth, it's really

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Zac Miner 15:05

interesting. We we met with some of the custodial departments here locally in the school districts, and they were all moving away from chemical based cleaning products to green products. And then when the pandemic started, they went out the window. I mean, they were stockpiling. I mean, pallets and pallets, and just whatever, thanks again. Yeah, and it was interesting, because we met with several of them, and they all have the same thing. They're actually more concerned about the toxicity of the products they're bringing back in the schools, and they were the actual virus, one major conservatives in the cafeteria, where, you know, they had to lay down a cleaner, let it sit for 10 minutes, and then come back and clean out the cleaner. And so it was very, very strenuous for the cleaning staff, they obviously did not enjoy the having to clean twice and, and habits know the fumes and that and that kind of stuff. And so when they saw what we're doing, like, okay, we get this. Now, no longer do we have to clean the our tables twice, but we can just clean it once. And it's fast. That's a little The one thing that we set up discovering our test. Toxic was right. And so it's safe not to spray on, on, on food, on food prep surfaces. So, you know, we, you know, I spray around my fruits and vegetables. And you know, we haven't had any issues with that. And so there's a lot of advantages that we can provide to the schools and cafeterias and restaurants that hasn't been introduced previously.



Halie Morris 16:37

I have noticed because we've had a couple, we've had somebody on from MSU. And then we've had somebody on from the Salt Lake system was that more of the school systems, like he said, are moving to safer chemicals and moving away from the harsher ones, especially like elementary schools and the schools that have kids out on playgrounds or surfaces. And we all know, even like, I am not even going to leave teenagers out of it because they were eating tide pods and stuff. So at this point, if they can put it in their mouth or touch it with their tongue, they're probably going to at least some of those kids, like you have to assume everything can be yes.



Dan Schmidt 17:16

Delete their ellmers paste. They're gonna they're gonna try something else. Right?



Halie Morris 17:20

Oh, yeah. You know, they've liked the playground. You know they have so



Zac Miner 17:25

yeah, fiber, a little boy. I mean, he gets in the dirt and goes to town. That's one of his favorite snacks just,



Halie Morris 17:31

well, my sister. She's seven, she was looking at the wash machine. And I come back like it goes off and I come back to move the laundry. And literally slobber all over. I'm like you were looking at No, I was it. Yes. Yes, you were. There liketo circle as she was staring down at it. And I'm like, Oh my gosh, I'm so they literally will eat everything. And I've noticed for like in the school systems or even anywhere that you go that kids or people might interact with making it safe enough that people can leave their food on or do stuff like that, that kids could like it. Because there's only so much parenting that can be done 24 seven, that that's usually important than the flip side is that your team members are safe when they're using it. It's like you said, if they're spraying this stuff constantly, even with a mass they're going to, I mean, obviously they can smell it, you say they're breathing it in, oh, if something's getting past them ask.



Dan Schmidt 18:34

If I had if I had a mask, I do it. But I mean, we've been sprayed this onto a mask. If I had a mask, I don't wear a mask up or whatever at the moment. And so anyway, long story short, but I would spray my mask, you know what I mean? Just to kill the bacteria and virus, it's in there. Because when we think about that, how often did people you know, really? Or how often are they still, if they're wearing a mask changing out their mask, I see him hanging from rearview mirrors. By the way, you already know this when you want to culture bacteria or virus, you give it a you know, you give a little bit of warmth, a little bit of love with some waste. And guess what happens? You build up more bacteria and virus. One of the things that was happening that we didn't talk about that we know is happening, the middle community was actually having more respiratory illnesses that were happening, strep throat, these other things that were happening as far as other, you know, breathing problems that were that were going on, because we kept bacteria. We're trying to get it out of the body. We are trapping that breathing it back and forth. So we had a lot more of these things that were happening. You know, bronchitis things that this we didn't really talk about. All we talked about was COVID. And so all the people that are going and getting tested that thought they were sick, what did they have, if they're having a respiratory illness? A lot of those things, possibly I don't want to say as far as that, but could have been because of we're actually not, you know, expelling what we needed to entrap in that and creating more of this bacteria that we're breathing into on a constant basis. So as we think about that, there's only about 10% of those people that are testing positive for COVID. What did they have them at that time? so interesting to think about that. So one of the things we want to do is make sure that if you are wearing a mask, you're gonna be continue to wear a mask, wherever you might be, make sure you keep it clean, one of the way of great ways to do that is the spread the with our product, but one of the things that's really important is, as we talk about these other cleaners, what cleaners have actually been tested on the actual virus, and there's not many, and we're one of the ones that have gotten to that great extent to actually test on it. So that's one of the things do you have a product that's being tested? So is it safe? Is it effective? And you know, can it be used as far as an ongoing basis without a buildup of toxicity?

