

Industry Solutions

Restaurants



This document was created using information obtained from our restaurant clients that have been using the Spill Solved product for at least 90 days.

The purpose of this document is to:

- Identify the areas of concern and the problems encountered
- Describe how these challenges are commonly managed
- Introduce a solution to the problem
- Detail how the proposed solution will benefit the client

Areas of concern:

Back of House/Front of House/Outside

Problem: Slip-and-fall hazards

Keeping floors dry and safe can be challenging. A slippery residue is often created by cooking oil splatter and spills. It can be difficult to mop up and to keep the floors safe when customers are in house. This can be a major liability concern for some business owners.

The most common method for keeping floors clean is mopping with expensive degreasers.

- Residue can be left behind after mopping and can also create a slippery surface.
- Mopping requires the use of expensive degreasers and cleaning agents.
- Requires time which adds to labor costs.
- Increases liability such as back injury/workers compensation claims.

Solution: Replace traditional mopping by sweeping with Spill Solved.

Spill Solved is granular mineral that is 100% non-toxic and does not require water. It is odorless and can be applied discretely with customers in the dining area or at the bar.

- Sweeping with Spill Solved replaces the need to purchase expensive degreasers.
- Spill Solved works instantly. It will leave the area immediately safe for foot traffic.
- Sweeping with Spill Solved can significantly reduce liability .
- Sweeping with Spill Solved can be done in a fraction of the time it takes to mop. This can reduce labor costs and allow employees to clock out earlier at the end of a shift.
- Sweeping is easier on the back and can reduce workers compensations claims.

Problem: Odor Control

Foul odors can come from several areas such as grease traps, behind the bar, under sinks and in the restrooms. For the same reasons as listed above, these areas can be difficult to keep clean throughout the day.

The most common solutions for odor control is frequent mopping, chemical cleaners, scented candles and/or air fresheners.

- Chemicals cleaning products and mopping do not always remove odors. In fact, they can also be an attributing factor. For example, not using a clean or fresh mop head or not properly drying the floor after mopping can leave a stale musty odor.
- Odors from chemicals like bleach can often linger for hours.
- Water from mopping can be left standing along the baseboards and cause a musty or moldy odor. This also attracts flies, ants and gnats.
- Odors from grease traps and spills from liquor or sugary liquids can also cause foul odors.
- Candles and air fresheners need to be replaced frequently and really don't work well.

Solution: Use Spill Solved on floors, in and around grease traps, restrooms and under sinks.

- Eliminating or greatly reducing mopping will reduce the use of water and significantly reduce or eliminate musty odor from mop water.
- Using Spill Solved to keep grease traps clean will reduce odors coming from those areas.
- Eliminating or reducing the use of bleach and chemicals will reduce these odors.
- Spill Solved will remove the smell form sugary liquids that get left behind after mopping.
- Using Spill Solved's reusable protective spill socks along baseboards will keep those areas dry and reduce mold or wood, helping to eliminate these odors.

The benefits of using Spill Solved to help control odors are well documented and can be noticed almost immediately when the product is used as a replacement to mopping. It is difficult to determine an exact cost-savings analysis for slip-and-fall hazards, but our restaurant clients have provided us with testimonials that can document a noticeable improvement to floor safety and overall conditions.

Using Spill Solved around grease traps, under sinks, in restrooms and near soda fountains proves to be a significant factor in reducing odors, moisture, slip-and-fall hazards, insects and sticky residue.

Note: *It is recommended to keep a separate container of Spill Solved for use in restrooms and outdoors so when it is being reused, it does not contaminate material being used around food.*

Problem: Insect & Pest Control

Insects such as gnats, flies, roaches, ants and bees are attracted to the sweet residue that is left behind from soda, tea, beer, liquor spills and from the moisture left behind after mopping.

The most common solution is to have regularly scheduled pest control management.

- Floors may appear to be clean at the end of the day, but there is usually an unseen residue left behind that is difficult to remove, especially in the hard to reach areas.
- Pest control on a regular basis can be expensive.

