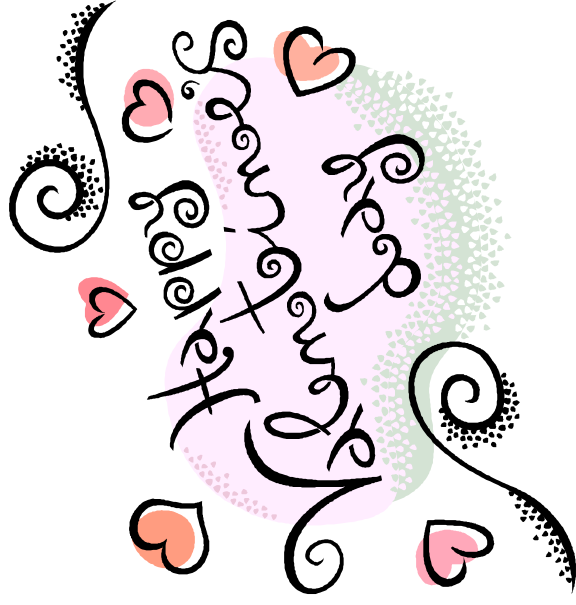


Monthly Clean Up™



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A Note From Charlie:

To My Fellow JanSan Customers and Employees,

Last month I wrote to you on how to start lowering costs to meet these economic times. I really don't know if your employees realize the severity of this economic recession. It sort of reminds me of gas prices when everyone complains about the increases but do not take steps that will help lower costs and the reason for this is simple – the news media scares us to death on how high oil is going and in a few months the price of oil retreats and gas prices fall.

Unfortunately, this recession is going to last at least a year or more. The biggest problem for Schools, and other facilities, is the loss of revenues from the communities, which means lower budget dollars. This step can help you overcome lower budgets because the PTA, government, as well as the average person, expect good looking and clean facilities.

Green Cleaning

Do you know how much you pay for diluted chemicals? This may shock you but it's true. Most manufacturers will provide and install dilution control units at no charge. Some end users have said they don't want to be obligated to one manufacturer, therefore they want to pay for the units because they can purchase from anyone. Let me enlighten you because major manufacturers have distribution agreements with distributors that prohibit any other distributor from quoting lower prices on your chemicals. Do you really think you're getting the best price? Sometime ago I was doing in-service training at a high school and looked at the dilution system on the wall. I noticed the chemicals were not green and when I approached the Director of Facilities, I asked why they were not using green cleaning chemicals. He told me they were supposed to be green. He did check and to his dismay they were not green cleaning chemicals. Every bottle, container or pail will have a green certification label on it. Don't be fooled because Green Cleaning terminology is used loosely. You must make sure it's certified.

The following are diluted prices on chemicals you should be using in your daily cleaning operation. All products are green seal certified except disinfectants.

TerraGreen Glass Cleaner –dilutes 4 oz per gallon	\$1.42 per gallon diluted
TerraGreen Neutral Cleaner – dilutes ½ oz per gallon	\$.20 per gallon diluted
TerraGreen Degreaser – dilutes 1 oz per gallon	\$.20 per gallon diluted
Maxima 256 Disinfectant – dilutes ½ oz per gallon	\$.17 per gallon diluted

Remember chemical costs should not exceed 8% of your direct labor cost.

Equipment

Facility Managers have told me they don't have money for equipment. I fully understand their dilemma but without equipment you can't lower cleaning costs. More schools are now looking into leasing equipment and buying it for \$1.00 at the end of the lease. Customers have told me it's just a finance program. This is true but how are you going to lower labor costs without updated equipment. Just what you will save on floor stripper and floor finish chemicals will pay for a new automatic floor scrubber and battery operated burnisher with dust control. You can lease these two machines for under \$500.00 per month.

