



Jetson Cleaning Services LLC

Your 21st Century Floor Care Solution

Complete Floor Care Maintenance Programs

- ❖ *Hard Surface & Grout Line Care*
- ❖ *VLM Carpet Care & Repair*
- ❖ *Natural Stone Care*
- ❖ *Wood Floor Care*



***We Offer Property Managers & Business Owner's
Common Sense Solutions To Their Floor Cleaning Challenges.***

Services Offered

The Options™ Complete Planned Flooring Maintenance Software Program Provides Our Clients Four Options To Choose From:

1. Annual Planed Maintenance

- Advanced Scheduling and easy budgeting leads to an excellent appearance day in and out.

2. The Flex Plan

- Choose from a variety of services offering to “pay as you go” with rate guarantees for a full year.

3. Work with your Maintenance Staff

- Become trained and equipped with proper tools and cleaning solutions to achieve maximum efficiency.

4. A Combination of Systems

- Create a customized program, which allows for a “team approach” between cleaner and in-house staff.

Range of Services

❖ Floors:

➤ Hard Surface & Grout Line Care

- Pressure Wash
- Grout Sealing

➤ Very Low Moisture Carpet Care & Repair

- Encapsulation Maintenance Cleaning
- Spot & Stain Removal
- Stain & Soil Protector
- Carpet Repair Services

➤ Natural Stone Care

- Pressure Wash
- Polishing
- Sealing

➤ Wood Floor Care

- Clean and Refinish

Industry Trends

Emerging Floor Care Trends

Taking a look at products, practices, and technology in 2015 and beyond

by [William R. Griffin](#)

There is a revolution going on in hard floor care that will have a major impact on how floors are both cleaned and restored in the future.

We are in the beginning phases of eliminating the need to strip, burnish, and refinish hard surface floors. For those of us who grew up on the handle of a floor machine with layers of wax on our boots, it's hard to envision floor care without stripping and refinishing, but the handwriting is on the wall and will soon reach the floor.

The speed and depth of change is creating turbulence and uncertainty for manufacturers, business owners, and department managers as the cleaning industry transitions from the familiar ground of how things have been done in the past to the uncertainty of a future that is rapidly evolving.**

Property and business owners, along with cleaning department managers, are unsure about how to proceed. Distributors are hesitant to promote new and untested products and processes, especially if they have the potential to cut into the profitable sale of existing products and chemicals. Innovators face an uphill battle in getting exposure for their products via traditional distribution networks and industry media that rely on advertising revenue from established companies to stay afloat. Some of the new products on the market are so contrary to long-held beliefs and established procedures that they face skepticism from potential purchasers who question whether the promoted product is realistic or even possible.

Despite these concerns, changes are taking place, and as long as they are, cleaning professionals should be prepared. Here is what you need to know about floor care trends in 2015 and beyond.

Changes in Flooring

There are millions of square feet of vinyl composition tile (VCT) on the floor of buildings, and more is being installed, but this mainstay in commercial buildings is giving way to luxury vinyl tile (LVT), sheet goods, and other surfaces that require no finish or burnishing. In fact, much of the flooring that is installed today is coated during manufacture with mineral-based wear layers that do not require or prohibit on-site application of sacrificial topical finish.

Polished, stained, and densified concrete and terrazzo is showing up everywhere and can be easily maintained with diamond-impregnated floor pads. The use of natural wood, stone, and rubber materials is on the rise in both residential and commercial locations. The sustainability movement has brought us bamboo, sea grass, coir, jute, and hemp that are easily damaged by water and chemical-based cleaning processes.

Clay materials, such as porcelain and ceramic tile, are now commonplace in kitchens, bathrooms, halls, elevators, and lobbies. Even clay tile is changing; nearly 90 percent of the clay tile produced today has its color and pattern applied with ink-jet printing technology. **Where there used to be a mineral glaze on the surface, we now find a urethane or aluminum-oxide coating. At first glance one might say, "So what?" But the**

reality is that a urethane coating will not wear and resist scratching like a heat-bonded glaze that actually becomes part of the tile.

These trends are expected to continue in the future, and over time, they will become the norm instead of the exception. As these new surfaces become commonplace, the processes and products we use to clean, maintain, and restore them must keep pace. Otherwise, cost will needlessly increase and the useful life of the surface will be reduced.

No More Floor Finish

The use of floor finish is decreasing. We are slowly moving away from the use of stripper, floor finish, and burnishing processes that are hazardous, time and energy consuming, and use large amounts of water that ends up in the waste stream via the drain.

