

September 2008

To All PowerBoss Dealers:

Food processing facilities can be great accounts for selling large pieces of cleaning equipment and of course, consuming a large quantity of floor cleaning chemicals. These facilities are usually very large and they **MUST** be kept clean. Some quick Q & A will shed some light on taking advantage of this great selling opportunity.



Q. Are PowerBoss branded cleaners/degreasers “food grade” or FDA approved?

A. There is no such standard that designates cleaning products as food grade or FDA approved. However, the USDA (United States Department of Agriculture) has developed standards for cleaning products used in USDA processing facilities. These standards are usually followed through for any type of food processing facility.

Q. What USDA Standards apply to PowerBoss Branded Cleaning products?

A. The USDA has a rating system based upon the surface/area to be cleaned and the characteristics of the cleaning product. The highest rating is an A-1, which means the product can be used on all surfaces (including food contact surfaces with certain stipulations). PowerBoss Heavy Duty Degreaser has a USDA A-1 rating. Typically A-1 products cannot have any fragrance that might cover up odors. For a detailed explanation of USDA performance standards, [CLICK HERE](#).



PowerBoss Heavy Duty Degreaser is the workhorse product for use in cleaning food processing facilities.

Click [HERE](#) to view the Heavy Duty Degreaser spec sheet.

Next month we will discuss cleaning large freezers in food processing facilities.

Question of the Month

What is Tennant FAST, how does it work, and how do I compete against it?

A. FAST stands for Foam Activated Scrub Technology.

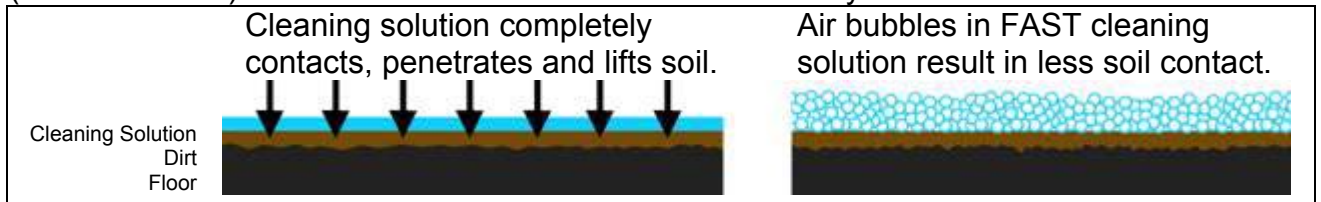
The Tennant Pitch...

Productivity: Uses 70% less solution means less re-filling and dumping of solution.

Safety: Uses less solution so floors are left drier and safer.

Green: Uses less chemical/water to do the job.

Explaining FAST: The FAST cleaning product contains “Surfactants” (the Chemist’s word for SOAP) just like other cleaning products. During cleaning, the Tennant machine injects compressed air into the cleaning solution creating foam. The amount of cleaning solution (and Surfactant) in direct contact with the floor is reduced by 70%.



What do you think the logical result might be? Less contact with “surfactant, aka soap” means reduced performance and less ability to clean, especially when soil loads are heavier or greasier.

Although the idea of using less chemical/water with FAST is laudable, the idea that FAST cleans the same does NOT pass the test, particularly in industrial settings.

A Better Solution: Aqua Stop

Aqua Stop is currently standard on select models and will be standard on all PowerBoss models sometime in 2009. The Aqua Stop contains the cleaning solution within the agitation zone of the brushes, allowing the use of 50% less cleaning chemical and water. Best of all, there is no compromise of performance, because the amount of soap/surfactant that contacts and lifts the dirt/soil is not reduced. The result, effective cleaning of industrial floors and increased productivity.



PowerBoss sister company Multi-Clean will be featured on the Sustainable Planet TV Show



Multi-Clean will be featured on the Sustainable Planet TV Show. The Show features companies that are environmental leaders in their respective industries. The 6 minute educational segment is about the commercial cleaning industry and how cleaning can have a positive impact on the health of people and the environment.

[CLICK HERE TO WATCH THE VIDEO.](#)

The Multi-Clean Sustainable Planet Segment can also be viewed on YouTube. Google 'Multi-Clean Sustainable Planet' to find the link.

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