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Halie Morris 20:46

I'm really curious, why aren't more of these companies actually testing it on Star co v2?

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Dan Schmidt 20:54

I would like to know the same question. I think I know that answer. Because it's the first thing that we went and did as a company. Unfortunately, at the time, we couldn't jump onto an endless because we were using a product that hadn't already been in order to get onto the endless, we already had to be an approved product, or approve ingredient.

Otherwise, you have to go through the whole system to try and, and show a proof of product and everything else. So wherever else had done the other testing on on other products or other viruses, bacteria, we went to the Holy Grail, well, we want to knock out COVID, right, I want to know is in fact, on COVID. So we actually went and did the reverse, we went and tested on the virus itself, found a product that actually killed the virus very effective on it, but we hadn't done the other things prior to it. So the assumption was, is that if it kills here, it should kill COVID, we're like, we want to go and kills COVID. So our assumption is backwards. If it kills COVID, it should kill the other. But it doesn't really work that way. So we do have an EPA registered product. That's, you know, as a food grade pesticide is that nature that actually very safe and effective, that's an intestinal virus, we're waiting. And we're done submission onto the part to be approved on to the endless, so we kind of had to work backwards. So but that's what we had to do in order to really bring this to fruition. Things I mean, VBA is there to you know, really help people and to be effective, and to make sure that most things are taken care of and are tested properly and safe. It's just that it's part of what you have to do in order to go through your testing. But that's why we jump right to the end. And we'll that's why we ask, again, why don't others do it? Why don't they show their outcomes? And they should not just assume but actually show that they do.

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Halie Morris 22:50

So how can a company or a school make sure that they're using products that have been tested that okay, we know they're safe from stuff that that that how can we ensure that they're people safe, and that we are actually killing the virus as it stands right now?

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Dan Schmidt 23:08

Excellent question, because there's some tricky language that's out there that that people kind of hide behind where it says, you know, test it on, on, you know, on COVID, en SARS. And so they don't talk about whether that's one or two, these are all different. They're kind of all related into the SARS family. And so a lot of these different viruses. And so they say kills that. And so they say, or approved for COVID. They automatically as a consumer, we think, oh, it kills COVID. It's approved for COVID it must kill it? And the answer is not all of them that have been approved on the endless been tested actually on the virus. We assume that it does, right. The assumption is if it kills the old or harder to kill viruses should kill COVID. And so what's there is not tested always on it. It's assumed to kill, but approved for use. That's the hard part. And that's the message I'm trying to get out. There are some companies that have have tested on the virus, but the majority have not on this specific on this specific virus rather than a surrogate virus or something of that nature of it.



Halie Morris 24:20

Okay, I'm curious to do you know what else that your cleaner is tested to be effective on as far as like other viruses and things that could be found on surfaces.



Zac Miner 24:31

So it actually with their with the EP registration it is shown to kill 99% of all viruses and bacteria.



Dan Schmidt 24:42

Well, there's specific viruses that are tested on its right, but we're also going through our art EPA portion right now, as far as to be approved on the endless with with other things. So it can be used as a pesticide a food grade pesticide, so it kills many different types of viruses safe for food. Great, that's the most important thing when it comes to that, but we're expanding that. And if you're familiar with EPA, there's an expansion and so little tests have to be done and submitted. And we're in the process of that, we're hoping that that's going to be done by June, that we're going to have, you know, the enlist, that that's our whole for what we submitted.



Halie Morris 25:21

Well, that's exciting to be going through that process, I'm sure right now. But um, so I assume then, that post COVID, once things have calmed down, and people don't need to just be looking, well, I guess they need to be looking everything else. But when people aren't so focused on this virus, and focus on just making sure that their surfaces are safe, this is a cleaner that they can continue to use, you know, it's



Zac Miner 25:45

interesting, my wife, you know, we've developed a lot of products. And sometimes she's not a fan of everything that we do, just because it takes so much time. But anyway, we I brought home just actually one of these. And then she's just started using it. And I just noticed as mm, like what happened, she's like, well, I've been using this is the stuff is great. So she cleans everything with it. So our kitchen, like our countertops, she just loves how it's just, you know, smells fresh, you know, she doesn't get the fumes that she was getting or, you know, toxic, you know, the bleaches and that kind of stuff that that alcohols. And then interestingly enough, so the the mineral oxide that we use it again, it's just it's concentrated oxygen. So if you think of ozone, ozone is used quite a bit for for smells, and

smoke, you know, smoky rooms, and that kind of stuff. And so it's been also a great bathroom cleaner, deodorizes and that kind of stuff. So we have, you know, a lot of different uses that we weren't anticipating. And then again, going back to the school districts they are looking in, I think everyone across the board is looking for more green and safe products. And so that's what we're excited about. One, we're excited that the test came back so well against COVID. But long term, you know, COVID is not going to be here for forever, at least that this it'll be around base. Yeah. Now getting out to the extent where we, you know, we're seeing on the news every day and that kind of thing. And so the long term applications of having a safe, green, fast, effective, surface cleaner, and, you know, it's it's an exciting, it's an exciting product,

