

VIDEOS

Tapes & Audio Cassettes

Video and audio tapes are among the most effective learning tools available. This is particularly the case with many technical and managerial skills, where reading instructions in a book does not allow you to see the many details you need for better understanding and effective application. By watching video tapes, you can absorb techniques and procedures you may otherwise only discover by trial and error. Audio tapes allow you to learn in a car, on the job or while jogging in the park.



• *Graphic indicates Spanish version also available*

Return Policy : All video tapes are returnable within 30 days of purchase for a refund or credit, minus a \$35.00 rental fee and applicable shipping costs.

VIDEOS

■ MANAGEMENT ■

HOW TO GET WHAT YOU WANT FROM YOUR LIFE AND BUSINESS

- *An Hour with Wm R. Griffin, Live From Seattle*

Do you want more fulfillment, happiness and income from your life and business? Are you trapped by circumstances instead? This video helps you understand the difference between success and failure. Take control of your life by setting goals, organizing your time, focusing on excellence and clear objectives—success will follow. A great tape for those who want and need to do better.

Length: 60 minutes
Product Code: VLB • Price: \$65.00

ADMINISTERING CLEANING SERVICE CONTRACTS

In this video, Wm R. Griffin defines what a customer should expect from a contract cleaning firm and how to get it—consistently. Implementing the guidelines Bill describes promotes understanding and better business practices for both parties in any type of service agreement. Anyone writing or administering cleaning contracts or specifications will benefit from the principles discussed in this video.

Length: 60 minutes
Product Code: VAC • Price: \$65.00

EMPLOYEE TRAINING

— THE HOW AND WHY

- *An Hour with Wm R. Griffin, Live From Seattle*

Training is critical to effective supervision, business development, productivity and profit. Wm Griffin believes training should be a consistent, ongoing process, and he details the concept in this persuasive and informative video. Contents include innovative suggestions for developing training materials and proven methods for achieving a more efficient and effective custodial staff. Ideal for managerial and supervisory training.

Length: 60 minutes
Product Code: VET • Price: \$65.00

OPERATING AND MANAGING A CUSTODIAL BUSINESS

This is a complete set of videos from a seminar conducted for NISH by Wm R. Griffin in 1997 in Seattle, WA. In this live seminar, he covers what it takes to start, operate and manage a successful cleaning business.

Seminar topics include: Industry trends, organizing the work for maximum efficiency, establishing production standards and staffing, tracking periodics, quality assurance, team cleaning, equipment, supplies and chemicals, training, supervision, customer relation, and many other important subjects.

This is a 3-day seminar program. You get all the good stuff. This is an unedited version on two video tapes. Watch it at your leisure.

Product Code: VOMB • Price: \$148.00

THE FUTURE OF THE CLEANING INDUSTRY

The information presented gives you a peak into the future and will enable you to plan ahead for business survival and increased profitability.

New surfaces, chemicals, procedures and equipment, with an emphasis on increasing production, and cutting costs are among the issues discussed in this presentation.

Spend an hour in Seattle, WA with author and consultant Wm R. Griffin. This thought-provoking presentation will give you an understanding of present trends and future developments of the cleaning industry.

Approx. 45 min
Product Code: VFCl • Price: \$85.00

HOW TO FIND AND KEEP QUALIFIED EMPLOYEES

- *An Hour with Wm R. Griffin, Live From Seattle*

There are few more difficult yet valuable challenges than finding qualified employees and keeping them. This video helps managers, supervisors and business owners develop this necessary and all-important skill. Provided are practical tips from Mr. Griffin's years of experience as a consultant in the cleaning industry. Ideal for supervisory training.

Length: 60 minutes
Product Code: VKQ • Price: \$65.00

HOW TO IMPROVE YOURSELF

- *A Conversation with Ed Feldman*

Personal success begins with yourself and cannot be accomplished without self confidence. We have all heard this catch phrase; now there is practical, down to earth advice on how to develop this elusive self confidence. In this interview, Ed Feldman describes the practices he has used to overcome his own battles with a fear of public speaking.

