

Summer 2002

Drumming up a better method of cleaning

Remember the last time you handled a 55-gallon drum? Chances are it's not a pleasant memory. Those super-sized containers are cumbersome. And low-cost disposal options for the empties are disappearing. That's why more and more Environmental Services Departments are turning to chemical management systems: automated dispensers that mix precise amounts of chemical concentrate and water to produce a wide variety of top-performing cleaning solutions. Today, these systems can range from single wall-mounted dispensers to sophisticated computerized devices.

Of course, once the word "system" gets thrown around, you might think that chemical management itself is a cumbersome proposition. When in fact, just the opposite is true. No matter what type of system you choose, many are designed for simplicity and ease of operation.

This straightforward operation provides a variety of benefits.

- First, chemical management systems limit employee contact with hazardous materials, which in turn improves **worker safety** and reduces employer liability.
- Second is **cost savings**. In fact, research indicates that when used properly, operators can save as much as 50%. How is that possible? Consider the employees who mix cleaning solutions by hand. They might believe that if a little concentrate is good, a lot is better. But over-mixing not only wastes valuable chemicals, it also can result in solutions so strong they can damage some delicate surfaces.

Naturally, all chemical management systems come complete with information to help you comply with "right-to-know" laws. 3M offers material safety data sheets and

precautionary labels for all concentrated *and* ready-to-use chemicals mixed through 3M Chemical Management Systems. This clear understanding of proper handling techniques combined with ease of operation results in the third big benefit:

- **Reduced training time** for new workers. This is especially important in an industry that traditionally experiences high employee turnover rates.

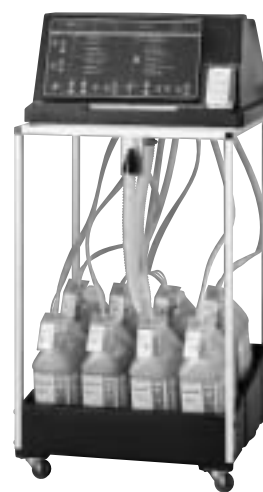
With all the benefits chemical management systems have to offer, it makes sense to take a closer look at what type of system is right for your facility. Unless, of course, you're too busy hauling 55-gallon drums around...

PLEASE ROUTE

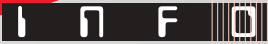
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Above: The compact 3M™ Twist 'n Fill™ System accurately mixes and dispenses 30+ cleaning chemicals. Right: The 3M™ CompuBlend™ II System produces 15 ready-to-use and 30 concentrate cleaners and fits in the space of a single 55-gallon drum. Both systems are among the most accurate and easy-to-use systems available today.



Applying Newton's Law to Chemical Management

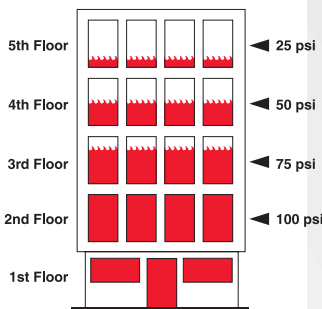


Everyone knows Newton discovered the law of gravity. But did you know how that law affects the efficiency of your chemical management system?

Chemical management systems operate on the principle of mixing water with chemical concentrates to produce ready-to-use cleaning solutions. Generally speaking, these systems mix chemicals via the venturi principle.

Systems employing the venturi principle rely on varying water flow rates and pressure to pull chemicals from a container into the water stream. This technique is often more effective in a single-level facility. That's because water pressure can vary from floor to floor in multi-level buildings or as distance from the water source increases. As water pressure changes, the rate of chemical mixing does as well, leading to over- and under-diluted products. That in turn can result in poor product performance or greater product cost, respectively.

Just as its name indicates, a gravity system such as the 3M™ Twist 'n Fill™ System, relies on natural gravity to meter chemicals into the water stream at a consistent rate. With this method, pressure that ranges from 25 to 100 psi will cause minimal dilution variability. So when considering which type of chemical management system is right for you, ask yourself, what would Newton do?



What does your floor say about you?

