



The University of North Carolina *at* Greensboro
Green Cleaning Program – Case Study
Planning, Implementing, Cost Analysis

Brief Bio

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Assistant Director Of Facility Services

Masters of Arts - Management & Supervision

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Registered Executive Housekeeper

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at
Greensboro



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Greensboro



Green Cleaning...

Chemicals and Implementation



Green Cleaning...2003



2007

Green Seal

LEED



U.S. Green Building Council

ISSA'S Cleaning Industry Management Standard

THE BID PROCESS

PRODUCTS TESTED...

ENVIROX

G-FORCE - BUTCHERS

ALPHA HP – JOHNSON DIVERSEY

SUPPORX- HILLYARD

MARAUDER- BUCKEYE

CLEAN BY PEROXY – SPARTAN CHEMICAL

ELEMENTS EO1 – MISCO



PRODUCT EVALUATION TALLEY SHEET PREPARATION FOR BID

Scores assigned on the sufficiency and quality
of the product by the staff

Unsatisfactory - 0

Satisfactory - 1

Exceptional - 2

Technical Evaluation Criteria

Award Evaluation Criteria

Specs

Cost Proposal



STATE TERM CONTRACT #435A

**GREEN SEAL CERTIFIED CLEANER WAS ON STATE
CONTRACT...JOHNSON DIVERSEY – ALPHA HP**



TEAMWORK

PHASE 1

SETUP MEETING WITH THE KEY PLAYERS

- Distributor of alpha hp(xpedx)
- Purchasing
- Office of safety
- Recycling



TEAMWORK

PHASE 2

- Meeting: Supervisors and Distributor (xpedx)
- Discuss: Product, Sustainability, Training, Implementation, & Facility Survey
- Supervisors Received: Spec Sheets, MSDS, Procedures, Posters, Training Manuals and Product Labels



TIMELINE

PHASE 3

- Discussion with Supervisors and Distributor (xpedx) continued
- Setup : Date for ordering product
Date of Installation
- Install Jfill Units in designated zones: Introduce Jfill Dispensing Units with Alpha HP and Virex 256



TEAMWORK

PHASE 4

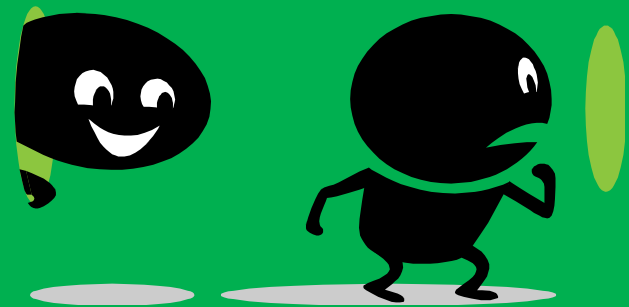
- INVOLVE, INFORM & TRAIN STAFF
- Advise of Sustainability Issues
- Train on Healthy Performance Green Cleaning
- Address questions/concerns/complaints



INSTALLATION TIME

PHASE 5

- Coordinate removal of current dispensing unit
- Installation of remaining Jfill units and products
- Inform staff of dates installation will begin in their facility



TEAMWORK

PHASE 6

- After installation continuous support from Distributor (Xpedx)
- Follow-up with supervisors and staff to address and review issues, concerns , mark progress and resolve any problems
- Distributor provides continued service, support and communication with Purchasing, Office of Safety, & Recycling



CURRENT CHEMICALS

PHASE 7

- Use remaining products in designated facilities
- Dispensers – recycle
- Properly dispose of harmful chemicals with assistance from office of safety



Marketing

PHASE 8

- ✓ Implement Marketing Plan as a Green Campus



Overview

- Phase 1 : Setup meeting with key players
Distributor, Purchasing, Safety Office, Recycling
- Phase 2: Initial meeting with supervisors and distributor
- Phase 3: Setup date for ordering products and installation
- Phase 4: Involve, inform & train staff



OVERVIEW

- Phase 5: Coordinate removal of current dispensing unit; installation of new unit & product
- Phase 6: Follow-up with distributors, supervisors & staff to resolve issues
- Phase 7: Removal of current chemicals
- Phase 8: Marketing plan as a green campus



Cost Analysis

- Glass Cleaner - .797 per gallon
 - Unit of Measure of concentrate per gal of water 6 oz.
- Quaternary Disinfectant and Cleaner - .108 per gallon
 - Unit of Measure of concentrate per gallon water .5 oz
- Deodorizer - 1.12 per gallon
 - Unit of Measure of concentrate per gallon of water 6 oz
- General Degreaser Cleaner - .95 per gallon
 - Unit of Measure of concentrate per gallon of water .6 oz
- All purpose floor Cleaner - .093 per gallon
 - Unit of Measure of concentrate per gallon of water .5 oz
- **TOTAL COST OF ITEMS : \$3.068 PER GALLON**



Cost Analysis

- Alpha Hp - 0.13 per gallon
- Virex 256 - 0.12 per gallon
- **TOTAL COST OF ITEMS- .25 PER GALLON**



CHALLENGES

- ❖ **CHANGING MINDSETS**
- ❖ **INVOLVE:** Distributor, Purchasing, Office of Safety, Recycling, Supervisors, Staff, & Upper Management
- ❖ Adequate Training and Installation from Distributor
- ❖ Receiving Support from Upper Management & Distributor
- ❖ Removal of current chemicals
- ❖ Ongoing process...



FUTURE GOALS FOR GREEN CLEANING

Strive to meet...

- ISSA's Cleaning Industry Management Standard - Green Building
 - LEED Certification
 - Indoor Air Quality
- U.S. Green Building Council
- Green Seal Standards
- Carpet & Rug Institute Standards



FUTURE GOALS FOR GREEN CLEANING

ACCOMPLISH THE GOALS BY:



- High Performance Cleaning
- Custodial Effectiveness Assessment (Actual measurement of cleaning standard in accordance with APPA - For example Level 3 Casual Inattention)
- Purchase Sustainable Cleaning Products & Materials
- Purchase & Maintain Sustainable Cleaning Equipment (required by Carpet & Rug Institute & Green Seal)
- Indoor Chemical & Pollutant Source Control (IAQ)
- Integrated Pest Management
- Innovation and Other Credits (matting, paper, etc.)

INFORMATION AND RESOURCE

I.E.H.A.

International Executive Housekeepers Assoc., Inc.

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Westerville, OH 43081-3361

Phone: (800) 200-6342

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