

Essential

Essential Industries is a family-owned business that traces its history back to 1898. Essential has grown from a regional private brand supplier to an international manufacturing and marketing organization. Essential provides solutions and technology that addresses its customers' needs.

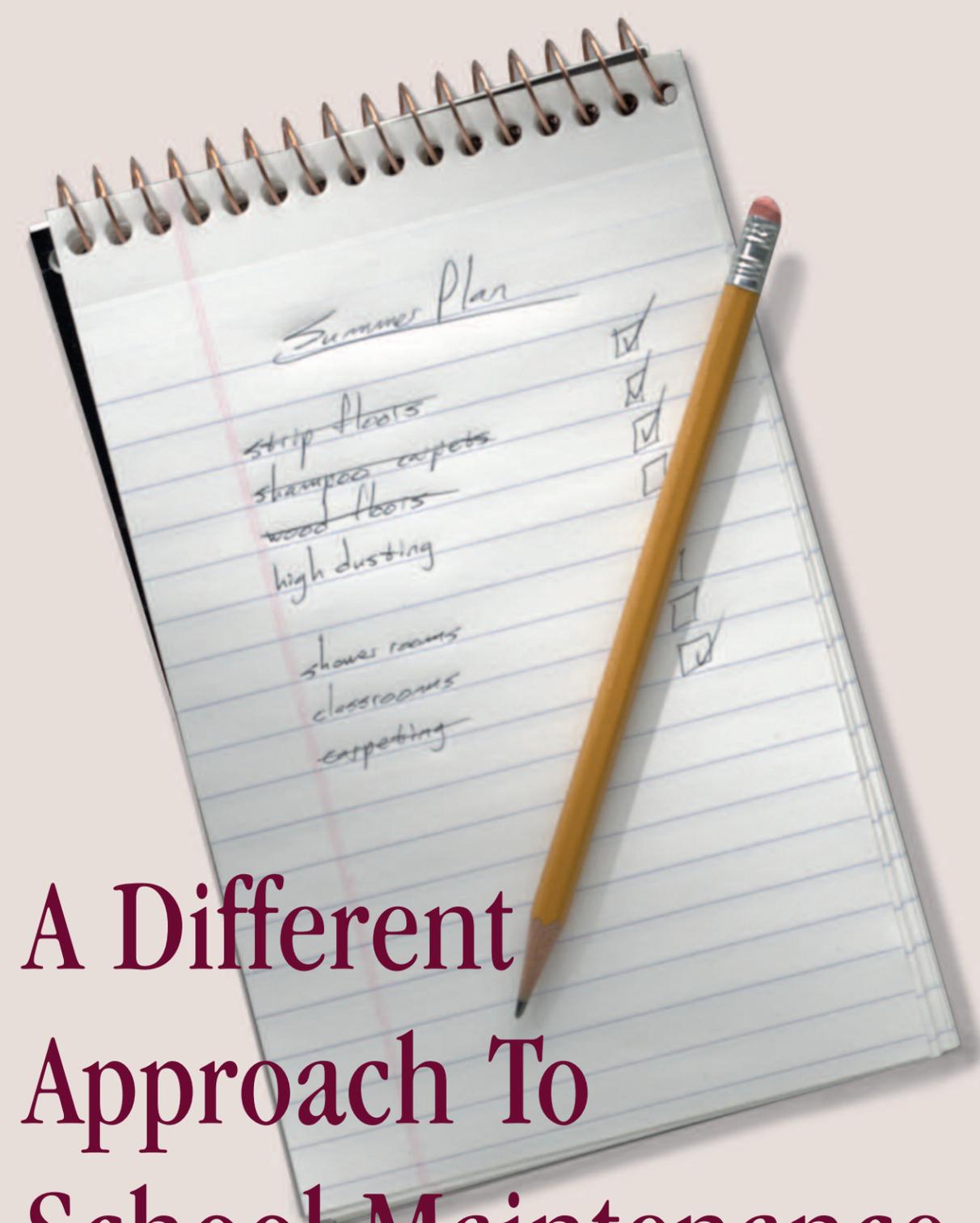
With a strong focus on research and development, Essential produces polymers and resins for floor finishes as well as a variety of detergents. It produces raw materials for the coating industry and packaged finished goods for the sanitary maintenance supply industry.