Self-cleaning surfaces, diamond polishing, nano-coatings, stain guards, impregnators and cleaners, and prevention will replace the use of topical finish in commercial locations. Expect to see reductions in stripping and the use of floor finish as better products and processes eliminate the need for either one.

Sustainable Chemicals and Processes

Green floor care is in. Using green products used to cost extra, and many didn't—and still don't—see the need for them. However, they are now becoming commonplace and expected—if not demanded—in many market segments, such as education, health care, and government, in areas of the United States. We are learning that cleaning in a sustainable manner is cost-effective, and there are often hidden financial benefits that only become visible as green cleaning programs are implemented.

Floor Care Equipment

Floor machines, vacuums, and auto scrubbers are going digital and will soon link wirelessly to the Internet. You'll never have to ask again, "Where is my floor machine?" With a quick check on your phone, you will know where to find it, even if it's in the back of a truck going down the freeway in another state.

Equipment is becoming easier to operate and repair, often relying on electronic systems that are energy efficient and use sustainably-engineered water instead of chemicals for cleaning.

Robotic equipment, although off to a slow start, is picking up speed as wages increase and costs come down. As ease-of-use increases, robotics will become irresistible to management. There is no way around it in larger facilities. It's only a matter of time and money.

It won't be the robot alone that drives the change; it will be the package of services, benefits, and cost savings robotics provide that will bring this technology to the forefront of the cleaning industry. During the next 10 years, you will see more use of riding equipment, and in the following five years, it will become fully automated.

Besides robotics, other enhancements we can expect to see in floor care equipment and technology include the use of less water and engineered water, little or no detergents and strippers, and square or rectangular machines that clean right up to the baseboard and into corners. These machines will speed up the process by roughly 20 percent, eliminating much of the handwork that cleaning the edges of a room used to require.

Validating Floor Care Results

In the past, if the floor shined and no soil or buildup was visible, you were good to go. Today, management and our customers want proof that the cleaning we provide actually obtains the desired results.

To meet these demands, we are seeing a migration of scientific testing equipment and processes into the cleaning industry and the facilities we clean. It is becoming more common to see specifications that require testing and validation of cleaning processes related to coefficient of friction, gloss levels, and film thickness. Beyond this, you will find hand-held adenosine triphosphate (ATP) meters, particle counters, and other test equipment showing up in all types and sizes of facilities. Test equipment will bring higher expectations regarding slip, trip, and fall prevention, the elimination of harsh and toxic chemicals, and more attention paid to contamination on surfaces and becoming airborne during cleaning. This is only the beginning; you can expect testing and validation of cleaning processes to become commonplace in the future.

Looking Further Ahead

Self-cleaning surfaces already exist, but haven't reached our industry yet; however, it won't be long before we begin to feel the impact of this technology.

During the next 10 to 30 years, technology will reach a tipping point where the speed and impact of change will exceed our imagination. As new floor care technology becomes smaller, more powerful, and less expensive, it will become more available and reach further in its ability to displace long-held beliefs, processes, and products.

Part of your job and personal responsibility is to stay current with the changes taking place in the cleaning industry as well as the trends that are impacting your customers. You can't know it all, but you need to know how to find essential information when you need it. These are challenging as well as great times of opportunity for those who constantly strive to improve themselves and the work they do.

Flooring Production Rates and Costs

Production rates are increasing and costs per square foot are decreasing slightly for several reasons:

1. More productive equipment and pads
2. Less frequent scheduling of time-consuming tasks
3. Focusing on prevention versus cleaning and restoration
4. Targeting services and frequencies to high-traffic areas versus scheduling service that is based on the type of flooring
5. Wider use of flooring that does not require stripping, burnishing, or refinishing.

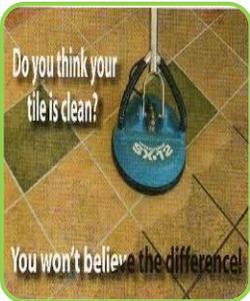
William Griffin is the president of Cleaning Consultant Services, Inc., and author of How to Sell and Price Contract Cleaning. He is an industry consultant and trainer with more than 35 years of experience. Contact him at atwgriffin@cleaningconsultants.com or visit www.cleaningconsultants.com.

