

# Cost Calculations

Here is information to help our customers with their cleaning supply and equipment purchases.

- 1. 95% of the cleaning budget is labor and anytime we can cut our labor cost through increased productivity it is worth the look.**
- 2. Many times the payback for these items is less than a year and after that we begin the savings.**
- 3. Remember in anything you purchase price is not cost. Many times the cheaper item will last half the time of a product costing 50% more. Many times the cheaper product will have a negative impact on the productivity of the cleaner.**
- 4. In the cleaning industry all things being equal you get what you pay for. Less cost means less product, less life, and productivity.**
- 5. We can help by evaluating your cost in use. For instance when you are evaluating a hand soap or towel system it is important to note the cost to clean your hands, the cost to dry your hands. We give that cost to our customers based our knowledge of the dispensers used and the product used to evaluate the true cost. Some soap dispensers give more per pull or push than others. Some towel systems do not control the amount of towels dispensed. All these issues affect your end use cost.**
- 6. Another example there are cleaners which do the same application and we will assume the same job. One you have to use twice as much to accomplish the cleaning as another which is just 40% more. By using chemical dispensing systems we can assure the savings.**
- 7. Using back-pack vacuums can increase your productivity by 100% and cut your repair costs down due to less moving parts and brings ergonomic cleaning to your employees.**
- 8. Using microfiber mop systems for wet mopping your floors can increase productivity by 50-100%, cut the water and chemical used by up to 80%, clean the floor better and make the job easier on your employees.**

These are a few of the many ideas available to our customers. Please call and ask us how we can help. Ask about our no charge cleaning survey.