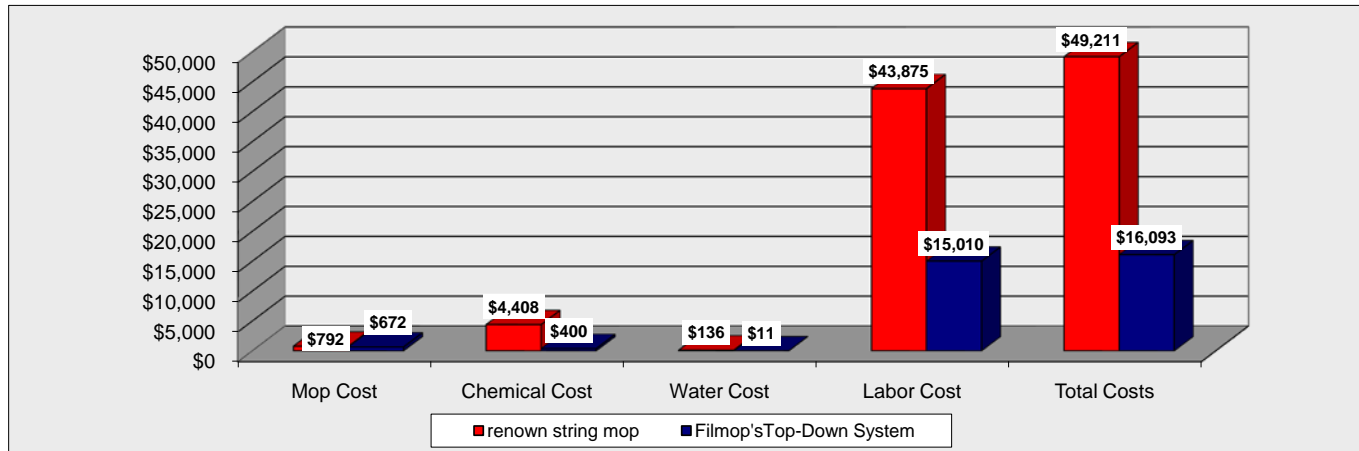




Filmop's Top-Down System VS Current Mopping Annual Cost Comparison The Woodlands

| Type of Cost | renown string mop | Filmop's Top-Down System | Cost Savings | % Savings |
|---------------|-------------------|--------------------------|--------------|-----------|
| Mop Cost | \$792 | \$672 | \$120 | 15% |
| Chemical Cost | \$4,408 | \$400 | \$4,008 | 91% |
| Water Cost | \$136 | \$11 | \$125 | 92% |
| Labor Cost | \$43,875 | \$15,010 | \$28,865 | 66% |
| Total Costs | \$49,211 | \$16,093 | \$33,118 | 67% |



MAT PURCHASE VS. MAT RENTAL COMPARISON

(BASED ON 3 YEARS - THE STANDARD LAUNDRY CONTRACT)

= Fields that can be changed

RENTAL MAT COSTS

| Size | Quantity of Mats | | Weekly Rate | | Cost Per Week | | Number of Contract Weeks | | 3 Year Total Cost |
|----------|------------------|---|-------------|---|---------------|---|--------------------------|---|-------------------|
| 3' x 5' | | X | | = | \$0.00 | X | 156 | = | \$0.00 |
| 3' x 10' | 24 | X | \$10.50 | = | \$252.00 | X | 52 | = | \$13,104.00 |
| 4' x 6' | 15 | X | \$8.40 | = | \$126.00 | X | 52 | = | \$6,552.00 |
| 4' x 8' | | X | | = | \$0.00 | X | 156 | = | \$0.00 |
| | | X | | = | \$0.00 | X | 156 | = | \$0.00 |
| | | X | | = | \$0.00 | X | 156 | = | \$0.00 |
| | | X | | = | \$0.00 | X | 156 | = | \$0.00 |
| | | X | | = | \$0.00 | X | 156 | = | \$0.00 |

RENTAL GRAND TOTAL = \$19,656.00

YOUR MAT PURCHASE

| Size | Mat Cost | | Quantity of Mats | | 3 Year Total Cost |
|----------|----------|---|------------------|---|-------------------|
| 3' x 5' | | X | | = | \$0.00 |
| 4' x 6' | \$90.00 | X | 15 | = | \$1,350.00 |
| 3' x 10' | \$110.00 | X | 24 | = | \$2,640.00 |
| | | X | | = | \$0.00 |
| | | X | | = | \$0.00 |

PURCHASE GRAND TOTAL = \$3,990.00

THREE YEAR SAVINGS:

$$\frac{\$19,656.00}{\text{Rental Cost}} - \frac{\$3,990.00}{\text{Purchase Cost}} = \frac{\$15,666.00}{\text{3 Year Savings}}$$

START ENJOYING THE BENEFITS OF OWNING YOUR OWN MATS TODAY

- PERFORMANCE ENGINEERED FOR THE PROPER JOB
 - SUBSTANTIAL COST SAVINGS
- COLOR COORDINATING MATS THAT COMPLIMENT YOUR INTERIORS
 - IMPROVED SAFETY
- VARIOUS SIZES TO BEST SUIT COMMERCIAL TRAFFIC PATTERNS

Operating Cost Comparison*

Charger 2717 DB Battery Burnisher



Maintenance Performed by Operator / @ 8.00 per hour labor rate

| <u>Frequency per Year</u> | <u>Part#</u> | <u>Service or Description</u> | <u>Minutes of Labor</u> | <u>Labor Total</u> | <u>Part FOB List/Each</u> | <u>Part Net/Total</u> | <u>Grand Total</u> |
|---------------------------|--------------|-------------------------------|-------------------------|--------------------|---------------------------|-----------------------|--------------------|
| 250 | | charge the batteries | 10 | \$333.33 | | | \$333.33 |
| 52 | | check & fill battery water | 30 | \$208.00 | | | \$208.00 |
| 52 | | empty the dust collection bag | 10 | \$69.33 | | | \$69.33 |
| 52 | | clean & check the machine | 15 | \$104.00 | | | \$104.00 |
| 12 | | grease the caster & chain | 15 | \$24.00 | | | \$24.00 |
| 1 | 6592801 | replace the dust bag | 10 | \$1.33 | \$23.00 | \$23.00 | \$24.33 |

Total - Items Performed by Operator \$763.00

Maintenance Performed by Authorized Service Center / @ 45.00 per hour labor rate

| <u>Frequency per Year</u> | <u>Part#</u> | <u>Service or Description</u> | <u>Minutes of Labor</u> | <u>Labor Total</u> | <u>Part FOB List/Each</u> | <u>Part Net/Total</u> | <u>Grand Total</u> |
|---------------------------|--------------|-------------------------------|-------------------------|--------------------|---------------------------|-----------------------|--------------------|
| 6 | | inspect, lube, clean, motor | 60 | \$270.00 | | | \$270.00 |
| 2 | | inspect carbon brushes | 10 | \$15.00 | | | \$15.00 |
| 2 | 6492559 | pad driver | 30 | \$45.00 | \$175.00 | \$350.00 | \$395.00 |
| 3 | 5990731 | pad cup | 25 | \$56.25 | \$20.45 | \$61.35 | \$117.60 |
| 1 | 6495459 | flexi-wall shield | 90 | \$67.50 | \$231.65 | \$231.65 | \$299.15 |
| 1 | 6495569 | replace chain | 60 | \$45.00 | \$21.75 | \$21.75 | \$66.75 |
| 1 | 3392561 | replace vacuum exhaust hose | 30 | \$22.50 | \$17.05 | \$17.05 | \$39.55 |

Total - Items Performed by Authorized Service Center \$1,203.05

Total - Annual Maintenance Items \$1,966.05

TOTAL ANNUAL COST \$1,966.05

*Calculated based on 4 hours for 250 work days for each of the first two years. Common tasks such as daily pad changes and weekly dust filter cleaning not included.

Ongoing Costs

| | | | | | | | |
|----------------------------------|---------|-------------------|-----|---------|----------|------------|-------------------|
| After 2 years/2,000 hours | 2691501 | Replace Batteries | 120 | \$90.00 | \$319.00 | \$1,914.00 | \$2,004.00 |
|----------------------------------|---------|-------------------|-----|---------|----------|------------|-------------------|

Operating Cost Comparison*

Commander 27 Propane Burnisher



Maintenance Performed by Operator / @ 8.00 per hour labor rate

| <u>Frequency per Year</u> | <u>Part#</u> | <u>Service or Description</u> | <u>Minutes of Labor</u> | <u>Labor Total</u> | <u>Part FOB List/Each</u> | <u>Part Net/Total</u> | <u>Grand Total</u> |
|--|--------------|-------------------------------|-------------------------|--------------------|---------------------------|-----------------------|--------------------|
| 250 | | clean filters | 15 | \$500.00 | | | \$500.00 |
| 16 | | change oil (2 quarts) | 50 | \$106.67 | \$1.29 | \$41.28 | \$147.95 |
| 16 | 6191241 | oil filter | | | \$17.50 | \$280.00 | \$280.00 |
| 16 | | wheel and bearing lubrication | 25 | \$53.33 | | | \$53.33 |
| 6 | 6191041 | bonnet filter | 10 | \$8.00 | \$28.15 | \$168.90 | \$176.90 |
| 6 | 6191221 | pre-filter | 10 | \$8.00 | \$6.35 | \$38.10 | \$46.10 |
| 6 | 6191231 | air filter | 10 | \$8.00 | \$31.00 | \$186.00 | \$194.00 |
| 4 | 6191251 | change spark plug (2) | 10 | \$5.33 | \$8.50 | \$68.00 | \$73.33 |
| 1 | 6592801 | replace the dust bag | 10 | \$1.33 | \$23.00 | \$23.00 | \$24.33 |
| Total - Items Performed by Operator | | | | | | | \$1,495.95 |

Maintenance Performed by Authorized Service Center / @ 45.00 per hour labor rate

| <u>Frequency per Year</u> | <u>Part#</u> | <u>Service or Description</u> | <u>Minutes of Labor</u> | <u>Labor Total</u> | <u>Part FOB List/Each</u> | <u>Part Net/Total</u> | <u>Grand Total</u> |
|---|--------------|---|-------------------------|--------------------|---------------------------|-----------------------|--------------------|
| 12 | 6191301 | adjust valves (replace valve cover gaskets) | 80 | \$720.00 | \$19.90 | \$39.80 | \$759.80 |
| 3 | 6190251 | pad cup | 25 | \$56.25 | \$31.45 | \$94.35 | \$150.60 |
| 2 | 6190241 | pad driver | 50 | \$75.00 | \$172.80 | \$345.60 | \$420.60 |
| 2 | 6190111 | bearing | 90 | \$135.00 | \$221.25 | \$442.50 | \$577.50 |
| 2 | 6190451 | fuel lockout | 30 | \$45.00 | \$76.00 | \$152.00 | \$197.00 |
| 2 | 6190441 | regulator | 60 | \$90.00 | \$309.40 | \$618.80 | \$708.80 |
| 1 | 6191011 | muffler | 60 | \$45.00 | \$462.45 | \$462.45 | \$507.45 |
| 1 | 6191261 | oxygen sensor | 60 | \$45.00 | \$169.00 | \$169.00 | \$214.00 |
| 1 | 6190011 | flexi-wall shield | 60 | \$45.00 | \$119.95 | \$119.95 | \$164.95 |
| 1 | 6190331 | battery | 10 | \$7.50 | \$213.30 | \$213.30 | \$220.80 |
| Total - Items Performed by Authorized Service Center | | | | | | | \$3,921.50 |

Total - Annual Maintenance Items \$5,417.45

250 **LP fuel fill-ups \$12.50 \$3,125.00 \$3,125.00**

TOTAL ANNUAL COST \$8,542.45

*Calculated based on 4 hours for 250 work days for each of the first two years. Common tasks such as daily pad changes and weekly dust filter cleaning not included.

