

Enviro-Solutions Ltd. Doing Things Right

As seen by the Oxford School District, being clean and green can pay dividends.

Things just seem to work right in Oxford, Connecticut.

While most of the country is struggling with an uncertain economy, Oxford, a rural town sitting just about in the middle of the state, continues to grow and progress.

It has a state-of-the-art high school, and major real estate and industrial developments have been recently completed, are under construction or are planned.

And, along with a number of recreational parks and activities for its citizens, Oxford has managed to keep taxes in check, lower than other communities in the area.

However, this did not happen randomly, according to Wayne Sullivan, president of Dumouchel Paper Company, who is also the JanSan distributor for the Oxford School District.

"The managers of the school district are a reflection of how the whole town is run," Sullivan says. "Before they make any purchases, they want to make sure the products selected are the best, most cost effective and the people that use them know how to use them properly."



Apparently, this is how the district administrators set out selecting green cleaning products for the restrooms in their schools.

To accomplish this, Brian Cossette, regional manager for Enviro-Solutions, said the school district's manager setup the following guidelines.

The green restroom cleaning products had to:

- Maximize the appearance of the schools
- Minimize or eliminate malodors
- Protect the health of cleaning workers using the products as well as students and staff in the schools
- Have the least impact on the environment.

"For some JanSan distributors, this might be a tall order," states Sullivan. "However, I suggested they try green restroom cleaning products manufactured by Enviro-Solutions. We have been very impressed with them and figured the [school] district would be as well."

Clean Before Green

According to Cossette, the first order of business for any of their cleaning chemicals, whether for restrooms or anywhere else, is that they perform, whether it is to enhance

the appearance of the restroom, remove contaminants from surfaces and fixtures or eliminate odors.

"Although we place health and protection of the environment above all else, if the product does not perform, what good is it?" Cossette asks.

Once the formulation has been determined, Enviro-Solutions' engineers make sure the ingredients used are environmentally preferable and will meet the demanding standards of the key certification organizations.

"We believe the products must be proven green," adds Mike Sawchuk, vice president and general manager of Enviro-Solutions. "The only way to do this is to have it certified. All of our restroom cleaning and bio-enzymatic odor elimination products are green certified."

Enviro-Solutions' green restroom cleaning products were tested by the school's managers and custodial crew.

After a lengthy review, the following determination was made: "The products are second to none, traditional or green," claims Rosemary Hanson, director of finance for the school district. "And to top it off, the hands-on training by was exemplary. Both the products and training are exactly what we want for the Oxford schools."



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