

# CLEAN SPEAK

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THE ART AND SCIENCE OF CLEANING

## ASSET PROTECTION

The winter season is upon us, and with it, building patrons with snow, slush and ice melter on the bottoms of their footwear. The cold months are particularly hard on carpet and hard floor surfaces, and without a maintenance program that involves preventative, daily, interim and restorative cleaning tasks, these valuable investments are doomed to have years knocked off their estimated lifetime.

### Prevention

An ounce of prevention is worth a pound of cure, but in this case, it is worth a pound of dirt. Removing a pound of soil from floor surfaces can cost a facility up to \$1000, so it is in a facility's best interest to keep as much of that soil out of the building as possible. Following the rule of 15 for entrance matting is vital: a minimum of 5 feet of scraper matting, 5 feet of wiper/scrapper matting, and 5 feet of wiper matting will ensure that by the time a patron reaches the hard floor or carpet, their feet are almost soil-free and dry. Keeping that matting clean and dry will allow it to function at its best, so daily and interim cleaning must include mat care.

### Daily, Interim, and Restorative Maintenance

All the matting in the world will not keep out all the dirt, and dirt left to sit on a surface causes damage to floor finish, carpet fibres and other surfaces. So now the key is to get rid of dirt as quickly



Entrance matting is vital for keeping soil off of interior surfaces, particularly in winter.

and with as little maintenance as possible. Daily cleaning is by far the easiest way to remove soil. Steps usually involve vacuuming, dust mopping, and wet mopping or scrubbing with an automatic scrubber. This will minimize floor damage making subsequent interim tasks quicker and less expensive, and will put restorative maintenance - the most expensive type of cleaning - off as long as possible. Daily and interim upkeep of hard floors will extend floor finish life up to three years before stripping is required (depending on traffic of course), and daily vacuuming of entrance mats will make extraction easier (and less expensive).

### Equipment

Cleaning equipment, such as automatic scrubbers and extractors are not exempt from asset protection concerns. Poorly maintained equipment does not clean as effectively, and may even re-soil or damage surfaces. If a machine breaks down at an inconvenient time, tasks will have to be done by hand, taking longer, costing more money. Putting equipment on a Programmed Maintenance schedule takes the guess-work out of when and what to do when conducting maintenance. Ask your Greer consultant for more information, or visit our website under "Equipment Service" for more information.

OPEN  
24/7

## NEW ONLINE STORE COMING 2015

We pride ourselves on being there for our customers, be it vendor supply management, Consult 360°, custodial training, or a myriad of other services, and now, we will be extending our hours for you – digitally.

We will be rolling out our new online store in early 2015. The online store will include customer specific baskets of goods, training materials, and other useful items. Customers will be contacted and trained as the feature becomes available.

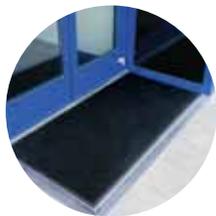
[www.wegreer.com](http://www.wegreer.com)

# specials & spotlights:

Prices valid from December 1, 2014 to February 28, 2015 unless otherwise indicated. All items limited quantity.

## Spotlight - Entrance Matting

Matting is vital to a floor care program, particularly in the winter. It helps to keep dirt and damage-causing salts out of your facility, which protects your assets, and reduces cleaning time and resources.



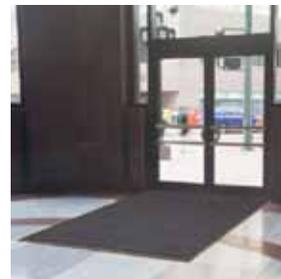
**Gritstop Fingermat** - Used on the outside of your entrance, Finger mats pull dirt from footwear using super scraper fingers.



**Prime Knob & Prime Rib** - Used for heavy soil applications and where durability is a must. These mats are mold and mildew resistant, and can be used in both indoor and outdoor applications. They are also impervious to many chemicals including ice melters and salt. Prime Knob is designed to provide multidirectional protection while Prime Rib provides aggressive linear protection.

## Special - Horizon Mats

Right now, get a great deal on Horizon mats. These mats are a synthesis of fashion and function, working effectively as both a wiper and scraper for heavy-traffic areas.



**CONSTRUCTION:** Tufted  
**FACE STYLE:** Cut Pile  
**FACE FIBER:** 100% Polyethylene Nylon  
**FACE WEIGHT:** 800g/sq.m.  
**BACKING:** PVC Plastisol with 20% Recycled Content  
**TOTAL WEIGHT:** 2628 g/sq. m (92 oz./sq. yd.)  
**EDGING:** Yes  
**APPLICATION:** Heavy Duty Traffic

**3ft x 16ft mat** \$462.98 (reg. 661.40)  
**3ft x 9ft mat** \$266.20 (reg. \$380.28)  
**3ft x 7ft mat** \$209.97 (reg. \$299.96)

## Spotlight - Stainless Steel Dispensers



Mini-Titan electronic touchless dispensers have a new stainless steel look that gives your facility a touch of elegance.

The new stainless steel finish is easy to clean, and fits with any restroom decor.

The Mini-Titan is 25% smaller than major dispenser competitors while at the same time holding the longest roll on the market. Its touchless functionality helps to keep the dispenser clean, while preventing cross-contamination.

Want more information? Visit our website under "Spotlight."

Want other types of "stainless steel" look dispensers? Give us a call.

## Specials - Odds and Sods



**Dynamo X, 4L**  
 Low odour, heavy duty, floor finish stripper for sensitive areas. Effective on all finished floors with any maintenance program. Case pack: 4.  
**024120 EA \$20.90** (reg \$34.42)

**Standard 2-Ply Bathroom Tissue**  
 Angelique, 1.5" core, 4" x 3.5" x 500 sheets  
 Great price! Pay the 48 roll price for 96 rolls!  
**52455 96 Rolls/Case \$45.62**



**Wave Brake Bucket**  
 Splash reduction, durable design.  
**605771 \$71.06** (reg. 172.20)



**UltraFlex Bucket & wringer combo.**  
**60133879 \$141.72** (reg \$201.69)



For video demonstrations on a variety of equipment and products, please visit our Greer TV page:  
[www.youtube.com/WEGreerLtd](http://www.youtube.com/WEGreerLtd)

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