

Welcome to the Green Cleaning 101 Webinar



Presenter: Lisa Kestler
High Traffic Facility Supply Specialist
XPEDX

About Lisa Kestler

High Traffic Facility Supply Specialist

XPEDX

- 14+ years experience with Chemical Manufacturers and Distributors in NC.
- Specialist in healthcare, government-education, and business development.
- Knowledge includes infectious control regulations, health and safety product use and high performance cleaning programs.
- Responsible for developing innovative green programs that specialize in products, solutions, and processes that improve the environmental impact within our communities.

XPEDX IS ON THE NC STATE CONTRACT!

*North Carolina State Contract 435A
Caring for Your Facilities & Campuses!*

- **Green Seal Products**
- **Training & Programs**
- **GS 37 Cleaners**
- **EPP Disinfectants**



What to Look For in Green Seal Cleaners, Cleaning Programs and Certifications

Labels & Third Party Certifications

- GREEN SEAL
- HHPC
- GREENGUARD
- LEED



Healthy
High
Performance
Cleaning



A Designed Program Especially for Your Facility or Campus



Dilution Control System on State Contract



Products,
Systems,
Tools

Together.....We're a Team!

JohnsonDiversey and xpedx gives you the training & support you need!

- We will provide you with the best Green Seal and Environmental Preferred Products & cleaning programs.
- We go one step further, we become a very important part of your support system helping you every step of the way.

24-7 Technical Support: 1-800-558-2332

Products, dilution control systems, MSDS, literature, product labels, trouble-shooting & one-on-one support.



Training
&
Technical
Support

Environmental Programs



GREENGUARD Children & Schools Certification Program

JohnsonDiversey: the first & only company to earn GREENGUARD Children & Schools Certification.

- Maximizes indoor environmental quality.
- Certified to meet the most rigid chemical emission requirements
 - U.S. EPA Procurement
 - State of Washington
 - World Health Organization
 - Germany's Blue Angel



Healthy High Performance Green Cleaning Program

Comprehensive approach to sustainable facility & campus care.

- Certified Green Seal Products help meet mandates
- Processes to support training & implementation
- Marketing programs to build, promote & market awareness of your commitment to greening your facilities.

**Green
Products
& Programs**

Emergency Preparation

When outbreaks occur, you need to act fast!

Go-Kits

You and your facility staff will be able to respond quickly & help reduce the threat of deadly infections.

- Cleaning procedures
- Guidelines
- Recommendations & communication

Decontamination Guide

Assisting facilities to plan & decontaminate should an outbreak occur.

- MRSA
- H1N1
- Proper planning will identify higher risk areas & prevent outbreaks.

**Emergency
Preparation**

Continued Support & Education For Your Facility

Your e-Tools include:

- Email education
- Library of important websites
 - CDC
 - World Health Organization
- Webinars
 - Health Care
 - Education
- Newsletters
- Training programs
 - LEED
 - HHPC Green Cleaning
 - Hazard Materials
 - Blood Borne Pathogens



e-Tools

Green Communications Program

Create posters, newsletters, media releases & step-by-step marketing ideas.



Communications Program
Manual

Promote awareness of your Green initiatives to your facilities & campuses as well as to your community.

This program comes in a PDF format to help implement the strategies and tools you need for success when adopting new green programs.



State of NC 435 A Contract Pricing

| JohnsonDiversey Products Contract 435A by xpedx | Case Size | Price Per Case | Dilution 1x | In-use Gal/Cs | In-Use Price/ Gal | In-Use Price /Qt |
|---|------------------------|----------------|----------------|----------------------|-------------------------|-------------------|
| PDI SANI-CLOTH PLUS Germicidal Disposable Cloth- EPA Hospital Grade Disinfectant | 12 containers per case | \$ 78.00 | RTU 6X6 ¾ Wipe | \$6.50 per container | 160 wipes per container | 4 cents per wipe! |
| JWP J-Fill Glance NA Glass Cleaner – GS 37 | 2/2.5 L | \$ 43.28 | 40 | 54 | \$ 0.80 | \$ 0.20 |
| JWP J-Fill Alpha HP Multi-Surface Cleaner (Heavy Duty Dilution Rate Option) - GS 37 | 2/2.5 L | \$ 45.72 | 64 | 86 | \$ 0.53 | \$ 0.13 |
| JWP J-Fill Alpha HP Multi-Surface Cleaner - GS 37 | 2/2.5 L | \$ 45.72 | 256 | 339 | \$ 0.13 | \$ 0.03 |
| JWP J-Fill Virex II 256 Germicidal Cleaner - EPP | 2/2.5 L | \$ 39.30 | 256 | 339 | \$ 0.12 | \$ 0.03 |
| JWP J-Fill Crew Bathroom Cleaner & Scale Remover -GS 37 | 2/2.5 L | \$ 45.14 | 18 | 25 | \$ 1.80 | \$ 0.45 |
| JWP J-Fill Crew Restroom Floor & Surface Disinfectant Cleaner - EPP | 2/2.5 L | \$ 117.20 | 256 | 339 | \$ 0.35 | \$ 0.09 |

Visit the Link to NC State Contract 435: <http://www.doa.state.nc.us/PandC/435a.pdf>

Contract Pricing & Order Support

Note: xpedx offers several other Disinfectants, Deodorizing Air Fresheners and Toilet Bowl Disinfectant Cleaners that can be found on the NC Contract website.

Jump on the Green Band Wagon!

Let's "Team Up" together!

**Next Steps: Schedule a site survey
consultation for your facility and campus!**

Lisa Kestler

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Up Next

Please welcome **ADA BALDWIN**

Assistant Facility Supply Director

University of North Carolina-Greensboro