

This is a guide to assist our customers in “going green” with their janitorial supplies. If you have any questions, comments, or suggestions please call your salesperson or the office (828-225-1075). Champion Supply will continue to do research in each area and update the guide accordingly. This guide will cut through the noise to provide specific ways to go green.

## **Third Party Certifications**

There are several “third party” certifications. The two most prevalent are the privately operated Green Seal and the government run EPA Design For The Environment (DFE). These entities use their own set guidelines and processes to determine if a product will be certified as green. These certifications are one of the best ways to determine which products are green, but they do not always tell the whole story. These processes can be costly and time consuming, thus limiting the products that are certified. Some product categories do not have guidelines. And one of the easiest ways to go green is based on how you use products even more than the products themselves. Some companies have their own guidelines and are branding a line of their products as green using their own guidelines and processes. While all of this can be confusing, it can be broken down into specific product categories: Paper Products, Cleaning Chemicals, Disinfectants, Floor Care, Carpet Care, Trash Can Liners, Matting, and Mops.

## **Paper Products**

Paper products were one of the first product lines to go green. Years ago it became economical to make mid grade paper products with post-consumer wastepaper. Manufacturers also use waste from their production lines in their green products. The cores of products such as toilet paper and paper towels are also made from recycled paper. Part of green production is to refrain from using environmentally harmful chemicals in the paper making process including chemicals such as chlorine, pigments, inks, dyes, and/or fragrances. Some products are certified green. However, there are many products that are just as green, but the manufacturer has found the certification process too costly. Contact your salesperson or the office for your personalized product recommendations.

## **Cleaning Chemicals**

Green chemicals have come a long way in recent years and most are competitively priced and effective. In terms of green products, there is a generally agreed upon list of chemicals that should not be used. For each traditional chemical on the list there is a green alternative. The list is long but a few examples include:

- Green Alcohol Ethoxylates replace Nonylphenol Ethoxylates
- Green Citric Acid replaces Phosphates and Ethylenediaminetetraacetate
- Green water-based degreasers replace solvents like Mineral Spirits and Ketones

The way in which chemicals are used also has an impact on the relative “greenness” of a product. Processes that re-use quart bottles are more environmentally friendly than ready to use (RTU) products where the bottles are discarded after use. There are several ways to re-use quart bottles:

- Gallon or larger containers of RTU product
- Gallon or larger containers of concentrate that are manually diluted with water
- Pre-measured cartridges or packets of concentrate that are mixed with water
- Dilution control systems that connect a water source to containers of concentrate and automatically mix to a ready to use product

Many chemicals are certified green but there are also many chemicals that are environmentally friendly that are not yet and may never be certified. Manufacturers of these chemicals are creating green lines marked by their own logos.

## **Disinfectants**

The EPA has long classified disinfectants as a pesticide as they kill living organisms. This categorization has prevented any disinfectant products from receiving green certification. The EPA is currently working with the cleaning industry to produce set guidelines enabling disinfectants to be certified. Regardless of the current certification process, some disinfectants are greener than others. Manufacturing processes that stay away from the list of harmful chemicals and the ways in which the disinfectant is used, impact how green a product is.

## **Floor Care**

Green finishes and strippers have been around for several years now. The technology has improved but has yet to reach the quality and variety of traditional products. Now there are green finishes that may be used as a top-coat over traditional finishes and green strippers that can remove traditional finishes. Traditional floor finishes use zinc cross-linked technology. This zinc cross-linked finish is non-biodegradable and has caused problems with sewage effluent. Many green floor finishes use calcium cross-linked technology which is biodegradable and does not need waste treatment. Traditional strippers use chemicals like Potassium Hydroxide, Sodium Hydroxide and Ammonium Hydroxide, all of which are extremely corrosive to the eyes and respiratory system. Many green strippers use Monoethanolamine (MEA) which is not as harmful.

## **Carpet Care**

There are three aspects of “going green” in regards to carpet care. First, there are green chemicals that have similar benefits as the chemicals mentioned prior, they are less harmful to the people who use them and lessen the environmental impact. Secondly, there are equipment and processes that reduce water consumption, therefore limiting waste water. Thirdly, there are dry methods of cleaning carpet that use virtually no water and green certified chemicals.

