

PIKE SYSTEMS, INC.

NEWSLETTER

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INSIDE THIS ISSUE:

Liner Lingo	2
Choosing the Right Mat	2
Product Spotlight: Waterhog Matting	2

8% of a school's M&O budget is spent on equipment and supplies (based on median dollars per FTE student).

6% of a college's M&O budget is spent on equipment and supplies (based on median dollars per FTE student).

Source: AS&U's Annual M&O Cost Studies, April 2006



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Matting: Enhance Your Floor Care Program

The Environmental Protection Agency estimates that indoor air may be 2 to 5 times as polluted as the air outside. Other research shows that 70-80% of the dust, dirt, and contaminants that enter the building are tracked in from the outside on people's feet. What does this mean for you? This means that a sufficient matting program can stop contaminants before they enter a building, save on cleaning time and labor, and improve the effectiveness of your overall floor care program. Entrance Matting alone should stop soils and water at the door, store soil and water for removal, minimize tracking of soil and water, and provide a safe, slip-resistant surface.

You're probably wondering how something as simple as a matting program can boast all these benefits. First of all, one square yard of matting can accumulate one pound of dirt in a week. It can accumulate twice that much in inclement weather. Secondly, it's estimated that the cost of removing a single pound of dirt from the building will run in excess of \$600 dollars in cleaning costs. Further, the more dirt that is ground into the floor finish, the greater the need for restorative maintenance such as a scrub and recoat.

The first thing an individual notices when he walks into a facility is the condition of the floors. In order to ensure that your floors are projecting the right image, implement a matting program. It will reduce your Life Cycle of Floor Care by saving you money on floor finish, stripper, and labor. Call Pike Systems for a risk-free matting analysis to determine whether your facility can benefit from an enhanced matting program.

About Pike Systems, Inc.

In today's business environment, every facility is being faced with cleanliness challenges. Just having the right chemicals and equipment isn't enough. It's knowing how to apply the integration of chemicals, equipment, and people to your individual facility and knowing how to train your staff to do it the right way. Pike Systems, Inc. can help you with this process. The following are some of our recommendations to help you reduce the overall costs of your Custodial Budget. The benefits of working with Pike Systems consist of the following:

- Working with a supplier who will do more than deliver product to your warehouse.
- Reduction in the number of chemicals used
- Installation of proportioning systems that provide safe consistent use of chemicals and reduce chemical use.
- Standardization of procedures so all staff members are working in the most efficient effective manner.
- Establishment of an ongoing training program for your staff

Making these types of improvements won't happen with conventional distributors. It takes a company like Pike Systems whose focus is on the customer and the customer's individual needs to make it happen.

Liner Lingo

Resin—The raw material from which can liners are made. The resin comes in three types: low density, linear low density, and high density polyethylene.

Linear Low Density Polyethylene—A type of resin that is highly puncture and tear resistant.

High Density Polyethylene—A type of resin that is more temperature resistant and available in lower gauges.

Low Density Polyethylene—A type of resin that is typically used in low end liners and is being replaced by linear low density polyethylene in many instances.

Gauge—A term used to describe the thickness of a liner. Low density liners are measured in mils and high density liners are measured in microns.

Mil—A measurement that is based on a thousandth of an inch.

Micron—A measurement that is based on one thousandth of a millimeter or one millionth of a meter.

FLOOR MAT FACTS

6 x 15—Dimensions, in feet, of a track-off area at a building entrance

2 x 5—Dimensions, in feet, of a track-off area at an internal doorway

5 x 8—Dimensions, in feet, of a track-off area in a 6 foot wide corridor

80% - The estimated percentage of dirt that can be trapped by a walk-off mat before it is tracked into a building.

Source: Carpet and Rug Institute

Choosing the Right Mat

There are three main characteristics of a floor mat: functionality, aesthetics, and cleanability. As a custodial manager, you're probably most concerned with functionality and cleanability while the administration is more focused on aesthetics. Luckily, mats can be attractive as well as functional. Here are some things to focus on when purchasing new matting:

Functionality: The mat must perform as intended. By this, I mean that it must trap dirt and moisture below the surface. Some mats are capable of holding more dirt and moisture. This should be taken into consideration at the time of purchase. Low traffic areas require different amounts and types of matting so the area in which a mat is placed is a concern as well.

Aesthetics: Contrary to popular belief, matting can be both visually appealing and functional. Today, there are many different styles of matting to choose from ranging from logo matting to tri-grip matting to anti-fatigue matting. There are many varieties and color palettes available.

Cleanability: This is probably your biggest concern. The mat can trap dirt and moisture which is great, but how easy is it to get the dirt and moisture out? Most mats can be extracted, wet-dry vacuumed, vacuumed, or hosed-off and hung to dry.

For assistance with matting products, contact Pike at 630-896-6373.

Product Spotlight: Waterhog Matting

The Waterhog mat was developed over twenty years ago with one concept in mind: To stop damaging dirt and moisture at the door better than any other mat on the market. The benefits of using a Waterhog mat include:

Durability—Rugged bi-level construction combines heavy-duty fabric with durable rubber backing.

Extended Product Life—Unique rubber-reinforced face nubs prevent pile from crushing which extends the life of the mat.

Stain-resistant—This polypropylene mat has superior stain-resistance, excellent durability, and outstanding colorfastness.

Customizable—Waterhog matting is available in custom sizes, colors, backings, etc. Logo mats are available as well.

Reduced Labor Costs—The Waterhog's exclusive "water dam" allows the mat to hold up to 1 and 1/2 gallons of water per square yard so that water and dirt stay in the mat instead of on your floor.

Easy to Clean— Simply use vacuum and extraction cleaning methods or hose off with water and hang to dry.

No Slip and Fall Accidents—The Waterhog mat is certified by the National Floor Safety Institute as a slip resistant product.

For more information on implementing a matting program in your facility, please call and speak with a Pike Systems Representative.