Solution: Use Spill Solved as an alternative to mopping and cleaning in the bar areas.

- By using Spill Solved, you reduce the use of water significantly. This is an enormous help in reducing the insect problems caused from mop water.
- Using Spill Solved behind the bar and around soda fountains eliminates the sugary residue insects are attracted to.
- Use Spill Solved around and near grease traps to help keep insects away.
- Eliminate or greatly reduce the need for pest control and chemical agents.

Problem: Tile/Grout Damage

This can be caused by harsh chemicals and degreasers. They break down the grout which causes tile damage over a period of time.

The Most common solution is to repair or replace tile.

- Can give the establishment an unkept appearance and can also be a liability.

Solution: Use Spill Solved as a cleaning agent to replace mopping.

- Using Spill Solved does not break down the grout and does not damage the tile. In fact, the main ingredient used in Spill Solved is also used in many grout products and can actually make the grout stronger.

The reduction of insects our clients are reporting to us is simply amazing. Again, results may vary depending on a particular location and circumstances. However, these clients are located in Florida where insects are a year-round problem. Just about every one of our clients reports the same thing, "we have not seen a single gnat or fly since we started using Spill Solved.

It is too early for data to be gathered on tile/grout damage. However, our clients have reported to us that the degreasers they used were damaging the tile and we can guarantee Spill Solved will not damage the tile or grout.

Problem: Stains

Stains such as wine or grenadine can be left on bar tops, tables, floors and carpets and can be very difficult to remove.

Most common method to remove stains is using stain removers or chemicals.

- Stains can give the establishment a poor appearance.

Solution: Use Spill Solved to remove tough stains.

- Spill Solved has removed wine and grenadine spills from bar tops immediately. It works on stains that even bleach couldn't remove.

Problem: Grease trap maintenance

Grease trap maintenance can be a costly expense. They often overflow if not collected on a regular schedule and can be the source of a foul odor. Cleaning them can be difficult and requires time and effort.

The most common way to manage grease traps is to have them cleaned out regularly.

- Can become clogged and overflow, leading to slip-and-fall liability.
- Can be the source of foul odors.
- Expensive to have drained and cleaned.

Solution: Use Spill Solved inside grease traps to control odors.

- Spill Solved will absorb and encapsulate the grease before it builds up and clogs the drain. This will help to reduce odors before they become a problem.
- Will require less frequent maintenance and cleaning/draining.
- Will reduce odors and slip-and-fall liability.
- Reusable mats can last for months before needing to be emptied and refilled.

Many of our clients have reported that they have been able to remove tough stains from the top of the bar and dining tables. We have visited a client that had a grenadine stain on the bar for over 3 months. They said they used bleach, vinegar and other cleaners but nothing would work. We removed the stain in less than 30 seconds with nothing more than a tiny sprinkle of Spill Solved and our fingertips. The stain was gone immediately and the client was absolutely amazed!

Our clients also report that sprinkling a small amount of Spill Solved in the grease traps will remove odors and makes them easier to maintain. Coming soon are Spill Solved grease trap mats that are designed to collect grease and encapsulate it before it builds up, reducing the need for cleaning/maintenance and reducing or eliminating any overflow problems.

Problem: Materials and maintenance costs

Operating expenses for restaurants can easily get out-of-hand if not closely managed. Finding ways to reduce costs can be a challenge. By implementing a few minor operational changes you can make significant improvements to your bottom line.

