

# What's New Newsletter?

## USGBC New Green Building System for Existing Buildings to Fuel Demand for Environmentally Preferable Cleaning Products and Processes

The U.S. Green Building Council (USGBC) recently finalized its LEED for Existing Buildings Green Building Rating System (LEED-EB), which is expected to fuel the growing demand for environmentally preferable cleaning products and processes. In fact, a growing number of building owners and operators have received or have applied for certification under the LEED-EB program, a significant portion of which relies on adopting green cleaning practices.

Distributors can capitalize on this trend by positioning themselves as a preferred supplier by being able to support the building owner/operator's green cleaning needs, which are essential to being certified as a "green building".

The USGBC LEED-EB Green Building Rating System provides an opportunity for existing buildings to be certified as "green" provided they operate their buildings in an environmentally responsible manner as prescribed in the standard. Furthermore, building owners and operators can earn a substantial amount of credits towards their green building certification if they follow green cleaning practices as outlined in the standard.

Some of the cleaning practices addressed in LEED-EB include:

1. Use cleaning products that meet the Green Seal GS-37 criteria for institutional cleaners, if applicable. (Note: Certification by Green Seal is not necessary. However, the product must meet or exceed the criteria set forth in the GS-37 standard.)
2. Where GS-37 is not applicable, use cleaning products that comply with the California VOC regulations.
3. Use disposable janitorial paper products and trash bags that meet the U.S. EPA's Comprehensive Procurement Guidelines.
4. Utilize entryway systems (mats, grills, grates, etc.) to reduce the amount of contaminants that enter the building.
5. Adopt low environmental impact cleaning policy and pest management programs.
6. Use janitorial equipment (i.e., vacuum cleaners) that maximize the reduction of building contaminants and minimize the environmental impact on the building.

The full text of the USGBC LEED-EB Green Building Rating System (including those sections related to green cleaning practices) can be found by visiting the LEED-EB website at [http://www.usgbc.org/LEED/leed\\_existing.asp](http://www.usgbc.org/LEED/leed_existing.asp).



**The U.S. Green Building Council**

## Myers Supply

900 Arch St. Little Rock, AR 72202  
501-372-6677  
831 Third St. Hot Springs, AR 71913  
501-623-7742  
[WWW.MyersSupply.com](http://WWW.MyersSupply.com)

Newsletter Date 01/05/04 , Issue 3

## Think Green

**CitrOxi** Concentrated oxidizing multi-purpose cleaner, degreaser and deodorizer for hard, non-porous surfaces.

**Crystal Clean** Carpet Cleaning  
Crystal 6-in-1 concentrated formula combines the cleaning and deodorizing power of Hydrogen Peroxide.

**Sensor® XP** is the state-of-the-art vacuum with air quality filtration that allows peak cleaning efficiency on both carpet and hard floor surfaces.

**Carpet Extractors** Restore your dirtiest carpets with powerful cleaning efficiency.

**Van Dijk** Matting has established a fine reputation for providing unique, high quality floor coverings that reduce the amount of contaminants that enter the building.

**EcoSoft™** Green Seal® towel and tissue products are made from 100% recycled wastepaper and are certified by Green Seal, Inc.

**Algae Ban™** is an EPA registered polymer strip that prevents growth of microbes, resulting in the elimination of mold, slime, algae, and viruses in HVAC units.

**1-Touch Power Sprayer**  
Eliminates wrist fatigue.

## "Tornado Top Ten"

Tornado Industries has released its "Tornado Top Ten" list of noteworthy Jan/san industry achievements and accomplishments from 2004. The list recognizes industry trends and current market directions regarding products, equipment, cleaning technologies and systems.