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Dan Schmidt 27:22

if you think about it, we've gotten accustomed to actually doing more cleaning than we used to. And so we'll be continuing to clean, maybe not as thoroughly, but on a regular basis more and more. And that's why it's so important that you know that toxicity builds up in time. So it's very important that that, you know, cleaner no matter what it is. But one of the things is we as we've talked about this, and what Zacks talking about the strength of the product, is that it's organic, but actually at the same time very strong, in fact of what it does, and how it can kill those viruses and bacteria. It's actually going in, as he said, ozone therapy, and ozone goes out and kills a lot of things. We talked about hydrogen peroxide, it goes and kills and does that with with those on but you can only get to a certain level and then it becomes toxic. You know, you're talking about chlorine, talk about bleach, talk about these others, what it's able to do is steal and break down the outer membrane of the viruses, to the point that it just can't survive and collapses on itself. And we're able to actually go and effectively going in and eradicate that without having a problem. So but at the same time, if you're breathing inside killing the bad bacteria in your body, the good bacteria in your body, it's not creating any problems as you're breathing it and doing those things. So it's very safe and very effective when we talk about perfume in the air. And I don't want to bring up other companies but they say clean your air. And all we're doing is spraying perfume into the air or oils, essential oils into the air to do that our lungs aren't designed to take in oils. And so one of the things that's very important, what I do all the time is in in my home and our office will be diffusing that product into the air. And then we'll also just be you know, I'll spray down the air inside, where we're at in the home or around. And what's great about that is actually it will actually not only fresh in the air, but we know what it doesn't surface. And this is a transmitted through air. If we can do something to keep that air as clean as possible. I'm not making a claim on anything that way, but we know that it's clean on surface, it's going to be helping there.



Zac Miner 29:43

We also have some friends that are in the restaurant space. And oddly enough, they use it to help break down grease. So they get the grease bill. That's great, great. We had one thing we were you know some of the feedback we get is fun to hear because we weren't anticipate we test for one thing and then we hear Hey, it's working great for this. It's unlike anything we've used before, so we love hearing that kind of feedback.



Halie Morris 30:05

Wow, that's really cool. So how many, you know, I've talked to we have a lot of people in the school spaces right now. And then of course, with more people drifting back to offices. How many schools would you say? Do you think you have your product in right now? Because I know you've talked about working with them?



Dan Schmidt 30:24

That's a great question. And this is where education has been really important. And we've gone to a great extent on the education purposes. One of the biggest reasons why we've been trying even though we're EPA approved product, do you have that chart? Can you grab that chart with comparison chart? Not a lot of schools. And let me explain why. Because in order that they came out and said use products that are on the MLS, because they're approved for the endless, the problem is, we're not an endless approved product as of yet. But we're actually one of the ones or one of the only few that have been tested on the virus itself, as much as they want to use it. The problem is, is that to protect themselves, as far as it, we have to use an approved product, because that's what we've been told us an approved product, which is only endless products. And so there is a discord there, because of you know, what they have to do for insurance purposes for, you know, showing that they're effective and using approved products. And that's really the hard part that we have in educating for what's approved product versus what's actually been tested on COVID. And that that's one of our frustrating points.



Halie Morris 31:47

Yeah, and you understand their side too, because there's the side of when you're reading. They have, yeah, you have so kind of



Dan Schmidt 31:56

a lot of businesses do as well. So interestingly enough, we have a lot of places that will use the other product, but then really use our product to make sure that it's really done. So.

And unfortunately, that's just kind of the world that we live in right now with what we've been told and what some of those regulations are. So we try to play within, and we do play within those guidelines. But as soon as we go on to the end list, that's really going to open up for us and for others that are using it, you know, to to really be there. Does that make sense? Yeah, no, it definitely right away now. But for those that have to use a product that's enlist approved, that's kind of the disconnect at the moment until you have that done.

H Halie Morris 32:41

Now, I've been an HR as well, you have to do some stuff to protect yourself so that if something does occur, you can say, I've done as much as I could, you know, correct.

D Dan Schmidt 32:50

When I suggested or you know, that that Yeah, proof for use?

H Halie Morris 32:56

Yeah, it just that liability side of it is a huge thing, especially with schools, you know, there's a lot more that are back in person, but for a while, like my sister, her school didn't come back until March or April full time, they were literally out an entire year, just because they didn't want to take any chances with students. And so the only time they would come back in was for esteana assessments, and they would do it in really small one on one sessions.