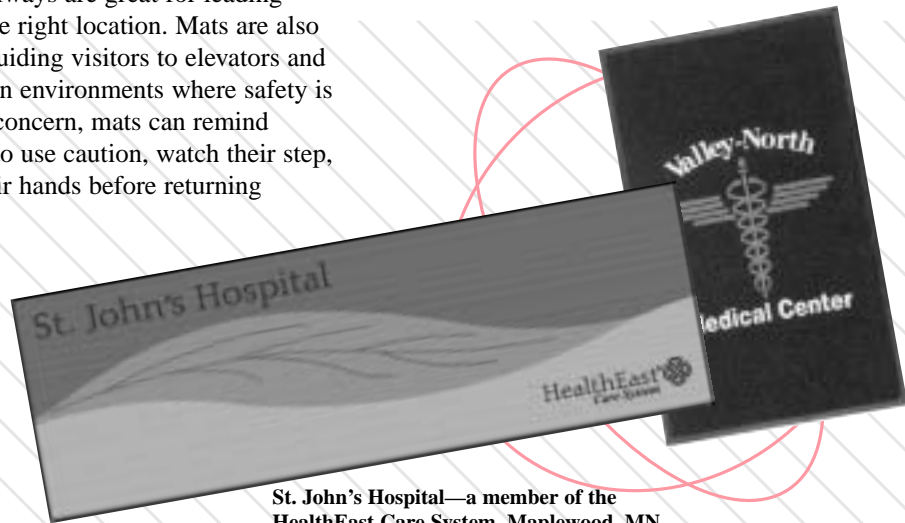
From initials inscribed on the back of a watch to a vanity plate designating the blonde in the red sports car as 2CUTE4U, personalization is all the rage. And now, with custom-printed 3M™ Nomad™ Printed Carpet Matting 6600, personalization can be used for a truly practical purpose, instead of distracting four lanes of traffic.

3M personalized mats provide exceptional dirt and water removal. Coarse fibers scrape off small soil particles, and the looped fibers wick away water. These mats are designed for medium traffic levels of up to 400,000 people per year.

Mats can also be used to provide information and promote safety. Color coded mats matching the direction lines in hospital hallways are great for leading people to the right location. Mats are also useful for guiding visitors to elevators and restrooms. In environments where safety is of primary concern, mats can remind employees to use caution, watch their step, or wash their hands before returning to work.

But messaging isn't the only way to add a special touch to the environment. You can also custom design mats to fit perfectly with their interior décor. It's as easy as sending a photo, original artwork or an electronic file to 3M professionals. They will do the rest.

When determining the size and type of matting appropriate for a facility, remember the goal is to remove close to 100% of dirt and water from people's shoes by the time they reach the interior floor surface. An ideal matting system includes a 15-foot outside mat, a five-foot foyer mat, and a ten-foot inside mat, equaling 30 feet of total scraper and carpet matting. And when all 30 feet create a positive first impression, a lot more than the floors will be looking good.



A new level of disinfection

You probably already know that quaternary ammonium disinfection cleaners (quats) are great disinfecting agents that provide a wide range of effectiveness. But did you know you can comply with the OSHA bloodborne pathogens standard using a quat disinfectant? It's true, but not just any quat will do. It must have label claims demonstrating efficacy against Hepatitis B and HIV. 3M™ HB Quat Disinfectant is an example of an agent that meets the OSHA requirement (see www.osha-slc.gov).

HB Quat Disinfectant kills most vegetative bacteria, fungi, and lipid viruses, including the above mentioned Hepatitis B and HIV. For intermediate-level disinfection (which inactivates mycobacterium tuberculosis, vegetative bacteria, fungi, and both lipid and non-lipid viruses) 3M™ TB Quat Disinfectant or 3M™ Phenolic Disinfectant Cleaner are the right choices. And because TB Quat Disinfectant is non-phenol based, it's also non-corrosive, making it ideal for cleaning surfaces in nurse's stations, emergency rooms and labs.



Training Tips

Cheering on Your Favorite Team

GO
TEAM
GO!



Go to any professional sporting event and you'll see legions of fans cheering on their favorite team. And it seems like the louder the fans cheer the harder the players strive to win. Why not apply the same principles to your team of employees? Motivational guru Justin Tyme offers these tips for building an enthusiastic workforce:

- When you see workers doing a good job, tell them about it immediately.
- Think of new ways to recognize employee achievement. For instance, give them credit in the company newsletter.
- Show a little enthusiasm of your own by sharing important ideas with your staff.
- Delegate responsibilities. Give workers a special task, which shows that you believe in their abilities.

Put these simple principles into practice and you're bound to see an increase in productivity. Now that's something to cheer about!

For more helpful tips on improving worker productivity, visit www.ideasandtraining.com

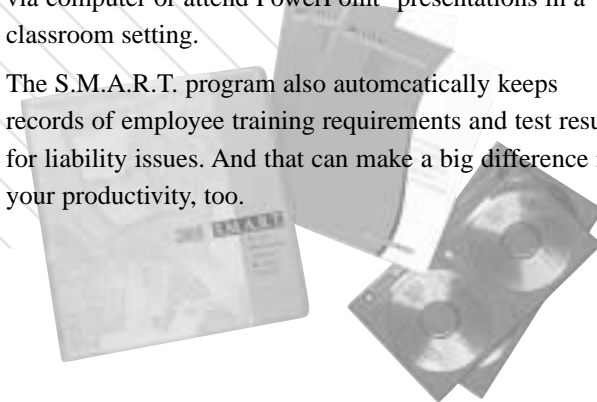
APPLICATION TIPS

Beyond Basic Training

Successful business managers know that training can make a big difference in employee productivity. And in industries dealing with complicated regulations and hazardous chemicals, it takes more than a basic overview to keep your workforce operating at peak efficiency.

