

# PIKE SYSTEMS, INC.

## NEWSLETTER

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PHONE: 630-896-6373

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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



*Pike Systems, Inc.*

*1770 Commerce Drive*

*Montgomery, Illinois 60538*

*Ph: 630-896-6373*

*Fax: 630-896-7199*

*E-mail: [customerservice@pikeystems.com](mailto:customerservice@pikeystems.com)*

## Green Cleaning Schools Act Passes Out of Senate

On May 16, 2007, Illinois put another environmentally friendly foot forward when the Senate passed the Green Cleaning Schools Act in a 52-5 vote. The act will require all elementary and secondary schools in Illinois to purchase environmentally preferable cleaning supplies.

We hope that this bill will bring a greater understanding of cleaning and provide for the implementation of more comprehensive green cleaning programs within our schools. We have implemented successful green programs in many schools over the last three years. The schools we work with have found that green chemicals are readily available, cost-comparable, and equally effective.

Environmentally preferable cleaning chemicals are only one piece of a green cleaning program. Pike Systems focuses their energies on standardized procedures, repeatable processes, and trackable results. We provide workloading assistance, task cards, and specialized training programs for custodial professionals to ensure that they are getting the most from the school district's chemicals and equipment and the most out of your tax dollars. Our ultimate goal is to elevate the custodial staff to the level of a precision assembly line: error-free, consistent, and efficient.

To borrow words from the Native American culture, "we do not inherit the world from our parents; we borrow it from our children." Let's work together to reduce our environmental footprint by supporting the green cleaning efforts in our school districts.

## 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.

## Furniture Sticking to the Floors?

The summer is the perfect time for stripping and refinishing floors, right? WRONG! The summer is quite possibly the worst time of year to lay finish. The occurrence of furniture sticking to floors is most common during this time period. When this occurs it is called metal glide adhesion (MGA). MGA occurs when furniture is returned to a floor before the finish has completely cured. With higher humidity and restricted air flow, it is increasingly harder to determine dry times in the summer. If you are encountering problems with any custodial project work, contact Pike Systems.

## E-Newsletters

Pike Systems has launched a new, more user-friendly website. The website's address hasn't changed ( [www.pikesystems.com](http://www.pikesystems.com) ), but we think you'll be happy with the changes in content.

If you would like to assist us in our effort to preserve our natural resources, log-on to our website and sign-up to receive your copy of the Pike Systems newsletter via the web! Also, find out how you can submit suggestions for future newsletter topics!

## Growing, Growing, Growing

Pike Systems is now hiring for the position of sales representative to better serve your facility's individual needs. As a Pike Systems sales representative for the Northern Illinois territory, this individual will derive success from a consultative selling approach.

The individual will focus on selling solutions rather than product. He/She will be required to analyze building layouts, staffing levels, and cleaning methods. From this information, he/she will be able to identify specific areas of need and provide productivity-enhancing and cost-cutting solutions to clients. He/She will provide client training on chemicals and equipment which is just one of the value-added services we provide.

## How Much Can You Save with a Quickcoat Finish Applicator?

Take a moment to fill out the worksheet below to find out how much you can save by switching to the Quickcoat Finish Applicator System. The Quickcoat applicator system provides an excellent alternative to the traditional mop and bucket method of finish application. The applicator is easy to use and provides significant labor saving results.



## Quickcoat Analysis

		Application w/Mop and Bucket	Quickcoat Applicator
1	Floor Size	Input	Input
2	Time in Hours to Coat the Floor	36 minutes per 1,000 sq. ft.	15 minutes per 1,000 sq. ft.
3	Labor Cost Per Hour of Work	Input	Input
4	Gallons Used Per Coat <i>(Floor size/coverage per gallon)</i>	2000 sq. ft. per gallon	2800 sq. ft. per gallon
5	Labor Cost Per Coat <i>(Line 2 x line 3)</i>		
6	Number of Coats	Input	Input
7	Total Gallons of Finish Used <i>(Line 4 x line 6)</i>		
8	Finish Cost Per Gallon	Input	Input
9	Total Finish Cost <i>(Line 7 x Line 8)</i>		
10	Total Labor Cost <i>(Line 5 x line 6)</i>		
11	Total Cost to Refinish Floors <i>(Line 9 + line 10)</i>		
12	Cost Difference <i>(Column A - B)</i>		