Ongoing Costs

| | | | | | | | |
|----------------------------------|--|----------------------|-----|----------|------------|------------|-------------------|
| After 1 year/1,000 hours | 6191281 | replace head - right | | | \$456.35 | | |
| | 6191291 | replace head- left | 120 | \$90.00 | \$450.90 | | |
| | Total After 1 year/ 1,000 hours | | | \$90.00 | | \$907.25 | \$997.25 |
| After 2 years/2,000 hours | 6191191 | replace engine | 240 | \$180.00 | \$3,087.55 | \$3,087.55 | \$3,267.55 |

Cleaners, Disinfectants vs. Bleach

| | Disinfectants | Cleaners | Bleach |
|---|---------------|----------|--------|
| Shelf life over 60 days | YES | YES | NO |
| Stable for 30 days when mixed with water | YES | YES | NO |
| Has government approval as a disinfectant | YES | YES | NO |
| Will rust metals | NO | NO | YES |
| Harsh to hands & skin | NO | NO | YES |
| Stains clothing, carpet linens | NO | NO | YES |
| Discolors Surfaces | NO | NO | YES |
| Cleans by burning | NO | NO | YES |
| Cleaning by emulsification | YES | YES | NO |
| Cleaning in one step application | YES | YES | NO |
| Causes Chlorine gas when mixed with acids | NO | NO | YES |
| Causes Chloramene gas when mixed with ammonia | NO | NO | YES |



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NSS Enterprises, Inc.
Instructions

**** For the calculations to work properly it is necessary to have macros enabled. If you did not enable them, please close the spreadsheet and when opening, select enable macros from the window.**

To maneuver through the different sheets, use the tabs along the bottom, just click on the one you want to look at.

****Specifications and appearance are subject to change without notice.**

This spreadsheet is intended to help with collecting information about a customer. It is important to start with the Site Survey and Carpet/Hard Floor sections, because information from the site survey feeds data to the Return On Investment. The Recommendation sheet is a summary of some of the information that has been collected, plus gives NSS Machine Name, List Pricing, and NSS Part Number. The Literature Sheets will only work from the CD, unless you copy all of the files from the CD to the Hard drive of the computer that it is running from.

It is possible to save a filled out Site Survey and Return On Investment as a different name to refer back to it at a later date. In this case, the Literature Sheets may not work, so there is a Literature Sheet Tab in the workbook to view the information.

Here are the steps to save:

Go to the File Menu -> Click on the Save As ...

Choose the location to save the spreadsheet to

Change the name of the file to something else, either the customer's name or the date so you can refer back to it at a later date.

On the Return On Investment Sheet, the only sections that need to be filled in by the user are purple colored. The rest of the information will be taken from the Site Survey.

To print, go to File Menu -> Print

If you only want the page that you are working on, just select print.

If you want the whole workbook, select whole workbook option off of the print options window. It will be in the lower left hand corner of the window.

**** All Pricing Is Given In U.S. Dollars, Please Convert Accordingly!**



The Official ISSA 447 Cleaning Times Calculator

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847-982-0800, 800-225-4772, Fax. 847-982-1012

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Empty and Fill Times

| Solution Filling Times | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
|------------------------|------------|---------|---------|-------------|
| 1 | 1 gallon | | 0.25 | |
| 2 | 2 gallon | | 0.50 | |
| 3 | 4 gallon | | 1.00 | |
| 4 | 5 gallon | | 1.25 | |
| 5 | 10 gallon | | 2.50 | |
| 6 | 20 gallon | | 5.00 | |
| 7 | 25 gallon | | 6.25 | |
| 8 | 100 gallon | | 25.00 | |
| 9 | 250 gallon | | 52.25 | |
| Empty and Rinse Times | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 10 | 1 gallon | | 0.25 | |
| 11 | 2 gallon | | 0.50 | |
| 12 | 4 gallon | | 1.00 | |
| 13 | 5 gallon | | 1.25 | |
| 14 | 10 gallon | | 2.50 | |
| 15 | 20 gallon | | 5.00 | |
| 16 | 25 gallon | | 6.25 | |
| 17 | 100 gallon | | 25.00 | |
| 18 | 250 gallon | | 52.25 | |

Cleaning Worker Travel Speeds

| Crawl Speed | | Ft. Min. | Mph |
|-------------|--|----------|------|
| 19 | Spray, scrub, wipe build-up removal by hand along mop boards | 10 | 0.13 |
| Walking | | Ft. Min. | Mph |
| 20 | Walking very slowly or backward | 88 | 1.00 |
| 21 | Walking slowly | 132 | 1.50 |
| 22 | Walk-behind non-propelled unit | 150 | 1.70 |
| 23 | Reference point speed #1 | 176 | 2.00 |

| | | | | |
|--|-------------------------------------|--|-----------------|------------|
| 24 | Walk-behind wheel-propelled unit | | 200 | 2.30 |
| 25 | Reference point speed #2 | | 220 | 2.50 |
| 26 | Reference point speed #3 | | 264 | 3.00 |
| Riding a Cleaning Machine | | | Ft. Min. | Mph |
| 27 | Riding auto-scrubber cleaning speed | | 275 | 3.10 |
| 28 | Riding sweeper maximum speed | | 378 | 4.30 |
| 29 | Reference point speed #4 | | 440 | 5.00 |
| Riding a Transportation Machine | | | Ft. Min. | Mph |
| 30 | Golf Cart | | 880 | 10.00 |
| 31 | Vehicle | | 1760 | 20.00 |

General Cleaning

| Classroom Service | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
|----------------------------------|---|----------------|----------------|--------------------|
| 32 | Trash/Dust with Duster/Clean Chalkboard/Dust mop Floor | 1,000 | 9.40 | 6,383 |
| 33 | Trash/Dust with Duster/Clean Chalkboard/Damp Mop Floor | 1,000 | 16.00 | 3,750 |
| 34 | Trash/Dust with Duster/Clean Chalkboard/Tank Vacuum Floor | 1,000 | 12.20 | 4,918 |
| 35 | Trash/Dust with Duster/Clean Chalkboard/Upright vacuum Floor | 1,000 | 14.00 | 4,286 |
| 36 | Trash/Dust with Treated Cloth/Clean Chalkboard/Dustmop floor | 1,000 | 10.40 | 5,769 |
| 37 | Trash/Dust with Treated Cloth/Clean Chalkboard/Damp Mop floor | 1,000 | 17.00 | 3,529 |
| 38 | Trash/Dust with Treated Cloth/Clean Chalkboard/Tank Vacuum Floor | 1,000 | 14.60 | 4,110 |
| 39 | Trash/Dust with Treated Cloth/Clean Chalkboard Upright Vacuum Floor | 1,000 | 15.40 | 3,896 |
| 40 | Trash/Dust with Scrap-Trap Type Vacuum/Clean Chalkboard/Portable Vacuum Floor | 1,000 | 10.50 | 5,714 |
| 41 | Trash/Dust with Back-Pack Vacuum/Clean Chalkboard/Back-Pack Vacuum Floor | 1,000 | 11.00 | 5,455 |
| Corners / Crevices | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 42 | Detail Clean with Trigger Sprayer & Cloth | 150 | 4.50 | 2,000 |
| 43 | Detail Clean with Hand Held Duster Vacuum | 150 | 3.80 | 2,368 |
| 44 | Detail Clean with Tank/Canister Vacuum | 150 | 4.05 | 2,222 |
| 45 | Detail Clean with Back-Pack Vacuum | 150 | 3.15 | 2,857 |
| Disinfecting Surfaces | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 46 | Damp Wipe Surface With Disinfectant | 150 | 2.88 | 3,125 |
| Dusting Surfaces | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 47 | Dust with Duster | 150 | 0.90 | 10,000 |
| 48 | Dust with Treated Cloth | 150 | 1.80 | 5,000 |
| 49 | Damp Wipe with Trigger Sprayer & Cloth | 150 | 2.88 | 3,125 |
| 50 | Dust with hand-Held duster Vacuum | 150 | 1.95 | 4,615 |
| 51 | Dust with Tank/Canister Vacuum | 150 | 2.25 | 4,000 |
| 52 | Dust with Back Pack Vacuum | 150 | 1.62 | 5,556 |
| Furniture Upholstered | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 53 | Vacuum with Hand-Held Duster Vacuum | 25 | 2.10 | 714 |
| 54 | Vacuum with Tank/Canister Vacuum | 25 | 2.55 | 588 |
| 55 | Vacuum with Back-Pack Vacuum | 25 | 2.10 | 714 |
| Glass Door & Hardware | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 56 | Clean using Trigger Sprayer & Cloth (2 Sides) | | 3.00 | |
| Glass Panel/Partition | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 57 | Clean using Trigger Sprayer & Cloth | 30 | 3.42 | 526 |
| Glass Display Case | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 58 | Clean using Trigger Sprayer & Cloth | 10 | 1.14 | 526 |
| Guest Room Service | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 59 | Trash/Dust Make Bed/Sanitize Bathroom/Replace Linen & Supplies/Vacuum | 200 | 16.8 | 714 |

| Hand Rails/Banister | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
|---------------------|--|---------|---------|-------------|
| 60 | Dust with Duster | 48 | 0.29 | 9,931 |
| 61 | Dust with Treat Cloth | 48 | 0.58 | 4,966 |
| 62 | Damp Wipe with Trigger Sprayer & Cloth | 48 | 0.86 | 3,349 |

| Mats, Walk-Off | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
|----------------|----------------------------------|---------|---------|-------------|
| 63 | Vacuum with Upright Vacuum | 36 | 1.08 | 2,000 |
| 64 | Vacuum with Tank/Canister Vacuum | 36 | 1.08 | 2,000 |
| 65 | Vacuum with Back-Pack Vacuum | 36 | 0.95 | 2,274 |

