

# Trends in Workplace Excellence Cost-Saving On-site Solutions

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# Takeaways

- How to Energize Your Workforce and Workplace Through Training
- How to Produce Top Labor Efficiency in the Custodial Department
- Why Now's the Time to Adopt Cost-Saving On-site Generation of Cleaning/Disinfecting Solutions
- How to Select and Ensure Optimal Performance Using On-site Systems

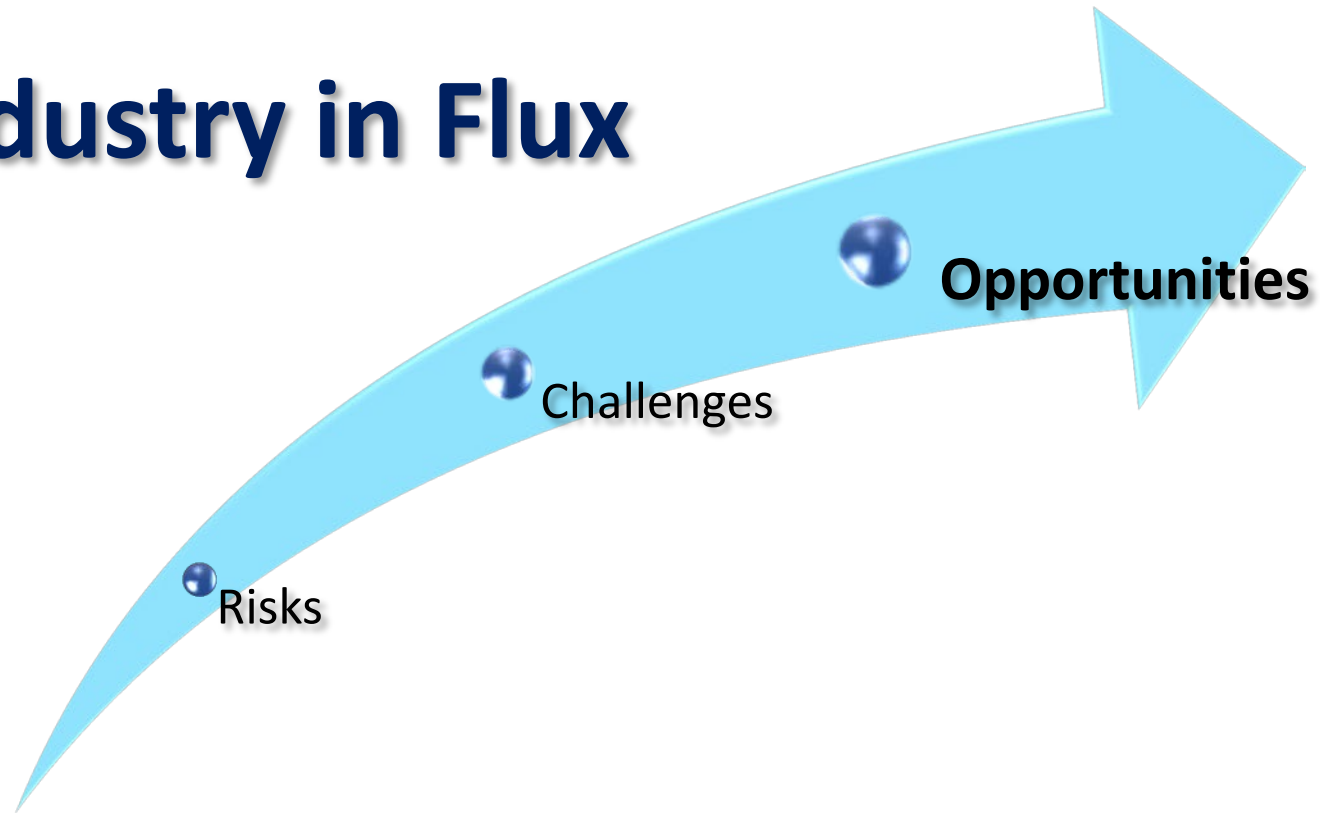
# Emerging Trends: 2017 and Beyond



Wm R. Griffin, President

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# Industry in Flux



# Industry Changes

## **Surfaces**

- LVT, vinyl & rubber, porcelain, concrete

## **Equipment**

- More productive, digital, linked

## **Processes**

- No finish, no strip, diamond pads

## **Chemicals**

- New chemicals, fewer chemicals, no chemicals

## **Work force**

- Next generation here, past generation retiring

## **Costs, pricing and production changing**

# Growing Expectations

- Environmentally friendly, green, sustainable – becoming the norm and expected
- Higher customer, employer and public expectations – access to information

# Rapid and Continuous Change

## Good News

- Production enhancement & cost reduction
- New opportunities

## Danger Ahead

- Stay current or get left behind
- Self-cleaning surfaces & “robotics” – tipping point 2020

# Industry Is Slow To Adapt

## Resistant to change

- Distribution network
- Workforce and employers
- Disruptive technology

## Lacking

- Effective communications
- Education & upward mobility

## Misdirected Focus

- Products not people

## Costs

- Increasing & decreasing



# Process Change

## *Prevention Is Critical For Cost Control*

- Matting: Isolate and capture the soil
- Focus on soil sources
- Frequency and procedure
- Design: Wrong surfaces in wrong places
  - Construction and installation defects
  - Wrong products and processes often used – shorten life, increased costs & permanent damage
  - Lack of supervision and training

# Cleaning Evolves

- Dry vapor cleaning and disinfection
- Wet/dry soil removal by vacuuming
- Bucketless mopping
- Micro fiber flat mops
- Micro-auto-scrubbers  
(will replace mop and pail)



# New Technologies

- Nano treatments, coatings & finishes
- Nano lithium densifier, with titanium dioxide
- Nano quartz coatings
- Diamond floor pad (impregnated and pucks/segmented)
- Chemical and waterless scrubbing & stripping
- Eliminate stripping, burnishing & refinishing
- Reduce floor care costs by 50% - 70%
- Social media and tracking

- Treatments and coatings, nano and antimicrobial
- Robotics and nano-bots
- Factory finished flooring
- No finish flooring
- Cleaning with light - lasers
- Foam vs. water
- Ultra concentrates & fewer chemicals
- Hybrid water – oxygenated, ionized

**We must change to survive and prosper.**





# Cost-Saving On-site Solutions

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