

PIKE SYSTEMS, INC.

NEWSLETTER

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Upcoming Events

Open House—September 20, 2007

Team Cleaning for Enhanced Labor
Deployment—October 17, 2007

Classroom Cleaning for Increased Health
and Attendance—November 14, 2007

Carpet Care for Increased IAQ—
December 6, 2007



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Developing a Green Cleaning Program for Your Facility

New program implementations can be tricky, especially when it means implementing new procedures. Sometimes, additional information and a step-by-step process can eliminate the anxiety associated with these implementations. The following presents a list of the steps for developing a Green Cleaning Program.

1. Identify the needs and goals of the facility and occupants. Start small. Do not try to make too many changes at one time.
2. Evaluate current products, equipment, and procedures
3. Use the green cleaning guidelines and the help of your supplier to choose chemicals and equipment that fit your needs
4. Develop procedures to accompany these new products and equipment
5. Train the staff
6. Monitor the progress
7. Continually make improvements
8. Communicate

One of the key ingredients in any implementation is to gain stakeholder support. Your custodial team needs to feel as if their input is just as important as the new guidelines you have set forth. Be sure they understand the benefits of the switch.

If you're ready to begin the implementation but do not have the resources to launch an all out conversion to green cleaning, here are some steps you can take to improve the health of your building. Place entry mats at all entrances and utilize a high performance vacuum such as the SuperCoach to vacuum hard floors and carpeted areas. Regardless of your financial situation, steps can be taken to make your building "greener." For more information or for assistance in converting your facility to green cleaning, please contact Pike Systems, Inc. at 630-896-6373.

About Pike Systems, Inc.

In today's business environment, every facility is being faced with cleanliness challenges. Just having the right chemicals and equipment isn't enough. It's knowing how to integrate chemicals, equipment, and people to your individual facility and knowing how to train your staff to do it the right way. Pike Systems, Inc. can help you with this process. The following are some of our recommendations to help you reduce the overall costs of your Custodial Budget. As a Pike Systems customer, you will receive the following value-added services:

- ◆ Working with a supplier who will do more than deliver product to your door.
- ◆ Reduction in the number of chemicals and supplies used.
- ◆ Installation of proportioning systems that provide safe, consistent use of chemicals and control chemical usage.
- ◆ Standardization of procedures so all staff members are working in the most efficient, effective manner as true industry professionals.
- ◆ Establishment of an ongoing training program for your staff.

Making these types of improvements will not happen with conventional distributors. It takes a company like Pike Systems, whose focus is on the customer and the customer's individual needs, to make it happen.

Pike Systems' 1st Certified Expert

Pike Systems' Sales Manager, Bill Andrae, is one of the area's first certified Cleaning Industry Management Standard Experts. Andrae participated in a rigorous training session held in Chicago on June 26th, 2007 and gained his certification following an exam that same day.

As defined by the ISSA, the Cleaning Industry Management Standard (CIMS) consists of five areas of management: quality systems, service delivery, human resources, health, safety and environmental stewardship, and management commitment. This certification provides a great resource for in-house cleaning operations to elevate the status of their departments by documenting the professionalism of the department.

The objective of CIMS is to develop a framework to assist in-house service providers in developing quality, customer-centered organizations based on universally-accepted principles that have proven to be the hallmarks of well-managed, successful cleaning operations.

As an in-house custodial department, you can elect to become CIMS certified. As a CIMS expert, Andrae is certified by the ISSA to assist facilities like yours in becoming certified. There are two levels of certification, CIMS certified and CIMS certified with honors. Andrae is able to assist facilities with training, process documentation, and quality assurance just to name a few.

What is the benefit of becoming certified, you may ask? First of all, in-house operations can use the standard to develop an organizational master plan. They can learn to operate more efficiently. They will develop and document best practices for the department which will enable them to hold their staffs, suppliers, and building occupants to specific standards.

Managing a successful cleaning operation requires a lot of hard work, dedication, and perhaps most importantly, a thorough understanding of the requirements of building inhabitants and the facility in general. For additional information on the CIMS program, contact Pike Systems at 630-896-6373.

Green Cleaning vs. Traditional Cleaning

Green Cleaning	Traditional Cleaning
Comprehensive Program	Product Focused Program
Focus on Health	Focus on Appearance
Focus on People	Focus on Cost
Supplier Share the Responsibility	Suppliers are "tolerated"
Products include value-add's	Products Perceived as Commodities

Marketing Your Department

In an age where public relations is at an all-time high, shouldn't you be taking advantage of opportunities to market your custodial department? Each day, your department works to promote health, remove harmful irritants from the environment, and provide an attractive facility for students, staff, and visitors. Your staff deserves some recognition!

In the upcoming year, Pike Systems will be working with custodial staffs like yours to assist them in promoting their department and the accomplishments they've made towards providing a greener, healthier facility for building inhabitants.

We have tent cards that advertise the green cleaning strides taken by your staff. We have tent cards that advertise the use of four-level filtration vacuums and improved indoor air quality levels. We will be working with facilities to survey building inhabitants and identify areas of need as well as areas of success. In addition, we will also assist with press-releases and memos to get the word out.

We know that you're working hard to promote health, shouldn't everyone else?

Can you Afford Your Upright Vacuum?

Backpack Vacuums boast many benefits. Labor savings are just one source of savings. You will also save on repairs and reduced equipment downtime. Fill out the worksheet below to find out how much you could save!

		Upright Vacuum	Backpack Vacuum
1	Minute to vacuum a classroom	12	8
2	Number of classrooms	(Input)	(Input)
3	Labor Rate/Hour	(Input)	(Input)
4	Minutes to Vacuum Daily	(#1 x #2)	(#1 x #2)
5	Minutes to Vacuum Weekly	(#4 x 5 days)	(#4 x 5 days)
6	Minutes to Vacuum Yearly	(#4 x 180 days)	(#4 x 180 days)
7	Yearly Vacuuming Expense (Labor)	(#3 x #6)	(#3 x #6)
		Potential Savings:	(Upright Expense less Backpack Expense)

Numbers are based on ISSA cleaning times. The analysis is based on an 800 square foot classroom and the use of an 18" twin motor upright vacuum and a backpack vacuum with a 14" tool.