

*Chicken Little's Low Hanging Fruit-  
AKA- P2 can still be easy.*

*Janitorial Process & Industrial Cleaning*

- HR 2646
- Friendly VS Bio Based VS Safe
- What is in your Janitorial Closet?
- Case studies
- Lessons Learned



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# *HR 2646 Farm Security and Rural Investment Act of 2002*

- Applies to Federal Agency purchases of \$10,000 per year
- Preference given to highest proportion of biobased products
- USDA certification to qualified products
- Reasons NOT to comply : cost, performance, not readily available

# *Friendly VS BioBased VS Safe*

- Environmentally Friendly products must biodegrade in 28 days to a set standard
- Safety is not implied
- Any degradable chemistry may be used
- Bio Based products may or may not meet “environmentally friendly” standards
- Safety is not implied
- Chemistry may contain harmful ingredients
- Reactive, corrosive, toxic, & flammable

# *What is in your Janitorial / Maintenance closet?*

- General purpose:  
degreaser, soap scum,  
windows, whiteboard,  
keyboard, toilet, tile,  
and other cleaners are:
- Reactive, toxic,  
flammable, and caustic



# *Case Studies*



- Pacific Northwest National Laboratory
- Camp Butler, Okinawa ,Japan
- Air Training Command
- Fort Hood, Texas



## Green Custodial Products

The Pacific Northwest National Laboratory, which has roughly 3500 research and support staff and 2 million square feet of laboratory and office space to clean, established a process to purchase custodial products considered risk free to worker health and the environment. To purchase environmentally preferable custodial products, Pacific Northwest formed a team of subject matter experts, developed specifications for a Request for Proposal, evaluated the ingredients in the proposed products against the 20 criteria in the specifications, and signed agreements with two vendors of the selected environmentally preferable cleaning, paper, and plastic custodial products.

### Selection Process and Results

- Stimulus

- Process

- Products Selected

- Lessons Learned

- Results

[www.pnl.gov/esp/greenguide/custodialproducts/index](http://www.pnl.gov/esp/greenguide/custodialproducts/index)

# *Pacific Northwest National Lab*

- March 2001 Risk, Reduction & recycling study Baseline:
  - 2 million sq ft , 3500 employees
- 3000 products in 109 locations in 46 facilities
  - Average was 33 chemicals per location
- Reviewed 50 products & 8 vendors to qualify for proposal

## *PNNL Results*



- Reduced inventory to 7 chemicals
- Reduced or eliminated toxic, reactive, flammable, corrosive & VOC
- Eliminated hazardous content for all but disinfectant & floor stripper
- increased effectiveness of disinfectant
- Saved \$, time, inventory, & complied with HR2646 two years early



# *Camp Butler, Okinawa Japan*

- **NEEDED:**
  - Engine degreaser / vehicle wash
  - Non – Emulsifying
  - No VOC
  - Storm Water compliant
  - Safe & easy
  - Bio Based



# *Air Training Command*



- Needed:
- Employee safe product
- Inventory reduction
- Mold / mildew control
- Simple “non-english” user product
- Cost effective
- Not harmful to carpet, furniture, or fixtures

# *Fort Hood Texas*


- Needed:
  - Non Emulsifying
  - Storm Water safe
  - Use on 7 mile long outdoor wash rack
  - Meet Texas EPA standards
  - Effective on armor  
Carc paint & Engines



# *Solutions to the problem : AKA the low hanging fruit*

- SC 1000 (VPW Safe Care 1000)
  - Replaced General purpose cleaner, rug shampoo, engine degreaser, armor cleaner, vehicle wash, battery cleaner, window cleaner, toilet tub & tile cleaner and more....
  - Bio Based, non-flammable, non-toxic, Ph 10, non-reactive, child safe, EPA & USDA A1 Certified ....and it works very well!

*Solutions to the problem :  
AKA the low hanging fruit*



- EXPEL
  - Disinfectant for laboratory & bathroom
  - More effective than Phenol / chlorine
  - Not destructive like bleach or phenol
  - Safe on carpets, furniture, bedding as well as hard surfaces
  - No odors or chemical smell
  - Very high employee satisfaction

*Solutions to the problem :  
AKA the low hanging fruit*

- Non Haz Wax, stripper, & floor finish
  - Durable surface is achieved
  - Application & stripping do not require retraining (drop-in replacement)
  - No Hazardous components
  - Employee satisfaction with all products.