Solution: *Have a Spill Solved representative visit your establishment for a free consultation and demonstrate the unique ways in which our product can make a major difference to your bottom line.*

- *Eliminate the need to purchase expensive degreasers and other cleaning agents.*
 - *Maintain a cleaner & safer work environment.*
 - *Reduce or eliminate foul odors and insect problems.*
 - *Increase productivity and rescue labor costs.*
 - *Save time and use less effort cleaning and maintaining your establishment.*
 - *Reduce maintenance and repair frequency.*
 - *Reduce liability and workers compensation risk.*
- ✓ *Spill Solved is 100% non-toxic and is completely safe for use around humans, animals, food and the environment.*
- ✓ *When used as directed, Spill Solved does not leave an oily residue or slippery surface behind.*
- ✓ *Works instantly and does not require any additional mopping or cleaning*
- ✓ *Spill Solved is reusable multiple-times and comes with a 90-day performance guarantee. If it doesn't last 3 months, we will replace it for free! Ask us about how this program works.*
- ✓ *Spill Solved is non-flammable and non-combustible, keeping your establishment safer!*
- ✓ *Spill Solved is not regulated by OSHA and is safer than using degreasers and toxic cleaners! Non-*
- ✓ *biodegradable and completely safe for non-hazardous landfill disposal.*
- ✓ *Made in the USA.*

Contact us for a consultation. We will show you the different ways Spill Solved can be used and you will notice a difference immediately. Start saving time, money, effort and liability by switching to Spill Solved today. We guarantee our results and you'll be glad you did!

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DOCUMENTED RESULTS FROM CLIENT



SPORTS BAR & GRILL, ORLANDO FLORIDA

The purpose of this document is to demonstrate the results from one of our clients that has been using the Spill Solved product for 90-days. All results and claims made are based on the product being used as directed and in accordance with the safety data sheet. Testimonials will be provided upon request. When used as directed, Spill Solved is 100% guaranteed to work.

Problems to Address:

- Slip-and-fall liability caused by grease splatter, mopping and spills.
- Tile damage caused by degreasers and chemical cleaning agents that destroy the grout.
- Foul odors coming from behind the bar, in the kitchen and grease traps.
- Insect problems such as gnats, flies, ants, roaches and bees.
- Expense on degreasers, cleaning agents, equipment and supplies.
- Liability concerns such as back injury and worker's compensation claims.
- Labor cost due to time and effort required to mop and clean floors.

Facts gathered:

- Degreasers are expensive and have to be purchased frequently. They contain harsh chemicals that can cause damage to the grout and ruin the tile over periods of time. Cleaning agents such as bleach and other chemicals can cause unpleasant odors.
- Mopping can leave standing water under counters and hard to reach areas. This can cause several problems such as a stale or foul odor, wood rot or mold along baseboards and can attract insects. Even after mopping, the floors often remain sticky due to spills of liquor, soda, tea and other types of syrup. This can make insect control difficult to manage.
- Stains such as wine or grenadine on bar tops can be very difficult to remove. Most often, even bleach won't remove them.
- Grease traps can become clogged and can be the source of a foul odor. They can also be expensive to have cleaned or drained on a regular basis.
- Labor costs can be a concern when it can take over an hour to mop at the end of the night. The effort required to mop can lead to back injury and worker's compensation claims. Wet floors from mopping can be a slip-and-fall liability.

Implemented solutions:

- Replace traditional wet mopping and eliminate degreasers by switching to the Spill Solved solution.
- Install Spill Solved reusable socks along baseboards in hard to reach areas. Use Spill Solved in the grease traps by occasionally putting a small amount of material inside.
- Use Spill Solved on difficult to remove stains.
- Use Spill Solved to clean floors during operating hours to prevent slip-and-fall hazards, reduce odors and insect problems.

Documented results reported by client after following this system for 90-days:

- Sweeping with Spill Solved has essentially eliminated the need for mopping.
- Has greatly reduced or eliminated the purchasing of expensive degreasers, mop equipment and cleaning supplies. They no longer use degreasers on the floor, they only use them on the cook-top.
- Reduced water usage and odors that come from strong chemicals such as bleach.
- The floors are now kept dry, which makes them safer and helps to reduce slip-and-fall hazards.
- Has eliminated musty odors that would come from the dirty mop water.
- Using Spill Solved has eliminated or greatly reduced insect problems. Floors are now free from any sticky residue and the standing water that can attract insects. Client reports they have not seen a single gnat or fly since switching to Spill Solved.
- Client states that they believe by reducing the use of water, especially in hard to reach areas such as along baseboards, they will greatly reduce or eliminate wood rot or mold in these areas. Reusable socks placed along the wall in these areas will keep the area dry and can last for years before they need to be refilled.
- Sweeping the floors with Spill Solved is much faster and easier than mopping. It requires less effort and strain on the back. Client believes over time this will reduce liability and workers compensation claims.
- Client is using Spill Solved in the grease traps and behind the bar area and claims there is no longer any odor coming from these areas. Eliminated the use of scented candles and air fresheners.
- Client states they now are able to finish cleaning at closing time much faster, saving time on labor.
- Client reports having a grenadine stain on the bar top for 3 months and tried everything to remove it, including bleach. Using less than a handful of Spill Solved, the client gently rubbed it into the stain and it was gone immediately.