As I explained last month, using Kaivac machines to clean restrooms will save you at least one and one half minutes per toilet, sink and urinal plus you will never have to machine scrub ceramic tile floors if you use it on a daily basis. It does not sound like much but when you add it all up your savings is thousands of dollars per year. You will never be completely sanitary clean because when you stick your mop in a bucket of disinfectant to wet the floor you are contaminating the solution. Kaivac has its one clean water reservoir and mixes with the chemical when it passes through the pressure hose. The solution is vacuumed after the fixtures have been cleaned. You must see it to believe but in this case change is necessary. Keep in mind anytime to bring change to a facility you will have grumbling because that's not the way they used to do it but it saves time and is sanitary clean.

This month we celebrate Valentine's Day. Don't forget your loves ones. Make sure you treat them to a box of candy and/or flowers and maybe dinner.

Happy Valentine's Day

Charles Troccoli
All Star Cleaning Supply



In This Issue:

- ◆ A Note From Charlie
- ◆ Value-Added Innovations
- ◆ Indulging With Care! How To Spoil Yourself During The Recession...

◆ February Fun

Value-Added Innovations

By *Mary Erpenbach*

Thoroughly assessing a problem – learning what causes it and understanding its ramifications – is crucial to a problem’s solution. When it comes to cleaning restrooms, manufacturers found that a thorough assessment of cleaning procedures is what led to some of the industries most appreciated innovations. After spending many years evaluating restroom cleaning and the various procedures that it calls for, manufacturers found two overall problems. One was that there was a very high turnover among employees and therefore training was an issue within departments. The second was that many departments rarely updated the tools they used to clean, many of which were not ergonomically designed.

In response, the industry soon saw the introduction of various ergonomically designed tools. These were designed to reduce back pain through the use of longer handles, which also keeps worker’s faces away from the toilet bowl containing chemicals and fumes. Manufacturers comment that the use of these types of products will not only make cleaning easier and safer for workers, they will also result in worker retention.

Touch-free cleaning systems, such as Kaivac, were also introduced to help with restroom cleaning. These systems not only address the issue of cross-contamination, but can also reduce the amount of time it takes to clean a restroom.

Many of the improvements offered by manufacturers, suppliers, trainers and others in the industry have had a similar value-added impact on restroom cleaning. Microfiber mop heads and/or cloths not only release dirt more read

ily but are easier to lift than traditional “spaghetti” mops because they weigh less. They’re also more environmentally friendly because they use less water, and they’re washable, reducing the amount of trash left at the end of the cleaning day.

Environmentally friendly green cleaning is a trend that has grown stronger in recent years. Many manufacturers have come out with tools that are designed specifically for recycling if they were ever to wear out. And instead of replacing the entire tool when something breaks, many manufacturers provide replacement parts so you don’t have to throw the entire tool away.



In addition, many workers use squeegees and water to clean restroom mirrors and windows. The benefit? Departments will use less chemicals and won’t find trash bins filled with paper towels as a result of cleaning.

Cleaning chemicals should also be considered in green cleaning. There are many manufacturers that provide cleaning products certified with Green Seal. These new innovations – and they happen frequently – make it easier for companies to except green cleaning into their programs.

For all the innovations in the industry, the need for common sense and attention to detail is as great as ever. Properly training employees, for example, is a task that experts say should always be at the top of a building manager’s to-do list. To help, there are industry courses such as those offered by ISSA, as well as training services provided by manufacturers and distributors.

Mary Erpenbach is a freelance writer based in Rockford, IL.

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Indulging With Care!

By Jennifer Alyce

Here are a few tips I use all the time. Set yourself an indulgence budget, a percentage of your monthly take-home pay that's for dining out, movies, shopping, pricey lattes, or whatever else you want. It shouldn't be more than you are able to save each month, and once it's gone, it's gone. You have to wait for the next month to indulge yourself again.

♥Coupons, coupons, coupons! Or as like to call them, Coups, are key to indulging with care. You can save a fortune in the grocery store alone, enough to send your family of 4 on a great summer vacation! Take time out every week to go through the newspapers and clip away. Then buy only what's on sale in addition to using your coupons. You will be shocked how much you save. I almost only buy food that is on sale and usually end up saving about 50% on every trip to the supermarket!

