



HEALTHY BUILDINGS...HEALTHY PEOPLE





WHAT IS **IMPORTANT NOW?**



"Grout is raw cement, it doesn't belong in RESTROOMS!"
– Bernie Frank, Founder of American Cleaning Sciences

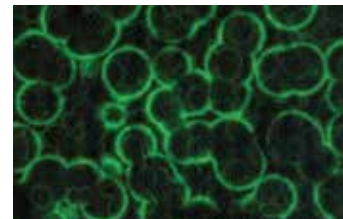
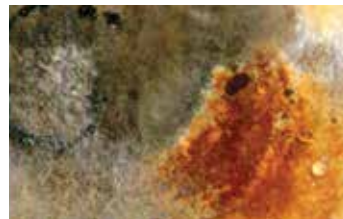
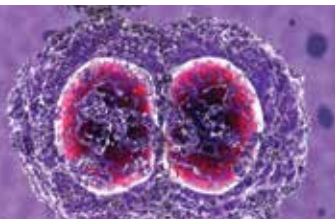
QUANTIFYING
SURFACE HYGIENE



is **POWERFUL**
INFORMATION

"Infectious diseases travel on the floor, it's their super highway."

– Mark Warner, *Infectious Disease Specialist*



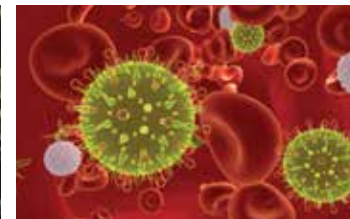
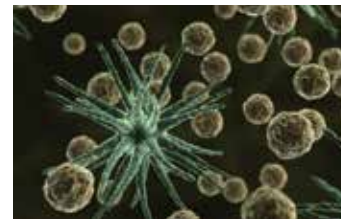
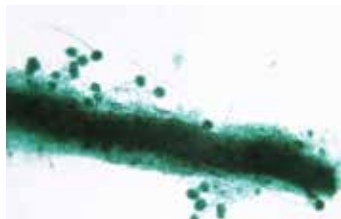
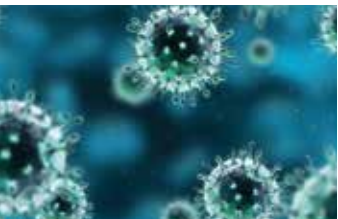


WHAT IS COSTING YOU MONEY?