How Spill Solved was used:

For floor cleaning:

Step 1: Sweep area to remove food and debris as normal.

Step 2: Using the Spill Solved container, open the small pour spout and lightly dispense the material out in a back-and-forth motion as you walk through the area. To avoid generating dust, hold the container 3-4 inches from the surface.

Step 3: Sweep up the material and place it back into the container for reuse. The client reports they have been using the same material for 3 months and it looks as if it has never been used. Spill Solved was designed to absorb high viscosity commercial liquids so the light oily sheen commonly found on restaurant floors will barely have any affect on the material. It is not uncommon for Spill Solved to last 6 months or more in a typical restaurant.

For odor control:

- 1)** Occasionally pour a small amount into grease traps and leave it.
- 2)** Use to sweep floors behind the bar and under sinks throughout the day or as needed.
- 3)** Use a separate container to sweep up in the restrooms, only a small amount is needed. Discard after use just so you don't contaminate material being used in the kitchen or around food.
- 4)** Occasionally, sprinkle a handful in garbage cans that have food in them.

For insect and pest control:

Using the above methods should automatically have a significant impact on insect problems. Our clients report an immediate improvement once they discontinued mopping and began sweeping with Spill Solved.

Conclusion:

Our clients have documented significant savings and claim they now have a cleaner and safer work environment. We have used the figures given to us by them and have used very conservative estimates for areas we are not able to put an exact dollar amount to such as slip-and-fall liability and workers compensation claims. In the projections below, we have used the 90-day study as a guide to forecast yearly savings and multiplied it by the number of locations the client has.

Results may vary depending on the type of facility and how the product is used. We do not guarantee results when the Spill Solved product is not used as directed or in accordance with the SDS. When used as directed, we 100% guarantee Spill Solved will perform as described and will replace the material or refund your money if it should fail to perform.

Improvements to Bottom Line

Average cost for degreasers: (reordering every 2-3 weeks@(\$169.00): Average yearly cost for degreasers:	\$2800.00
Estimated labor time spent mopping: (1 Hr/night@\$12.00/Hr):	
Yearly labor cost on mopping:	\$4380.00
Replacing mop heads (2x/month@\$7.00/each):	\$170.00/yr
Estimated amount spent on pest control, odor control yearly:	\$1200.00
Estimated cost for grease trap cleaning & maintenance per year:	\$3000.00
Estimated maintenance/repair costs for tile damage:	\$?
Estimated slip-and-fall liability per year:	\$?
Total estimated yearly expenses:	-\$11,550.00
Number of locations: X(30)	-\$346,500.00

Projected savings by using Spill Solved:

Eliminate the need and use of floor degreasers:	-\$2800.00
Labor cleaning floors:	
(sweeping with Spill Solved 10min/night@12.00/hr=\$729.00/per year):	-\$3651.00
Eliminate or significantly reduce replacing mop heads:	-\$150.00
Eliminate or greatly reduce the need for pest control:	-\$900.00
Significantly reduce the amount of grease trap cleaning:	-\$2000.00
Savings on tile repair and slip-and-fall liability:	-\$?
Estimated total savings per year/per location:	+\$9500.00
Number of locations: x(30)	+\$285,000.00

If you would like for us to perform a study at your establishment to see how much we can save you,
please contact:

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