Healthcare Cleaning

| Healthcare Cleaning | | Minutes |
|---------------------|--|---------|
| 66 | Autoclave, Interior | 1.00 |
| 67 | Autoclave, Exterior | 6.45 |
| 68 | Bassinets, Nursery: Damp Wipe | 2.00 |
| 69 | Bathroom, Shower Fixtures: Damp Wipe | 0.67 |
| 70 | Bathroom, Shower Stall: Damp Wipe | 1.50 |
| 71 | Bathroom, Soap Dispenser: Damp Wipe | 0.17 |
| 72 | Bathroom, Call Switch: Damp Wipe | 0.05 |
| 73 | Bathtub, Fixtures: Damp Wipe | 0.58 |
| 74 | Bathtub: Damp Wipe | 2.00 |
| 75 | Bed Frame: Damp Wipe | 2.80 |
| 76 | Bed Footboard: Damp Wipe Sprayer | 0.25 |
| 77 | Bed Pan: Clean | 0.75 |
| 78 | Bed: Remove Linen | 5.00 |
| 79 | Bedside Commode: Empty | 2.00 |
| 80 | Bedside Commode: Clean | 0.50 |
| 81 | Bedside Stand: Damp Wipe | 0.92 |
| 82 | Bedside Call Switch: Damp Wipe | 0.050 |
| 83 | Blood Pressure Cuff: Damp Wipe | 0.08 |
| 84 | Cardiac Monitor: Damp Wipe | 0.17 |
| 85 | Cart, Dressing: Damp Wipe | 0.50 |
| 86 | Cupboard: Damp Wipe, Interior & Exterior | 1.50 |
| 87 | Curtains, Bed Cubical: Pull Down | 2.00 |
| 88 | Dispenser, Drinking Cups: Refill & Damp Wipe | 1.00 |
| 89 | Dumb Waiter: Damp Wipe, Interior & Exterior | 1.00 |
| 90 | Examination Light: Damp Wipe | 0.17 |
| 91 | Examination Table: Damp Wipe | 0.50 |
| 92 | Footstool: Damp Wipe | 0.25 |
| 93 | Grab Rail: Damp Wipe | 0.10 |
| 94 | Gurney: Damp Wipe | 1.50 |
| 95 | Hamper Stand: Damp Wipe | 0.58 |
| 96 | Hamper: Damp Wipe | 0.75 |
| 97 | Hamper Liner: Remove & Replace | 0.92 |
| 98 | Intercom Panel: Damp Wipe | 0.67 |
| 99 | IV Unit: Damp Wipe | 1.50 |
| 100 | IVAC Dispenser: Damp Wipe | 0.17 |
| 101 | Light, Wall Mounted: Damp Wipe | 0.08 |

| | | | | |
|---|---|----------------|----------------|--------------------|
| 102 | Light, Over bed: Damp Wipe | | 0.13 | |
| 103 | Light, Over sink: Damp Wipe | | 0.13 | |
| 104 | Refrigerator, Medical: Damp Wipe, Exterior | | 0.45 | |
| 105 | Scale, Weight: Damp Wipe | | 0.58 | |
| 106 | Shelf, Over sink: Damp Woe | | 0.08 | |
| 107 | Sink, Fixtures: Damp Wipe | | 0.67 | |
| 108 | Sink: Damp Wipe | | 0.25 | |
| 109 | Sinks, Scrub: Damp Wipe | | 4.00 | |
| 110 | Sphygmomanometer: Damp Wipe | | 0.25 | |
| 111 | Table, Over bed: Damp Woe | | 0.75 | |
| 112 | Tables Operating Room: Damp Wipe | | 4.00 | |
| 113 | Wheelchair: Damp Wipe | | 0.58 | |
| 114 | Whirlpool: Damp Wipe, Interior & Exterior | | 7.40 | |
| 115 | X-Ray Illuminator, Wall Mount: Damp Wipe | | 0.33 | |
| Patient Room Service | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 116 | Trash/Clean Disinfect Surfaces & Bath/Replace Supplies/Dust Mop Floor | 150 | 12.60 | 714 |
| 117 | Trash/Clean Disinfect Surfaces & Bath/Replace Supplies/Wet Mop Floor | 150 | 16.20 | 556 |
| 118 | Trash/Clean Disinfect Surfaces & Bath/Replace Supplies Vacuum Floor | 150 | 14.04 | 641 |
| 119 | Trash/Clean Disinfect Surfaces & Bath/Replace Supplies/Flat Mop Floor | 150 | 14.40 | 625 |
| Seating, Audience Type, Hard Surface | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 120 | Dust with Duster | 1,000 | 6.00 | 10,000 |
| 121 | Dust with Treated Cloth | 1,000 | 12.00 | 5,000 |
| 122 | Damp Wipe with Trigger Sprayer & Cloth | 1,000 | 18.00 | 3,333 |
| Seating, Upholstered | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 123 | Vacuum with Hand-Held Duster Vacuum | 1,000 | 96.00 | 625 |
| 124 | Vacuum with Tank/Canister Vacuum | 1,000 | 102.00 | 588 |
| 125 | Vacuum with Back Pack Vacuum | 1,000 | 87.00 | 690 |
| Telephone, Desk | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 126 | Sanitize using Trigger Sprayer & Cloth/Cleaner-Disinfectant | | 0.67 | |
| Telephone, Wall | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 127 | Wall: Sanitize using Trigger Sprayer & Cloth/Cleaner-Disinfectant | | 1.00 | |

Trash Removal

| | | | | |
|----------------------|--|----------------|----------------|--------------------|
| Trash Removal | | Minutes | | |
| 128 | Empty Trash/Ash Trays/Pencil Sharpener & Wipe Clean | 2 Each | 1.00 | |
| 129 | Empty Trash/Ash Trays/Pencil Sharpener, Wipe Clean & Reline Basket | 2 Each | 1.50 | |
| Trash Pick Up | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 130 | Pick Up Loose Debris with Lobby Pan & Porter Broom/Scraper Up Gum | 1,000 | 18.00 | 3,333 |

Clean & Polish Surfaces

| | | | | |
|----------------------------|--|-----------------|----------------|--------------------|
| Aluminum | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 131 | Clean/Polish with Trigger Sprayer/Chemical & Cloth | 25 | 3.00 | 500 |
| Brass | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 132 | Clean/Polish with Trigger Sprayer/Chemical & Cloth | 25 | 3.00 | 500 |
| Copper | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 133 | Clean/Polish with Trigger Sprayer/Chemical & Cloth | 25 | 3.00 | 500 |
| Furniture | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 134 | Clean/Polish with Trigger Sprayer/Chemical & Cloth | 100 | 8.40 | 714 |
| Hand Rails/Banister | | Lin. Ft. | Minutes | |

| | | | | |
|-------------------------------------|--|----------------|----------------|--------------------|
| 135 | Clean/Polish with Trigger Sprayer/Chemical & Cloth | 100 | 4.46 | |
| Stainless Steel | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 136 | Clean/Polish with Trigger Sprayer/Chemical & Cloth | 10 | 1.20 | 500 |
| Wood Paneling | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 137 | Clean/Polish with Trigger Sprayer/Chemical & Cloth | 100 | 12.00 | 500 |
| Window Blinds, Mini Venetian | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 138 | Wipe with Trigger Sprayer & Cloth | 32 | 0.96 | 2,000 |
| 139 | Dust with Duster | 32 | 0.58 | 3,310 |
| 140 | Dust with Mini-Blind Brush | 32 | 1.54 | 1,247 |
| 141 | Dust with Treated Cloth | 32 | 0.77 | 2,494 |
| 142 | Vacuum with Tank/Canister Vacuum | 32 | 0.86 | 2,233 |
| 143 | Vacuum with Backpack Vacuum | 32 | 0.81 | 2,370 |
| 144 | Vacuum with Hand_Held Duster Vacuum | 32 | 0.96 | 2,000 |
| 145 | Remove & Clean in Ultrasonic Dip & Return | 4 Blinds | 12.00 | |

Restroom Service

| | | | | |
|---------------------------------|---|----------------|--------|--------|
| Restroom Pick-up Service | | Minutes | | |
| 146 | Trash/Replace Supplies Touch Up, as Needed | 9 Fxtrs | 3.00 | |
| Restroom Pick-up Service | | | | |
| 147 | Trash/Clean/Disinfect/Fixtures/Wipe Mirrors/Replace Supplies/Sweep Floor | 9 Fxtrs | 14.75 | |
| 148 | Trash/Clean Disinfect Fixtures/Wipe Mirrors/Replace Supplies/Dust Mop Floor | 9 Fxtrs | 15.60 | |
| 149 | Trash/Clean Disinfect Fixtures/Wipe Mirrors/Replace Supplies/Wet Mop Floor | 9 Fxtrs | 27.00 | |
| 150 | Toilet cleaning with 25 gallon spray and blow-dry machine | | 1 min. | 60 ea. |
| 151 | Urinal cleaning with 25 gallon spray and blow-dry machine | | 1 min. | 60 ea. |
| 152 | Sink cleaning with 25 gallon spray and blow-dry machine | | 1 min. | 60 ea. |

Carpet Care

| | | | | |
|---------------|--|----------------|----------------|--------------------|
| Carpet | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 153 | Protect From Soiling using Pump Sprayer & Soil Protection Chemical | 1,000 | 10.20 | 5,882 |
| 154 | Soil Protection Chemical and Electric Sprayer | 1,000 | 4.54 | 13,216 |
| 155 | Spot Remove by testing, Applying Spot Remover & Blotting 1 Spot | | 4.00 | |
| 156 | Bonnet Clean with Immersion Method using 17" Rotary Floor Machine | 1,000 | 69.60 | 862 |
| 157 | Bonnet Clean with Immersion Method using 20" Rotary Floor Machine | 1,000 | 62.86 | 955 |
| 158 | Bonnet Clean with Immersion Method using 21" Rotary Floor Machine | 1,000 | 60.00 | 1,000 |
| 159 | Bonnet Clean with Spray-On Method using 17" Rotary Floor Machine | 1,000 | 54.00 | 1,111 |
| 160 | Bonnet Clean with Spray-On Method using 20" Rotary Floor Machine | 1,000 | 47.25 | 1,270 |
| 161 | Bonnet Clean with Spray-On Method using 21" Rotary Floor Machine | 1,000 | 44.40 | 1,351 |
| 162 | Apply Carpet Pre-Treatment using Pump Tank Sprayer | 1,000 | 10.20 | 5,882 |
| 163 | Apply Carpet Pre-Treatment using Electric Sprayer | 1,000 | 4.54 | 13,216 |
| 164 | Dry Clean, Spread Dry Cleaning Compound | 1,000 | 13.20 | 4,545 |
| 165 | Dry Clean, Agitate Dry Compound with 12" Revolving Brushes Machine | 1,000 | 34.80 | 1,724 |
| 166 | Dry Clean, Agitate Dry Compound with 24" Revolving Brushes Machine | 1,000 | 25.20 | 2,381 |
| 167 | Dry Clean Vacuum Up Dry Compound with 12" Upright Vacuum | 1,000 | 34.80 | 1,724 |
| 168 | Dry Clean Vacuum Up Dry Compound with 14" Twin Motor Upright Vacuum | 1,000 | 31.00 | 1,935 |
| 169 | Dry Clean Vacuum Up Dry Compound with 16" Upright Vacuum | 1,000 | 30.00 | 2,000 |
| 170 | Dry Clean Vacuum Up Dry Compound with 18" Twin Motor Upright Vacuum | 1,000 | 25.00 | 2,400 |
| 171 | Dry Foam Clean using 12" Machine that Requires Separate Foam Pick-Up | 1,000 | 34.80 | 1,724 |
| 172 | Dry Foam Clean using 14" Machine that Requires Separate Foam Pick-Up | 1,000 | 30.00 | 2,000 |
| 173 | Dry Foam Clean using 18" Machine that Requires Separate Foam Pick-Up | 1,000 | 25.20 | 2,381 |

