

Enviro-Solutions — not just another green cleaning product line

Enviro-Solutions has made a name for itself as one of the leading manufacturers and advocates for the use of green cleaning products in North America. The founding fathers of the company, started nearly 15 years ago, were concerned about indoor environmental quality and the impact traditional cleaning chemicals have on the environment.

The company actively began developing environmentally preferable cleaning products at a time when selling “green” concepts, especially in the commercial cleaning industry, was very challenging. However, it forged ahead, establishing specific criteria for its emerging product line, most of which remain the foundation for the company today. Among these are:

- Wherever possible, all products produced will be backed by certification and designated environmentally preferable by such organizations as GreenSeal® or EcoLogo™.
- The products will perform as well as — if not better than — conventional cleaning products.
- All products will be cost-competitive with traditional cleaning products as well as other green cleaning products.
- Through presentations, articles, advertising, and other venues, the company will become a strong advocate for green cleaning and protecting our environment.

Distribution in mind

Realizing the firm could only succeed if it developed a strong and enthusiastic distribution base, Enviro-Solutions also established standards and guarantees that it would promise all its distributors. “For instance, we make sure we have the quantity of products necessary as well as the quality and resources necessary to help our distributors grow their sales and market

share and develop loyal customers,” says Mike Sawchuk, vice president and general manager of Enviro-Solutions.

Sawchuk adds it was also important for their distributors as well as end users and customers to know that “green is all we do.”

“We realized from the start that our specialization in green cleaning would give us a competitive edge,” he says. “And this helps our distributors rest assured that they are marketing the best environmentally preferable cleaning products available.”

Stellar clients

Apparently end users recognize that as well. Since 2000, Enviro-Solutions has grown into a major producer of green cleaning products, developing a full line that includes commercial cleaners for restrooms, floors, carpets, and general and specialty cleaning.

Today, Enviro-Solutions’ cleaning products are used by leading colleges and universities as well as organizations such as IBM, the National Institutes of Health, Black & Decker, the State of Vermont, the Canadian Armed Forces, and the New York State Office of General Services.

Floor care products that work from Enviro-Solutions

Winter is right around the corner, which means many facilities will be placing ice melt and salt around entries and parking lots. Although safety is paramount, some



of these products can leave a white haze on floors that can be very difficult to remove. What’s more, many of the conventional products used to remove the haze are very powerful and can be harmful to workers, building occupants, and the environment.

But Enviro-Solutions has an answer, and a very green one at that — ES 83 from Enviro-Solutions cleans the floor, removes the haze, and improves the appearance of floors. Green-certified by EcoLogo™ and pH-neutral, it also reduces slip hazards by eliminating the hard-to-remove ice-melt film, which attracts water to floors when using ice melt products. As an added safety benefit, ES 83 is also UL Classified 18RL for enhanced slip resistance.

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