That's why 3M Commercial Care developed the S.M.A.R.T. Computer-Based Training and Recordkeeping Program. Designed especially for its health care customers, the program consists of 13 modules that train and test employees on OSHA right-to-know, Hazard Communication Standards, chemical usage, and safety. Workers can complete the instruction at their own pace via computer or attend PowerPoint® presentations in a classroom setting.

The S.M.A.R.T. program also automatically keeps records of employee training requirements and test results for liability issues. And that can make a big difference in your productivity, too.



Ask the Expert



Adam Moritz

Senior Chemical Marketer

Q *How can I tell the difference between hard water stains and soap scum?*

A From a distance, soap scum can look like a hard water stain. To really tell the difference you'll need to get a closer look. Soap is usually physically softer and easier to remove than hard water mineral deposits. To determine whether it's scum or a hard water deposit, apply a little water to the area. If it softens, it's soap scum and you can easily remove it with a mild cleaner and a sponge.

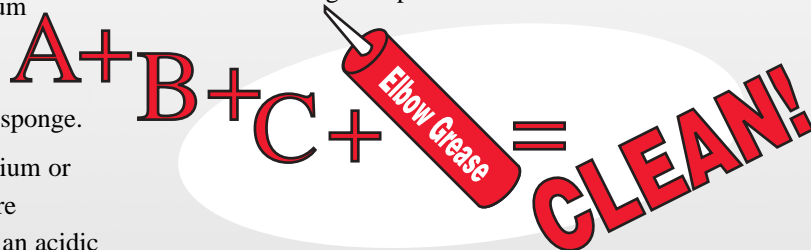
Hard water mineral deposits—buildups of calcium or magnesium salts present in tap water—are more difficult to remove. Remove them by applying an acidic cleaner and a little elbow grease. 3M has a wide variety of products that give you all the cleaning power you need for just about any challenge your restroom offers.

When you're not sure what kind of soil you're dealing with, follow the ABC method:

ANALYZE the soil type

BRING the right cleaner for the job

CLEAN using best practices



What's new

3M Low Odor Stripping System

3M™ Floor Stripper LO No. 22 is a low-odor, low-foaming stripper that removes sealers, floor-finish buildup and finishes hardened by frequent burnishing. In addition to Floor Stripper LO No. 22, 3M offers several products for low-odor stripping:

- 3M™ TroubleShooter™ Finish Remover No. 21, a thick, low-odor baseboard stripper
- 3M™ High Productivity Stripping Pad 7300 for quick, thorough removal of old finish and dirt buildup
- 3M™ Doodlebug™ Holder 6472, which attaches to your broom handle and holds Doodlebug sponges and pads.
- 3M™ Doodlebug™ Brown Scrub 'n Strip Pad 8541 for baseboards, floor edges and stairs.
- 3M™ Doodlebug™ High Productivity Pads 8550 great for tough jobs like stubborn black marks, rust stains and heavy buildup.

Calendar of Events

June

9-15	National Flag Week
16	Father's Day
21	Summer Begins
27	National HIV Testing Day
28-July 5	National Prevention of Eye Injuries Week

July

4	Independence Day
15	National Ice Cream Day
21-23	IEHA Show (International Executive Housekeepers Association)
29-30	Healthcare Training Class, St. Paul, MN*

August

5-6	Healthcare Training Class, St. Paul, MN*
6	National Night Out
18-24	National Friendship Week

September

2	Labor Day
9-11	Healthcare Training Class, St. Paul, MN*
22-25	ASHES Show (American Society for Health Care Environmental Services).
24-28	National Food Service Employees Week

*To register, call your local 3M sales rep or Laurie Miller @ 651-733-7055

3M S.M.A.R.T. PAGES

News and Tips for Environmental Service Professionals

You Asked For It!

Last issue, Chris Dear, owner of South Atlantic Services in Greenville, SC asked for advice about some specific floor finishing problems. Well, Chris, YOU asked for it!

Problem: Floor finish is not glossy

Possible cause: Re-coating schedule doesn't match finish wear

Solution: Maintain 5 to 6 coats of finish; accelerate re-coat schedule

Possible cause: Finish was applied too thinly

Solution: Don't over-wring finish from mop; apply medium to full coats

Possible cause: Using wrong cleaning pad for daily scrubbing

Solution: Use 3M™ Red Pad 5100 or 3M™ TopLine Pre-Burnish Pad 5000 for light scrubbing; use 3M™ Blue Cleaner Pad 5300 for heavy-duty scrubbing prior to re-coating

Possible cause: Using an inappropriate cleaner

Solution: Always use a neutral cleaner

Possible cause: Not burnishing often enough

Solution: First condition the finish with 3M™ 3-in-1 Floor Cleaner, then burnish immediately afterward

Look for more information on this topic in future editions of 3M S.M.A.R.T. Pages.