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|-----|---|-------|--------|--------|
| 174 | Dry Foam Clean using 28" Machine that Requires Separate Foam Pick-Up | 1,000 | 19.80 | 3,030 |
| 175 | Dry Foam Clean using One-Pass 13" Machine with Simultaneous Foam Pick-Up | 1,000 | 33.00 | 1,818 |
| 176 | Dry Foam Clean using One-Pass 24" Machine with Simultaneous Foam Pick-Up | 1,000 | 22.80 | 2,632 |
| 177 | Extraction Clean using Portable Machine with Hose & 12" Suction Head | 1,000 | 120.00 | 500 |
| 178 | Extraction Clean using Portable Machine with Hose & 16" Suction Head | 1,000 | 110.00 | 545 |
| 179 | Extraction Clean using Portable Machine with Hose & 12" Agitator Power head | 1,000 | 64.80 | 926 |
| 180 | Extraction Clean using Portable Machine with Hose & 14" Agitator Power head | 1,000 | 60.00 | 1,000 |
| 181 | Extraction Clean using Portable Machine with Hose & 17" Turbo Rotating Power Head | 1,000 | 15.00 | 4,000 |
| 182 | Extraction Clean with 11" direct hook-up high-flow machine | 1,000 | 18.33 | 3,273 |
| 183 | Extraction Clean using 11" Self-Contained, Self-Propelled Machine | 1,000 | 55.00 | 1,091 |
| 184 | Extraction Clean using 16" Self-Contained, Non-Propelled Machine | 1,000 | 35.00 | 1,714 |
| 185 | Extraction Clean using 16" Self-Contained, Self-Propelled Machine | 1,000 | 29.00 | 2,069 |
| 186 | Extraction Clean using 21" Self-Contained, Self-Propelled Machine: Electric | 1,000 | 15.00 | 4,000 |
| 187 | Extraction Clean using 22" Self-Contained, Self-Propelled Machine: Electric | 1,000 | 14.31 | 4,193 |
| 188 | Extraction Clean using 28" Self-Contained, Self-Propelled Machine: Battery | 1,000 | 11.60 | 5,172 |
| 189 | Rotary Shampoo with 175 rpm 17" Rotary Floor Machine | 1,000 | 60.00 | 1,000 |
| 190 | Shampoo with 20' Rotary 175 rpm Floor Machine | 1,000 | 58.06 | 1,033 |
| 191 | Rotary Shampoo with 175 rpm 21" Rotary Floor Machine | 1,000 | 55.20 | 1,087 |
| 192 | Rotary Shampoo with 350 rpm 17" Rotary Floor Machine | 1,000 | 49.80 | 1,205 |
| 193 | Shampoo with 20' 350 rpm Rotary Floor Machine | 1,000 | 47.86 | 1,254 |
| 194 | Rotary Shampoo with 350 rpm 21" Rotary Floor Machine | 1,000 | 45.00 | 1,333 |
| 195 | Rinse & Extract Shampoo using Portable Extractor with Hose & 12" Suction Head | 1,000 | 60.00 | 1,000 |
| 196 | Rinse & Extract Shampoo using Portable Extractor with Hose & 16" Suction Head | 1,000 | 55.20 | 1,087 |
| 197 | Scrub using One-Pass Machine with 12" Twin Cylindrical Brushes & Wet Pick-Up | 1,000 | 27.00 | 2,222 |
| 198 | Scrub using One-Pass Machine with 24" Twin Cylindrical Brushes & Wet Pick-Up | 1,000 | 15.00 | 4,000 |
| 199 | Scrub with 7" dual counter rotating brush machine and chemical application | 1,000 | 45.94 | 1,306 |
| 200 | Scrub with 11" dual counter rotating brush machine and chemical application | 1,000 | 29.23 | 2,053 |
| 201 | Scrub with 15" dual counter rotating brush machine and chemical application | 1,000 | 21.44 | 2,799 |
| 202 | Scrub with 30" dual counter rotating brush machine and chemical application | 1,000 | 10.72 | 5,597 |
| 203 | Sweep with 10" Pickup sweeper | 1,000 | 5.00 | 12,000 |
| 204 | Vacuum with 12" Upright Vacuum | 1,000 | 26.80 | 2,239 |
| 205 | Vacuum with 12" Upright Vacuum with automatic brush adjustment & bag fill control | 1,000 | 24.60 | 2,439 |
| 206 | Vacuum with 14" Upright Vacuum | 1,000 | 21.00 | 2,857 |
| 207 | Vacuum with 14" Twin Motor Upright | 1,000 | 18.50 | 3,243 |
| 208 | Vacuum with 16" Upright Vacuum | 1,000 | 14.20 | 4,225 |
| 209 | Vacuum with 18" Upright Vacuum | 1,000 | 17.40 | 3,448 |
| 210 | Vacuum with 18" Twin Motor Upright with automatic brush adjustment & bag fill control | 1,000 | 16.40 | 3,659 |
| 211 | Vacuum with 18" Twin Motor Upright | 1,000 | 15.00 | 4,000 |
| 212 | Vacuum with 20" Upright Vacuum | 1,000 | 15.60 | 3,846 |
| 213 | Vacuum with 22" Upright Vacuum | 1,000 | 13.80 | 4,348 |
| 214 | Vacuum with 24" Upright Vacuum | 1,000 | 12.00 | 5,000 |
| 215 | Vacuum with 26" Large Area Push-Type Vacuum | 1,000 | 10.80 | 5,556 |
| 216 | Vacuum with 28" Large Area Push-Type Vacuum | 1,000 | 7.50 | 8,000 |
| 217 | Vacuum with 30" Large Area Push-Type Vacuum | 1,000 | 6.00 | 10,000 |
| 218 | Vacuum with 32" Large Area Push-Type Vacuum | 1,000 | 4.00 | 15,000 |
| 219 | Vacuum with 34" Battery Powered Vacuum | 1,000 | 6.50 | 9,231 |
| 220 | Vacuum with Back-Pack Vacuum & 12" Orifice Carpet Tool | 1,000 | 8.25 | 7,273 |
| 221 | Vacuum with Back-Pack Vacuum & 14" Orifice Carpet Tool | 1,000 | 8.10 | 7,407 |
| 222 | Vacuum with Back-Pack Vacuum & 16" Orifice Carpet Tool | 1,000 | 8.00 | 7,500 |

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|-----|--|-------|-------|--------|
| 223 | Vacuum with Back-Pack Vacuum & 18" Orifice Carpet Tool | 1,000 | 7.75 | 7,742 |
| 224 | Vacuum with Back-Pack Vacuum & 20" Orifice Carpet Tool | 1,000 | 7.50 | 8,000 |
| 225 | Vacuum with Back-Pack Vacuum & 22" Orifice Carpet Tool | 1,000 | 6.65 | 9,023 |
| 226 | Vacuum with Back-Pack Vacuum & 24" Orifice Carpet Tool | 1,000 | 6.00 | 10,000 |
| 227 | Vacuum with Scrap-Trap type Vacuum with 12" Carpet Tool | 1,000 | 9.10 | 6,593 |
| 228 | Vacuum with Scrap-Trap type Vacuum with 16" Carpet Tool | 1,000 | 8.50 | 7,059 |
| 229 | Vacuum with Tank Type/Canister Vacuum & 12" Orifice Carpet Tool | 1,000 | 24.00 | 2,500 |
| 230 | Vacuum with Tank Type/Canister Vacuum & 16" Orifice Carpet Tool | 1,000 | 22.20 | 2,703 |
| 231 | Vacuum with Tank Type/Canister Vacuum & 14" Orifice Carpet Tool | 1,000 | 20.40 | 2,941 |
| 232 | Vacuum with Tank Type/Canister Vacuum & 18" Orifice Carpet Tool | 1,000 | 18.60 | 3,226 |
| 233 | Vacuum with Tank Type/Canister Vacuum & 20" Orifice Carpet Tool | 1,000 | 16.80 | 3,571 |
| 234 | Vacuum with Tank Type/Canister Vacuum & 22" Orifice Carpet Tool | 1,000 | 15.00 | 4,000 |
| 235 | Vacuum with Tank Type/Canister Vacuum & 24" Orifice Carpet Tool | 1,000 | 13.20 | 4,545 |
| 236 | Wet Pick-Up with Tank Type Wet Vacuum & 12" Orifice Pick-Up Tool | 1,000 | 30.00 | 2,000 |
| 237 | Wet Pick-Up with Tank Type Wet Vacuum & 14" Orifice Pick-Up Tool | 1,000 | 28.20 | 2,128 |
| 238 | Wet Pick-Up with Tank Type Wet Vacuum & 16" Orifice Pick-Up Tool | 1,000 | 26.40 | 2,273 |
| 239 | Wet Pick-Up with Tank Type Wet Vacuum & 18" Orifice Pick-Up Tool | 1,000 | 24.60 | 2,439 |
| 240 | Wet Pick-Up with Tank Type Wet Vacuum & 20" Orifice Pick-Up Tool | 1,000 | 22.80 | 2,632 |
| 241 | Wet Pick-Up with Tank Type Wet Vacuum & 22" Orifice Pick-Up Tool | 1,000 | 21.00 | 2,857 |
| 242 | Wet Pick-Up with Tank Type Wet Vacuum & 24" Orifice Pick-Up Tool | 1,000 | 19.20 | 3,125 |

Hard Floor Care

| Floor | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
|-------|--|---------|---------|-------------|
| 243 | Apply Floor Finish using Mop | 1,000 | 36.00 | 1,667 |
| 244 | Apply Floor Finish using Lambswool Applicator | 1,000 | 30.00 | 2,000 |
| 245 | Apply Floor finish using Gravity-Feed Applicator | 1,000 | 24.00 | 2,500 |
| 246 | Refinish using 10 gallon rolling bucket ergonomic handle flat microfiber mop | 1,000 | 5.00 | 12,000 |
| 247 | Apply Floor Finish using back pack applicator and 24" microfiber mop | 1,000 | 9.50 | 6,316 |
| 248 | Apply Floor Seal using Mop | 1,000 | 36.00 | 1,667 |
| 249 | Apply Floor Seal using Lambswool Applicator | 1,000 | 30.00 | 2,000 |
| 250 | Apply Floor Seal using Gravity-Feed Applicator | 1,000 | 24.00 | 2,500 |
| 251 | Apply Floor Seal using back pack applicator and 24" microfiber mop | 1,000 | 9.50 | 6,316 |
| 252 | Apply Floor Seal using 10 gallon rolling bucket, ergonomic handle, flat microfiber mop | 1,000 | 6.50 | 9,231 |
| 253 | Clean Baseboards with Manual Swivel Cleaning Tool & Handle | 1,000 | 6.60 | 9,091 |
| 254 | Clean Baseboards with Automatic Rotary Vertical Brush Machine | 1,000 | 3.00 | 20,000 |
| 255 | Damp Mop with 12 oz. Mop Head using Single Bucket & Wringer | 1,000 | 16.80 | 3,571 |
| 256 | Damp Mop with 12 oz. Mop Head using Double Bucket & Wringer | 1,000 | 15.60 | 3,846 |
| 257 | Damp Mop with 16 oz. Mop Head using Single Bucket & Wringer | 1,000 | 14.40 | 4,167 |
| 258 | Damp Mop with 16 oz. Mop Head using Double Bucket & Wringer | 1,000 | 13.20 | 4,545 |
| 259 | Damp Mop with 24 oz. Mop Head using Single Bucket & Wringer | 1,000 | 12.00 | 5,000 |
| 260 | Damp Mop with 24 oz. Mop Head using Double Bucket & Wringer | 1,000 | 10.80 | 5,556 |
| 261 | Damp Mop with 32 oz. Mop Head using Single Bucket & Wringer | 1,000 | 9.60 | 6,250 |
| 262 | Damp Mop with 32 oz. Mop Head using Double Bucket & Wringer | 1,000 | 8.40 | 7,143 |
| 263 | Damp Mop with 18" Flat Mop Head using Single Bucket & Wringer | 1,000 | 2.52 | 23,810 |
| 264 | Damp Mop using 10 gallon rolling bucket, ergonomic handle, flat microfiber mop | 1,000 | 6.50 | 9,231 |
| 265 | Dry Buff/Polish with 175 rpm 12" Rotary Floor Machine | 1,000 | 40.20 | 1,493 |
| 266 | Dry Buff/Polish with 175 rpm 14" Rotary Floor Machine | 1,000 | 34.80 | 1,724 |
| 267 | Dry Buff/Polish with 175 rpm 17" Rotary Floor Machine | 1,000 | 30.00 | 2,000 |
| 268 | Dry Buff/Polish with 175 rpm 20" Rotary Floor Machine | 1,000 | 25.20 | 2,381 |