Length: 60 minutes
Product Code: VF1 • Price: \$65.00

FIVE STEPS TO SUCCESS

- *A Conversation with Ed Feldman*

Charismatic author and businessman Ed Feldman describes his five steps to success in this conversational video. Success begins with a belief in yourself and your ideas, and a willingness to develop an understanding of others' needs. Let Ed Feldman's warm and humorous presentation put you on the path to success in life and business.

Length: 60 minutes
Product Code: VF2 • Price: \$65.00

MORE STEPS TO SUCCESS

- *A Conversation with Ed Feldman*

Ed Feldman elaborates on the road to success with this continuation of his popular Five Steps To Success. You will gain from his expertise on such topics as "How To Make Others See You As A Leader" and "How To Set Goals and Use Your Time Wisely."

Length: 60 minutes
Product Code: VF3 • Price: \$65.00

MAKING EFFECTIVE CLEANING INSPECTIONS

Quality control will set your contract cleaning company ahead of the competition. This detailed video explains why and how operation managers and supervisors should perform quality assurance inspections. It covers what to look for in office buildings, restrooms and floors, and gives tips for handling complaints and relating to your cleaning staff.

Length: 15 minutes
Product Code: VCI • Price: \$150.00

Never Stop Trying!

FACILITY CLEANING - RIGHT TO KNOW, PLUS • *American Hazmat*

This video trains workers in responding to a variety of workplace hazards - including physical, chemical and electrical dangers - using real-life facility cleaning situations. Defines hazardous materials and examines MSDS labeling. Employee right to know issues are clearly explained and safety is stressed throughout. Includes review exercises written in everyday language. Available in English and Spanish.



Product Code: VRT1 • Price: \$150.00

HOW TO CLOSE A SALE - Part I

This video presents the six basic steps in making an effective sales call and closing the sale. It discusses such things as warm-up, explaining features, creating and testing interest, showing third party proof, and providing a variety of closing strategies.

Length: 16 minutes

Product Code: VS1 • Price: \$150.00

HOW TO CLOSE A SALE - Part II

This video discusses customer appointments and how to present a "clean" image to prospects. It covers information packets, use of the telephone and audio-visuals to sell, and what prospects to expect from contract cleaners. Sound advice on your image is provided, as well as tips on how to build confidence in your sales ability.

Length: 15 minutes

Product Code: VS2 • Price: \$150.00

■/■ **CLEANING** ■/■

CLEANING SCHOOLS IN 2000 AND BEYOND

Classrooms, Restrooms & Quality Control

This is an excellent training video for school custodians, supervisors and facilities managers. This 3 hour plus video is presented in seven, easy to watch sections that can be viewed independently of one another.

Each section covers information that will help school custodians provide quality service when cleaning classrooms, restrooms, and other important areas.

New developments in equipment, chemicals, procedures and surfaces are reviewed along with how to get better cooperation from teachers, students and administrators.

This presentation was recorded live at Renton School District in Renton, WA. Presented by Wm R. Griffin and Perry Shimanoff.

Length: 3 hrs

Product Code: VCSS • Price: \$100.00

TEAM CLEANING: OVERVIEW AND IMPLEMENTATION

Contains a 45 page booklet, a video and an audio cassette tape. A vital training tool for any organization

attempting to make the transition to "team cleaning"-- which will boost efficiency and improve quality and competitiveness. Examines the benefits of team cleaning over zone cleaning, and then leads you through the implementation process.

Product Code: VTCO • Price: \$129.00

TEAM CLEANING: THE VACUUM SPECIALIST

A boxed-set with book, video, and cassette. Emphasizes the efficiency of team cleaning, looking specifically at vacuuming. Discusses the importance of carpet care, and examines the tools, equipment, and techniques used. Demonstrates effective use, indoor air quality benefits, shows proper adjustment and fitting, and reviews care and maintenance of the backpack vacuum.