Many green carpet chemicals use Hydrogen Peroxide instead of solvents. Hydrogen Peroxide is an excellent cleaner and is less irritating to the nose, skin, and eyes. There are several carpet chemicals that are green certified.

Many manufacturers are promoting equipment that uses less water than their traditional counterparts. By cleaning with less water you reduce both chemical and waste water in the system. Champion Supply carries a CFR machine that recycles the water and chemical used cleaning carpets up to eight times. The technology in the chemicals is specifically designed for this application. The machine costs slightly more than traditional equipment, but the results are achieved faster and the carpet dries much faster as there is less water left in the carpet.

Champion Supply also carries a dry carpet cleaning program called Host. Host is by far the most green way to clean carpet. It has the added benefit of being one of the best grout cleaners using the same chemicals and equipment. The process begins by using the pile lifting vacuum on the machine. This technology removes significantly more dirt from the carpet than any standard commercial vacuum cleaner. Then the chemical is applied. The chemical looks like damp sawdust that is worked into the carpet by the machine. The machine then vacuums up the chemical leaving the carpet virtually dry. An additional benefit of not wetting the carpet pad and backing is that stains do not wick back up. The machine is easy to operate and may be used as your daily vacuum.

## **Trash Can Liners**

The primary key to “going green” with trash can liners is to use the smallest, thinnest bag that meets your requirements. Secondly see if you can use a liner that is made from recycled materials. Traditionally many customers have asked for the biggest, thickest bag they could find. They wrap it down the outside of the can and usually the bag would only be about half full and never come close to breaking the bag due to weight. Customers can go green by determining the proper size bag for their trash cans. Customers with multiple trash can locations should try to have consistency in size so that one trash can liner size will fit many trash cans. Technology in plastics has advanced and thinner liners can now carry more weight.

Trash can liners are divided into two classifications. The first is linear low density plastic that makes bags stretch instead of tearing. This trash can liner is best for uses where there is very heavy waste

and/or in cases where a ripped liner would cause undue problems. The second category is linear high density plastics that makes bags that tend to tear instead of stretching. Manufacturers are now making both types of bag with post-consumer recycled waste as well as plastic reprocessed from their own scrap in the plastic. By blending the source materials in different ways manufacturers are able to make liners from recycled and reprocessed materials that perform almost as well as liners made from virgin resins.

### **Matting**

Matting is a simple way to go green. By putting ten foot of matting at the entrances to buildings, much less dirt is brought into the building. Mats are available that are made from recycled rubber.

### **Floor Pads**

Champion Supply sells ProLink floor pads. 100% of the polyester fiber used in the production of the pads comes from post consumer and industrial recycled waste. The primary sources of these materials are recycled soda and water bottles. A case of five 20" pads is made from either 38 water bottles or 12 soda bottles.

### **Mops**

Mops made out of recycled plastics are now available. Most of the recycled materials come from soda and water bottles. Microfiber mops are also a great way to go green. These mops use much less water than traditional mops, thus having the benefit of drying much faster and reducing the risk of injuries.

## Green Product Pricing

In most cases, a green program of products and training will save you money on your janitorial expenses. For your convenience, we have listed some of the green products we carry below with list pricing. If you would like Champion Supply to design a program for you, please contact the office or your salesperson. Customers who make large volume purchases will receive discounts off of list pricing. We look forward to working with you on your sustainability program.

### Paper

- Baywest 540 Household Toilet Paper
  - Made from 100% recycled fiber, minimum 20% post consumer
  - Meets EPA guidelines for post consumer waste content
  - **\$51.38 for case of 96 rolls, 500 sheets**
- Baywest 480 Brown Multi-fold Towels
  - Made from 100% recycled fiber, minimum 40% post consumer
  - Meets EPA guidelines for post consumer waste content
  - **\$21.90 for case of 4,000 towels**
- Baywest 485 White Multi-fold Towels
  - Made from 100% recycled fiber, minimum 40% post consumer
  - Meets EPA guidelines for post consumer waste content
  - **\$25.13 for case of 4,000 towels**
- VonDrehle 1209 9" Jumbo Jr Toilet Tissue
  - Green Seal Certified
  - Made from 100% recycled fiber, minimum 45% post consumer
  - Meets EPA guidelines for post consumer waste content
  - **\$31.05 for a case of 12 – 1,000'**
- VonDrehle 2212 12" Jumbo Toilet Tissue
  - Made from 100% recycled fiber, minimum 45% post consumer
  - Meets EPA guidelines for post consumer waste content
  - **\$31.05 for a case of 6 – 2,000'**
- Baywest 410 Household Roll Towels
  - Made from 100% recycled fiber, minimum 40% post consumer
  - Meets EPA guidelines for post consumer waste content
  - **\$27.38 for case of 30 – 90sht rolls**
- VonDrehle 860 N 600' Hardwound Towel
  - Made from 100% recycled fiber, minimum 40% post consumer
  - Meets EPA guidelines for post consumer waste content