D Dan Schmidt 33:23

Yes. In fact, my daughter going to school would always bring her spray. So this is our arm to go spray. So she'd always take it and spray her mask. And then also, you know, breathe it in as well. You know when spray you know, for that, but interesting enough, she became the popular gal was her spray cuz he's spraying everybody's mass deaths and, and everything. And so it was it was kind of fun. But they call it jacuzzi water. Because it's not it. It's like Zack was talking about it talks. It's very fresh. It smells very good. There is no perfume It's its own natural smell. It's not a bleach cycler it's actually a mineral oxide, but that mineral oxide has that familiar smell of like what you're talking about a pool or jacuzzi. So side of it, right? Yes, the mineral side. So people go, oh my gosh, you're just spraying chlorine, here's my bleach. Well, we wouldn't do that with a normal As you already know, with your pool. Do that. But I don't know if you can see this or not. But as we're 100% organic, but when you look at how this is actually the rate of if you can see

this as far as potency of oxidative, oxidative stress or oxygenators. That's what we're trying to do is give that virus oxidative stress so it breaks down and can't survive. it collapses, you know, and it's gone. So if you look at it, it's ours is the closest thing to actually fluorine, and it's natural and safe. So if you look at all these others that are there, it's amazing the strength and Power, yet we can actually be natural. And we can actually be, you know, organic, and, and safe and effective. And that's what we want to do in the medical community is really educate and bring that to the forefront of people, that there is something out there that is safe and effective, and can actually last in a bottle longer than a few hours. Yeah, so some of those things that are out there they try to is the other thing is we look at? Well, electrostatic sprayers are things that created an ionization to try and steal millions of electrons at one time to actually Rob and break down a virus, you know, so there's other things that are out there like that. But the problem is, they lose that capability very quickly. So I'm not pointing out anybody. But if people know that of those things, that's what they're trying to do. Sometimes it can be effective, but those things really haven't been tested on the virus itself.

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Halie Morris 35:56

I've heard of people splain I think playgrounds and stuff like that, and they'll go out and they'll spray one or two times a day, as like, an attempt to clean like a wide surface as best as possible. So

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Dan Schmidt 36:09

yes, you can use our products in electrostatic spray or spray or fogger very effectively, because it doesn't change the what we're doing with it with the product. So. So I hope that that helps a little bit more, as far as what we've done, where we've been, we were super excited, when we came out with this, I'm like, Oh, my gosh, this is it, everyone's gonna rush to it. But without being on the endless, we really couldn't say a lot, or really push a lot. Not only that, this is so safe, that we actually have it in another product that is our, as a water based product for our immune support. So that's how safe and effective they can be or, or used as a supplement as well.

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Zac Miner 36:52

But it actually meets the nF 60 standard standard for purification of water. So essentially, it's a mineralized purified water.

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Halie Morris 37:03

So at least you do know that we're getting approved, you're getting approved, so that people can say that you fight the virus, and they can be confident you're on the list. And then, but as far as just an everyday cleaner, you already have the support to show that it's effective, and it's safe, which is great.

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Dan Schmidt 37:21

Absolutely. So you can use that a cleaner, we just can't say it's on that list and what it does. We can say it's been tested, but you know, until that time, but at least people are aware of it, be using it if people have been using it and absolutely loving it. And it's just been super excited to do something that we know is really going to support our natural immune system, and is non toxic for the environment and for our bodies. And and that's what's been so exciting. And as you as you know, there's some things that have been happening as flooring, the pool, there's some chlorine shortages that they're talking about coming out, and some other things that nature and, and some other things with cleaning and other products. Beautiful Thing is a mineral oxide, we're okay, we have that capability to continue with that. But most importantly, it's safe. It's non toxic, and it's effective. Those are really that's why we call it EZ Safer Surface.

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Zac Miner 38:16

We some of our business, we work with a lot of pharmacies, and I had one of our pharmacists clients reach out to us, she read an article in one of their publications showing that there's just been a huge increase of cases with with people with asthma. And she immediately got it because she put this on her shelves, she was promoted to a lot of her, you know, patients that are coming in for just, you know, it's not everyday where you get pharmacists promoting surface cleaners, but she caught on really quick. And then when she read this publication, she she understood quite quickly, the value that we can bring to people especially, you know, they're 60 60 million people in the United States that have asthma. And that, you know, they're limited in what they can use to clean without exacerbating the symptoms of asthma. So we're really excited about that, you know, there's a lot of people with allergies and asthma and all that kind of stuff. So we we feel like this is a solution, even for just those people to to have a safe cleaner that you know, they can get all the