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|-----|--|-------|-------|---------|
| 269 | Dry Buff/Polish with 350 rpm 17" Rotary Floor Machine | 1,000 | 19.80 | 3,030 |
| 270 | Dry Buff/Polish with 350 rpm 20" Rotary Floor Machine | 1,000 | 15.00 | 4,000 |
| 271 | Dry Buff/Polish with 1000 + rpm 17" Rotary Floor Machine | 1,000 | 7.20 | 8,333 |
| 272 | Dry Buff/Polish with 1000 + rpm 20" Rotary Floor Machine | 1,000 | 6.60 | 9,091 |
| 273 | Dry Buff/Polish with 1000 + rpm 27" Rotary Floor Machine | 1,000 | 4.80 | 12,500 |
| 274 | Dry Buff/Polish with 2000 + rpm 17" Rotary Floor Machine | 1,000 | 6.60 | 9,091 |
| 275 | Dry Buff/Polish with 2000 + rpm 20" Rotary Floor Machine | 1,000 | 6.00 | 10,000 |
| 276 | Dry Buff/Polish with 2000 + rpm 24" Rotary Floor Machine | 1,000 | 3.33 | 18,018 |
| 277 | Dry Buff/Polish with 2000 + rpm 24" Rotary Floor Machine | 1,000 | 4.80 | 12,500 |
| 278 | Dry Buff/Polish with 2000 + rpm 27" Rotary Floor Machine | 1,000 | 4.20 | 14,286 |
| 279 | Dry Buff/Polish with 2000 + rpm 22" Rotary Floor Machine - Battery | 1,000 | 3.35 | 17,910 |
| 280 | Dry Buff/Polish with 2000 + rpm 17" Rotary Floor Machine - Propane | 1,000 | 4.30 | 13,953 |
| 281 | Dry Buff/Polish with 2000 + rpm 20" Rotary Floor Machine - Propane | 1,000 | 3.65 | 16,438 |
| 282 | Dry Burnish with 2000 + rpm 24" Burnisher - Electric | 1,000 | 4.75 | 12,632 |
| 283 | Dry Buff/Polish with 2000 + rpm 24" Rotary Floor Machine - Propane | 1,000 | 3.05 | 19,672 |
| 284 | Dry Burnish with 2000 + rpm 20" Burnisher - Electric | 1,000 | 4.80 | 12,500 |
| 285 | Dry Burnish with 2000 + rpm 20" Burnisher - Battery | 1,000 | 3.69 | 16,260 |
| 286 | Dry Burnish with 2000 + rpm 20" Burnisher - Battery - Self Propelled | 1,000 | 2.50 | 24,000 |
| 287 | Dry Burnish with 1600 + rpm 27" Burnisher - Battery | 1,000 | 2.72 | 22,059 |
| 288 | Dry Burnish with 1600 + rpm 27" Burnisher - Battery - Self Propelled | 1,000 | 1.85 | 32,432 |
| 289 | Dry Buff/Polish with 2000 + rpm 27" Rotary Floor Machine - Propane | 1,000 | 2.70 | 22,222 |
| 290 | Dust Mop with 12" Mop using Dust Treatment Chemical | 1,000 | 13.20 | 4,545 |
| 291 | Dust Mop with 18" Mop using Dust Treatment Chemical | 1,000 | 9.00 | 6,667 |
| 292 | Dust Mop with 24" Mop using Dust Treatment Chemical | 1,000 | 7.20 | 8,333 |
| 293 | Dust Mop with 30" Mop using Dust Treatment Chemical | 1,000 | 6.00 | 10,000 |
| 294 | Dust Mop with 36" Mop using Dust Treatment Chemical | 1,000 | 4.80 | 12,500 |
| 295 | Dust Mop with 42" Mop using Dust Treatment Chemical | 1,000 | 3.60 | 16,667 |
| 296 | Dust Mop with 48" Mop using Dust Treatment Chemical | 1,000 | 2.40 | 25,000 |
| 297 | Dust Mop with 60" Mop using Dust Treatment Chemical | 1,000 | 1.80 | 33,333 |
| 298 | Dust Mop with 72" Mop using Dust Treatment Chemical | 1,000 | 1.20 | 50,000 |
| 299 | Dust Mop with 63" Riding Machine Mop | 1,000 | 0.30 | 200,000 |
| 300 | Scrub with 175 rpm 12" Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 48.00 | 1,250 |
| 301 | Scrub with 175 rpm 14" Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 40.20 | 1,493 |
| 302 | Scrub with 175 rpm 17" Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 31.20 | 1,923 |
| 303 | Scrub with 175 rpm 20" Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 27.00 | 2,222 |
| 304 | Scrub with 350 rpm 17" Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 19.80 | 3,030 |
| 305 | Scrub with 350 rpm 20" Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 16.80 | 3,571 |
| 306 | Scrub using One-Pass Machine with 12" Twin Cylindrical Brushes & Wet Pick-Up | 1,000 | 12.00 | 5,000 |
| 307 | Scrub using One-Pass Machine with 24" Twin Cylindrical Brushes & Wet Pick-Up | 1,000 | 6.00 | 10,000 |
| 308 | Scrub with Automatic Scrubber 17" Walk-behind non-propelled unit - Theoretical | 1,000 | 4.71 | 12,739 |
| 309 | Scrub with Automatic Scrubber 17" Walk-behind non-propelled unit - Practical | 1,000 | 10.14 | 5,917 |
| 310 | Scrub with Automatic Scrubber 21" Walk-behind non-propelled unit - Theoretical | 1,000 | 3.81 | 15,748 |
| 311 | Scrub with Automatic Scrubber 21" Walk-behind non-propelled unit - Practical | 1,000 | 8.21 | 7,308 |
| 312 | Scrub with Automatic Scrubber 24" Walk-behind non-propelled unit - Theoretical | 1,000 | 3.33 | 18,018 |
| 313 | Scrub with Automatic Scrubber 24" Walk-behind non-propelled unit - Practical | 1,000 | 7.18 | 8,357 |
| 314 | Scrub with Automatic Scrubber 20" Walk-behind wheel-propelled unit - Theoretical | 1,000 | 3.00 | 20,000 |
| 315 | Scrub with Automatic Scrubber 20" Walk-behind wheel-propelled unit - Practical | 1,000 | 6.47 | 9,274 |
| 316 | Scrub with Automatic Scrubber 21" Walk-behind wheel-propelled unit - Theoretical | 1,000 | 2.86 | 20,979 |
| 317 | Scrub with Automatic Scrubber 21" Walk-behind wheel-propelled unit - Practical | 1,000 | 6.16 | 9,740 |

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|-----|--|-------|-------|--------|
| 318 | Scrub with Automatic Scrubber 24" Walk-behind wheel-propelled unit - Theoretical | 1,000 | 2.50 | 24,000 |
| 319 | Scrub with Automatic Scrubber 24" Walk-behind wheel-propelled unit - Practical | 1,000 | 5.39 | 11,132 |
| 320 | Scrub with Automatic Scrubber 27" Walk-behind wheel-propelled unit - Theoretical | 1,000 | 2.22 | 27,027 |
| 321 | Scrub with Automatic Scrubber 27" Walk-behind wheel-propelled unit - Practical | 1,000 | 4.79 | 12,526 |
| 322 | Scrub with Automatic Scrubber 32" Walk-behind wheel-propelled unit - Theoretical | 1,000 | 1.88 | 31,915 |
| 323 | Scrub with Automatic Scrubber 32" Walk-behind wheel-propelled unit - Practical | 1,000 | 4.04 | 14,851 |
| 324 | Scrub with Automatic Scrubber 36" Walk-behind wheel-propelled unit - Theoretical | 1,000 | 1.67 | 35,928 |
| 325 | Scrub with Automatic Scrubber 36" Walk-behind wheel-propelled unit - Practical | 1,000 | 3.59 | 16,713 |
| 326 | Scrub with Automatic Scrubber 29" Rider - Theoretical | 1,000 | 1.50 | 40,000 |
| 327 | Scrub with Automatic Scrubber 29" Rider - Practical | 1,000 | 3.24 | 18,519 |
| 328 | Scrub with Automatic Scrubber 32" Rider - Theoretical | 1,000 | 1.36 | 44,118 |
| 329 | Scrub with Automatic Scrubber 32" Rider - Practical | 1,000 | 2.94 | 20,408 |
| 330 | Scrub with Automatic Scrubber 36" Rider - Theoretical | 1,000 | 1.21 | 49,587 |
| 331 | Scrub with Automatic Scrubber 36" Rider - Practical | 1,000 | 2.61 | 22,989 |
| 332 | Scrub with Automatic Scrubber 28" Rider with recycling - Theoretical | 1,000 | 1.56 | 38,462 |
| 333 | Scrub with Automatic Scrubber 28" Rider with recycling - Practical | 1,000 | 3.36 | 17,857 |
| 334 | Scrub with Automatic Scrubber 32" Rider with recycling - Theoretical | 1,000 | 1.37 | 43,796 |
| 335 | Scrub with Automatic Scrubber 32" Rider with recycling - Practical | 1,000 | 2.94 | 20,408 |
| 336 | Scrub with Automatic Scrubber 34" Rider with recycling - Theoretical | 1,000 | 1.28 | 46,875 |
| 337 | Scrub with Automatic Scrubber 34" Rider with recycling - Practical | 1,000 | 2.77 | 21,661 |
| 338 | Spray Buff with 175 rpm 12" Rotary Floor Machine & Finish Restorer | 1,000 | 45.00 | 1,333 |
| 339 | Spray Buff with 175 rpm 14" Rotary Floor Machine & Finish Restorer | 1,000 | 40.20 | 1,493 |
| 340 | Spray Buff with 175 rpm 17" Rotary Floor Machine & Finish Restorer | 1,000 | 34.80 | 1,724 |
| 341 | Spray Buff with 175 rpm 20" Rotary Floor Machine & Finish Restorer | 1,000 | 30.00 | 2,000 |
| 342 | Spray Buff with 175 rpm 24" Rotary Floor Machine & Finish Restorer | 1,000 | 25.20 | 2,381 |
| 343 | Spray Buff with 350 rpm 17" Rotary Floor Machine & Finish Restorer | 1,000 | 25.20 | 2,381 |
| 344 | Spray Buff with 350 rpm 20" Rotary Floor Machine & Finish Restorer | 1,000 | 19.80 | 3,030 |
| 345 | Spray Buff with 1000 + rpm 17" Rotary Machine & Finish Restorer | 1,000 | 8.40 | 7,143 |
| 346 | Spray Buff with 1000 + rpm 20" Rotary Machine & Finish Restorer | 1,000 | 7.80 | 7,692 |
| 347 | Spray Buff with 1000 + rpm 27" Rotary Machine & Finish Restorer | 1,000 | 6.00 | 10,000 |
| 348 | Spray Buff with 2000 + rpm 17" Rotary Machine & Finish Restorer | 1,000 | 7.80 | 7,692 |
| 349 | Spray Buff with 2000 + rpm 20" Rotary Machine & Finish Restorer | 1,000 | 7.20 | 8,333 |
| 350 | Spray Buff with 2000 + rpm 20" Rotary Machine & Finish Restorer - Propane | 1,000 | 4.20 | 14,286 |
| 351 | Spray Buff with 2000 + rpm 24" Rotary Machine & Finish Restorer - Propane | 1,000 | 3.50 | 17,143 |
| 352 | Spray Buff with 2000 + rpm 27" Rotary Machine & Finish Restorer - Propane | 1,000 | 3.10 | 19,355 |
| 353 | Spray Buff with 2000 + rpm 22" Rotary Machine & Finish Restorer - Battery | 1,000 | 6.20 | 9,677 |
| 354 | Strip with 175 rpm 17" Rotary Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 79.80 | 752 |
| 355 | Strip with 175 rpm 20" Rotary Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 75.00 | 800 |
| 356 | Strip with 350 rpm 17" Rotary Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 52.80 | 1,136 |
| 357 | Strip with 350 rpm 20" Rotary Floor Machine that Requires Separate Wet Pick-Up | 1,000 | 45.00 | 1,333 |
| 358 | Strip using 30" Rotary Floor Machine with dual counter-rotating brushes 1150 rpm and 250 rpm - Theoretical | 1,000 | 2.67 | 22,472 |
| 359 | Strip using 30" Rotary Floor Machine with dual counter-rotating brushes 1150 rpm and 250 rpm - Practical | 1,000 | 3.75 | 16,000 |
| 360 | Strip with Mop-On Chemical that Requires Separate Wet Pick-Up | 1,000 | 18.00 | 3,333 |
| 361 | Sweep with 8" Corn/Synthetic Broom | 1,000 | 25.20 | 2,381 |
| 362 | Sweep with 12" Push Broom | 1,000 | 24.00 | 2,500 |
| 363 | Sweep with 16" Push Broom | 1,000 | 20.00 | 3,000 |
| 364 | Sweep with 18" Push Broom | 1,000 | 18.80 | 3,191 |