Product Code: VTCV • Price: \$129.00

TEAM CLEANING: THE RESTROOM SPECIALIST

An excellent training package containing a booklet, video, and audio cassette. Discusses the importance of clean restrooms and then takes the viewer step by step through the cleaning process, demonstrating needed tools and procedures. Ideal for training team cleaning crews.

Product Code: VTCR • Price: \$129.00

CLEANING BASICS A TO Z

A 60 minute video with 16 three minute training segments covering all common duties performed by custodians and janitors in all types and sizes of facilities. Easy to follow, step-by-step procedures show actual cleaners in real-life work situations. A favorite with employees, customers and supervisors. See this video before you spend hundreds of dollars on others that aren't nearly as effective.

Product Code: VCAZ • Price: \$89.00

OFFICE CLEANING - Part I

Covers the theory and practice of cleaning offices. Techniques are taught that can be applied to building lobbies, entrances, rest areas, lounges, conference rooms, training rooms, and offices. Other topics include building security, access procedures, dependability, reporting equipment malfunctions and customer relations. This video outlines a professional, systematic approach that will help professional cleaners work smarter.



Length: 23 minutes

Product Code: VD1 • Price: \$150.00

OFFICE CLEANING - Part II

Presents effective cleaning procedures for surfaces as diverse as resilient floors, furniture, windows, telephones, drinking fountains, partitions, and computers. It underscores the importance of inspecting your work to maintain quality standards.



Length: 21 minutes

Product Code: VD2 • Price: \$150.00

BASIC RESTROOM CLEANING

Presents a nine step restroom cleaning procedure. Contents examine odor control, drain maintenance, fixtures, floors, trash, soap dispensers, and "end of shift" duties. Suggests using liquid detergents for cleaning versus abrasive powders.



Length: 21 minutes

Product Code: VDR • Price: \$150.00

HOUSEKEEPING: QUALITY GUESTROOM SERVICE

Offering a systematic approach to the cleaning of guestrooms, this video demonstrates an easily learned method of preparing, entering and cleaning a guestroom. Also includes interviews with guestroom attendants and their supervisors, as well as tips on making beds, dealing with biohazards and more.

Length: 26 min

Product Code: VHQ • Price: \$270.00

SHOWER & LOCKER ROOM

Featuring and establishing a method of project cleaning, this video maintains that routine daily cleaning is essential to a clean shower/locker room facility. Includes a discussion of various cleansing agents and procedures and outlines specific steps in cleaning saunas, showers, lockers and restrooms.

Length: 14 min

Product Code: VSL • Price: \$159.00

SUPER SPEED WINDOW CLEANING

Details the techniques and secrets of professional window cleaners. You'll learn how to use window cleaning equipment, plus the fastest and most effective techniques of cleaning window glass. Also included is information on how to remove stickers, paint, varnish, mineral deposits, and how to competitively bid residential and commercial jobs.

Length: 40 minutes

Product Code: VWC • Price: \$65.00

■/■ **HOUSE CLEANING** ■/■

IS THERE LIFE AFTER HOUSEWORK?

A recording of a live seminar with legendary cleaning expert Don Aslett. This is an excellent training video for maids, house cleaners, spouses, children and those wishing to start their own house cleaning service on a full or part time basis.

Don Aslett shows you step by step exactly how the professionals clean windows, floors, carpets, walls, and bathrooms.

Length: 95 minutes

Product Code: VITL • Price: \$65.00

SPEED CLEANING HOMES & APTS

• *Jeff Campbell*

Adapted from the best selling book, Speed Cleaning, this video shows you how to keep a home, apartment or condo spotless without wasting time. Proven methods allow you to clean in half the time.

Length: 60 minutes

Product Code: VSPC • Price: \$65.00

HOUSE & APARTMENT CLEANING: ROUTINE PROCEDURES

This training video covers all aspects of routine house cleaning. Contents include dress and attitude, kitchens, bathrooms, bedrooms, and living areas.