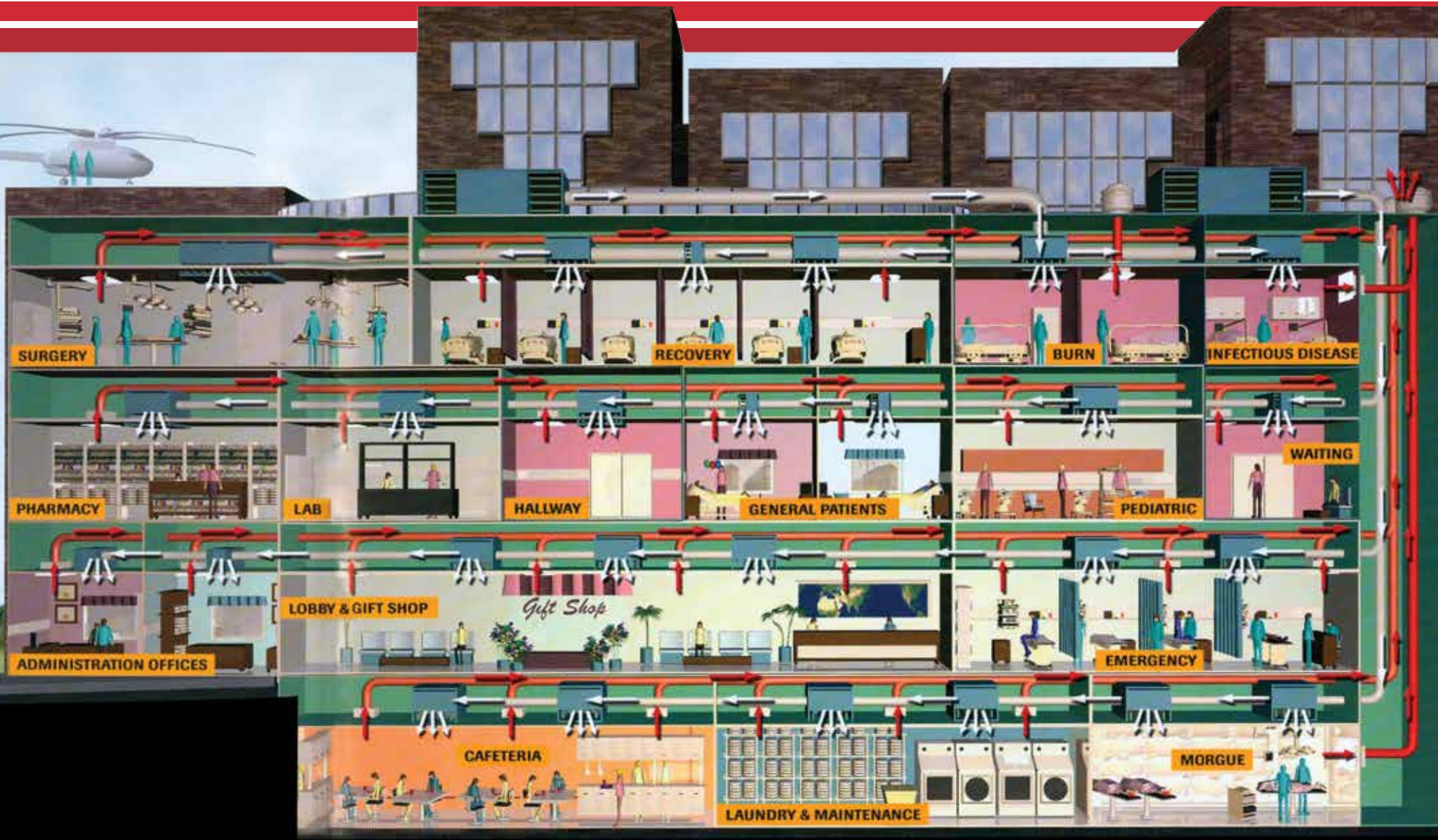
“Allergic symptoms or asthma are triggered by mold, dust mites, odors, fumes and viruses.”

– American Lung Association





WHAT DO THESE ROOMS **HAVE IN COMMON?**



The CDC reports nearly **two million patients** contract secondary infections during hospital stays each year. Over **90,000 people died last year from hospital-acquired infections.**



SUSTAINABLE PRODUCTS, PROCESSES...

HEALTHY

- Antimicrobial Properties
- Cleaner Air

DURABLE

- Chemical Resistant
- No Stripping, Buffing or Burnishing

SAFE

- High Slip Resistance
- Reduces Cross Contamination

ECO-FRIENDLY

- Zero VOC's
- Sustainable



“While green has an intense but limited focus on reducing negative impacts on health and the environment, sustainability goes far beyond this.”