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|-----|---|-------|-------|--------|
| 365 | Sweep with 24" Push Broom | 1,000 | 15.40 | 3,896 |
| 366 | Sweep with 30" Push Broom | 1,000 | 12.00 | 5,000 |
| 367 | Sweep with 36" Push Broom | 1,000 | 10.80 | 5,556 |
| 368 | Sweep with 42" Push Broom | 1,000 | 8.60 | 6,977 |
| 369 | Sweep with 48" Push Broom | 1,000 | 7.40 | 8,108 |
| 370 | Sweep with 26" Push Sweeper Machine | 1,000 | 4.00 | 15,000 |
| 371 | Sweep with 32" Push Sweeper Machine | 1,000 | 3.40 | 17,647 |
| 372 | Sweep with 36" Rider Sweeper - Theoretical | 1,000 | 1.20 | 50,000 |
| 373 | Sweep with 36" Rider Sweeper - Practical | 1,000 | 1.52 | 39,474 |
| 374 | Sweep with 39" Rider Sweeper - Theoretical | 1,000 | 1.11 | 54,054 |
| 375 | Sweep with 39" Rider Sweeper - Practical | 1,000 | 1.40 | 42,857 |
| 376 | Sweep with 43" Rider Sweeper - Theoretical | 1,000 | 0.80 | 75,000 |
| 377 | Sweep with 43" Rider Sweeper - Practical | 1,000 | 1.01 | 59,406 |
| 378 | Sweep with 56" Rider Sweeper - Theoretical | 1,000 | 0.61 | 98,361 |
| 379 | Sweep with 56" Rider Sweeper - Practical | 1,000 | 0.78 | 76,923 |
| 380 | With Pick-Up with Tank Type Wet Vacuum & 12" Orifice Pick-Up Tool | 1,000 | 27.00 | 2,222 |
| 381 | With Pick-Up with Tank Type Wet Vacuum & 14" Orifice Pick-Up Tool | 1,000 | 25.20 | 2,381 |
| 382 | With Pick-Up with Tank Type Wet Vacuum & 16" Orifice Pick-Up Tool | 1,000 | 23.40 | 2,564 |
| 383 | With Pick-Up with Tank Type Wet Vacuum & 18" Orifice Pick-Up Tool | 1,000 | 21.60 | 2,778 |
| 384 | With Pick-Up with Tank Type Wet Vacuum & 20" Orifice Pick-Up Tool | 1,000 | 19.80 | 3,030 |
| 385 | With Pick-Up with Tank Type Wet Vacuum & 22" Orifice Pick-Up Tool | 1,000 | 18.00 | 3,333 |
| 386 | With Pick-Up with Tank Type Wet Vacuum & 24" Orifice Pick-Up Tool | 1,000 | 16.20 | 3,704 |
| 387 | Wet Mop & Rinse with 12 oz. Mop Using Single Bucket & Wringer | 1,000 | 45.00 | 1,333 |
| 388 | Wet Mop & Rinse with 12 oz. Mop Using Double Bucket & Wringer | 1,000 | 42.00 | 1,429 |
| 389 | Wet Mop & Rinse with 16 oz. Mop Using Single Bucket & Wringer | 1,000 | 34.80 | 1,724 |
| 390 | Wet Mop & Rinse with 16 oz. Mop Using Double Bucket & Wringer | 1,000 | 31.80 | 1,887 |
| 391 | Wet Mop & Rinse with 24 oz. Mop Using Single Bucket & Wringer | 1,000 | 23.40 | 2,564 |
| 392 | Wet Mop & Rinse with 24 oz. Mop Using Double Bucket & Wringer | 1,000 | 20.40 | 2,941 |
| 393 | Wet Mop & Rinse with 32 oz. Mop Using Single Bucket & Wringer | 1,000 | 18.00 | 3,333 |
| 394 | Wet Mop & Rinse with 32 oz. Mop Using Double Bucket & Wringer | 1,000 | 15.00 | 4,000 |

Stairways & Landings

| Stairways & Landings | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
|----------------------|--|---------|---------|-------------|
| 395 | Sweep with Push Broom | 150 | 4.50 | 2,000 |
| 396 | Dust Mop using Dust Treatment Chemical | 150 | 3.60 | 2,500 |
| 397 | Damp Mop with Mop Bucket & Wringer | 150 | 5.40 | 1,667 |
| 398 | Vacuum with Tank/Canister Vacuum | 150 | 4.50 | 2,000 |
| 399 | Vacuum with Back-Pack Vacuum | 150 | 3.15 | 2,857 |
| 400 | Vacuum with Upright Vacuum | 150 | 5.85 | 1,538 |
| Escalators | | Sq. Ft. | Minutes | Units Hr. |
| 401 | Escalator cleaning 24" - 36" stairs with 18" brush machine | | 30 | 180 str/hr |
| 402 | Escalator cleaning 37"+ stairs with 18" brush machine | | 20 | 120 str/hr |

Overhead Services

| Ceiling Acoustical | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
|-------------------------|---|---------|---------|-------------|
| 403 | Clean with Spray-On Chemical & Extension Handle | 1,000 | 84.00 | 714 |
| Ceiling | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 404 | Wash Manually with Sponge using Ladder & Bucket | 1,000 | 168.00 | 357 |
| Light Fixture Diffusers | | Sq. Ft. | Min | Sq. Ft. Hr. |

| | | | | |
|--------------------------|---|----------------|----------------|--------------------|
| 405 | Remove & Clean in Ultrasonic Dip & Return | 150 | 12.00 | 750 |
| Light Fixtures | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 406 | Damp Wipe with Trigger Sprayer & Cloth using Ladder | 150 | 3.00 | 3,000 |
| Overhead Services | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 407 | Damp Wipe with Trigger Sprayer & Cloth using Ladder | 150 | 9.90 | 909 |
| 408 | Dust with Back-Pack Vacuum using Ladder | 1,000 | 16.20 | 3,704 |
| 409 | Dust with Duster & Extension Handle | 150 | 0.90 | 10,000 |
| 410 | Dust with Tank/Canister Vacuum using Ladder | 1,000 | 24.00 | 2,500 |
| 411 | Dust with Hand-Held Duster Vacuum using Ladder | 25 | 22.00 | 68 |
| Vents | | | Minutes | |
| 412 | Damp Wipe with Trigger Sprayer & Cloth using Ladder | 1 each | 0.50 | |

Miscellaneous Services

| | | | | |
|-----------------------------------|---|----------------|----------------|--------------------|
| Cubical Curtain | | Minutes | | |
| 413 | Remove & Replace with Clean Curtain | 1 each | 3.00 | |
| Furniture, Upholstered | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 414 | Shampoo with Portable Machine | 25 | 12.45 | 120 |
| Garbage / Trash Cans | | Minutes | | |
| 415 | Wash with Pressure Washer | 1 each | 2.00 | |
| 416 | Wash with Special Can Mounting Sprayer | 1 each | 1.00 | |
| System Light Bulbs / Tubes | | Minutes | | |
| 417 | Replacing Using Ladder | 1 each | 3.00 | |
| Mats, Fatigue | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 418 | Fatigue: Wash with Pressure Washer | 36 | 3.02 | 715 |
| Mats, Walk-Off | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 419 | Walk-off: Mats, Wash with Pressure Washer. | 36 | 3.02 | 715 |
| Walls, Partition, Fabric | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 420 | Partition, Fabric: Vacuum with Back-Pack Vacuum K& 12" Orifice tool | 120 | 3.24 | 2,222 |
| 421 | Partition, Fabric: Vacuum with Tank/Canister Vacuum K& 12" Orifice tool | 120 | 3.96 | 1,818 |
| Walls | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 422 | Wash Manually with Wall Mop, Extension Handle, Bucket & Wringer | 120 | 23.98 | 300 |
| 423 | Wash Manually with sponge, Bucket & Wringer using Ladder | 120 | 36.00 | 200 |
| 424 | Wash with Wall Washing Machine using Ladder | 120 | 12.02 | 599 |

Windows

| | | | | |
|------------------------|--|----------------|----------------|--------------------|
| Windows | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 425 | Wash with Brush, Squeegee & Bucket | 100 | 10.02 | 599 |
| 426 | Wash with High-Rise Extension Tools | 100 | 13.20 | 455 |
| 427 | Wash with Trigger Sprayer & Cloth | 100 | 11.40 | 526 |
| 428 | Interior & Exterior: Wash with Trigger Sprayer & Cloth | 200 | 22.80 | 526 |
| 429 | Interior: Wash with Brush, Squeegee & bucket | 100 | 10.02 | 599 |
| 430 | Interior: Wash with Trigger Sprayer & Cloth | 100 | 11.40 | 526 |
| 431 | Multiple Pane: Wash with Trigger Sprayer & Cloth | 1 Pane | 0.07 | |
| Walkway / Steps | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
| 432 | Sweep with 8" Corn/Synthetic Broom | 300 | 7.56 | 2,381 |
| 433 | Sweep with 12" Push Broom | 300 | 4.50 | 4,000 |
| 434 | Sweep with 16" Push Broom | 300 | 3.60 | 5,000 |
| 435 | Sweep with 18" Push Broom | 300 | 3.24 | 5,556 |
| 436 | Sweep with 24" Push Broom | 300 | 2.52 | 7,143 |

Team Cleaning

| Team Cleaning | | Sq. Ft. | Minutes | Sq. Ft. Hr. |
|---------------|---|---------|---------|-------------|
| 437 | Light Duty Specialist office building cleaning | 1,000 | 6.00 | 10,000 |
| 438 | Vacuum Specialist office building | 1,000 | 6.00 | 10,000 |
| 439 | Restroom Specialist office building during training - each fixture | | 2.00 | |
| 440 | Restroom Specialist office building after training - each fixture | | 1.50 | |
| 441 | Light Duty Specialist school cleaning w/o sinks in classroom - each room | | 4.50 | |
| 442 | Light Duty Specialist school cleaning with sinks in classroom - each room | | 5.75 | |
| 443 | Vacuum Specialist school cleaning - each room | | 7.50 | |
| 444 | Restroom Specialist school cleaning during training - each fixture | | 3.00 | |
| 445 | Restroom Specialist school cleaning after training - each fixture | | 2.00 | |
| 446 | Check-in and travel to area, beginning of shift | | 2.00 | |
| 447 | Equipment clean-up and restock, end of shift | | 5.00 | |

ROI CALCULATOR

Customer Name:

Dispenser Placement

| Dispenser SKU# | SKU Description | Qty. | Cost | Subtotals |
|----------------|-----------------|------|------|-----------|
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
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| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0 |
| | | | | 0% |
| | | | | 0 |

Annual Product Consumption

| Product SKU# | SKU Description | Qty. | Sell Cost | Raw Cost & fgt. |
|--------------|-----------------|------|-----------|-----------------|
| | | | | |
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| | | | | |
| | | | | |

Combined Margin Total/Net Investment = 1 year ROI

#DIV/0!