Length: 50 minutes
Product Code: VCE • Price: \$98.00

CLEANING VACANT RESIDENTIAL UNITS

This training video will give your workers the knowledge they need to properly clean vacant homes, apartments and condominiums. Detailed how-to close-ups cover all aspects of cleaning vacant residential units.

Length: 50 minutes
Product Code: VMO • Price: \$98.00

HOUSE CLEANING SUPPLIES

This video covers in detail the cleaning supplies used in residential cleaning and how to properly use them. The procedures section gives important safety instructions to help minimize on-the-job injuries. Extremely valuable, no matter what type of cleaning you are involved in.

Length: 50 minutes
Product Code: VHCS • Price: \$98.00

HOUSE CLEANING: START UP AND OPERATIONS

Current owner tells you how to start and operate a house cleaning service. This video covers ten areas essential to the growth and success of any house cleaning service, including: quality control, employee hiring and retention, pricing, legal matters, advertising and 10 keys to growth. Also available in Spanish.

Length: 60 minutes
Product Code: VHSC • Price: \$150.00

SAFETY

BACTERIA AND DISEASE CONTROL

This video addresses the basics of disease control as it applies to cleaning any facility. The video defines cleaning and sanitizing, analyzing the differences between the two. Next, it details the effects of bacteria, causes of bacteria, neutralizing odor caused by bacteria, pest control and steps to prevent bacteria growth.

Length: 10 minutes
Product Code: VBD • Price: \$30.00

CHEMICALS, SPILLS, LEAKS & CLEAN-UP OPERATIONS

This video begins by clarifying what is considered a hazardous material and then moves into an explanation of clean-up procedures. Special attention is paid to developing an emergency plan for spills. A ten-step program to combat dangerous spills is established by the end of the video.

Length: 15 minutes
Product Code: VCUO • Price: \$30.00

WASH YOUR HANDS

A safety video training program with video and 12 page booklet that gives the how and why of effective hand washing. Appropriate for all ages and education levels. The video segment is humorous, fast moving and instructs without preaching. Explains the consequences of unwashed hands and demonstrates proper washing techniques. The accompanying booklet presents a wide range of activities to help the instructor reinforce the concepts presented in the video.



Length: 5 1/2 minutes
Product Code: VWYH • Price: \$65.00

HISTORY OF SANITATION

Ideal for training seminars and public forums. This video shows how sanitation has made our lives safer and better, and how far today's cleaning and maintenance has come. The history of sanitation - back 7,000 years to the Babylonians, Egyptians, Greeks, and Romans - is chronicled in a presentation that is entertaining, educational, and motivational.



Length: 10 minutes
Product Code: VHOS • Price: \$100.00

SAFETY FOR CUSTODIANS

This video emphasizes that safety should not be assumed. It illustrates several common causes of accidents and shows how to prevent them. Examples include fire and burns, chemicals and fume inhalation, falls and falling objects, sprains, bumps, and bruises. This tape points out that accidents don't just happen, but that they are caused by unsafe acts, and can be prevented.



Length: 17 minutes
Product Code: VSC • Price: \$150.00

GROUND RULES FOR CUSTODIANS

This video outlines the "do's" and "don'ts" custodians should follow on every assignment. It covers such "do's" as customer relations, reporting mistakes, conservation of supplies, organization of the custodial closet, and safety requirements. "Don'ts" mentioned include harassment, intimidation, fighting, alcohol and illegal drugs, sleeping, and wasting supplies.



Length: 23 minutes
Product Code: VGR • Price: \$150.00

HOW TO CLEAN MINI-BLINDS - AN ALTERNATIVE METHOD

Right Way Window Cleaning presents an alternative method for cleaning mini-blinds that is simpler, more effective, and requires less investment than other methods. Offers comprehensive information on how to quickly remove, clean, and reinstall blinds as well as tips on how to keep them clean longer and approaches to winter-time maintenance. Includes guidelines to use for bidding and estimating, and helpful tips on chemicals and cleaning solutions.