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Dan Schmidt 39:21

same results in the home, or the other environments. But you know, you're talking about a

lot of people that are cleaning and doing that but as you can see when I spray this and I don't even see this on on air. But when I get that, that spray in that mist when we're actually going with the cleaner and we're spraying one of those cleaners, and if you look at it, a lot of those cleaners will say, you know, either use PP equipment or you have to let it sit on the surface for a certain length of time. Is it PAPR? What do we look at using and I'm not picking on anybody but you're looking at a wipe that goes on on a table. If you actually read It has to stay wet on surface for a certain period of time. If you actually have one of those cloths and you tried using them, there's not enough wetness and dampness in that to actually keep a surface wet enough long enough to really do its effective job, which is about 60 minutes to two minutes on surface. Does that make sense? So sometimes we're cleaning thinking we're being effective, because we're doing what we think. But it's not within the parameters of what we're being told or what's on the instructions to actually do that. And so very important as well, here, we can spray, we can wipe down, or we can spray and just let it sit. And it's going to be effective. In fact, we

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Zac Miner 40:43

actually, that was part of the protocols in the testing that we did, we had a protocol where we actually wipe the surface after applying the product. And then we did a protocol where we just let it air dry. There was no difference. Yeah, typically, statistically no difference. 99.99%. So again, you know, being in the medical space, where we work with, like I said, pharmacies and physical therapy, clinics, the physical therapist, they need to reuse equipment quickly, you know, because they have a lot of patients come in, they can't wait 15 to 20 minutes to clean down an area. So the speed of what we can do to clean an area greatly improves, you know, turnover as far as patients and restaurants and in medical clinics, and all that kind of stuff. So we're really excited about the speed and the efficacy of what we can bring to adults, all these folks.

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Halie Morris 41:38

Well, that's the big thing right now is I think more and more businesses are becoming aware of the impact of their products that they're choosing on their, their employees and their team members. So not just are we doing a good job? And the dwell time as far as it concerns is, can we get the surface cleaned? And then can it set enough? that by the time somebody walks through, it's it's actually done its job, right? Or do we have like crossing traffic? Do we have to have something that is immediately dry, which is something that a large, you know, if you're cleaning a lobby area, and it's a space that's open 24 hours, obviously, like, you can't just clean in the evening and be done, you have to, you have to do it while people are walking through, which means has to be immediately safe? So you know, depending on what you're clean, people have said, Okay, well, I can clean at night,

which means if it's not nobody's in the building, I just have to worry about my employees. And now it's coming back more to the team members, when they're using it. Is it safe? Do they have to wear a mask? And what kind of equipment? Do they need gloves and stuff like that? How's it impacting them? And then the effectiveness of how long is the employee scrubbing to get stuff up? How what kind of equipment can you use, they take the burden, like the physical burden off because being a cleaner is not an easy job, you know, you may be able to train the skill set with relative ease, like there's not as much technical expertise to transfer. But as far as the day to day job is extremely demanding and tiresome. And it wears down your team members.

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Zac Miner 43:16

So does it reminds me going through all these box stores. And they have all you know, the huge lines of shopping carts, and you have one of the team members having to spray down and wipe down every single shopping cart cart, I was imagine just being able to spray our product and instantly just cleaning all the shopping carts within just a few minutes not having to worry that

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Dan Schmidt 43:38

the other thing too is that you have your phone by you. You know, I'll go and I'll use this. And so I'll just take this and you don't have to, but we just kind of spray it missed it, it will kill you know what's what's on that phone as well. laptop, you know, just like what we're doing right there on my iPad there. And just let it dry. One of the things that we don't think about, which is you know, when we're using a rag we're taking, this is where it comes the medical part is like, we're taking a rag, and we're taking that same rag, and we're doing one counter, right, we don't know where COVID is, or we don't know where the viral load is. And we're taking that we're actually, if we're not killing it, we're moving it around from surface to surface because we're not really changing it medically, I change your doctors will change your glove after each each treatment each procedure right. Same thing with mask, the rooms cleaned. Next one comes in, we don't we now take those plastic gloves. And we go from service to service service to surface and we could be spreading it more than we could be helping it possibly right. So it's important The other thing too is and that's why it's nice to be able to spray no you're killing it and just let it do its job on surface. And then if you want to you know wipe because it's it's dead. But the other thing when we're looking at all these plexiglass things that are there you go and I'm right here talking to you. Someone as I'm buying my groceries. And guess what, that's never weighed down. I'm right, you're flexible as to everybody that goes, I go to, you know, do use my debit card, because when I go cashless, I'm still punching in my numbers, when was the last time that they actually sprayed between each one of those transmission, you know,

