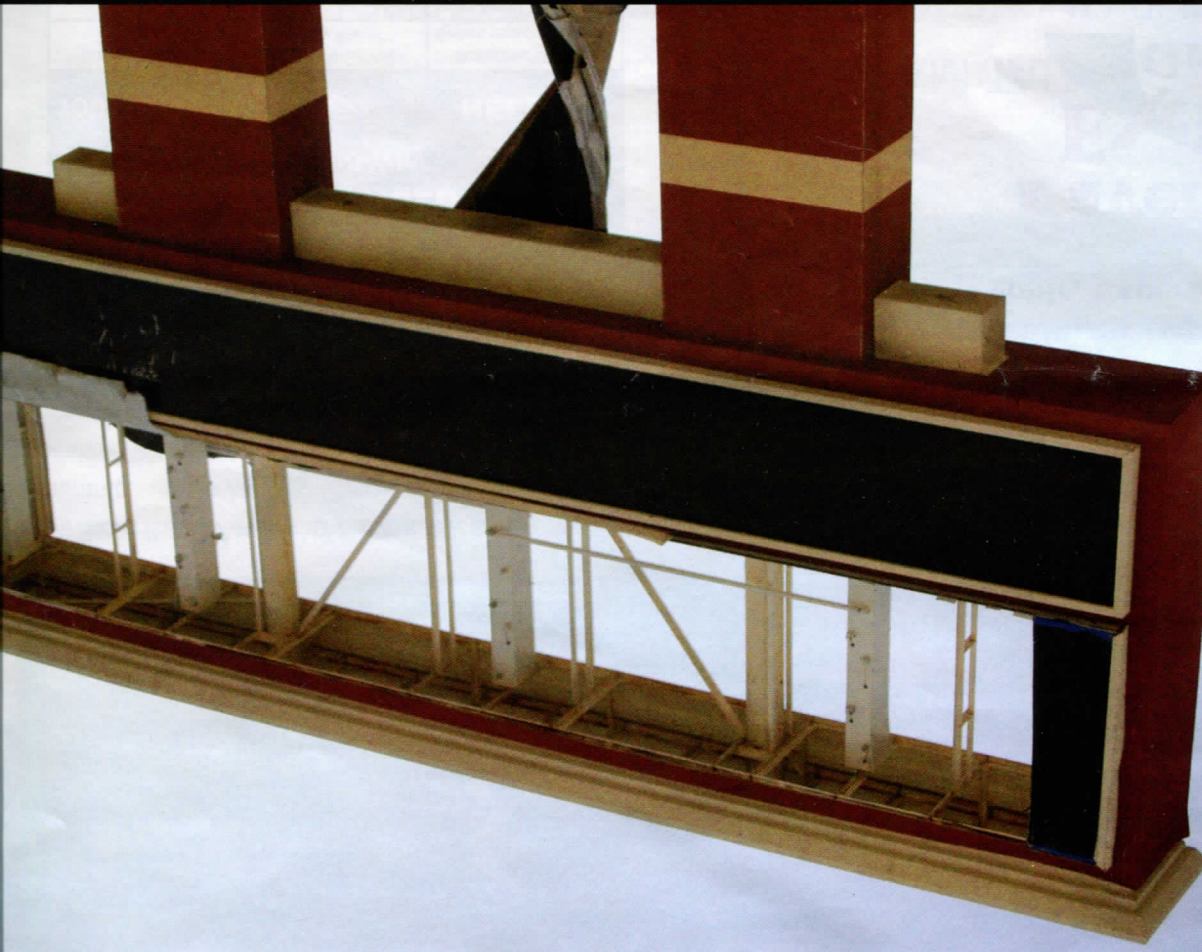


# It doesn't take a thief

remove contaminants that exit through floor drains. users are required to square cess water, which can be summing and defeat the wh pose of selecting a spray.

not thoroughly and hygienically clean surfaces. Further, some systems do not have a built-in vacuum system, which most cleaning professionals believe is necessary to thoroughly

who are considering spray-and-vac systems to do their homework first. He says some systems have inadequate spraying power, representing pressure per square inch (psi), which means the equipment can-



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learn about the cleaning business. However, a brief understanding about some of the key issues in the industry is the first step in improving worker productivity when it comes to cleaning and reducing cleaning costs.

"What they (restaurant owners) need to know is that cleaning is all about labor," says Pomeris. "The cost of supplies is typically minimal, so anything that can be done to reduce labor saves time and money."

According to Peter Sheldon, vice president of operations for Coverall, which is a 25-year-old commercial cleaning franchise, time savings come when cleaning tasks are automated. And this is especially true because, as mentioned earlier, many cleaning workers are cleaning restrooms using the same methods and tools developed more than 50 years ago.

Sheldon helped bring the Coverall franchise into the 21st century when he recommended a move from conventional restroom cleaning methods, which included mops, buckets, cleaning cloths, sprayers and paper towels, to what ISSA refers to as spray-and-vac cleaning, also known as no-touch cleaning technology.

Many restaurant owners have probably seen these systems in larger facilities, such as airports, schools and office buildings. The larger no-touch cleaning unit is designed to apply cleaning solution to soiled areas, then rinse, and remove remaining moisture and contaminants through its vacuum system. Now there is a smaller option that offers the same capabilities in a compact size, which is ideal for restaurants that are interested in a performance and productivity gains.

"But the big news is that ISSA's cleaning time studies find these no-touch systems are as much as three times faster than conventional restroom cleaning procedures," adds Sheldon. "And our own studies find that this may be too conservative; [in some cases,] they can actually be five times faster." This would mean, using our restroom cleaning cost example discussed earlier, that our \$6,000 restroom cleaning bill would be reduced to about \$2,000 and very