



Science.
Applied to Life.™



Innovative 3M facility care solutions increase efficiency.

“We’re committed to cleaning responsibly with state-of-the-art, sustainable best practices.”

— Phil Senescall, Director of Sales, Professional Maintenance Systems

Phil Senescall, Director of Sales

Professional Maintenance Systems — San Diego, CA

► Background

Professional Maintenance Systems is the largest woman-owned janitorial company in Southern California, with 40 years of service and 1,300 employees. I grew up in this business. I’ve been in the Director of Sales role for the last 12 years. We service facilities in excess of 30,000 square feet in all sorts of verticals, including life science, medical and education. We clean corporate headquarters. We also have a lot of customers in the management of multi-tenant properties.



► Situation

We consider a lot of different things when we select facility care solutions. Safety is first — that's paramount. We're committed to cleaning responsibly with state-of-the-art, sustainable best practices. And we have to be competitive in price. We focus on giving customers high-quality service at market rates. One of the ways we do that is through innovation. This isn't necessarily glamorous, high-tech stuff. It's asking, how do we use innovation to make a process better?

"3M isn't just driving innovation on the product side but on the service side as well."

► 3M Solutions

We get positive results using 3M solutions because 3M isn't just driving innovation on the product side but on the service side as well. Case in point, they've introduced a paradigm shift in the industry's approach to floor care. Since before I was born, we've applied wax with a string mop and bucket. Our 3M representative pointed out that we were trapping debris in the finish and wasting material with this method. We evolved to using the 3M™ Easy Scrub Flat Mop Pad on the Scotch-Brite™ Professional 2-in-1 Backpack Applicator. The applicator incorporates a backpack and trigger release system to dispense protectors. The whole system is just better.

Using Scotchgard™ Stone Floor Protector Plus is another paradigm shift. Instead of spending money on routine maintenance and overtime, you make the investment up front. Once you apply it to a terrazzo floor or a honed concrete floor, it's so durable you can forget about stripping and waxing, and all the hours of labor required for that. You can just buff in the interim. The finish lasts for years.

Another product, 3M™ Easy Trap™ Sweep & Dust Sheets, totally reshaped the way that we tackle loose debris and dirt on hard surfaces. We were using brooms for decades, and then we started using the backpack vacs, and now we *only* use Easy Trap sheets. We originally got it just for use in our medical cleaning process. Now we're using it in schools, office buildings and everywhere that we're cleaning hard surfaces. Easy Trap sheets capture all that dust and debris, and remove it entirely from a facility versus moving it around.

Contact your 3M representative for details.



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► Results

I think the biggest takeaway from our experience using 3M products is that the right solutions can lower your total cost of ownership over time. For example, with Scotchgard™ Protect & Shine Floor Protector, you don't scrape it off and reapply it every three months. It's there to stay. Our market is so accustomed to having us come in every three months to strip and wax. Now we don't have to do that dance anymore. Investing in high-quality floor care up front means, in some cases, we won't have to revisit the more labor-intensive floor care tasks for up to two years.

Increase Efficiency With 3M Science.

- With a water-based formula that uses 3M nanotechnology, Scotchgard™ Protect & Shine Floor Protector reduces or eliminates the need to burnish, saving labor and minimizing disruptions to facility operations.
- The unique cleaning and polymer chemistry in the 3M™ Clean & Shine Daily Floor Enhancer improves the qualities of the floor over time, eliminating the need for restorative products.
- The proprietary fibers and light adhesive in 3M™ Easy Trap™ Sweep & Dust Sheets trap 800% more dirt, dust and sand than conventional flat-fringed cotton dust mops and the professional version of a common household sweeping dust cloth brand.

Case Study Summary

Challenge: Long-time commercial cleaning company Professional Maintenance Services is seeking innovative ways to efficiently provide high-quality service.

Product selection: Scotchgard™ Stone Floor Protector Plus, 3M™ Easy Scrub Flat Mop Pad on the Scotch-Brite™ Professional 2-in-1 Backpack Applicator and 3M™ Easy Trap™ Sweep & Dust Sheets.

Benefits: Using innovative 3M floor care solutions has enabled Professional Maintenance Systems to reduce labor and waste, and decrease labor-intensive, routine maintenance that can be disruptive to facilities.