DSR NAME (PRINT):

SALES MANAGER:

Sales Mgr. Approval required

GENERAL MGR:

General Mgr. Approval require



Filmop Top-Down Microfiber System Cost in Use Analysis for Charging System for Nursing Home

Note: Not appropriate for Emergency Room use

Facility

| | | |
|--------------|---|-------|
| Nursing Home | Work Days per Year | 365 |
| 8/31/2009 | Maximum number of staff mopping at the same time | 6 |
| | # of backup mops | 2 |
| | Number of regular rooms | 65 |
| | Average room size in sq. ft. | 300 |
| | Room area converted to "TDMS standard" rooms | 65 |
| | Common area size in sq. ft. | 8,500 |
| | Common area size converted to "TDMS standard" rooms | 28 |
| | Total number of "TDMS standard" rooms | 93 |

Cost Comparison

| | String mops | Filmop's Top-Down System | Annual Savings |
|---|---------------------------------------|--------------------------|-----------------|
| Mops | | | |
| # of Std. Rooms to Mop per year | 23,725 | 23,725 | |
| Current # of mops used per day | 20 | | |
| # Times mops used before replacement | 30 | 500 | |
| # of mops needed per year | 219 | 47 | |
| Cost per mop | \$7.50 | \$14.50 | |
| Annual Cost of Mops | \$1,643 | \$682 | \$961 |
| Chemicals | | | |
| Gallons of RTU solution per bucket | 3.0 | 1.5 | |
| RTU solution changed every # of rooms | 3 | 30 | |
| Annual RTU solution used (Gallons) | 23,725 | 1,186 | |
| Concentrate required per gallon (Ounces) | 0.5 | 0.5 | |
| Annual concentrated chemical used (Gallons) | 93 | 5 | |
| Concentrated chemical cost per gallon | \$50.00 | \$50.00 | |
| Annual Cost of Chemicals | \$4,650 | \$250 | \$4,400 |
| Water | | | |
| Gallons of water used per bucket | 3.0 | 1.5 | |
| Gallons of water used annually | 23,725 | 1,186 | |
| Cost of Water per 1000 gallons | \$2.64 | \$2.64 | |
| Cost per 1000 gallons of discharge | \$6.52 | \$6.52 | |
| Annual Cost of Water Usage | \$217 | \$11 | \$206 |
| | Annual Water Savings (Gallons) | 22,539 | |
| Labor | | | |
| Minutes to dust mop one room | 2.6 | 0 | |
| Minutes to wet mop one room | 3.6 | 1.5 | |
| Minutes to change mop water | 8 | 5 | |
| Minutes to change mop water per room | 2.7 | 0.2 | |
| Total hours per room | 0.148 | 0.028 | |
| Labor rate per hour | \$13.00 | \$13.00 | |
| Cost of Labor per room | \$1.92 | \$0.36 | |
| Annual Cost of Labor | \$65,212 | \$12,258 | \$52,954 |

Total Annual Savings with Filmop's Top-Down Microfiber System

\$58,522

Start Up Costs

| | |
|--|----------------|
| Number of mops per charging system | 30 |
| Number of Charging Systems Needed | 6 |
| Mop Inventory required including Backups | 192 |
| Charging System Bucket cost | \$47.00 |
| Ergonomic Adjustable Handle cost | \$17.80 |
| Flat Mop Frame/Holder cost | \$21.80 |
| Total Start Up Costs | \$3,304 |

Provided By:

Guillot's
4866 Tchoupitoulas Street
New Orleans, La. 70131

Contact Information:

Chris Guillot
985-807-32-07
Chris@janpromarketing.com

Table of Floor Maintenance and Replacement Cost

| Product | Average Installed Cost (per ft ²) | Average Life in Years (per ft ²) | Replacement Cost (per ft ²) | Yearly Maintenance Cost (per ft ²) | Yearly Maintenance Cost (10000 square foot area) | 10 year Maintenance Cost (10000 square foot area) |
|--|---|--|---|--|--|---|
| Polished Concrete (Treated w/Nano Lithium) | \$5.50 | 20 + yrs | | \$0.25 | \$2,500.00 | \$25,000.00 |
| Terrazzo - Concrete/Epoxy (Treated w/Nano Lithium) | \$10.25 | 20 + yrs | | \$0.25 | \$2,500.00 | \$25,000.00 |
| Polished Concrete or Terrazzo (1 strip, wax and recoat per year) | | | | \$1.25 | \$12,500.00 | \$125,000.00 |
| Ceramic Tile | \$7.00 | 20 + yrs | | \$1.30 | \$13,000.00 | \$130,000.00 |
| Vinyl Tile Flooring (VZT) | \$2.50 | 12.5 yrs | \$3.10 | \$1.45 | \$14,500.00 | \$145,000.00 |
| Vinyl Sheet Flooring | \$3.65 | 9 yrs | \$4.25 | \$1.45 | \$14,500.00 | \$145,000.00 |
| Epoxy Coating | \$1.50 | 3 yrs | \$1.85 | \$1.50 | \$15,000.00 | \$150,000.00 |
| Urethane Coating | \$1.25 | 5.5 yrs | \$1.85 | \$1.50 | \$15,000.00 | \$150,000.00 |
| Carpet | \$2.50 | 7.5 yrs | \$3.10 | \$1.50 | \$15,000.00 | \$150,000.00 |

| Product | 10 year Cost Maintenance (per ft ²) (including product replacement) | 10 Year Maintenance Cost (per ft ²) (10000 square foot area) (including product replacement) |
|---|--|---|
| Polished Concrete (Treated w/Nano Lithium) | \$2.50 | \$25,000.00 |
| Concrete/Epoxy Terrazzo (Treated w/Nano Lithium) | \$2.50 | \$25,000.00 |
| | | |
| Vinyl Tile Flooring (VZT) | \$14.50 | \$176,000.00 |
| Vinyl Sheet Flooring | \$14.50 | \$187,500.00 |
| Epoxy Coating | \$15.00 | \$168,500.00 |
| Urethane Coating | \$15.00 | \$168,500.00 |
| Carpet | \$15.00 | \$181,000.00 |

**Yearly Maintenance Cost is dependent on daily cleaning schedule, yearly strip & wax cycle and scrub & recoat cycle.
Maintenance cost can increase or decrease depending on traffic level and desired appearance.
Above figures are based on national averages**

NSS Production Rates

| ISSA Cleaning Task Number ★ | Equipment | Minutes Per 1,000 Sq. Ft | Sq. Ft. / Hr. |
|--|---|-------------------------------------|----------------------|
| * (330) | Champ 3529 Ride-On Scrubber | 1.23 | 49,587 |
| 327 | Champ 2929 Ride-On Scrubber | 1.5 | 40,000 |
| *(322) | Wrangler 3330 Auto Scrubber | 1.82 | 32,872 |
| 320 | Wrangler 2730 Auto Scrubber | 2.22 | 27,027 |
| 320 | Wrangler 26 Auto Scrubber | 2.3 | 25,999 |
| 314 | Wrangler 2016 Auto Scrubber, Wheel-driven | 3.0 | 20,000 |
| * (310) | Wrangler 2016 Auto Scrubber, Pad Assit | 4.0 | 14,960 |
| * (310) | Wrangler 2008 Auto Scrubber | 4.0 | 14,960 |
| 308 | Wrangler 1708 Auto Scrubber | 4.71 | 12,739 |
| | | | |
| 288 | Charger 2717 DB Burnisher | 1.85 | 32,432 |
| 286 | Charger 2025 DB Burnisher | 2.50 | 24,000 |
| 285 | Charger 2025 AB Burnisher | 3.69 | 16,260 |
| | Charger 2022 DB Burnisher | 2.50 | 24,000 |
| | Charger 2022 AB Burnisher | 3.69 | 16,260 |
| 284 | Charger 2500 | 4.80 | 12,500 |
| 272 | Charger 1500 | 6.60 | 9,091 |
| 272 | Mustang 1500 | 6.60 | 9,091 |
| 267 | Thoroughbred | 30 | 2,000 |
| 269 | Maverick 300 | 19.80 | 3,030 |
| 269 | Mustang 300 DS | 19.8 | 3,030 |
| 267 | Mustang 300 DS, 175 RPM | 30 | 2,000 |
| 267 | Galaxy | 30 | 2,000 |
| | | | |
| 373 | Manta 36 Sweeper | 54 secs. | 66,731 |
| * (373) | Sidewinder BP 30 Sweeper | 3.18 | 16,544 |
| * (370) | Sidewinder 27 MB | 2 | 30,140 |

NSS Production Rates

| ISSA Cleaning Task Number ★ | Equipment | Minutes Per 1,000 Sq. Ft | Sq. Ft. / Hr. |
|---|-----------------------------|-------------------------------------|----------------------|
| | Pacer PB | 2.00 | 30,000 |
| 217 | Pacer 30 Carpet Vacuum | 3.16 | 19,000 |
| 221 | Outlaw B/V Vacuum | 8.10 | 7,407 |
| * (204) | Pacer 115 UE Vacuum | 14.03 | 4,275 |
| 204 | Pacer 112 UE Vacuum | 17.49 | 3,430 |
| 211 | Pacer 218 UE Vacuum | 11.69 | 5,130 |
| 207 | Pacer 214 UE Vacuum | 15.00 | 4,000 |
| 227 | Model M-1 Vacuum | 9.10 | 6,593 |
| 187 | Pony 20 SCA Extractor | 14.31 | 4,193 |
| 184 | Stallion 8SC Extractor | 35.00 | 1,714 |
| 184 | Stallion 12SC Extractor | 35.00 | 1,714 |
| 177 | Predator CXH 100 Extractor | 120.00 | 500 |
| 177 | Predator CXC 100 Extractor | 120.00 | 500 |
| 177 | Predator CXH 150 Extractor | 120.00 | 500 |
| 177 | Predator CXC 150 Extractor | 120.00 | 500 |
| 177 | Predator CX300 HP Extractor | 120.00 | 500 |
| ★ Task Number Referenced From The Official ISSA 447 Cleaning Times 2003 | | | |
| * Rates Based On ISSA 447 Task Standard Number | | | |