we adjust our mass. And so when we look at it, there's almost no way that we can really get rid of everything. But if we can get it down to the point that it just can't be passed on, or it's effective on that, and there's no real product that's, that's there that can stay on the surface, you have to, like you said, get to continually make sure that that surface is being cleaned. And that it's you know, whatever viral load that may be there just can't spread as easily. And same thing we think about where you're you're standing above your, your, well, at the grocery store, we're looking at our fruits and vegetables, we're picking them up with our hands, we're breathing by their, the misters. This is actually food grade, we have some places that want to do it and put it in their systems. Because guess what, as they miss their fruits and vegetables, it's actually helping kill virus or bacteria on that on that area. So there's some great things that this can be used for. Same thing at home, it's right on your vegetables. You know, when you're washing, you're doing it ever, and just kind of get rid of those in it because it's safe for a food wash.

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Halie Morris 46:27

Yeah, when you picked up his phone, it made me laugh because that was something somebody mentioned to me. You like pick up your phone, constantly put it down constantly, you don't pay attention, you don't even think about it most the time you have your mask. Yeah, your mask. And you know, we're a little more conscious about cleaning the mask if we're actually following through with it. But then like you wash your hands and you do all this stuff. And then you pick up your phone, which hasn't been cleaned, and it's right back on your hands. And like you don't even think about it. And that's the other thing is how many things like your pins and stuff, are you interacting with the art cleaned, and you got the virus on your hand or some things on you know, on your hand, that's not great. You don't want that in your body. That's your pen, you get it all over your pen, put your pen down, Go wash your hands, you're good, come back and interact with the non sanitized surface. Yeah, so then you've essentially negated what you did before. So it's very interesting, because yeah, phone, our mask, which we will sometimes like we just put them down in spaces, we don't pay attention. My dad's great about every time my sister comes home from school, the mask gets washed, she doesn't wear the same mask two days in a row. But if she had her way, she bred the shark mask everyday, she thinks is the best thing in the world.

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Zac Miner 47:44

My daughter's a dance dancer, so they have to wear the masks into the competitions. But when they go on stage, you have to take out the mask. And there's some places where when the dancers go on the stage, you just leave their masks on the floor. And when they come back, they're pulling back on

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Halie Morris 47:58

and so hopefully they're not wearing nondescript blocks are my cousin, she's a ballerina, she's done a lot of production. So she just did one. And they have to wear them on the entire time. It's fun seeing who actually matched their mask and who didn't. But like they have to wear them the entire time even for like practices and stuff like that. But especially when they're on stage, and they're in front of everybody to just to there's a much larger group. But yeah, no, you think about like, how many times do they take off their masks when they're doing costume changes, and when there's not an adult in the room to make sure or they're just tired of having it on and they just started down places. So

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Dan Schmidt 48:43

it is kind of funny when you look when you think about that, you know, we think about I think about going rock climbing, you know what I mean? And these places where you can go and rock climb. And I think about all the things that that now of COVID it's like, man, everything I touch, you almost look at someone go man, your ideal kind of COVID II today, you know what I mean? It's so we kind of stray away. And one of the beautiful things about what we what we've done is you can have a level of confidence, knowing that you're using something that has been tested, that that's non toxic, good, you know, not harmful to the environment or or to you or your skin. And yet, you know, you can go about your daily task and everything else, knowing that you've done as much as you can, you know, cleaning wise to be able to be as safe as we can in this environment. And to continue right well of other viruses that come up. There's other things that happened, we've had the bird flu, we've got you know, all these things that happened, swine flu and all these things that they come up, and we're gonna have more. So the important part is that we use cleaners that are safe, effective, non toxic, and that's going to give our bodies it's natural function to be able to do it in fight, you know, through our music. system naturally without breaking that down. And that's that's what toxic things do is they break down our, unfortunately, our immune system making us more susceptible. So that that's what we've been so excited about. And that's why we really jumped in and did where others hadn't. Because we just believe in that and really in good. No, just good, good overall health. And one of those is making sure surfaces are clean, and that we're breathing non toxic chemicals in the body. So

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Zac Miner 50:32

yeah, another thing too is traveled to travels now completely changed. We love to carry around these, these one ounce bottles, this here internally in the office, I have this new habit where you just spray my face. But if you think about going onto an airplane, you're in a condensed area, you can completely spray it on your, your, your tray table, your, your

little area, and you you know, you can travel safely without, you know, having to worry about what the next person next next is breathing towards yourself. You know, there's a lot of great things that we can do with this product that we that we're that we're excited about not just COVID COVID was, you know, that was monumental for us. But the applications of the future I think there's there's there's a lot of them.