Floor care has been the foundation for Essential's growth. This, combined with its knowledge of the industry and markets, has allowed the company to develop systems of products that reduce maintenance costs and increase worker productivity.

In addition to Essential's research and manufacturing strengths, the company provides an impressive menu of marketing and sales support. A professional marketing staff produces training videos, wall charts, proficiency tests, labels, literature and Material Safety Data Sheets. Our knowledgeable representatives provide assistance, training and guidance on any questions that customers may have.

Essential Industries is a full-service provider of maintenance solutions.

Industries



A Different Approach To School Maintenance...

For more information, please call or write to:

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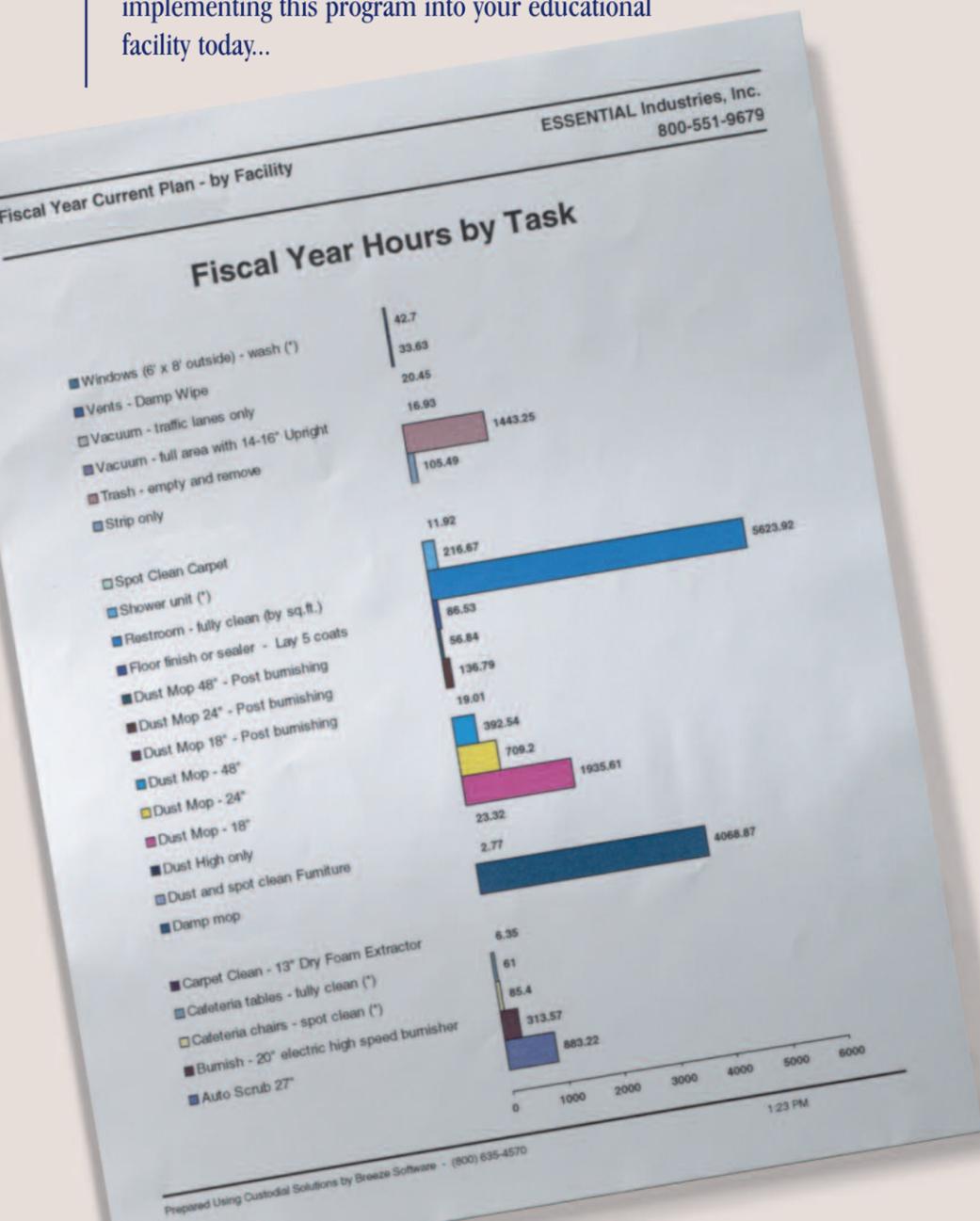
 **ESSENTIAL**[®]
INDUSTRIES

