

PIKE SYSTEMS, INC.

NEWSLETTER

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JOIN US

For a Management Level Seminar

HIGH PERFORMANCE, HEALTHY BUILDINGS:

***HOW TO ESTABLISH GREEN
CLEANING STANDARDS***

DATE: APRIL 19th, 2007

TIME: 8:00 am—12:00 pm

***PLEASE CALL FOR MORE
INFORMATION!***



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High Performance, Healthy Buildings

Recently, at a press conference held in Chicago, Lt. Governor Pat Quinn announced that they plan to introduce a Green Cleaning Schools Act (HB 895) for consideration. New York and Vermont have already adopted green cleaning legislation and Illinois will likely follow.

From Pike Systems' perspective, this could not have come at a better time. As a distributor of janitorial supplies, we have assisted many facilities with the transition to green cleaning and possess the knowledge and resources to assist others with this transition.

Coincidentally, we will be hosting a seminar entitled *High Performance, Healthy Buildings* on April 19th. This half-day seminar will examine the environmental impact of facility management, human risk factors, and relevant regulatory guidelines. Special attention will be paid to the best practices, systems, products, and processes that achieve high-performance, healthy buildings.

For more information on this seminar or to register, please contact Pike Systems at 630-896-6373. We look forward to seeing you at the seminar and working with you to make your facility healthier and more efficient.

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 apply the integration of 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. The benefits of working with Pike Systems consist of the following:

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

Making these types of improvements won't 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.

Equipment Spotlight: Quick Coat II

The Quick Coat II finish applicator system is a finish application method of unequalled performance.

The Quick Coat II is an alternative to the traditional mop and bucket method of applying floor finish. It's easy to use and provides significant labor saving results!

The benefits of the Quick Coat II are as follows:

- ◆ It's Quick—The applicator covers 1,000 square feet in 12-15 minutes whereas traditional methods require roughly 36 minutes per 1,000 square feet.
- ◆ It's Easy—The fingertip control allows for the equal distribution of product without foaming.
- ◆ It Saves You \$\$\$ - The Quick Coat II Applicator System allows you to use what you need and save what's left. The system eliminates waste and the possibility for contamination. In addition, each bag of Quick Coat finish allows you to cover 50% more square feet than traditional finishes.

For more information or to see a demo, contact Pike Systems, Inc. to set-up an appointment.

The Definition of Training:

The transfer of skills.

The output of which is performance.

To make proficient through instruction in a climate of high self-esteem.

As described by Peter Land.

HB895

Green cleaning is about making a difference in peoples' lives. It's about creating a cleaner working and living environment. It's about breathing more freely, thinking more clearly, and working more efficiently. It's about chemicals, equipment, and cleaning professionals working in and creating a healthier built environment.

Green cleaning may have started as a marketing ploy or fad, but the reality is that it's here to stay. The Green Cleaning Schools Act or Bill HB 895 is one of Illinois first indications that green cleaning programs will be mandated in Illinois.

If approved, HB 895 will mandate that federally funded Elementary and Secondary Schools purchase environmentally friendly products (green products). The bill sights the added benefits of green chemical usage as improved school performance and improved attendance levels as well as improved worker morale and safety within the facility.

Over the course of the last couple years, green cleaning products have come a long way. They are now cost-comparable and equally effective when used in accordance with label instructions.

For assistance with the implementation of a green cleaning program in your facility, call to speak with a Pike Systems, Inc. representative.



The Value of Training

Procedural training has become a hot word in business today and with good reason. Increased emphasis on education, cross-training, and the development of systems have been proven to improve the performance of any operation.

Procedural training is the hallmark of our success at Pike Systems. We believe that custodial employees can have the best tools, but if those tools aren't cared for and used properly, the facility will not achieve the desired results.

We focus our energies on standardized procedures, repeatable processes, and trackable results. We provide workloading assistance, task cards, and specialized training for your professionals to ensure that you're getting the most from your chemicals and equipment and, most importantly, the most out of your labor dollars. Our ultimate goal is to elevate your staff to the level of a precision assembly line: error-free, consistent, and efficient.

