CASE STUDY:

BSC Reduces Floor Care Labor and Material Cost With Strategic Chemical Selection

A case study demonstrating how using higher performing products typically associated with higher cost can actually reduce labor and material cost in large, high traffic facility floor maintenance during winter.

ACTUAL CUSTOMER:	100,000 sq. ft. Retail Facilites (2) Alberta, Canada Program Started January, 2023	BSC OBJECTIVES:	• Reduce Scrub/Recoat Frequency • Improve Floor Performance • Increase Profitability

BSC CHALLENGES: The current floor care program required a high frequency of scrub and recoat processes along with a high number of finish coats and stripping passes to achieve customer requirements.

- Performance expectations required lots of product and labor usage/expense
- 8 Coats of floor finish to achieve desired gloss level and durability
- 4 Passes of stripper required
- Deep scrub in high traffic areas required every 4 weeks

COLLABORATIVE SOLUTION: Analyze and select the right chemicals to enhance the overall appearance of the store with less labor cost and less chemical cost.

OmniGuard™ UHS Floor Coating produces a spectacular off-the-mop shine ideal for high traffic and high maintenance facilities.

Formula X-Treme™ Floor Stripper, a concentrated, powerful, non-ammoniated formula that cuts through heavy build-up in record time.

NeutraFresh™ All Purpose Cleaner, an economical neutral formula cleaner for all washable surfaces. Cleans and deodorizes in a single step.

ReBound™ Floor Cleaner & Enhancer, a multi-purpose product for use with a mop-on or automatic scrubber, cleans and enhances floors in one step.

ReBoot™ Deep Scrub Cleaner removes 1-2 coats of floor finish, leaving behind a floor easily restored to original luster with 1-2 light coats of finish. Increases time between strip and recoat maintenance cycles.

RESULTS: BSC reduced number of hours required to maintain the floors, reduced their long-term costs for the program, and exceeded customer expectations.

- **Less time spent in each store**
  - Less coats of finish required
  - Less passes of stripper required
  - Scrub and recoat interval extended to 8 weeks in high traffic areas
- **Improved performance with less labor**
  - 5 coats of floor finish to achieve desired gloss level and durability in high traffic areas
  - 4 passes with stripper reduced to 2
- **Improved business opportunities**
  - Less time and reduced costs on this program allowed BSC to add new customers

SAVINGS AREA	REDUCTION
Coats/Store	3
Stripping Pass/Store	2
Product Cost (Coating)	50%
Product Cost (Stripper)	60%
Labor Hours	40%
Deep Scrub/Recoat	35%

Pioneer Eclipse
An AMANO Company

SUPPLEMENTAL ANALYSIS:

Battery Burnisher Offers Additional Efficiency Without Additional Cost

The only difference between the process used in the two case study locations was that the burnishing was done by a Pioneer Eclipse lithium powered UHS burnisher (350BU) in store A and a Pioneer Eclipse propane powered burnisher (420BU) in store B.

After 9 weeks, the stores were inspected and measured using a gloss meter in random parts of the store. This allowed the deterioration of the finish to be measured as well as the performance difference between the Pioneer Eclipse 350BU lithium powered and 420BU propane powered burnishers.

The measured gloss level averaged within 3% between the 2 stores. This is not a noticeable difference to the naked eye.

Although the 350BU carries a higher initial purchase price over the traditional propane burnisher, the elimination of propane fuel and maintenance results in a net zero increase on a 3 year ROI.

Benefits of the 350BU lithium burnisher include:

- **True propane-like burnishing performance**
- **Eliminates need for emission testing**
- **Reduces machine maintenance and operating costs**