



The Connection™  
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## It's about time! Four

### Minimization

Hang in there. We are in the home stretch in the Sustainability Evaluation and the next two objectives are not complicated. By the way, knowing that it is always easier to teach than to do, I have been scoring our company as we go along...and what can I say; it certainly shows how much we can all improve.

Well, Performance, Safety and Accuracy are critical, but there is another concept that is at least as important as the first three. And that is the subject of the fourth evaluation.

### Minimization ....or Less Is More.

One of the most effective sustainability actions any of us can implement is to make sure we are using the fewest number of necessary products. It is so easy to add new or extra products over the years and chances are efficiency and effectiveness drop in direct proportion to the number of products we use. I am sure we have all seen a Housekeeper's cart with 10 products on it, and you know that most Housekeepers would have little idea on where, when and how to use each of those products. So, it is simple -- the fewer products you clean with, the more effective and sustainable your program will be.

**Common Sense:** At PortionPac we have worked on this goal since 1964, and call it Consolidation of Products, but it probably could be more accurately called Common Sense.

**If you think it is tough to control your operation....** how would you like to try to control massive plants (17 million square feet) around the country. That was the task Boeing Aircraft set out to do. Here is an article written by Allen Rathey in [Executive Housekeeping Today](#) that outlines the project headed up by Marsha Surprenant and Lorraine Bartlemay. They worked with the consultant ManageMen in implementing a program that, among many goals, controls the number of products used in the cleaning process. You can imagine the challenge of multiple departments and locations around the country trying to standardize on one system. Our compliments to the Boeing Management Teams in all their plants for spearheading this tremendous improvement. Read about how many products they eliminated and you will realize if they can do this, we can all do it, too!

**Too Much Cleaning.** A secondary problem is that sometimes we clean too much. For example, our industry has a habit of constantly stripping and refinishing floors when it is more efficient and productive to maintain them. The overuse of chemicals is enormous. I should write more on this but we are trying to keep these reviews relatively short.

So now it is time to make a list of all the products you use and review their real need with your staff. Everyone is amazed at how many different and duplicate products they are

to the proper level with water and adding the contents of one Pac. We felt portion control would be a major improvement for our industry and the trend toward portion control continues to this day in healthcare, pharmaceuticals and food service because it is the simplest method for ensuring accurate use. And we will see more portion control cleaning products for industry and home use including everything from glass cleaners to dishwasher detergents.

**Standardization:** No system works unless it is easy to control. McDonalds has a very effective process for every phase of their operation. Each food item is prepared the same way in thousands of stores. Janitorial work is much more difficult to control but standardized use is a major key to success for us as well as McDonalds.

**Now it is time to fill out your score card. How accurately is your program implemented according to your procedure? Rate your department on a scale of 1 to 20. If you missed the earlier Connections on this subject there is a link below and don't miss the links to some great material from Dick McDevitt's archives.**

Performance

Safety

**Accuracy** \_\_\_\_\_ (your score)

Minimization

Conservation

\*Dick is no longer with us, but you might enjoy his meeting [brochure](#) from the 1980's and this [interview](#) on the Environment in 1990. Dick was an industry leader and the author of the EZ Trainer - one of the most popular Janitorial books ever written.