The 2004 "Tornado Top Ten," in no specific order:

1. **Going Green:** The industry embraced green cleaning and environmentally preferable cleaning products and chemicals.
2. **Globalization:** The jan/san industry is now unquestionably global and those relations continued to strengthen throughout last year. Products from American, European and Asian manufacturers are produced and sold worldwide benefiting the end customer with cost-competitive and innovative equipment.
3. **Touch-Free Technology:** Touch-free water faucets, toilets, urinals and dispensers are now the norm.
4. **The Importance of Cleaning:** Adding a cleaning component to LEED and LEED-EB (Leadership in Energy and Environmental Design-Existing Buildings) certification recognizes cleaning's importance in a facility health.
5. **Cleaning for Health®:** The expression "Cleaning for Health" has been a buzz phrase for more than a decade. However, after SARS, Norwalk, and other outbreaks, in 2004, the public became increasingly conscious of what "Cleaning for Health" really means — effective cleaning and health are connected.
6. **Low-Moisture Cleaning:** In 2004, the use of low-moisture equipment became recognized as a healthier alternative when maintaining a facility.
7. **Safety:** In 2004, tools and equipment were designed specifically with worker safety in mind. Due to escalating Worker's Compensation costs and custodial job-related injuries, jan/san manufacturers are now offering safety and ergonomic product features as an important element.
8. **Day Cleaning:** Day Cleaning made major in-roads in 2004. Mega-corporations, such as Sprint Communications, have converted headquarter facilities to Day Cleaning. The major reason: energy savings.
9. **Cleaning Standards:** For years, "cleaning standards" or guidelines to help professionalize the cleaning industry have been discussed. In 2004, a real movement toward making cleaning standards a reality occurred. Jan/san organizations are now rushing to develop standards to be adopted by the industry.
10. **Ride-on Scrubbers Become Smaller:** In 2004, smaller ride-on scrubbers were introduced that travel through doorways and maneuver around building designs and floor layouts.

## I Robot

The United Nations' annual World Robotics Survey report forecasts a surge in robot use by 2007. Many cleaning and maintenance contractors and facilities managers are already reaping the benefits of using Intellibot autonomous floor scrubbers to clean millions of square feet of commercial floor space in America, the company reports.

The U.N. survey cited increasing labor costs as a driving force in the international shift to robotics. That's certainly the case in commercial floor cleaning, where labor accounts for 80 to 90 percent of the cost. Intellibot's autonomous floor scrubbers reduce labor costs by up to 85 percent.

"Commercial floor cleaning is an ideal application for robots," says Intellibot CEO Henry L. Hillman. "The work is repetitive, the workspace is usually geometric, and the results are measurable. Robots deliver quality and consistency that is very difficult to achieve on a daily basis with human operators."

Hillman predicts that in 10 years, most commercial floors will be cleaned with robots. "It's hard to argue with the facts. Floor cleaning is an application where robots can do a better job at lower cost," he says. "As facilities managers run the numbers and see the results, they recognize how robots can help them stretch tight budgets without compromising quality."



Algae Ban™ is an EPA registered polymer strip that prevents growth of microbes, resulting in the elimination of mold, slime, algae, and viruses in HVAC units. The formula has been proven effective against Legionella as well as many other air and water born organisms. This product is approved for use in all condensate drip pans to improve indoor air quality.

Algae Ban™ is specifically designed to treat the standing water in a HVAC system and is guaranteed to last for a period of 6 months when properly sized. Algae Ban™ incorporates state of the art time-release technology to provide a foolproof automatic feed of active ingredients. Algae Ban™ releases active components including an EPA registered biocide, surfactants, and odor counteractants in the presence of water for a full six months, assuring the prevention of microbial growth. This formula effectively treats the water in the drip pan as well as the drain line thereby maintaining clean water, inhibiting foul odors and killing germs at the source.

The water sanitized by Algae Ban™ will not grow microorganisms resulting in a clean and open flowing drip pan. Algae Ban™ disrupts the reproduction cycle of bacteria spores by killing them, which prevents the downstream spread of bacteria throughout your HVAC system.

Algae Ban™ is currently solving indoor air quality problems in hospitals, schools, government offices, office buildings, hotels, food stores, retail stores, restaurants and residential homes. Algae Ban™ can be used in any facility that has air conditioning, refrigeration, or humidifiers. Please contact our EPA specialists for answers to your air quality questions.

© 2004 Pure Air Technologies Inc. All rights reserved.



