



## **SMALL CASE STUDY**

### **FOR IMMEDIATE RELEASE**

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### **We'll Never Go Back**

When a prominent hotel in Vancouver, BC, considered transferring to Green cleaning chemicals, the hotel's janitor distributor, David Hughes of SK Sanitary, Vancouver, B.C., encountered many of the same concerns his other clients have regarding environmentally preferable cleaning products:

- Are they as effective as conventional cleaning products?
- Do they cost more?
- Will my cleaning professionals like them—and use them?

“To find out, we worked together testing different brands from different companies,” says Hughes. “We found that some products performed better than others, some cost more than others, and some the housekeepers just did not like.”

The distributor and the hotel's manager took their time, analyzing a number of Green cleaning products. However, the hotel was a bit more anxious.

“Their corporate clients wanted to know the hotel's policies on recycling, if they were using environmentally preferable products, and what they were doing to become Green,” says Hughes. “This was not happening a few years ago.”

### **They Love It**

One of the brands the hotel selected was Enviro-Solutions, a leading manufacturer of only Green cleaning chemicals for more than 10 years. “They

were especially impressed with Enviro-Solutions' ES 51 Washroom Cleaner," he says. "It's an all-purpose cleaner perfect for cleaning guest bathrooms."

He adds that before the switch, the hotel housekeepers often experienced watery, dry eyes by the end of their shifts, and the cleaning chemicals dried out their hands so that they were red and irritated.

"This all changed when they switched to Enviro-Solutions products—they love the products and told me they will never go back to the old chemicals," Hughes exclaims. "They're getting Greener, and Enviro-Solution's has helped them on our journey."

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### **About Enviro-Solutions**

Enviro-Solutions is a leading manufacturer of environmentally preferable cleaning products. An ISO-9001 certified company, Enviro-Solutions was established in 1994 with very focused goals: To develop and market a superior line of environmentally preferable cleaning products and solutions. Using advanced technology, the company manufactures products that offer proven safety, health, and environment benefits without sacrificing product performance and are competitively in price.

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