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Halie Morris 51:17

It create an opportunity for you to push and think outside the box. But ultimately, you created that long lasting product. So right, yes. And then the other thing too is, in the future, we're probably going to as more companies and schools that everybody else starts to shift, its focus to products that are better for its employees, you're probably going to start to see things around it shift like what is approved is probably going to get stricter, that the organic, safer products are grown to become more the norm. And so, you know, these, these ones that having to have your employees fully suit up its protective gear when they're cleaning a restroom. I mean, they probably still don't want to touch things. They're there. But you know that wearing gloves is a choice. And not necessity, would be kind of nice, or things like that, that after COVID they can go clean, I don't wanna say like after COVID like it's gonna magically disappear because it existed before, too. But, you know, once things are safe enough that people don't have to wear mask or be as cautious and that we can return to whatever normal is going to look like that. They can choose to wear the mask or not when they go clean. You know, they're not, they can move on truly.

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Dan Schmidt 52:36

Absolutely. And sometimes you want to wear a mask you knew at some cleaning. So

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Halie Morris 52:42

I've heard people say, oh, even after COVID I'm keeping the mask. I don't want people stuff. I don't want what they got, I'm good.

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Dan Schmidt 52:51

You know, what's interesting is, you know, we talked about a hand sanitizers and things of this nature. And Zac was talking about his son loving to play in the dirt and do things in the dirt, you know, as younger kid, I mean, now is it go play out, you know, just just go get dirty. And then we started getting into a lot of more of the sanitization. And what we found and what was found again, like it's studies that that children that use a lot of hand sanitizers that that did you know that mothers and I don't mean to say, in a mean way,

but in a loving way, they're like, I'm just gonna protect them from everything, right? Well, their immune systems were actually much, much weaker, because they weren't ever exercise. So think of it like this way, if we don't exercise, we don't build up strong muscles, we get that go to the gym, I exercise, because I want to keep those muscles injury repair, injury repair, right, because of strength, when it comes to our immune systems. When we sanitize overly, you know, to me to the point that we're so worried that our immune systems now are depleted, and and they're, they're not functioning to their highest level. So smaller, little things that would never really bother us are going to become more of a problem. So it's important that we clean and sanitize good, but that we're not over paranoid to the point of, we really damage our bodies and our immune systems to function properly. And we need regular bacteria virus that exists everywhere. We're never going to get rid of all that. But to get rid of the bad stuff so our bodies can do its natural function. That's really what we're all about. And that's what what we believe, and that's why we we really push this so hard to do this. And it came at a great expense and a great learning curve, with regulation and everything else and then to get the education out to individuals. So we appreciate you doing your podcast and your listeners to you know, to have gone through all this and hopefully they've learned a little something along the way about cleaners or what they can do to clean better or just, you know, get back to They're like you said normal. And so I don't think we have to have a new normal. I think we can just have normal. So we keep saying new normal, but I think cleaning has always been normal, always will be normal. But I think doing it in a healthy way is is the new normal.

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Halie Morris 55:22

Hopefully, I think that the new normal that we want is for the people who didn't wash their hands at airport bathrooms before to start washing their cars. I think we've all seen them.

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Dan Schmidt 55:31

I'm sorry, I want to exit a men's restroom and go, he never washed his hands.

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Halie Morris 55:37

We had right before I had a training development class that I was taking right when COVID hit so we were in person. When people were starting to hear whispers of this overseas. And somebody my teacher had traveled, she said, You know, they're talking about this virus thing. We're talking about flu seasons coming blah, blah, blah. And she's like, I was just the bathroom at the airport on my way back. And I was washing my hands and not one but two different women were cast her walked right past the sink and walked out. And she's like, I was a little bit horrified.

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Dan Schmidt 56:13

Is it is it is horrifying. It people will catch that. I've seen the same. Yeah, way too many times.

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Halie Morris 56:21

Yeah, my my younger sister has gotten better. She's a child though. And you know, they're always just like, ready to go back and play. And I'm like, Huh, and you'll be like, let me see your hands. And she's like, I can't go wash. I know. Oh, that's too funny. Yeah, um, what are you see grown people doing it you're just hoping as a new normal is that they actually start washing their hands. And maybe that they wear a mask continuously? Because obviously they're really over there live. Yeah, yeah. So hopefully the new normals more people get on board with the cleaning idea of things. And I grew up when I was a kid, like, we didn't have a lot. So dirt and everything else was our best friend. And then, in high school, I, I was adopted, I met my parents, and we're parents are very clean people. Everything's orderly. And I discovered what allergies were for the first time and I was like, Oh, sorry, I decline. Oh, my that's so true. Yeah. So there is a such thing is like to clean in the regards that our immune system still has to work to develop itself, so that when flu season comes around, you can still enjoy your life. That's right. I used to get sick, be down for a day and back up. And I would if it happened, if I got sick once a year that was more than normal. And now like, if I get sick, it'll linger. And last. And I'm just like, my parents will be like, take medicine or like, No, I'm teaching myself to get strong. I only take it for headaches and stuff. And if I absolutely have to otherwise, I try to fight it off with a little tiny like, whatever, I'll try to find it off myself and like my body needs to learn to do better again.

