

Quote for the month



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Newsletter  
Winter~ 2007  
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Featured Team Member

is our team member of the month!

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building and through it all she proved to be a STRONG team  
member!

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Happy Birthday!

Erica Seifert December 22nd  
Jason Williams December 30th

Wishing you all the most  
special day because *you are* so special!



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The most wonderful time of year...parties...cookies...cakes...punch...all those presents with bows and ribbon...and let us not forget those decorations that always seem to have glitter! Somehow our buildings seem to magically transform themselves this time of year. There are some beautiful decorations for the season and a lot of money getting them to look that way so take it in and enjoy the surroundings of the season...it will be over before you realize it.

This time of year we have to contend with extra decorations in all our buildings both large and small. They are in our entrances, on desks, tables, on doors, on glass, etc...however on a positive note most people also save a few days vacation for this time of year so the buildings have lighter employee traffic as a rule.

As true as that may be with employees taking some time off let it be understood that this is also true. All of our buildings do most of their entertaining this time of year for their highest level executives. They meet with their board of directors, CEO's, CFO's, Directors, Clients, Investors, etc...in December and January.

What does this mean to us? It means that it is our jobs to make sure that their facilities are looking their very best and reflecting a positive image to their



Soil composition can create cleaning challenges that are not always expected. Soil is defined as anything *foreign* to the carpet - and some soils are very troublesome, especially when the soil is found on a fiber that "likes" that kind of soil. A successful cleaner is "smarter" than the soil.

The three types of soils are:

- Water soluble (*about* 10% of soils)
- Solvent soluble (*about* 10% of soils)
- Insoluble (*about* 80% of soils)

Water soluble soils can include starchy materials, food spills, etc. Solvent soluble would be tars, inks, oils, etc. Insoluble would be sand, clay, gypsum, skin or dander - basically, anything that will not dissolve in liquid. Let's do some sleuthing and determine a cleaning plan for some typical carpet challenges. Let's be *smarter* than the dirt.

In a "commercial" setting, which means heavier amounts of soil is brought in from the outside because shoes remain on, as opposed to most residences, where occupants are encouraged to remove their shoes at the door. Adding to that problem, not many feel the inclination to *wipe their feet* - after all, this isn't their home, and they don't have to do the cleaning. Think about the outside