



Global. Local.

# CLEANING UP

NEWS & VIEWS ON OUR INDUSTRY

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## Entrance Mats The Unsung Hero of the Cleaning Industry

By Jim M., Edgewood Matting

Let's face it; most people rarely pay much attention to their entrance matting. Matting just isn't very exciting to talk about. We walk on it every day, but never really stop to think about its importance in keeping a facility clean and healthy. In addition, matting also plays an important role in keeping facility costs down, and we're always sensitive to the needs of customers in controlling their costs. Don't believe me? Read on.

Did you know that 90% of the soil that enters a building enters through the front door? A good matting system can trap and contain 80% of that soil. What does that mean to you?

- Less soil coming in, means less labour and material costs needed to clean up that soil.
- Your floor finish will last longer with 80% less soil sand blasting it off the floor.
- Your neutral cleaner will clean better with 80% less soil to contend with.
- Strip and refinish cycles can be extended.
- Carpet extraction cycles can be extended.

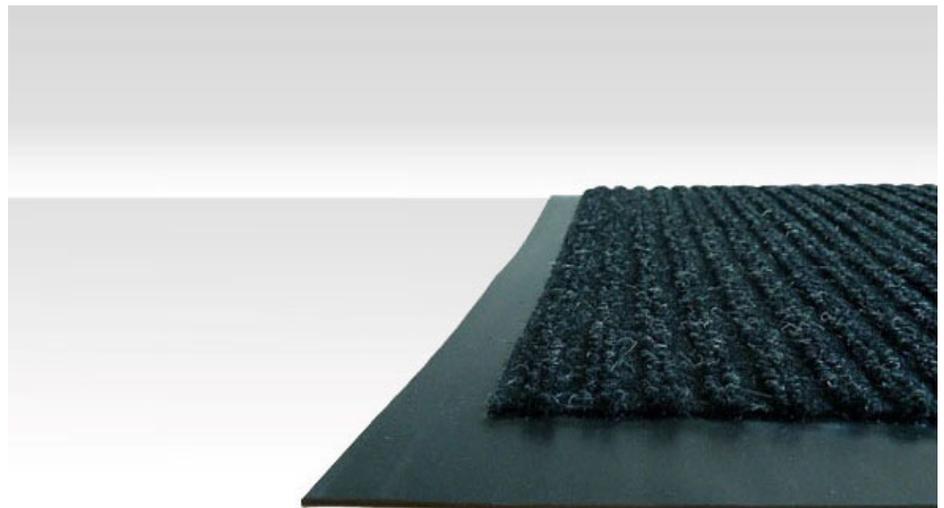
The cost of cleaning comes down in a profound way, simply by not letting the dirt in the building in the first place. The cleaning products and equipment that are being used every day work better and last longer, all because of something as simple as a matting system at the front door.

A good entrance matting system must be the **FIRST LINE OF DEFENSE** in any comprehensive cleaning regiment. We all know that 90% of the cost of cleaning a building is labour. Imagine the positive impact on your bottom line when you can reduce the amount of labour that is occupying 90% of your costs.

In our price conscious environment, consider having a look at your entrance matting. You will be happy you did.

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Group of Companies



## Reliability and Performance from NaceCare

### Avenger Carpet Extractor

Running under 60 dB, the AV12QX is excellent for any 24 hour facility, especially in the hospitality and healthcare industries. The spring-loaded vacuum shoe is adjustable, ensuring consistent pressure and pick up on different carpet thicknesses and uneven floors.



**Wesclean Item:**  
**5800135**

### Twintec Traction Battery Scrubber 20"

The TTB 1620T is a large-capacity 20" traction drive scrubber built for durability and longevity. Adjustable solution flow rates ensure that the proper amount of water is used, while the control panel monitors critical operating levels.



**Wesclean Item:**  
**1900086**

### Twintec Battery Scrubber 17"

The TTB1117 has an 11-gallon solution and recovery tank, making this 17in battery walk behind scrubber compact to scrub in tight places. The scrubber is lightweight and is easy to operate with adjustable handles for the operator.



**Wesclean Item:**  
**1900053**

### Twintec Battery Scrubber 20"

The TTB1120 has an 11-gallon solution and recovery tank, making this 20in battery walk behind scrubber compact to scrub in tight places. The scrubber is lightweight and is easy to operate with adjustable handles for the operator.



**Wesclean Item:**  
**1900072**

For more information on these and other products, contact your nearest Wesclean branch at **1-888-337-2929** or visit **www.wesclean.com**

## Dear Dusty

I run a large public complex that has a ton of traffic. Although we have great entrance matting, the salt and debris from our weather keeps tracking in.

I am finding myself spending many hours of labour, having our staff constantly vacuuming and flat mopping the entrances. I have had no choice but to do so, because of the slip-fall liability this creates.

Do you have any suggestions that may save me time and help keep this area clean and safe?

