

**Establishing effective thresholds for your ATP sanitation monitoring program.**

One of the most important elements of your ATP sanitation monitoring program is the establishment of your thresholds for pass, marginal and fail results. In general these thresholds should be ambitious but attainable with a high quality cleaning regimen. They should be unique to your situation given the people, equipment, cleaning chemicals, cleaning procedures and product that you produce within your facility. There is no single, universal threshold appropriate for every situation.

Risk is also an important consideration for establishing your thresholds. Testing at locations where product proceeds directly into a package for RTE consumption implies a different risk than those tests that are conducted at locations where product proceeds down the production line for cooking or additional processing.

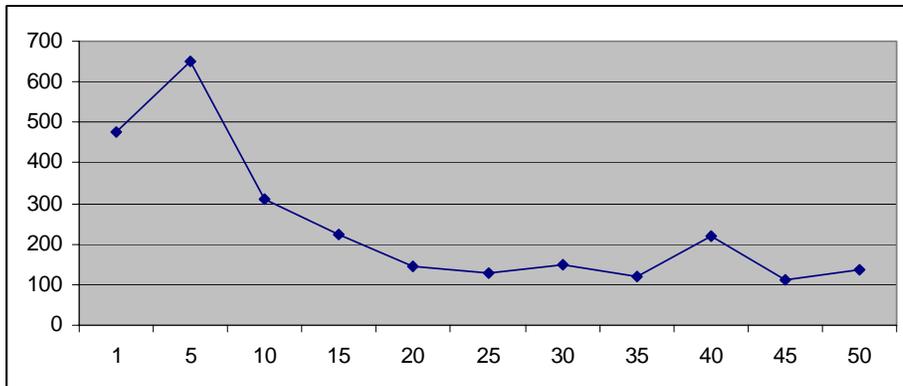
**Using the default thresholds**

The AccuPoint ATP sanitation monitoring system comes “out of the box” with the marginal threshold set to 150 RLU and the fail threshold set to 300 RLU. It is important to remember that these defaults are considered “industry averages” and not necessarily the best fit for your facility. As such, they represent a good place to start. But the best approach is to review your results after a few weeks to determine whether they should be adjusted.

It is typical to encounter very high readings when first implementing an ATP sanitation monitoring system. But as the cleaning group becomes aware of the monitoring program and learns how to clean more effectively and efficiently, the readings tend to come down. When they level off, a baseline can be established.

We want this baseline to represent how we do when we’re at our best since we want every day to be our best. In the example below, readings seem to have equilibrated around day 20. From this point forward the results are typically below 150 with the exception being day 40. This was a bad day for cleaning and should be considered a fail.

| Day    | 1   | 5   | 10  | 15  | 20  | 25  | 30  | 35  | 40  | 45  | 50  |
|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Site 1 | 475 | 650 | 310 | 225 | 145 | 130 | 150 | 122 | 250 | 110 | 135 |



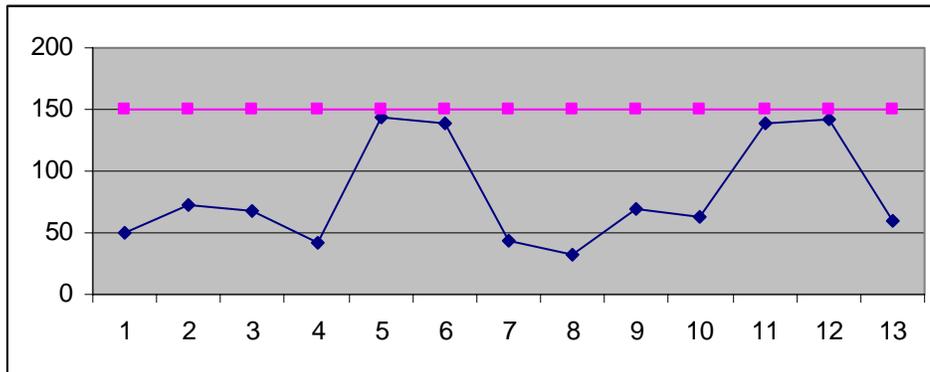
In the example above a pass threshold of 150 and fail threshold of 200 might be appropriate due to the relatively low range of results once the equilibration occurs. The area in between, from 150 to 200, would be considered marginal. Readings in this range would indicate the need to monitor more closely.

### Continuous Process Improvement

Inherent in the development of any high quality sanitation monitoring program is the goal of Continuous Process Improvement. Sanitation and quality managers are constantly seeking ways to improve the effectiveness of their programs. The natural consequence of these processes is an improvement in our ATP readings. This implies the need to review your thresholds on a regular basis to see whether changes should be made. If our baseline is lowered through more effective cleaning processes we may miss issues that arise but register below our old thresholds.

In the example below, something is clearly happening differently with our cleaning efforts on days 5 and 6 and then again on days 11 and 12.

| Day    | 1  | 2  | 3  | 4  | 5   | 6   | 7  | 8  | 9  | 10 | 11  | 12  | 13 |
|--------|----|----|----|----|-----|-----|----|----|----|----|-----|-----|----|
| Line 1 | 50 | 72 | 68 | 42 | 144 | 138 | 44 | 32 | 70 | 63 | 139 | 142 | 59 |



But, as the chart above illustrates, we may not see it because it's occurring beneath our pass threshold of 150.

A review of our results earlier might have indicated the need to lower our pass threshold to 100 and fail to 150. The higher readings would then have shown up in our marginal range thereby alerting us to the need to investigate further. Since the high readings appear to return to our pass range, are still well within our original pass range and are regular in their occurrence, they would not normally be considered a fail under the new settings.