Length: 20 minutes
Product Code: VCB • Price: \$69.00

FLOOR CARE

DAILY FLOOR MAINTENANCE

This video reviews the daily maintenance procedures for carpet and resilient floors. It illustrates the proper procedures for damp mopping, spot mopping, dust mopping, and wet mopping. Equipment presented includes large industrial vacuums, tank type and upright vacuums, motorless sweepers, and other carpet maintenance equipment.

Length: 22 minutes
Product Code: VFM • Price: \$150.00

HIGH SPEED FLOOR MAINTENANCE

This video reviews the theory and practice of high-speed burnishing of resilient floors. It also covers spray buffing to remove spots, stains, scuffs, and black marks. Equipment and chemicals are explained, including floor pads, drive blocks, lambs wool applicators, and various high-speed floor machines.



Length: 16 minutes
Product Code: VHF • Price: \$150.00

STRIPPING AND FINISHING FLOORS

This video demonstrates equipment, supplies, and procedures used to professionally strip, scrub and refinish floors. It covers the complete operation and maintenance of floor machines, including pads, brushes, and reviews bulk liquid and pre-measured stripping chemicals. A ten-step stripping and refinishing procedure is presented and explained.



Length: 21 minutes
Product Code: VSS • Price: \$150.00

HEALTH CARE

BLOODBORNE PATHOGEN VIDEO

This employee training video defines bloodborne pathogens and discusses modes of transmission, exposure hazards, protective equipment, Hepatitis B vaccinations, and post-exposure procedures. Includes review exercises to test employee understanding. Ideal for all facilities.



Product Code: VBP • Price: \$150.00

THEORY OF INFECTIOUS CLEANING

This video focuses on the importance of preventing the spread of infectious diseases through the use of proper housekeeping procedures. It follows the typical chain of infection with emphasis on source, method of transmission and susceptible host. Protective clothing, personal hygiene, and other technical details are demonstrated in this video. Ideal for health care training.

Length: 18 minutes
Product Code: VIC • Price: \$150.00

Phone Consultations

Call: 206-682-9748
(\$25.00 for 15 minutes)

Heal the Past.

Live the Present.

Dream The Future.

SAFETY FOR HOSPITAL HOUSEKEEPERS

This video shows the most common causes of accidents, how to recognize potentially hazardous conditions, and gives suggestions on how to prevent them. It presents a complete overview of how health care safety can be implemented in every cleaning routine. With this video, your employees will have a vital reminder of proper, on-the-job safety procedures.

Length: 17 minutes

Product Code: VSH • Price: \$150.00

CLEANING THE OCCUPIED PATIENT UNIT

This video presents procedures for cleaning occupied patient units, including disinfection, floor care, trash removal, and room organization. It features professional housekeepers wearing protective apparel, and following universally accepted housekeeping and safety procedures. You are provided with an eleven-step program for cleaning occupied patient units.

Length: 24 minutes

Product Code: VPU • Price: \$150.00

CLEANING THE DISCHARGE UNIT

This video helps housekeepers service discharge units with speed and safety. It features body fluids and blood isolation procedures, and focuses on the importance of preventing the spread of infectious bacteria. Includes bed sanitization, dust and wet mopping, waste and trash removal.

Length: 24 minutes

Product Code: VDU • Price: \$150.00

CLEANING THE PATIENT REST ROOM

This video explains the procedures used to properly sanitize patient rest rooms. It covers linen removal, odor control, dispensers, and the efficient preparation and organization of a custodial cart.

Demonstrations illustrate the "liquid" method of cleaning patient rest rooms and suggest a twelve-step cleaning procedure.

Length: 23 minutes

Product Code: VCPR • Price: \$150.00

CLEANING THE OPERATING ROOM

This video reviews the risk of patient infection in the operating room and the importance of maintaining maximum operating room cleanliness. It shows the proper handling of blood and body wastes, receptacles, and how to resupply the operating room.

Length: 21 minutes

Product Code: VCOR • Price: \$150.00

■ ■ CLEAN ROOMS ■ ■

CLEAN ROOM TRAINING MANUAL

This manual is unique in its complete coverage of clean room cleaning routines and other information vital to anyone who works in a clean room. It covers all the subjects discussed in the training films.