## 1- Touch Power Sprayer

- Motorized / Ready to use
- No More Pumping
- One touch trigger
- Eliminates wrist fatigue
- Flex tube sprays at any angle, even upside down
- Fits Qt and Pt bottles
- Nozzle adjust for spray or steam
- No drip nozzle design
- Sprays 12 feet
- Safety lock feature

## IRS RAISES BUSINESS MILEAGE RATE

For the year 2005, the Internal Revenue Service (IRS) increased its standard mileage rate by 3 cents for businesses to use in deducting automobile costs. Effective January 1, 2005, the standard mileage rate will be 40.5 cents a mile for all business miles driven, up from 37.5 cents per mile in 2004; 15 cents a mile when computing deductible medical or moving expenses, up from 14 cents a mile in 2004; and 14 cents a mile when giving services to a charitable organization.

The 3 cent increase in the business mileage rate is the largest one-year increase ever. According to the IRS, the primary reasons were higher prices for vehicles and fuel during the year ending in September.

Today's detergents share the primary chemical makeup of basic soap: oils and alkalis — with some critical modifications. Modern detergents contain surfactants, or surface-active agents, to aid the so-called wetting process. The wetting process associated with basic soap is defined by molecular activity. Hydrophilic molecules are attracted to water while hydrophobic molecules are repelled. The phenomenon of wetting occurs where the surface tension of water is broken down allowing it to penetrate various surfaces during cleaning. Without this action, water would bead up and could not saturate a surface. Additional surfactants in detergent accelerate the breakdown of surface tension and help detergent cleaners to penetrate soil faster and deeper than basic soap. We like to say that they make the water wetter.

Modern surfactants have added different ionic charges to detergents. Surfactants are divided into basic types: anionic (negative), cationic (positive) or non-anionic (neutral). In rare cases, an amphoteric surfactant, which has both positive and negative charges, may be used.

### Matching surfactant to cleaning challenge

Knowing what type of surfactant a cleaner has may be necessary for effective application. For example, using products together where one has an anionic charge and the other a cationic charge will create reverse saponification. Saponification occurs when a high pH comes in contact with oil or grease and produces soap. Remember, basic soap is a mixture of oil and hydroxide. Alkaline builders help saponify and emulsify grease and oils from the surface. Emulsification also helps remove oil and grease that did not saponify by suspending dirt in a form of tiny droplets. Reverse saponification results in a gummy, messy residue that can become difficult to remove and attracts dirt.

Using a cationic cleaner, which includes most disinfectants, will cause carpets to release the carpet protectant. This happens because the carpet protectant has a negative charge to help it repel acids. A cationic cleaner features a positive charge. It will attract the negative charge from the carpet protectant and will help to neutralize it.

### Alkaline builders

Modern detergents also have added alkaline builders. These boost the detergents' cleaning effectiveness; they separate minerals to soften the water, making the detergent more effective.

Alkaline builders are not cleaners. They must be combined with surfactants because they have virtually no wetting properties on their own.

Some detergents also have added solvents. A solvent is a substance that will dissolve other substances. Solvents are added because after the alkali builders saponify grease and oil, they start to oxidize and become hard to remove.

The solvent inhibits this process and provides an added emulsification process for oil and grease. This keeps oil and grease separated so they will not recombine. This type of solvent is generally a glycol base.

Since most dirt is acid, the alkaline in the detergent makes it a good cleaner for common dirt. For detergents to be effective most need to have the proper pH (percentage of hydrogen) which measures acidity and alkalinity. The scale goes from 0 to 14. Seven is halfway and is neutral. It is the balance between acidity and alkalinity. A solution that is acid will read 0-6 on the scale (6 being weaker than 1) and a solution that is alkali will be 8-14 on the scale (8 being weaker than 14).

Each number on the scale is a 10-fold difference from the adjacent number. For example, a pH of 5 is 10 times as acid as a pH of 6; a pH of 3 is 10 times the acid of 4 and 100 times as acid as 5. Different cleaners have different pH factors.

pH is very important in cleaning. Too strong a pH can damage surfaces, remove floor finish, as well as damage or discolor carpet fiber. It also can weaken carpet protectors.