– Steve Ashkin, Executive Director, Green Cleaning Network



SUSTAINABLE COST SAVINGS

Savings Calculator (Compared to traditional wax)							
Production rates based on the recommendations for cleaning and maintenance by ISSA							
Variables:	Square feet:	100,000	100,000 Square Foot Building				
	Weeks per year:	52					
	Hourly wage of workers:	\$17.00					
	Cost for initial sealer/polish (per sq. ft.):	\$0.00					
	Cost for initial application:	\$1.75					
	Today's cost for out-year rejuvenation:	\$0.65					
	Annual inflation rate:	3%	(Inflation wouldn't kick in until the second reapplication after year 6)				
ANNUAL COMPARISON							
Costs for wax and polish							
	Frequency per year	Minutes per 1000 sf	Minutes per 1000 sf (W)	Cost per sq. ft. per year (Y)	Total annual cost	Annual person hours	
Dust mopping (every day)	365	8	2,920	\$0.83	\$82,733	4,867	
Spot mopping (every day)	365	8	2,920	\$0.83	\$82,733	4,867	
Wet mopping (3 times a week)	156	45	7,020	\$1.99	\$198,900	11,700	
Spray buffing/burnish (175 rpm buffer)	156	48	7,488	\$2.12	\$212,160	12,480	
Top-scrub/recoat 2X year, med soil floor	2	150	300	\$0.09	\$8,500	500	
Strip wax/recoat 5 coats (once a year)	1	300	300	\$0.09	\$8,500	500	
Chemical cost (cleaning supplies, stripper, wax)				\$0.04	\$4,000		
TOTAL COST FOR MAINTAINING WAXED FLOORS			20,948	\$5.98	\$597,527	34,913	
Costs for ETS HEALTH							
	Frequency per year	Minutes per 1000 sf	Minutes per 1000 sf (W)	Cost per sq. ft. per year (Y)	Total annual cost	Annual person hours	
Dust mopping (every day)	365	8	2,920	\$0.83	\$82,733	4,867	
Spot mopping (every day)	365	8	2,920	\$0.83	\$82,733	4,867	
Wet mopping (3 times a week)	156	45	7,020	\$1.99	\$198,900	11,700	
Spray buffing/burnish (175 rpm buffer)	0	0	0	\$0.00	\$0	0	
Top-scrub/re-coat	-	-	-	-	-	-	
Strip/wax/recoat (once a year)	-	-	-	-	-	-	
Chemical cost (cleaning supplies)				0.02	\$2,000		
TOTAL COSTS			12,860	\$3.66	\$366,367	21,433	
Annual Savings			8,088	\$2.31	\$231,160	13,480	
Percent savings			39%	39%	39%	39%	
CUMULATIVE COMPARISON							
	Wax		ETS HEALTH		\$	Time	%
	Annual	Cumulative	Annual	Cumulative	Cumulative dollar savings	Cumulative hour savings	Difference
Initial application	\$0		\$175,000				
Year 1 maintenance	\$597,527	\$597,527	\$366,367	\$541,367	\$56,160	13,480	9%
Year 2 maintenance	\$615,452	\$1,212,979	\$377,358	\$918,724	\$294,255	26,960	24%
Year 3 maintenance	\$633,916	\$1,846,895	\$388,678	\$1,307,403	\$539,492	40,440	29%
reapplication (\$.65/sf)			\$65,000	\$1,372,403			
Year 4 maintenance	\$652,934	\$2,499,829	\$400,339	\$1,772,741	\$727,087	53,920	29%
Year 22 maintenance	\$1,017,249	\$17,394,389	\$629,503	\$11,542,199	\$5,852,190	292,160	34%
Strip/wax/buff costs based on 3 coats of finish. Manufacturers recommend a minimum of 5 coats.							
Realistic refinishing rates are about 100 -125 square feet per hour (480-600 minutes per 1000 sq. ft)							

“After the initial application of ETS 180, we experienced a positive return on our investment within 10 months.”

– Joe Ahner, Facilities Operations Manager,
Mille Lacs County, MN



OUR CLIENTS **SAY IT BEST**



“Riverwood Healthcare has saved labor and time by taking advantage of ETS Health’s experience and installation of their ETS 180 floor coating.”

– Jeff Bare, Facilities Manager, *Riverwood Healthcare*



OUR CLIENTS **SAY IT BEST**



“I am a firm believer in the ETS 180 floor coating and would recommend every school district to install it.”

– Bryan Brown, Facilities Director, *St. Cloud School District*



WHAT'S NEXT?





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