

UGL Unicco Tests Products – Influences Designs

Proactive evaluation and procurement practices enhance products and advance green facilities services

As an \$800 million integrated facilities services company, UGL Unicco buys millions of dollars of supplies and equipment for nearly 1,000 locations across North America. In addition to developing and implementing sophisticated eProcurement systems and practices, UGL Unicco often evaluates and comments on supplies and equipment before accepting them for use. Many of its strategic vendor partners rely on UGL Unicco to rigorously field test their products in real-world environments.

This collaborative process gives UGL Unicco early access to the latest products and a window into developing industry trends. UGL Unicco staff compare the proposed products with chemicals and equipment currently in use to evaluate their effectiveness and to see how they fit with UGL Unicco GreenClean® environmental and USafe® safety programs.

UGL Unicco evaluates not only the product's effectiveness at cleaning, which must meet or exceed current products, but also looks at handling characteristics, training requirements, dispensing and maintenance, lifecycle environmental impacts, Indoor Air Quality (IAQ), safety and cost.

Commented Greg Zifcak, UGL Unicco Commodity/Subcontractor Purchasing Program Manager, "Because of our size, our purchasing clout and our expertise, we have the opportunity to work with the most innovative suppliers in the industry. This early access to products gives us a competitive advantage in bringing the best products to our customers."

Tennant Company Looks to UGL Unicco

Tennant Company previewed the *ech₂o*™ electrolyzed water floor scrubber under non-disclosure to UGL Unicco. John Kennedy, Vice President, Operations Support, and Greg Zifcak, Commodity/Subcontractor Purchasing Program Manager, immediately saw that it could be an ideal fit for UGL Unicco's GreenClean® environmental and USafe® safety programs if it worked in the field the way it worked in the lab.

UGL Unicco takes a test drive

The *ech₂o* electrically activates plain tap water to create a powerful cleaning solution that reconverts to plain water. The machine recovers the water plus whatever dirt that has been collected.

Tennant provided a prototype under a confidentiality agreement for UGL Unicco to field test. UGL Unicco intensively tested *ech₂o* under different conditions and found that the machine was outstanding for commercial offices, shopping malls and educational facilities. "We ran a chemical-based machine side-by-side with *ech₂o*. The recovery water was much darker in the *ech₂o* machine showing that it cleaned much deeper," said Zifcak.

***ech₂o* helps achieve environmental/safety goals**

ech₂o achieves the ultimate environmental pinnacle – no chemicals. For UGL Unicco, this is important since there is no risk of worker exposure and no chance to improperly handle chemicals or mixtures. There are also no chemicals in the recovery tank, which makes disposal safer and requires no special handling. The water-to-water system also improves Indoor Air Quality (IAQ) and addresses concerns about allergic reactions to airborne impurities.

UGL Unicco found in its extensive testing that *ech₂o*'s detergent-free approach reduces potential slip and fall accidents for both UGL Unicco workers and building occupants. The water quickly evaporates so the worker, and anyone in the area, is less likely to encounter a wet surface.

Based on the tests, UGL Unicco was one of the first to buy the new *ech₂o* scrubber and plans to recommend the machine for all of its new accounts and for equipment replacements.