A different approach...

Essential Industries has taken school maintenance out of the past and into the future with a comprehensive approach in keeping educational environments clean and productive.

Building on years of experience, we offer a four-part program that focuses your efforts on providing the public a clean facility conducive to learning. Essential Industries' School Maintenance Program includes employee procedural training, super concentrate dilution control, work loading capabilities, and proven products and equipment, all developed to address your maintenance needs.

We know you will find this different approach to school maintenance one that increases your productivity and profits. Let Essential Industries assist you in implementing this program into your educational facility today...



Training

Our School Maintenance Training Program is a comprehensive educational series to be used with employees:

- **DVD's** – procedural training covering floor care daily maintenance and restoration; carpet care daily maintenance and restoration; classroom, restroom, and athletic facilities' maintenance; general office cleaning; and the responsibilities of the day custodian position.
- **Proficiency Tests** – to be used with the video programs when training employees on maintenance procedures.
- **Reference Cards** – coordinated with each video, a laminated reference card that lists cleaning materials to be used for the maintenance procedures and highlights what tasks need to be completed.



Super Concentrate Dilution Control

Our DCS™ Dilution Control System is designed to accurately dispense a variety of high performance, super concentrated products:

- **Multi-Chemical** – one unit dispenses all super concentrate products.
- **Multi-Flow** – 1 or 4 gallons per minute dispensing flow from same unit.
- **Economy** – accurate dilution may save up to 90% over ready-to-use aerosol and pre-packaged quart products.
- **Safety** – color-coded containers and secondary labels; and non-corrosive, non-flammable and phosphate-free products.
- **Ease of Use** – push-button accuracy; trilingual directions on concentrates and secondary labels; and 2-liter bottles that are easy to handle and store.



Work Loading

Our licensed Windows™-based work loading program, Breeze Software's Custodial Solutions™, can re-engineer your cleaning process in a way never before possible:

- **Measures** – baselines tasks and time required to maintain your facilities, training history of employees and compares actual performance versus annual budget.
- **Manages** – simplifies complicated maintenance procedures through work orders, cleaning schedules and individualized employee instruction manuals.
- **Monitors** – comprehensive reports summarize labor resources utilized, chemical and supply consumption and maintenance procedures completed.



Practical Product Solutions

Our product line offers practical solutions for all of your maintenance needs:

- **Savings** – proven maintenance systems focus on increasing productivity and profits by lowering product consumption and reducing labor costs.
- **Innovation** – leading edge, high performance cleaning systems of products and equipment for floor care, restroom care, carpet care, food service sanitation and more.
- **Safety** – corporate commitment to use, whenever possible, only the safest, most environmentally advanced raw materials.
- **Time-Proven Solutions** – since 1898 we have been listening to our customers and successfully meeting their maintenance needs.