♥The Library is now your best friend! Instead of Blockbuster, go here to rent movies. I just discovered that my local library offers FREE passes to a wide array of venues; zoos, nature and art museums, parks, and aquariums. There may be restrictions so be sure to ask lots of questions while planning your day trip.

♥Vacation local for fun, cheaper, weekend trips. Go to local ski areas instead of Vermont. Or try someplace you've never been before. In 2 and 1/2 hours you can be in Newport RI enjoying great beaches, beautiful scenery, and touring some of the most extravagant mansions in New England.

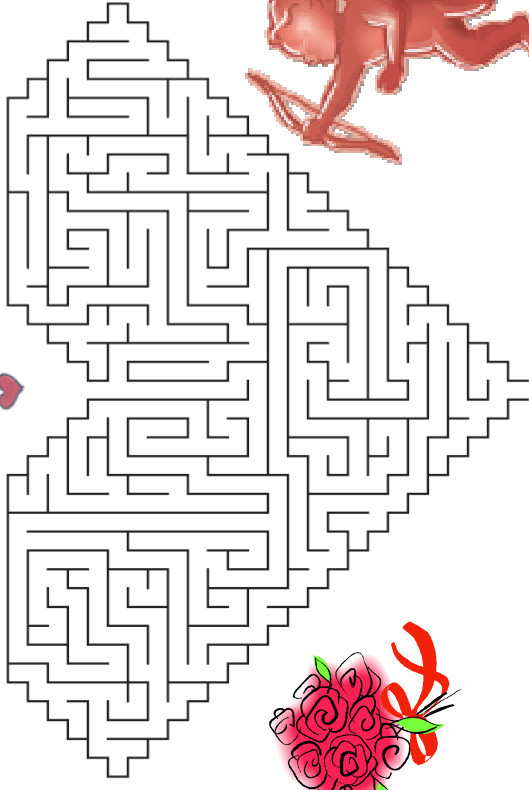
♥Need a longer vacation? The best time to find a low fare is in the morning. Airfares are sometimes reset overnight, and the best pickings are available before East Coast workers get to the office. Look for flights departing Saturday, when fares are often cheapest; avoid Monday mornings and Thursday evenings, when flights are crowded with business travelers. Book as far in advance as possible and be sure to check out some discount travel sites like sidesstep.com or kayak.com for the best prices on hotels, airfare, and even cruises. Try to look for package deals.

♥When you arrive at your destination, tell the concierge at the hotel that you are celebrating an anniversary or birthday. You may receive a free bottle of champagne, a discount on the room, or even a free room upgrade. Even if you are not celebrating a special event, still ask about a free room upgrade. You would be surprised at the response. The worst that will happen is that they say NO! Hey, at least you tried!

Look in next month's issue for more of my indulging secrets on how to stretch your dollar without feeling like you're on a budget. I will tell you when the best time to shop for big ticket items is, some great money saving websites, and how to conquer the mall without breaking the bank.



February Fun!



February Trivia!

- 1. On February 1st, 1790, this group met for the very first time in the Royal Exchange Building in New York City. What group was it?**
A. The Boy Scouts B. The Minutemen C. The U.S. Supreme Court
- 2. Inventor Thomas Edison, born on February 11th, 1847, said "Genius is 1% inspiration and 99%..."**
A. luck" B. perspiration" C. hard work"
- 3. What U.S. President was impeached on February 24th, 1868?**
A. Warren G. Harding B. Lyndon Johnson C. Andrew Johnson
- 4. On February 25th, 1928, a U.S. federal government commission issued the very first license of this type. What kind of license?**
A. Television Broadcasting License B. Radio Broadcasting License C. Blimp Pilot's License
- 5. On February 20th, 1962, who became the first American to orbit the Earth?**
A. Alan Shepard B. John Glenn C. Buzz Aldrin

