

PIKE SYSTEMS, INC.

NEWSLETTER

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Getting Greener Everyday!

Paper products make-up 31-38% of the waste collected in U.S. landfills. In an effort to reduce our environmental footprint, Pike Systems will be offering clients the option of receiving invoices via fax or e-mail and newsletters via e-mail. Please help us in our effort to reduce paper consumption and to make the world greener one day at a time!

In combination with this effort, Pike Systems has launched a new, more user-friendly website. The website's address hasn't changed (www.pikesystems.com), but we think you'll be happy with the changes in content. Here are just a few of the things you can do on our new website:

- ◆ Sign-up for our E-newsletter and view past newsletters
- ◆ Learn about the services provided by Pike Systems
- ◆ Access MSDS sheets on our products

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!

“A hundred years after we are gone and forgotten, those who never heard of us will be living with the results of our actions.”

Oliver Wendell Homes



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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.

Why We Clean...

Cleaning is about outcomes. We manufacture clean buildings and we manufacture healthy buildings. Why do we focus on these things? What are the benefits of cleaning? We clean for:

- ◆ Facility appearance
- ◆ Asset Preservation
- ◆ Health & Safety
- ◆ Reduction of Risks and Potential Hazards

When does cleaning count? When does hygiene matter?

Cleaning matters when something goes wrong. Cleaning matters when there is a SARS outbreak in your facility. Cleaning matters when the Avian Bird Flu infects someone in your facility. Cleaning matters when a facility faces the threat of a pandemic flu outbreak (Currently, there is no pandemic flu but the potential does exist.).

Cleaning is a preventative measure. When it becomes a reactionary measure, deficiencies in the cleaning program are often identified and blame is assigned.

If something went wrong within your facility, would your cleaning program stand-up to the expectations of upper management and the board of directors?

GREEN FACTS

- ◆ If all new school construction and school renovations went green starting today, energy savings alone would total \$20 Billion over the next 10 years.
- ◆ Green schools, on average, save \$100,000 per year—enough to hire 2 new teachers, buy 500 new computers, or purchase 5,000 new textbooks.
- ◆ Green schools cost, on average, less than \$3 per square foot more to build, an investment that is paid back in the first year of operations based on energy savings alone.
- ◆ LEED certified schools use 30-50% less energy than conventional schools.

US Green Building Council: www.usgbc.org

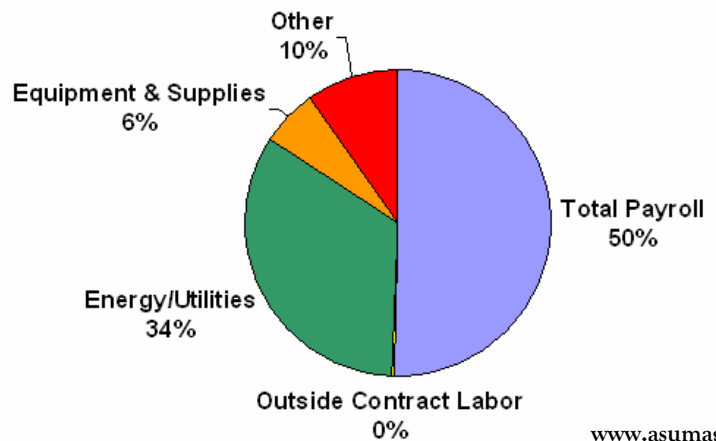
Benchmarking For Your M&O Budget

Each year, School and University magazine publishes an Annual Maintenance and Operations Cost Study for both schools and colleges. This study is an excellent benchmark for any facility. The information allows you to compare your current Maintenance and Operations expenditures to the industry averages to determine if your operating above or below the norm. Here is a quick summary of this year's M&O Cost Study.

- ◆ M&O expenditures increased by school districts during the 2006-2007 school year. In the 2006-2007 school year, the median school district spent 9.19 percent of the total district expenditures on M&O which is an increase of 1.6 percent over last year.
- ◆ The median area maintained by a custodian for the 2006-2007 school year is 23,408 square feet.
- ◆ The median salary for custodial personnel for the 2006-2007 school year was \$29,322.
- ◆ 19.6 percent of school districts contract out their maintenance and operations services.

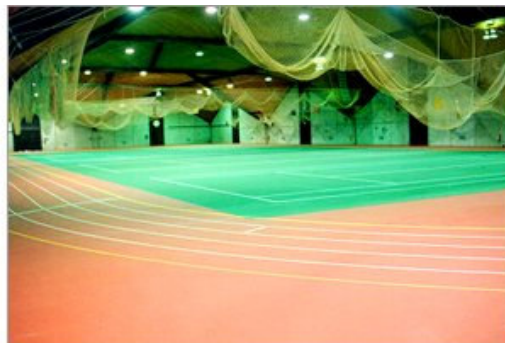
HOW THE M&O BUDGET IS SPLIT

(Expressed in median dollars per square foot)



www.asumag.com

Difficulties Cleaning Your Rubber Track?



Are you having trouble cleaning your rubber track? The Pike Systems Service Department has a solution. If you would like more information on our rubber track program or if you are interested in improving your rubber track program, Pike Systems can help! Call Pike Systems for more information.