

## Don't be a fool with hydrogen peroxide cleaners

By: Virginia Petru

When it comes to hydrogen peroxide cleaners, fools rush in. Wise men say, take a good look at this cleaning technology before you buy. There are clear differences in performance that can only be discovered by testing in real-world cleaning situations.

"With the number of hydrogen peroxide products out there, our customers have found there is a difference in products," says Jim Creps, owner of Classic Solutions Inc., Columbus, OH. "I can not tell you how many accounts we have changed out because the EnvirOx product just works better."

EnvirOx introduced hydrogen peroxide technology to the industry in 1998 with its H<sub>2</sub>Orange<sub>2</sub> Concentrate 117 Multi-Purpose Cleaner-Sanitizer-Virucide-HBV. Other manufacturers have tried to imitate the patented formulation, but are unable to replicate its unique cleaning and performance qualities.

### Penny-wise, pound-foolish

Scott Uselman, sales representative with High Point Sanitary Supply in Houston, TX, points out, "We have accounts that have switched to EnvirOx because the hydrogen peroxide product they were using didn't work as well. The competitor's product looked cheaper on paper, but not in use."

Likewise, Dan Ott, co-owner of Facility Supply Systems in West Chicago, IL, has had similar experiences. "I had a contract cleaner who was using H<sub>2</sub>Orange<sub>2</sub> 117 and was looking to save money. Another salesperson claimed his hydrogen peroxide cleaner would do the same job, but did not have EPA registration. She tried it, and then came back."

That contract cleaner was Esther Brown,

president of Anchor Building Services in Chicago. Her company has served Chicagoland since 1922 and maintains well-known buildings such as Children's Memorial Hospital, McDonalds Corporation and W Hotels.

"We've been using H<sub>2</sub>Orange<sub>2</sub> 117 for about six years, and no longer use any other cleaners except for some real specialty items like red stain remover," states Brown. "We've tried other hydrogen peroxide products but they don't compare to H<sub>2</sub>Orange<sub>2</sub> 117. My people love it and my customers love it. It costs a little bit more, but I feel better using it for a number of reasons."

One of those reasons is the cleaning performance of H<sub>2</sub>Orange<sub>2</sub> 117. "Other hydrogen peroxide products just don't clean as well," Brown points out. "They leave behind a filmy look on floors."

Another reason is the lasting fresh fragrance. "With other cleaners, the minute you dilute it in the bucket, the scent dissipates," she continues. "Customers really like that H<sub>2</sub>Orange<sub>2</sub> 117 smells clean."

Her company cleans facilities where chemical allergies are a problem. "With other chemicals in the past, we've had problems with chemical allergies," she says. "Now, we have no problems. And, I don't worry about chemical accidents."

### No fooling around

Cleaning is serious business at the Sovereign Center in Reading, PA. The Sovereign Center is the home turf for the Reading Royals Hockey Team, and converts to a multi-purpose venue for live stage entertainment and concerts.

When testing a hydrogen peroxide product, the operations manager was having a hard time getting the desired results.



According to Mark Hannum, product manager for Clean Image Inc. in Reading, the main problem areas were the plexi-glass viewing shield and the pull-down fiberboard risers. He knew H<sub>2</sub>Orange<sub>2</sub> 117 could handle the job.

"With the other hydrogen peroxide cleaner we were testing, there was only so much we could get off the fiberboard," says Matt Salkowski, director of operations for the Sovereign Center Sovereign Performing Arts Center and Reading Eagle Theater, SMG Managed Facilities. "But with H<sub>2</sub>Orange<sub>2</sub> 117, the fiberboard became grey again and it wasn't sticky. It worked great on the plexi-glass, too."

H<sub>2</sub>Orange<sub>2</sub> 117 is the only hydrogen peroxide cleaner that is EPA-registered to kill 99.99 percent of common bacteria, and 99.9 percent of specified viruses, including Hepatitis B.

Don't let the tidal wave of hydrogen peroxide cleaners fool you — they are not created equal. Be wise and thoroughly test them. That way, you won't be anyone's fool. **CM**

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