

- *** Help Facilities Save Money and Reduce Environmental Impact.** One of our primary goals is to help customers save money and reduce environmental impact. In this session I will address strategies, processes, and products that can help you do just that. Whether you are a distributor, service provider, or manufacturer, you will take home tips for differentiating your offering from the competition and growing your business.

Help Facilities Save Money and Reduce Environmental Impact



Presented by:

Stephen Ashkin

Agenda



- Define Green Cleaning
- Why its important
- Strategies
- Processes
- Products

Defining Green & Green Cleaning

- Products or services that have a lesser or reduced effect on human health and the environment when compared with competing products or services that serve the same purpose.

This comparison may consider raw materials acquisition, product, manufacturing, packaging, distribution, reuse, operation, maintenance, or disposal of the product or service.

- Cleaning to protect health without harming the environment.

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Why Its Important The Cleaning Industry Is Huge



- 6 Billion pounds of chemicals
- 4 Billion pounds of paper
- 1 Billion pounds of plastic trash bags
- 1 Billion pounds of tools and equipment
- 600,000 companies
- 4.5 Million workers

Why Its Important Competition Is Fierce



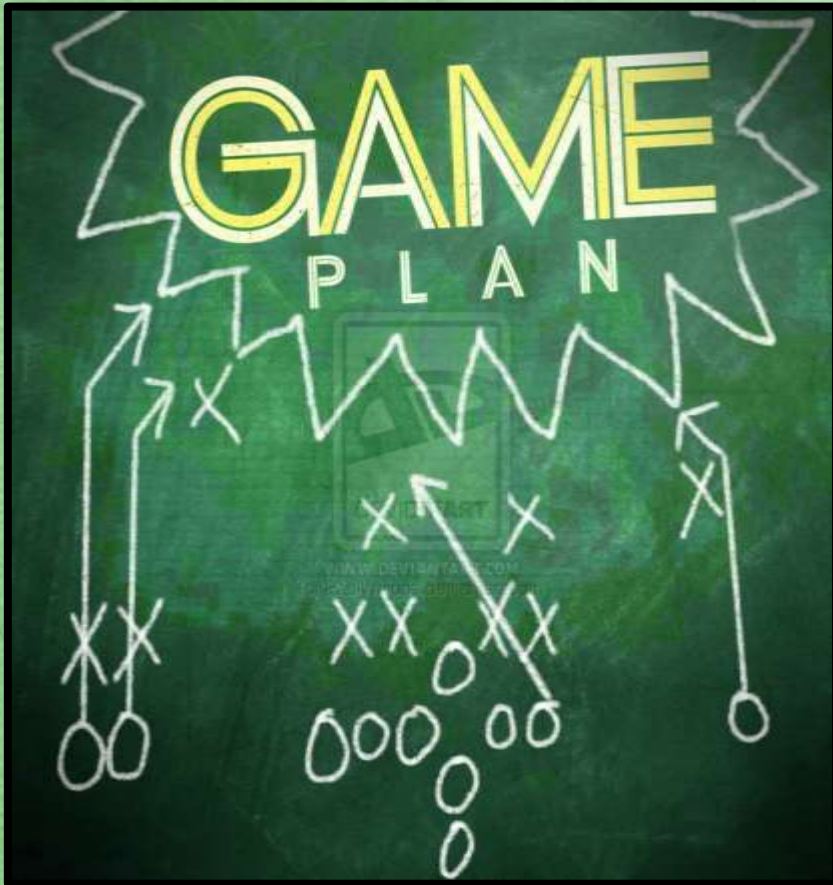
- New players
- New products
- New regulations
- Labor issues
- Mergers & Acquisitions
- Global issues

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Let's Talk Strategy



- Holistic – System Thinking
- Think big (game changing)
- Look For Efficiencies
- Innovate
- Measure & Compare
- Certify
- Energy, Water, Waste & Transportation
- Durability

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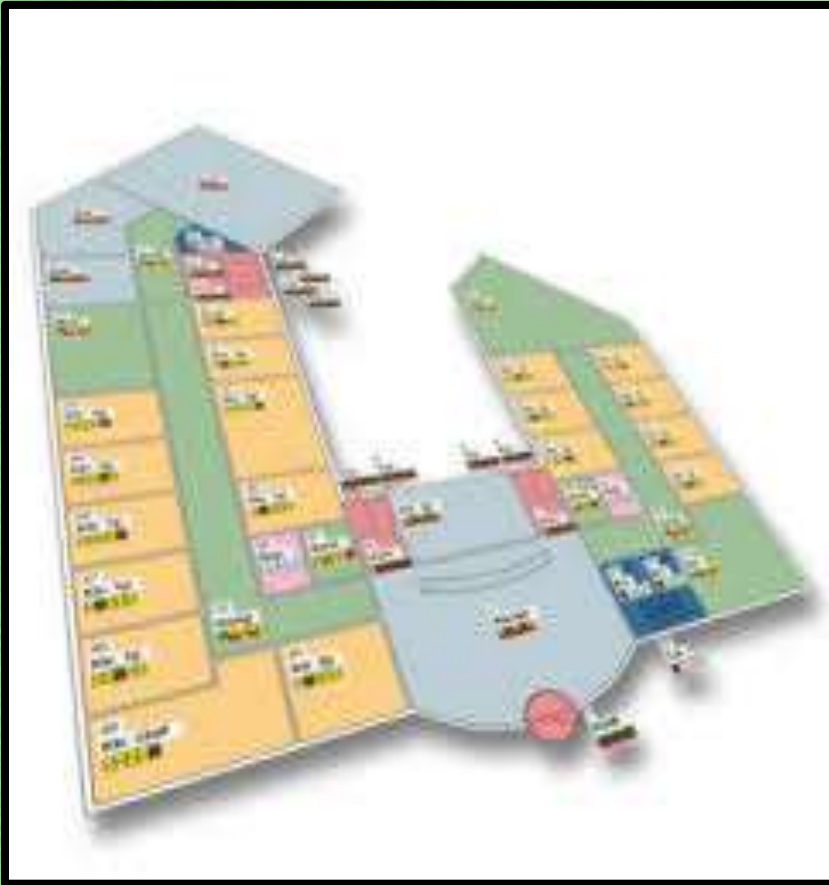
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Processes & Procedures

Labor Is 60% - 80% Of Cost Of Cleaning



- Systems
 - Zone Cleaning
 - Team Cleaning
 - Day Cleaning
 - Shared Cleaning
- Workloading
- Benchmarking & Comparison
- Training
- Organizing carts and storage areas
- Floor & Carpet Care

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Products

Products Are 10% Of Cost Of Cleaning



- Paper
- Liners
- Chemicals
- Equipment
- Touch-Free Restroom Cleaning
- Laundry & Warewashing

Products

Paper – Reduce Consumption



- Replace multifold hand towels with:
 - Large rolls
 - Electric dryers
- Replace single roll toilet tissue dispensers with:
 - Large rolls
 - Multiple roll dispenser

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Products

Plastic Liners



- Reduce consumption
 - Do you really need it?
 - Occupant engagement
 - Right sizing
 - Right thickness
- Composting
 - Is it really available?

Products

Chemicals



- Eliminate Ready-To-Use & Aerosol Products
- Concentrates With Dispensing Equipment
- Reduce The Number Of Products
- Floor & Carpet Care Systems
- No-Touch Restroom Cleaning

Products Equipment



- Right-sized (labor saving)
- Reduce energy consumption
- Reduce water consumption
- Robotics

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Thank You

Stephen Ashkin