Product Code: VCRM • Price: \$150.00

THE THEORY OF CLEAN ROOM CLEANING

This video explores the need for clean rooms in the high technology manufacturing of electronics, computers, optics, pharmaceuticals and food. It describes common sources of contamination and how to prevent them. It covers particle contamination, restricted materials, air showers, air locks, use of ultraviolet light, organic/inorganic contaminants, and Federal standards.

Length: 14 minutes

Product Code: VCRC • Price: \$150.00

GROUND RULES FOR CLEAN ROOM MAINTENANCE

This video discusses the "do's" and "don'ts" of clean room maintenance and provides practical guidelines for maintaining acceptable levels of quality. Among the issues it addresses are: entrance criteria, movement of personnel, rules, specifications, grooming, personal hygiene, and specific clean room problems. It also covers cleaning schedules, chemicals, materials, unauthorized items, use of garments, mops, sponges, and proper storage of cleaning materials.

Length: 14 minutes

Product Code: VCM • Price: \$150.00

CLEAN ROOM APPAREL & GOWNING TECHNIQUES

This video addresses the need for special apparel and provides clothing guidelines. It covers layout of the gowning room, non-lint generating fabrics, anti-static garments, and the gowning room bench. Among the clothing suggestions for specific situations are masks, eye coverings and goggles, hoods, bunny suits, and gloves.

Length: 13 minutes

Product Code: VAG • Price: \$150.00

CLEAN ROOM FLOOR MAINTENANCE

The stringent requirements for cleanliness demand higher levels of quality in floor maintenance for clean rooms. This video demonstrates how to improve floor cleaning procedures such as vacuuming, damp mopping, and buffing to meet established standards. It covers detergents, equipment, conductive floors, walk-off mats, air showers, doodle dusters, dustless mopping, measurements, and cleaning schedules.

Length: 14 minutes

Product Code: VRF • Price: \$150.00

SUPERVISING CLEAN ROOM CLEANING

This video explores the standards and specific requirements that supervisors require of employees servicing clean rooms. Among the issues addressed are: client contact, training, supervisory duties, layout, specifications, and employee development. Also covered are preventative maintenance, cleaning chemicals, equipment, safety and first aid.

Length: 14 minutes

Product Code: VSCR • Price: \$150.00

■ ■ CARPET ■ ■

CARPET SPOT COLOR REPAIR MANUAL AND VIDEO

• *Prism, a Von Schrader Co.*

A 200+ page manual and a 30 minute video set which examine the potentially lucrative niche market of carpet color repair. Packed with illustrations, the book discusses carpet fibers, the nature of color, pH, the history of dyes, marketing tips and pricing guidelines, while the video further demonstrates the step-by-step procedures.

Product Code: VPCD • Price: \$168.00

ON-LOCATION CARPET CLEANING

Cleaning carpets fast, effectively, and to acceptable standards when you are on the job site, is a necessity for profitability. This video shows you the equipment, tools and tricks of the trade to get the job done quickly and to specification; complies with IICRC Std. S001-91. An outstanding training video that skips repetitious procedures and concentrates on the details that make carpet cleaning productive and profitable.

Length: 60 minutes

Product Code: VOLC • Price: \$129.00

WATER-DAMAGE RESTORATION

This video follows a contractor performing an actual water damage restoration job. Contents include assessing damage, proper tools and safety equipment, setting up drying equipment, locating hidden moisture, and tips for drying a hardwood floor. It is an outstanding real-life demonstration of water damage restoration procedures by one of the industry's top professionals.

Length: 83 minutes

Product Code: VWDR • Price: \$129.00

CARPET SPOTTING

• *Jeff Bishop*

Covers spotting principles, methods, chemicals, equipment and supplies. Actual demonstrations for removal of more than twenty different types of spots including: motor oil, grease, white out, toner, ink, graphite, chocolate, coffee, eggs, rust and more. An excellent training video.