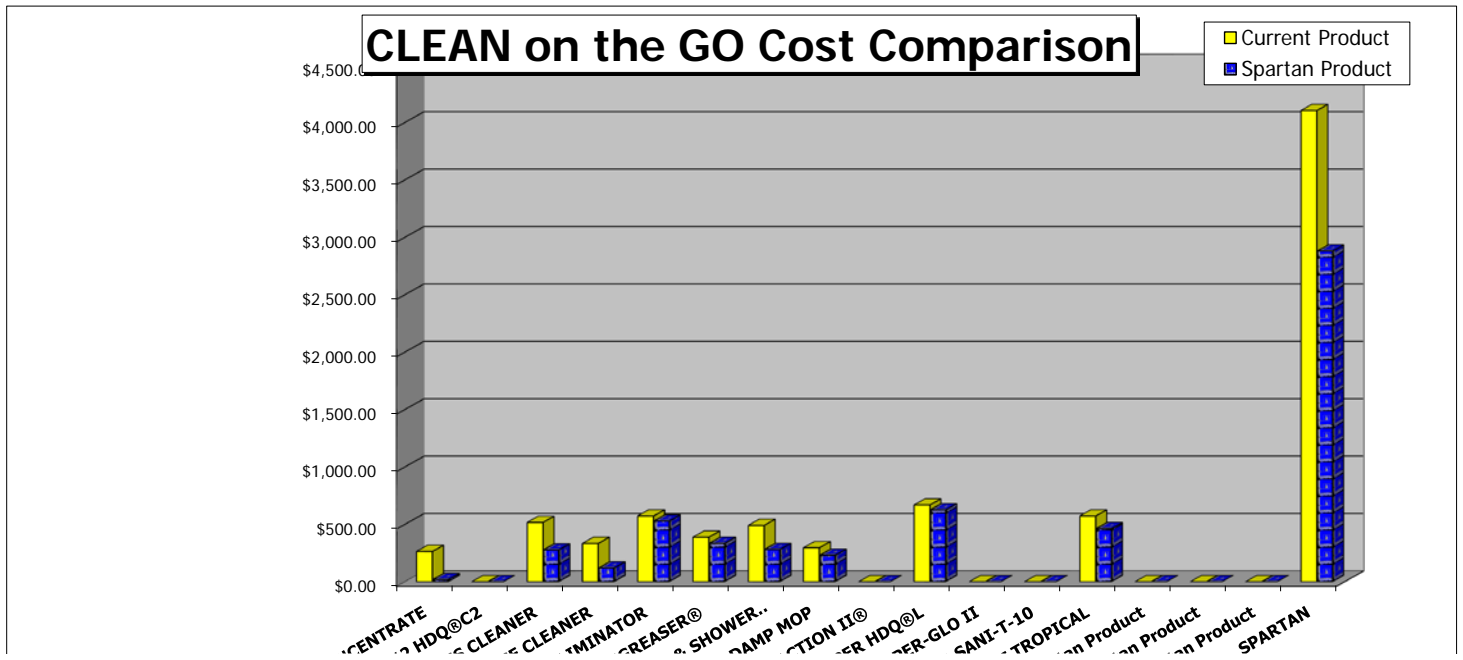
COST COMPARISON WORKSHEET

March 11, 2010

Prepared For:

Manny's Sanitary Supplies
 Chris Guillot
 4866 Tchoupitoulas Street
 New Orleans, La. 70115

| PRODUCT COMPARISON | CURRENT PRODUCT | CURRENT EXPENSE | SPARTAN PRODUCT | SPARTAN EXPENSE | DOLLAR SAVINGS | % SAVINGS |
|--------------------|-----------------------------|-------------------|-------------------------------|-------------------|-------------------|--------------|
| 1 | Buckeye Sanicare DRC | \$264.00 | #1 NABC® CONCENTRATE | \$18.71 | \$245.29 | 92.9% |
| 2 | 0 | \$0.00 | #2 HDQ®C2 | \$0.00 | \$0.00 | 0.0% |
| 3 | Buckeye Star Spray | \$516.90 | #3 SUPER CONC. GLASS CLEANER | \$277.29 | \$239.61 | 46.4% |
| 4 | Buckeye Blue | \$333.90 | #4 MULTI SURFACE CLEANER | \$119.80 | \$214.10 | 64.1% |
| 5 | Buckeye Scavenger | \$572.70 | #5 SMOKE & ODOR ELIMINATOR | \$528.73 | \$43.97 | 7.7% |
| 6 | Buckeye XL-100 | \$388.20 | #6 ECO DEGREASER® | \$334.01 | \$54.19 | 14.0% |
| 7 | Buckeye Gel Scrub | \$490.80 | #7 ACID BATH & SHOWER CLEANER | \$281.18 | \$209.62 | 42.7% |
| 8 | Buckeye Straight-up | \$296.40 | #8 DAMP MOP | \$230.90 | \$65.50 | 22.1% |
| 9 | 0 | \$0.00 | #9 XTRACTION II® | \$0.00 | \$0.00 | 0.0% |
| 10 | Buckeye 256 | \$669.00 | #10 SUPER HDQ®L | \$626.35 | \$42.65 | 6.4% |
| 11 | 0 | \$0.00 | #11 SUPER-GLO II | \$0.00 | \$0.00 | 0.0% |
| 12 | 0 | \$0.00 | #12 SANI-T-10 | \$0.00 | \$0.00 | 0.0% |
| 13 | Buckeye Scavenger | \$572.70 | #13 AIRLIFT TROPICAL | \$462.87 | \$109.83 | 19.2% |
| Generic | 0 | \$0.00 | Spartan Product | \$0.00 | \$0.00 | 0.0% |
| Generic | Fill In Competitive Product | \$0.00 | Spartan Product | \$0.00 | \$0.00 | 0.0% |
| Generic | Fill In Competitive Product | \$0.00 | Spartan Product | \$0.00 | \$0.00 | 0.0% |
| | CURRENT | \$4,104.60 | SPARTAN | \$2,879.84 | \$1,224.76 | 29.8% |



Essential Chemical Cost/Labor Analysis - Sport Kote® vs. 40% OMU

10,000 sq.ft. gym, two workers

| Procedure | Labor | Product Code | EU Cost/gal* | Chemical Used | EU Chemical Cost |
|---------------------------------|-------------------|--------------|--------------|---------------|------------------|
| SPORT KOTE | | | | | |
| Scrape Gum, Labels and Tar | 30 minutes | | | | |
| Dust Mop using 72" Mop | 15 minutes | | | | |
| Double Scrub using 32" Scrubber | 60 minutes | 525 | \$13.25 | 2.5 gallons | \$33.12 |
| Double Rinse using 32" Scrubber | 60 minutes | 507 | \$10.15 | 1 gallon | \$10.15 |
| 1st Finish | 45 minutes | 222 | \$75.00 | 12.5 gallons | \$937.50 |
| Dry Time (normal conditions) | 60 minutes | | | | |
| 2nd Finish | 45 minutes | 222 | \$75.00 | 12.5 gallons | \$937.50 |
| Labor | | | | | \$157.50 |
| Totals | 5.25 hours | | | | 2075.77 |

Traffic = light after 6 hours, normal after 24 hours.

| Procedure | Labor | Product Code | EU Cost/gal* | Chemical Used | EU Chemical Cost |
|---|--------------------|--------------|--------------|---------------|------------------|
| OIL MODIFIED | | | | | |
| Scrape Gum, Labels and Tar | 30 minutes | | | | |
| Dust Mop using 72" Mop | 15 minutes | | | | |
| Wet Screen with Waterless Cleaner and 20" Swing Machine | 2.5 hours | 1130 | \$30.00 | 8 gallons | \$240.00 |
| Wet Mop Pick-Up of Waterless Cleaner/Soil Mixture | 60 minutes | | | | |
| Final Rinse / Tack with Waterless Cleaner | 60 minutes | 1130 | \$30.00 | 2 gallons | \$60.00 |
| 1st Finish | 45 minutes | 293 | \$40.00 | 20 gallons | \$800.00 |
| Dry Time (normal conditions) | 12 hours | | | | |
| 2nd Finish | 45 minutes | 293 | \$40.00 | 20 gallons | \$800.00 |
| Labor@ \$15/hr | | | | | 562.5 |
| Totals | 18.75 hours | | | | 2462.50 |

Traffic = light after 1 - 2 days, normal use after 4 - 5 days.

Sports Floor Product Estimator

Please enter your square footage within the light green box



Sportkote

| | | |
|---|--------------------------|------------------------|
| 1. What is the square footage of the wood floor? | | <u>10,000</u> |
| 2. Manufacturer recommends two coats: | x2 | 20,000 |
| 3. The average square footage one gallon of Sportkote covers: | | 900 |
| 4. Number of Sport Kote gallons needed: | | 22 |
| | Cost Per Gallon: | <u>\$41.16</u> |
| | Sport Kote Total: | <u><u>\$914.67</u></u> |

Sport Prep

| | | |
|--|--------------------------|------------------------|
| 1. What is the square footage of the wood floor? | | 10,000 |
| 3. The average square footage one gallon of Sporprep covers: | | 1,000 |
| 4. Number of Sport Prep gallons needed: | | 10 |
| | Cost Per Gallon: | <u>\$10.04</u> |
| | Sport Prep Total: | <u><u>\$100.40</u></u> |

Wood Clean

| | | |
|--|--------------------------|-----------------------|
| 1. Number of Wood Clean gallons needed: | | 1 |
| | Cost Per Gallon: | <u>\$10.44</u> |
| | Wood Clean Total: | <u><u>\$10.44</u></u> |

Total Chemical Expense: \$1,025.51

Stripper Cost Comparison - JanPro Marketing

Please enter your values within the light green boxes

Your Current Product -

| | |
|--|--------------------------|
| 1. What is the square footage of the area to be stripped? | <u>100,000</u> |
| 2. The average square footage one gallon of RTU stripper covers: | <u>100</u> |
| 3. Number of RTU gallons needed to strip your floor: | <u>1000</u> |
| 4. Add the two numbers of your mix ratio together: (i.e.: ratio is 1 to 4 then write 5) | <u>5</u> |
| 5. Gallons of stripper concentrate needed to complete your job: | <u>200</u> |
| 6. Please enter your cost per gallon of concentrate: | <u>\$8.00</u> |
| 7. Total cost of your stripper concentrate for your project: | <u><u>\$1,600.00</u></u> |

Our Product - XLERATE

| | |
|--|------------------------|
| 1. What is the square footage fo the area to be stripped? | <u>100,000</u> |
| 2. The average square footage one gallon of RTU stripper covers: | <u>100</u> |
| 3. Number of RTU gallons needed to strip your floor: | <u>1000</u> |
| 4. Add the two numbers of your mix ratio together: (i.e.: ratio is 1 to 4 then write 5) | <u>20</u> |
| 5. Gallons of stripper concentrate needed to complete your job: | <u>50</u> |
| 6. Please enter our cost per gallon of concentrate: | <u>\$19.00</u> |
| 7. Total cost of our stripper concentrate for your project: | <u><u>\$950.00</u></u> |

Total Savings With XLERATE: \$650.00

Total % of Savings with XLERATE: 41%