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Dan Schmidt 58:05

Well, it's interesting, because as we talk about things, our bodies, when we get ill, you know, we have a temperature. And the first thing that we want to do is actually knock down the temperature. But it's our body's natural immune response to go and fight. Right. And so what we do is we want to interfere with our body's natural function to fight that by dropping that I mean, there there is a level that is an important that that's okay. And then there's there's one that that's too high, right. But as soon as the Oh, you got to temperature, well, that's your body's natural immune response to fight, right. And so we need to let our bodies do its job to a certain extent. But yes, you have to support it, but at the same time, let it do its function to do certain



Halie Morris 58:50

swelling, too, right. That's your body's sending cells to correct that area, but too much swelling, it's a bad day.



Dan Schmidt 58:56

That's right, or, or, you know, a cute, you know, it's just happening, but you want it so that it's not a long term swelling, you know, to mean, so you get an acute or a quick swelling, for things to come in and start to come in and heal. But if it's a long term chronic chronic, then that's problematic, right? So swelling in one way is good. And in another way, it's bad. So just part of our natural bodies function.



Halie Morris 59:20

Very interesting. But again, what we're doing as far as it's just like food and other things that you're taking into your body, the things that we're using to clean we're also taking into our body, whether it's through surface contact or actually breathing it in when we smell it. So just as a good opportunity for people to be more conscious about what they're using and to make sure they're doing the best they can to protect their employees and themselves.



Zac Miner 59:45

Absolutely. We We both have daughters that his daughter is a gymnast. My daughters are dancers and one of the gymnastics Judo so we went to they're having a really big issue. With the ammonia that they're using, surprisingly, there's a lot of people that have an ammonia allergy. So they actually had this particular guy that owns this particular gymnastics or tumbling studio, she had asked all you know, all this other students, hey, do you have an allergy to this particular ammonia? So, yeah, that's, you gotta be really careful there because you send out what people are allergic to, you know that you



Halie Morris 1:00:28

don't know what they're allergic to. I mean, I've had, I've had some interesting reactions, like half my face swelling up, or sagging or something, never figured out what it was. Never did. But obviously, I react to something people like, they have no idea if they're allergic until they find out the hard way. So even then, they're lucky if they figure it out. And all of the things that they were exposed to what it was, because I still have no idea. I'm never going out again. Yeah. Exactly. I was just dead set on, like, nobody's seen my face. I am not going anywhere, you can start over for me, and my dad's like, he was done

with me. Um, but yeah. So Alright, well, I think this is a great place to start to wrap up our episode is there anything that you would like to leave our listeners with any thoughts or pieces of information

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Dan Schmidt 1:01:26

really is, you know, if you can look for a cleaner that's actually been tested on the virus specifically, even if it's enlisted, it should be tested on a virus, so you know what it's doing, use a safe, non toxic cleaner, if at all possible. You know, those are the things that that really, I want people to look for. And just be as, as safe as possible. encourage people, if you want something that's non toxic, that's organic, but very effective, that's been proven, our product is fantastic. I suggest you use it on surfaces, spraying it, like you said, on your phones, things you're using, you know, and and also, you know, on surface and, and air. So stay as safe as you can and just know that things are going to be around. And we appreciate taking the time and hopefully they they caught a little bit on this education. So we appreciate your time and, and, and your listeners time.

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Zac Miner 1:02:25

And then we also have our website, ezsafersurface.com. So your listeners want to learn more about what we're doing. And we're we're always, you know, even though we've done research in the past, we there's a lot more that we want to study and research with the things that we're doing specific specifically with this product. So if they want to kind of follow our story, they can go there. And one more Yep.

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Dan Schmidt 1:02:47

Even our immune support, we have many more products as well. So we're in that kind of health and wellness area submental area. So we have, you know, we talked about this product, but we have a quite a few products that have been tested in different areas. So we're super excited. And our mission is to go out and just help people be as healthy as possible and just have that, you know, fun, normal life that they have. So, claim of competence. That's what we like to say.

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Halie Morris 1:03:13

That is a good way to end that claim. With confidence. We'll provide any updates we're recording right here at the end of May. So if anything comes up if we make the endless before this episode goes live, we're going to be sure to let you know. And then also we're going to write a whole blog post and provide all of the information that we can around

what they're doing and the EZ Safer Surface product. Thank you