

Why Leading Flooring Experts Recommend Expanded Technologies Products



Dave Thompson, Director of Education at the Academy of Cleaning Excellence

Dave Thompson has been in the floor maintenance business for over 45 years. He's worked as a school janitor, building service contractor, has run a custodial business, and has sold custodial supplies throughout Missouri. Since becoming the director of the Academy of Cleaning Excellence seven years ago, he has dedicated himself to educating frontline staff and facility managers on professional floor care "best practices".

Problem

Educational establishments as well as other facilities run into the same challenge: they spend time and resources on polishing, finishing, and then refinishing their floors, only to have finishes quickly fill up with scratches and scuff marks. Daily moving of metal or wood furniture grinds dirt, sand, and other debris into the finishes, undoing the facility's hard work. Typical felt pads can't withstand the constant moving around and usually fall off quickly, adding to the high costs of conventional floor maintenance.

Solution

Expanded Technologies products take care of the problem at the root of the cause. They're easy to install on furniture, not bulky, and they don't come off. The Floor Savers® and Floor Protectors keep chairs and other furniture from pushing around sand and dirt, which are the main culprits for damaging a floor's finish.

Outcome

Once fully and properly implemented on all of a facility's furniture, Expanded's products can reduce the amount of money spent on not only floor finishing products, but also labor costs by up to 40%. They will also last for years, greatly lowering the amount of time and resources used for purchasing and replacing less effective floor protection.

Dave Thompson has a wealth of experience and flooring knowledge

"I've been in the industry for 45 years, taught floor cleaning classes for 2 decades, and have used Expanded Technologies products

for 20 years. Their Slip-Over® Floor Savers®, Wrap-Around® Floor Savers®, and Clear Sleeve™ Floor Protectors take care of the problem at the cause. They keep the metal and hard plastic chair bottoms away from sand, dirt, and other debris that tear up your finishes, and they always stay on."

Getting to the root of the problem

"I kept seeing the same problem over and over. Schools and other facilities would buy new finishes and floor maintenance products, but their floors would still get torn up and they would just have to keep reapplying and reapplying. The issue was that most facilities did not go to proper lengths to protect the floor finish. So I started teaching professional classes to help custodial staff prevent the scratching in the first place. I fill the knowledge gap between the manufacturers and end users to help reduce maintenance costs."

The market is shifting to Luxury Vinyl flooring

"Floor protection like Expanded Technologies products doesn't just reduce your floor polish costs. The market is shifting towards more and more luxury vinyl flooring, which does not need polish. But the problem is, if these vinyl flooring materials are scratched, your flooring may be permanently ruined and require extended maintenance costs and time. Expanded products will help keep that from happening."

Expanded Technologies products pay for themselves

"I work mostly with educational institutions. We crunched some numbers for one facility and found that using Expanded Technologies floor protection, along with mats to decrease the amount of dirt tracked in, helped the maintenance department save 40% on floor finishing products as well as the labor required. These products pay for themselves."

—**Dave Thompson**, Director of Education at the Academy of Cleaning Excellence