Length: 2 hours

Product Code: VSVR • Price: \$129.00

METHODS OF CARPET CLEANING

The only "real world" video on the five industry-accepted methods of carpet cleaning. Hosted by IICRC instructors. Examines safety, techniques, and methods such as absorbent compounds, dry foam, spin bonnet, rotary shampoo, and hot water extraction. All information complies with IICRC Carpet Cleaning Standards.

Length: 1 hour

Product Code: VMC • Price: \$129.00

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for a copy of our
Consultation Services Brochure

Winners Never Quit and Quitters Never Win!

■/■ INSTALLATION ■/■

PREPARATION FOR CARPET INSTALLATION - Volume 1

This video explains the complete preparation process for carpet installation over concrete, wood, and other materials. Also covered are radiant heat ducts, sealers, plus testing for alkali, ph and humidity. Also discusses planning and layout, shop drawings, seams, and pile direction. Length: 13 minutes

Product Code: VPC1 • Price: \$60.00

STRETCH-IN CARPET INSTALLATION - Volume 2

This video explains and shows the techniques of stretch-in installation and describes the materials used. Contents include information on preparation, layout, tackless strip, cushion, seam tape, seaming, and other related topics. Length: 15 minutes

Product Code: VSI2 • Price: \$60.00

DIRECT GLUE DOWN CARPET INSTALLATION

This video covers the techniques of direct glue down installations. Contents include preparation, layout, trowels, notch size and adhesives, edge seaming, rolling, trimming, and pattern match.

Length: 12 minutes

Product Code: VDG3 • Price: \$60.00

DOUBLE GLUE DOWN CARPET INSTALLATION

This video explains the procedures of double stick glue down installations. Con-tents include: preparation, layout, cushion, trowel notch size and adhesives, edge seaming, rolling, and protection of the installation.

Length: 14 minutes

Product Code: VDG4 • Price: \$60.00

■/■ OTHER ■/■

ONLY ONE EARTH

This dramatic video will familiarize your employees and/or tenants with the history of waste, the dangers of depleting natural resources, and various methods of recycling. Office paper reduction and recycling are now facts of life, and the impact of this motivational video will create enthusiasm for your recycling efforts.

*NOTE: This video has a supporting publication titled: **Implement An Office Paper Recycling Program.** (See the book section of this catalog for more information.)* Length: 15 minutes

Product Code: VOR • Price: \$50.00

Product Code: VORB • Book/video: \$78.00

CUSTODIAN BLUES

Make your training fun with an entertaining music video. This video shows the lighter side of the cleaning industry and can add a little humor to any training session.

Approx. 3 Min...Video

Product Code: VMCB • Price: \$25.00

KITCHEN SANITATION

This video clearly outlines the process of cleaning and maintaining any food service facility. It provides an overview of the essential elements in a kitchen sanitation program, offers tips on hygiene and on training employees, illustrates how to maintain surfaces, instruments & appliances (including deep fryers, dishwashers, grills and steam trays), portrays how to handle dishes and food and emphasizes the importance of maintaining a healthy food service establishment.

Length: 16 min

Product code: VKS Price: \$159.00

KITCHEN SERVICES - RIGHT TO KNOW, PLUS

• *American Hazmat*

This training video examines workplace dangers for the kitchen employee, including physical, equipment, chemical and electrical hazards. Uses "easy to relate to," real-life kitchen situations. Discusses exposure hazards, personal protective equipment, proper storage of materials, and handling accidents and emergencies, including first-aid. Stresses employee right to know and safety throughout. Length: 25 minutes



Product Code: VRT2 • Price: \$150.00

GRAFFITI CONTROL AND FIRE RETARDANT FOR WOOD SURFACES

This video demonstrates two add-on opportunities for the self-employed pressure washer or contract cleaner. First is an on-site demonstration of graffiti removal after use of a new "sacrificial coating" graffiti blocker, as well as tips on market opportunities for this niche. Then, using on-site and laboratory demonstrations, "Shingle Safe" fire retardant is discussed, including equipment and chemicals needed and step by step application procedures. Length: 2 hours