Source: <http://www.cmmagazine.cmmonline.com/Apr2015#&pageSet=9> - Posted April 1 2015



Jetson Cleaning Service Offers Property Managers & Business Owner's Common Sense Solutions to Their Floor Cleaning Challenges.

Hard Surface & Grout Line Care



By Combining the Most Advanced Emulsifying Cleaning Agents with the Most Up To Date Hard Surface Cleaning Tools, We Can Make Short Work of Your Grungy, Gerty Grout Lines.

- *Our High Alkalized, Low Phosphate Cleaning Agents are tough on Your Grease but Easy on Your Nose.*
- *We Use 1200 psi to Eliminate Years of Grunge & Germs.*
- *We Offer Grout Line Sealing, & Stone Floor Polish & Seal Care.*

Very Low Moisture Carpet Care



Our "More Air, Less Water", Carpet Care Maintenance Program Will Save the Community Thousands of Gallons of Water, While At the Same Time, Extends the Useful Life of Your Carpets.

- *Your Carpets Will Be Dry Within 90 Minutes Following Our Service Visit.*
- *Shorter Dry Times Eliminate Wicking Of Spots and Stains.*
- *All Our Encapsulation Formulas Contain No VOC's, Or Optical Brighteners, Greatly Reducing Possible Fiber Damage.*
- *We Offer Stain & Soil Protector, To Prevent Future Staining.*

By Improving the Overall Appearance of Your Floors, You Will See an Increase in Foot Traffic, and In Turn, An Increase In YOUR Overall Annual SALES!!!

**We Offer a Free No-Obligation Demonstration
on Your Toughest Cleaning Challenge (\$100.00 Value)**

505.585.8751

**Jetson Cleaning Services LLC
jetsonclean21.com
jetson@jetsonclean21.com**





ERASE THE GRUNGE FROM YOUR GROUT CAMPAIGN
A B2B Store Front Floor Care Coop

- ❖ **Hard Surface Full Restorative Cleaning Rate. **\$.65 per ft2****

 - Coop Member Benefit Discount -\$.10 "
 - Chamber Member Discount -\$.025 "
 - Multi Location In-House District Discount -\$.025 "
 - Multi Visit (Bi-annual, Quarterly...) Discount -\$.025 "
 - Coop Milestone Discount (ex 250,000 ft2) -\$.025 "

- ❖ **Grout Line Reseal Rate. **\$.25 per ft2****

 - Stone Floor Polish & Seal Care TBD

- ❖ **Carpet Care Coop Rates:**
 - VLM (Very Low Moisture) Maintenance Service \$.15 per ft2
 - Hot Water Extraction Cleaning Service \$.30 per ft2
- ❖ **Optional Service Plans:**
 - Annual, Bi-annual, Tri-annual, Quarterly, Bi-monthly, and Monthly.
- ❖ **Optional Payment Plans:**
 - Option A;
 - Invoice Paid in Full – Get a 5% Discount.
 - Option B;
 - With an Annual Service Plan, 25% Due at Time of Service.
 - Remaining Balance Divided Into 11 Monthly Payments, Set Up On Auto Draft.

We Need 5 Individual Businesses to Start the Coop



Hi my name is Dan Hughes, being a resident since 1987; I have adapted this business plan to fit into the New Mexico culture, where 72 hours is equivalent to a "New York minute" in every other state of the union.

Jetson Cleaning Services, founded by me, opened it's doors in August 2015. JCS LLC is a family run (my 2 sons Chris & Aaron) home-based B 2 B commercial floor cleaning business based in Rio Rancho, NM. We provide the mid-size commercial building owner / property manager the opportunity to take proactive action in maintaining their commercial floors.

Jetson Cleaning Services is in prime position to smooth out the **turbulence and uncertainty for business owners and property managers as the cleaning industry transitions from the familiar ground of how things have been done in the past to the uncertainty of a future that is rapidly evolving.****

We provide our clients an affordable, quality, and technologically advanced solution to their cleaning challenges, providing an affordable alternative within the current commercial cleaning landscape, with core values that center on putting the customer first and offering services that will consistently surpass their expectations.

Have a Great Day!!!

Sincerely,

Dan Hughes

Dan Hughes - Founder

Jetson Cleaning Services LLC

1380 Rio Rancho Blvd SE #300

Rio Rancho, NM 87124

Phone: 505.585.8751

abqjetson21@gmail.com

**Source: <http://www.cmmagazine.cmmonline.com/Apr2015#&pageSet=9> - Posted April 1 201