Using an acid cleaner to do general cleaning will be of little value since most dirt is acid. The reason most shower cleaners are acid-based is because the soap residue is alkaline. Most general cleaning should be done with a pH of 9 and no more than 10. Anything stronger may damage surfaces and possibly void carpet warranties.

### Cleaning challenge dictates pH factor

To choose the right chemical for cleaning, determine the type of dirt to be cleaned. This will help decide the degree of pH needed, either alkaline or acid. A greasy surface will need a stronger pH than one that has dirt on it.

What is the surface that is being cleaned? Is it a carpet? If so, what type of fiber is it? Fiber type is very important in determining pH needs. Does the surface have a floor finish? A neutral pH is needed. A pH that is not neutral will damage floor finish. Will the surfactant interfere with or cause reverse saponification if used in conjunction with other products? Some surfactants cause products to foam and bubble up. A high pH used to be very important for a detergent cleaner to clean well. With new surfactants and added solvents it is now possible to use a pH level that is close to neutral and still clean better than the high pH cleaners of old. This makes it easier on the person cleaning, it is a safer product to use and it has far less residue and will not damage surfaces. **By George Weise is superintendent of custodial services at the University of South Carolina.**

## Windsor Chariot



### *Why walk, when you can step up to a Chariot?*

**The industry's first Stand-up auto scrubber** Windsor's innovative step-up design combines the maneuverability of a walk-behind with the speed of a ride-on. Why walk, when you can step up to a Chariot? As the first stand-up auto scrubber, Chariot significantly increases productivity and cleaning quality by reducing operator fatigue. It's easy to use and operators have superior full circle visibility--like no other scrubber. Chariot's small footprint and ultra-light turning radius make it ideal for use in a busy, complex building layouts without disrupting work flow. The intuitive function and steering controls; redesigned solution tanks that pack maximum capacity into minimal space, and an easy to exchange battery pack significantly increases run time. Also, Chariot's patented Aqua-Mizer system extends the time between drain and refills by up to 50%.

### Aqua-Mizer™(Patents Pending)



### *Custom fit and factory built to increase productivity in your facility*

We listened when you told us what you needed in an autoscrubber. The Saber Cutter walk-behinds already offer customization to fit your needs and the performance and convenience features the maintenance person needs to get the job done! But now we've added the Patented Aqua-Mizer system to increase productivity even further. The Aqua-Mizer increases scrubber productivity by extending solution usage by 35% per tank fill up. The Aqua-Mizer uses cleaning solution more efficiently to prolong run time. The Aqua-Mizer is standard on all Saber Cutter Models.

#### **Features:**

- Increases run time productivity by 50% per tank fill up.
- Keeps solution in the scrubbing area longer.
- Allows the flow to be set at the lowest level while still providing enough solution to do the cleaning job.



**SPEEDS**  
The revolution of microfiber cleaning systems Patent Pending

- 80% microfiber surface
- No Velcro backing
- Can be used on virtually every surface
- Used wet, damp or dry
- Tough on scuff marks
- Cleans entire 110 sq. ft. room without adding solution
- Withstands 100's of launderings with no special handling
- Bleach safe
- Cleans baseboard build-up
- Priced competitively

## Coming Soon

The microfiber cleaning industry has received much interest over the last few years as many markets have been evaluating their floor maintenance techniques. In response to demands by cleaning professionals, Jones Companies, a leading mop yarn manufacturer, developed *SPEEDS*. This cleaning pad specifically designed for the cleaning market, combines the cleaning efficiency of microfiber and the absorbency of a multi-fiber blend.

### Introducing a New, Revolutionary way to Open Doors!



**ESCAPE** is a heavy-duty stainless steel bracket with silicone rubber pads that mounts to the bottom of inward swinging doors. The shape of the bracket allows a person to use his or her foot to open the door without touching the door handle!



### Myers Chemical & Supplies

900 Arch St. Little Rock, AR 72202

(501-372-6677)

831 Third St. Hot Springs, AR 71913

(501-623-7742)

Get more product info at: [www.MyersSupply.com](http://www.MyersSupply.com)