Product Code: VGC • Price: \$89.00

PORCELAIN AND FORMICA REPAIR

• *Rick Fritz*

You can earn up to \$75 an hour doing simple formica and porcelain repairs. This training video demonstrates the precise, step-by-step procedures for repairing chips, cuts, gouges, and burns on appliances, sinks, countertops and fiberglass tub surrounds. It will get you started in a profitable and growing specialty service. Length: 30 minutes

Product Code: VPFR • Price: \$79.00

FORMICA AND PORCELAIN RECOLORING

• *Rick Fritz*

Age and excessive wear can discolor and fade porcelain surfaces and plastic laminates. Apartment managers and homeowners must either make expensive replacements or put up with worn and ugly appearance. This video provides step-by-step technical procedures, supply and equipment lists, and business strategies to guide you in this growing specialty.

Length: 60 minutes

Product Code: VFPR • Price: \$99.00

CERAMIC TILE REPAIR AND REGROUTING: TUBS, SHOWER STALLS, AND COUNTERS

• *Erminio De Angelis*

There is a growing demand for tile restoration. Based on his 10 years experience, the owner of De Angelis Tile explains how to start and operate a profitable ceramic tile and repair regrouting business, examining: business and office considerations, tools, sales and pricing, and a thorough explanation of regrouting and tile repair techniques. Book and fifty-minute step-by-step video.

Product Code: VTRC • Price: \$139.00

COMPUTER CLEANING

• *Mitch Hardin, Jr.*

In this how-to manual, the owner of Highlight Janitorial Services discusses all you need to know to expand into or specialize in the cleaning of computers in offices and institutions. Examines all aspects of the business, including: chemicals and equipment, licensing, taxes, needed forms and insurance, bookkeeping, marketing, and detailed step-by-step instructions for cleaning monitors, keyboards, printers and fax machines. Comes with a short companion promotional video.

Product Code: VCC • Price: \$98.00

RESTAURANT VENT AND HOOD CLEANING

This step-by-step video demonstrates the actual on-site cleaning of restaurant vents and hoods using a pressure washer and related equipment. A hands-on type of learning experience.

Product Code: VRVH • Price: \$85.00

PREPARING CONTRACT CLEANING PROPOSALS

Describes how to use a survey, plus personal notes to develop a professional proposal. Discusses supplies and equipment, training and personnel, the contract, specifications, employee motivation, an organizational chart, resumes, references and forms and budget sheets. Length: 12 minutes

Product Code: VCCP • Price: \$150.00

PRESENTING CLEANING PROPOSALS

Explains how to present proposals that get results. Includes showing the proposal, making suggestions, defining closing questions, proper sales conduct, body language, listening to sell, and how to ask for the business. Length: 14 minutes

Product Code: VPCP • Price: \$150.00

PROSPECTING FOR CONTRACT CLEANING SERVICES

Shows you how to develop a sales lead system and organize an effective marketing program. Covers use of the telephone to develop sales data, how to "win over" the secretary, making cold calls, sources of business leads, developing mini-mailing lists, writing letters of introduction and planning sales calls.

Length: 16 minutes

Product Code: VCCS • Price: \$150.00

Audio Cassettes

EARN \$50,000 A YEAR. START YOUR OWN CLEANING BUSINESS !

• **Gary Clipperton**

This how-to manual and 5 audio cassette training program covers every aspect of developing a successful cleaning business. Contents deal with planning, marketing, bidding, administration, and production. The author discusses getting started, prospecting, sales literature, the bidding process, time and pricing guidelines, personnel management, quality control, and procedures for a variety of cleaning tasks performed in most commercial buildings.

This program is presented in an enthusiastic, positive, "you-can-do-it" manner. Author Gary Clipperton used these methods and techniques to build his own successful business, which he operates today in Bedford, Texas.

Book and 5 audio cassettes in a 3-ring binder
Product Code: AM50 • Price: \$149.00

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