# *Lessons Learned*



- VPW SC 1000
- Dilution Ratio Confusion
- Proportioners, ready to use, and product waste
- It's the sponge stupid!
- Release agent VS solvent & soap
- Replaces *ALMOST* all
- Plumbing & Unions

# *Lessons Learned*      *EXPEL*

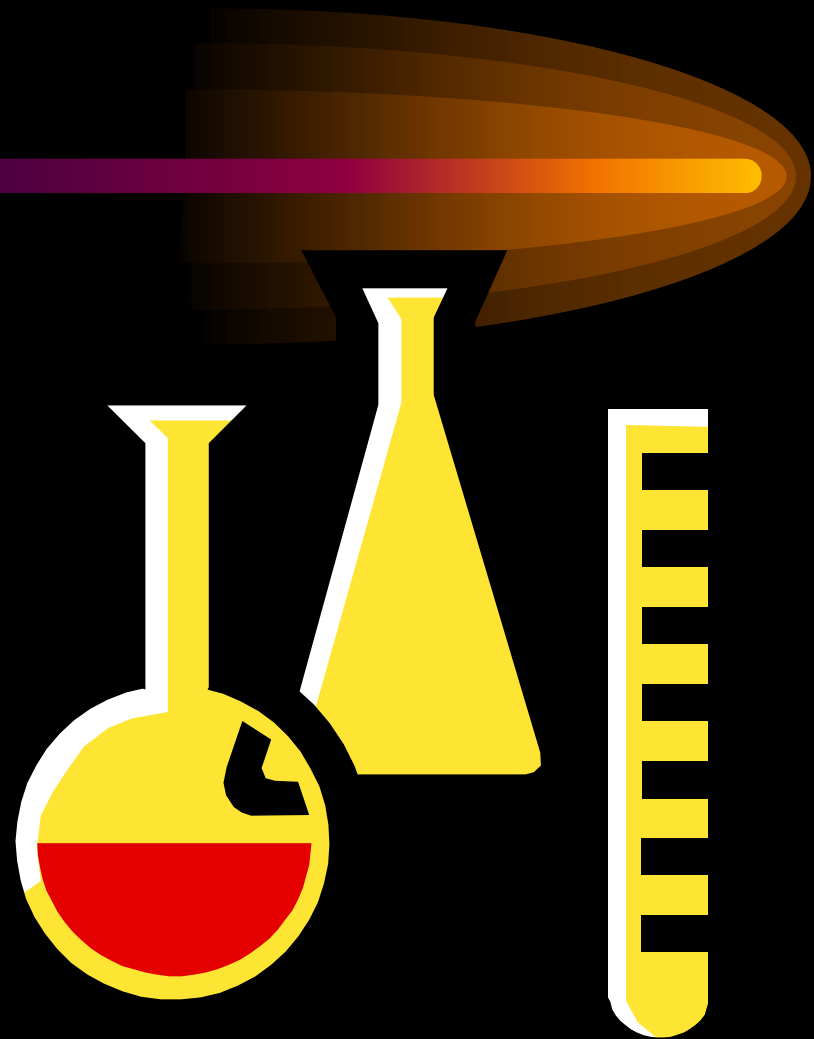
- Product confusion
  - Detergent Disinfectant
  - Odor Neutralizer
- Use between tenants for:
  - Bathroom
  - Gym showers
  - Lab clean up
  - Mold & Mildew Control
- Cost benefit confusion
  - More expensive than bleach / phenol
  - Does none of the damage





# *Lessons Learned*

- Floor Finish
- Floor wax
- Floor wax stripper
  - Bio Biased is not available yet
  - Price is an issue
  - Order quantity minimums



# Summary



- SC 1000 will meet most cleaning / degreasing needs
  - meets HR2646
  - USDA A1 listed
  - non emulsifying
  - certified child safe
  - non corrosive
- Expel can replace Chlorine & phenol
  - mold & mildew control
  - Billeting / MWR / Dorms / Plumbers
- Floor wax products are a new P2 area to explore

# *Questions*



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We also have:

Bio Based SC Aircraft & Metal  
Cleaner Mil-C-85570

Evapo-Rust

CP 90, AR 500, M400 corrosion  
inhibitors

Industrial Parts Washers &  
solutions