- **\$25.13 for case 12 – 600'**
  
- Von Drehle Precious Facial Tissue
  - Made from 100% recycled fiber, minimum 65% post consumer
  - Meets EPA guidelines for post consumer waste content
  - **\$23.25 for case of 30 boxes with 100 2-ply sheets**

## Cleaning Chemicals

- Pro Orange Spray and Wipe Cleaner
  - Contains no phosphates, carcinogens, petroleum distillates, or reproductive toxins, etc
  - Biodegradable and container is recyclable
  - Combines versatile power of Hydrogen Peroxide and cleaning ability of D'limonene
  - **\$4.08 per RTU Quart**
- Pro Orange Concentrate
  - Contains no phosphates, carcinogens, petroleum distillates, or reproductive toxins, etc
  - Biodegradable and container is recyclable
  - Combines versatile power of Hydrogen Peroxide and cleaning ability of D'limonene
  - Dilute 1oz per gallon for light duty and 10oz per gallon for heavy duty
  - **\$23 per Gallon of Concentrate – makes between 13 and 128 gallons of RTU**
- Bullen E-Clean Floor Cleaner
  - EPA DFE (Design for the Environment) Certified
  - Biodegradable and container is recyclable
  - **\$13.92 per Gallon of Concentrate – makes 64 gallons of floor and surface cleaner**
- JAWS Glass and Surface Cleaner
  - JAWS – Just Add Water
  - Green Seal Certified
  - One cartridge of concentrate makes on quart of RTU (ready to use)
  - Saves space on shelves
  - **\$12.50 per package of 6 cartridges**
- JAWS Degreaser
  - JAWS – Just Add Water
  - Green Seal Certified
  - One cartridge of concentrate makes on quart of RTU (ready to use)
  - Saves space on shelves
  - **\$12.50 per package of 6 cartridges**

- JAWS Bathroom Tile and Grout
  - JAWS – Just Add Water
  - Green Seal Certified
  - One cartridge of concentrate makes on quart of RTU (ready to use)
  - Saves space on shelves
  - **\$12.50 per package of 6 cartridges**
- JAWS Food Service Sanitizer
  - JAWS – Just Add Water
  - One cartridge of concentrate makes on quart of RTU (ready to use)
  - Saves space on shelves
  - **\$12.50 per package of 6 cartridges**
- Cleanworks #25 Glass and Surface Cleaner
  - Green Seal Certified
  - Biodegradable and container is recyclable
  - Comes in 1.25 gallon containers of super-concentrate
  - Re-use quart bottles – crack and peel color-keyed labels
  - **\$85 for 1.25 gallon of concentrate – makes 640 RTU quarts - \$0.13 per RTU quart**
- Cleanworks #27 Restroom Cleaner
  - Green Seal Certified
  - Biodegradable and container is recyclable
  - Comes in 1.25 gallon containers of super-concentrate
  - Re-use quart bottles – crack and peel color-keyed labels
  - **\$80 for 1.25 gallon of concentrate – makes 640 RTU quarts - \$0.125 per RTU quart**

## Disinfectants

- Cleanworks #9 Multi-Purpose Disinfectant
  - Comes in 1.25 gallon containers of super-concentrate
  - Re-use quart bottles – crack and peel color-keyed labels
  - **\$95 for 1.25 gallon of concentrate – makes 1,285 RTU quarts - \$0.07 per RTU quart**

## Floor Care

- Bullen E-Clean Floor Finish
  - Green Seal Certified
  - May be applied over other hard, non-wax finishes
  - Call for pricing – this is a non-stock item