-- James

## Dear James

It is great that you have a well-designed entrance flooring system in place. This will help prevent dirt and moisture from being tracked in, while prolonging the life of interior flooring, reduce cleaning and overall maintenance costs, and helps prevent slip and fall injuries. It is important to change out or dry your mats on a regular basis. When they get too wet, they are ineffective.

When cleaning your floors, use a neutralizer in the water and mop frequently, this will help with the salt and winter ice-melter residue on the floors. Also, change out your water after every use (or frequently in larger areas) or use a dual bucket system to avoid redepositing the soil back onto the floor. The proper use of wet floor signs is important and reduces the potential liability for accidents.

To reduce the time and labour spent in these areas, you may want to consider a small micro-autoscrubber, turning a two person job into a single person job. This will more efficiently keep these areas cleaner, with the added benefit to help reduce the chance of accidents.

There are several autoscrubbers available on the market today, let us show you how to increase cleaning efficiency, reduce slip and fall liabilities, and how you can re-purpose your labor savings.

Call us at 1-888-337-2929 for more information or to book a free demo today!

Don't forget to check out some of the newest machines on page 4 of this issue of the Cleaning Up Newsletter.

## Self Contained Carpet Extractors

The ES300 and ES400 self contained extractors are built on Advance's leading AquaClean platform. These multi-purpose machines are ideal for cleaning your high-traffic carpeted areas. Featuring LIFT as well as their Dual Cleaning Mode technologies, the ES300 XP and ES400 XLP allows you to perform deep cleaning or interim cleaning with super- quick dry times, ready for traffic in as little as 30 minutes. Certified by the Carpet and Rug Institute Seal of Approval.

**ES300 ST**



**Wesclean Item: 6950081**

**ES300 XP**



**Wesclean Item: 6950082**

**ES400 XLP**



**Wesclean Item: 6950083**

## Featured Carpet Cleaners

### PCS Carpet Cleaner

An all-natural way of cleaning carpets, designed and certified to maximize indoor air quality, and for use around chemically sensitive populations. Use for deep cleaning processes, low moisture techniques and carpet spotting.



**Wesclean Item: 0040519**

### Just for Carpets

An anti-resoiling encapsulation carpet cleaner. As a liquid, it is unique in its ability to absorb the worst of soil and as it dries it converts to crystals that can be easily vacuumed and will not stick to carpet fibers.



**Wesclean Item: 4900200**

## Winter Floor Care

Proper floor care and matting is essential throughout the year. During the winter, it is important to adequately clean the floors and carpet more frequently; salt and ice melt products can cause damage to floors.

Our top winter floor care tips are:

1. Use the right chemical for the job. Salt and ice melt products can leave a white chalky residue, thus by using a neutral cleaner, it can help neutralize the alkaline in some ice melt products.
2. When cleaning, do not leave dirty water on the floors to evaporate, as residue will be left behind making it harder to remove. Use a wet vac or an autoscrubber to remove the residue and clean the floors.
3. It is not recommended to strip and apply floor finish during the snowy weather, as tracked in salt and ice melt will damage the floor. Thus, the finish must be reapplied, increasing time and labour costs.

## Featured Floor Cleaners

### EnviroStar Green AP Neutralizer

An earth friendly cleaner that can meet the toughest indoor and outdoor environmental restrictions. With a low pH (2.2) it will neutralize alkaline residues and improve coating adhesion on alkaline surfaces. Ideal for use on VCT and hard floor surfaces. This product is excellent for use after stripping processes and during winter months to remove salt build up.



**Wesclean Item: 0170117**

### EP88 Caprice

Neutralizes alkaline residues and effectively removes salt and calcium deposits on most floor surfaces and industrial carpeting. This remarkable detergent not only neutralizes the residual effects of strippers and cleaners, but it also is a super efficient cleaner. Its deep penetrating action helps suspend the dirt and residue, lifting it to the surface for easy neutralization and removal.



**Wesclean Item: 7770065**

## The Latest Innovations from Nilfisk-Advance to the Industry



### SC250 Micro Scrubber

The battery powered Advance SC250 Micro Scrubber delivers the cleaning performance you require in a compact size. Dirt and even small debris are easily removed from the floor with its single pass sweeping, scrubbing and drying capabilities, efficiently leaving your floors clean and dry. Ideal for scrubbing tight corners with a highly maneuverable design. Its adjustable and foldable handle makes transport and storage easy.

Wesclean Item: 6950032



### SC100 Upright Scrubber

The Advance SC100 Upright Scrubber replaces the conventional use of a mop and bucket. The compact and lightweight design allows you to clean in very tight areas, and its superior productivity gets the job done fast. With a more effective cleaning system that removes dirt and water, rather than spreading it around like a traditional mop, decreasing chances for slip and falls and creates a more hygienic environment.

Wesclean Item: 6950014

## Why Bunzl?

The Bunzl group of companies gives your company the efficiency of a national network with dedicated, local experts who know that one size doesn't fit all. We will work with you to build a unique solution to optimize your businesses.

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