- Bullen E-Clean Stripper
  - Green Seal Certified
  - Emulsifying, non-ammoniated, low odor stripper
  - Call for pricing – this is a non-stock item
- Bullen E-Clean Dry Buff
  - EPA – DFE (Design for the Environment) Certified
  - Can be used with both green and traditional floor finishes
  - **\$34.78 per pint**
- Bullen E-Clean Floor Cleaner
  - EPA DFE (Design for the Environment) Certified
  - Biodegradable and container is recyclable
  - **\$13.92 per Gallon of Concentrate – makes 64 gallons of floor and surface cleaner**

#### Carpet Care

- Bullen E-Clean Carpet Cleaner
  - EPA – DFE (Design for the Environment) Certified
  - Does not contain acrylics
  - **\$ 24.22 per gallon of concentrate**
- CFR Carpet Cleaning Machine and Chemicals
  - Reuses water and chemical in tank up to eight times
  - Technology and power leaves only about 10% of the water in the carpet – much less than traditional systems
  - Less water usage and less waste water
  - **\$4,926 for Cascade 20 Self Propelled, \$3,200 for Wand System**
  - **\$26.13 for Gallon of Excell Cleaner Concentrate (spotter and defoamer also available)**
- Host Carpet Cleaning Machine and Chemicals
  - Green Seal Certified, Woosafe Approved, USDA BioPreferred
  - Host Dry Carpet Cleaner is natural, nontoxic, and biodegradable
  - Virtually no moisture leaves carpets dry and ready for use right away
  - Stains do not wick back up
  - Same machine and chemical is an awesome grout and tile cleaner
  - **\$37.85 for a twelve pound bucket of Host Dry Carpet Cleaner**
  - **\$3,350 for Freestyle Carpet Machine**
  - **\$4,950 for Liberator Commercial Carpet Machine with full accessories**
  - Other chemicals and equipment available call for information and pricing

## Trash Can Liners

- Three steps to identifying the correct bag size and thickness
  - Decide which type of plastic the bag is made from
    - Linear Low Density (LLD)
      - For trash containing sharp objects
      - LLD plastic provides maximum puncture and tear resistance
      - For use where bag failure would cause significant problems
    - High Density
      - Soft refuse such as office, restroom, and paper trash
      - High Density provides excellent cost savings per bag
  - Decide the correct size
    - Ideally you should have about three or four inches of overhang on the receptacle
    - Champion Supply has charts that can size the bag for all types of containers
    - Call the office or your salesperson for an audit
  - Decide the thickness
    - Determine the average weight of a full load of trash
    - Champion Supply has charts that show the thickness needed for different weight loads
    - Call the office or your salesperson for an audit

## Matting

- The US Green Building Council recommends 10 feet of matting at every entrance
  - Reduce dirt going into the building
- Mats can be made of recycled materials
- **\$150 for 3x10 Ecoguard mat made from 99.9% post consumer recycled materials**
- Call the office or your salesperson for other sizes or a customized plan

## Mops

- Mops are available that are made from varying percentages of recycled content
- Recycled content usually ranges from 20% to over 90%
- Call the office or your salesperson for a customized plan

## Floor Pads

- Champion Supply's floor pads are made from recycled post consumer and industrial waste
- Source reduction in packaging – shipping cartons contain at least 45% recycled materials
- Various sizes and types of pads available
- **\$22.24 for a case of 5 – 20" pads**

## Hand Soap

- Deb AeroBlue Foam Hand and Body Soap
  - Green Seal Certified
  - Packaging made from recycled materials and can be recycled
  - **\$65.00 for a case of 8 – 1000ml cartridges**
- Deb AeroGreen Antibacterial Foam Hand Soap
  - Antibacterial soaps cannot be certified green at this time
  - Packaging made from recycled materials and can be recycled
  - **\$69.00 for a case of 8 – 1000ml cartridges**

## Food Service

- Champion Supply has a wide variety of cups, tableware, bowls, to-go boxes that are green
  - Call the office or your salesman for a customized pricing of the products you need
- Champion Supply has a variety of kitchen chemicals that are green
  - Call the office or your salesman for a customized pricing of the products you need

Our team at Champion Supply looks forward to designing a program that fits your needs. There is no obligation to purchase, simply give us a call to begin the process of "going green".

## Champion Supply

17 Piney Park Rd

Asheville, NC 28806

[www.champion-supply.com](http://www.champion-supply.com)

828-225-1075

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