

**SAF-T-STEP®**

## SLIP RESISTANT FLOOR CLEANER &amp; TREATMENT

## Key Questions &amp; Answers

What follows are the answers to the most often asked questions about SAF-T-STEP® Slip-Resistant Floor Cleaner & Treatment.

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1. HOW DOES SAF-T-STEP® DIFFER FROM FLOOR CLEANING PRODUCTS LIKE DRACKETS SURE TRAC, JOHNSON'S BREAK-UP, SPARTAN'S DFP AND PROCTOR & GAMBLE'S TIDE AND OTHER FLOOR DEGREASERS AND CLEANERS?

ANSWER: SAF-T-STEP and all of the products mentioned in your question are excellent floor degreasers and cleaners. When used as directed they all will effectively remove greases and soils from floor surfaces. Use of one of these fine products is essential to a good floor safety program. However, SAF-T-STEP in addition to being an excellent degreaser and cleaner is the only one of these products that will remove the primary cause of plugged floor pores leading to "hydroplaning" and increased slips and falls. This primary cause is mineral stains of silica and calcium which form on floor surfaces from local water sources. SAF-T-STEP with Kalisite in addition to being an excellent floor cleaner-degreaser effectively removes these stubborn stains. We can demonstrate the difference.

2. WHAT IS KALISITE®?

ANSWER: Kalisite is a patent pending ingredient compound designed to be used with mild acid media to remove hard water, mineral deposits and silica stains from hard surfaces. It contains 9 ingredients carefully formulated and balanced to effectively remove these stubborn problems. None of the 9 ingredients in Kalisite have the ability to remove these tough stains alone, but when combined they work.

3. DOES KALISITE® OR SAF-T-STEP CONTAIN ANY ACIDS?

ANSWER: Kalisite does not contain any acids. However, SAF-T-STEP does contain small amounts of hydroxyacetic and citric acid. It has been found through research that Kalisite is more effective for silica and mineral stain removal when combined with small amounts of mild acids. The pH of SAF-T-STEP pH is between 3.0 - 4.0.

4. CAN SAF-T-STEP DAMAGE QUARRY TILE OR CONCRETE SURFACES?

ANSWER: When used as directed SAF-T-STEP is as safe on quarry tile floors and concrete surfaces as any alkaline or caustic floor cleaner or degreaser. The use of this product full strength is not recommended on glazed or highly polished stone floors unless a duller surface is acceptable. Since floor compositions differ greatly among manufacturers, it is always a good idea to test on a small inconspicuous area for appearance PRIOR to full applications. Light discolorations and dulling are rare, but can occur. Care should be taken to follow carefully all directions when applying and using any cleaning product.

5. CAN IT BE APPLIED THROUGH A FOAM GUN OR APPLICATOR?

ANSWER: SAF-T-STEP can be poured on floor directly from the container, mop bucket or applied through a foam or spray applicator. Care should always be taken to apply SAF-T-STEP evenly onto floor surface.

6. DO YOU PROVIDE A MAINTENANCE KIT WHICH INCLUDES A SCRUB BRUSH, FLOOR SQUEEGEE, FOAMING DEVICE ETC.?

ANSWER: We manufacture and market a unique safety product for an important use. We are not in the business of providing gimmicks or tools that all distributors already provide. We do not want to compete with our customers. We want to compliment them. Purchasing brushes, brooms, squeegees, foaming devices, etc., and then marking them up to our customers makes us a supply house. Our customers are supply houses. They already provide excellent brushes, brooms, squeegees and foaming devices to their customers. The use of SAF-T-STEP will enhance their sales of these items to their customers.

7. DO YOU PROVIDE AN INSTRUCTIONAL WALL CHART?

ANSWER: We were the originators of instructional wall charts. Our waterproof SAF-T-STEP instructional wall chart is written in two languages, English and Spanish. We developed a wall chart prototype for one of our customers in 1985. It has been steadily improved until it now stands as a standard in our industry. Our wall chart presents a simple four (4) step procedure for safe floors.

8. HOW MANY SQUARE FEET WILL ONE (1) GALLON TREAT?

ANSWER: When used as a daily slip-resistant and cleaner sixteen (16) ounces of SAF-T-STEP will adequately clean, degrease and slip treat approximately 1200 sq. ft. of floor area daily. When used as a shock/slip treatment one (1) gallon of SAF-T-STEP will eliminate extreme silica stain and grease build-up on 400-500 sq. ft. of floor surface.

9. CAN SAF-T-STEP BE USED ON CONCRETE FLOORS?

SAF- T -STEP is excellent for use on industrial or light manufacturing plant concrete floors. It has been effectively used in manufacturing plants, auto garages, canneries, warehouses and other concrete floor areas to improve slip-resistance and reduce high potential for slips and falls.

10. CAN SAF-T-STEP BE USED ON METAL FLOORS?

ANSWER: SAF- T -STEP has been used to shock/slip treat loading dock plates, steps, and metal flooring in warehouse, industrial plants, trucks, etc. to reduce the potential for slips and falls.

11. CAN SAF- T -STEP BE USED AS A DAILY CLEANER?

ANSWER: SAF- T -STEP is an excellent daily cleaner and treatment. Though it was designed to remove extreme mineral stain and silica build-ups which conventional cleaner/degreasers cannot remove, SAF- T -STEP has been found when diluted as directed to be an excellent floor maintainer which will prevent mineral build-ups from forming. It has been found clinically and in the field that effective removal of these stains which block floor pores will reduce the potential for slips and falls.

12. IS SAF-T-STEP EASY TO USE?

ANSWER: Using SAF-T-STEP is a simple four (4) step approach: 1. Apply 2. Scrub 3. Rinse 4. Squeegee By following our easy-toread wall chart anyone will be an expert floor care technician in minutes. Even your least experienced workers will be able to properly clean and treat your floor with very little instruction or supervision.

13. IS IT TRUE THAT SAF-T-STEP CAN REDUCE INSURANCE COSTS AND PROVIDE ASSISTANCE IN PROTECTING AGAINST WORKMAN'S COMPENSATION CLAIMS AND COSTS?

ANSWER: Some of our customers have reported that their insurance companies responded favorably to structured floor safety programs using SAF- T -STEP. It has been proven that when floors are properly maintained and kept free of stains and grease build-ups that incidents of slips and falls will decrease. Subsequently, claims and costs will decrease. Though use of SAF- T -STEP cannot remove all of the risk in floor slips and falls, Safety Directors and Risk Managers have reported that their incidents of slips and falls related to slippery floors have been reduced appreciably.

14. IF WE DO NOT HAVE HARD WATER IN OUR AREA. DO WE STILL NEED TO USE SAF-T-STEP?

ANSWER: The stains and deposits that plug floor pores and cause greases and oils to create "hydroplaning" are not only formed from hard water insoluble minerals such as calcium, magnesium and iron, but also from soft water insoluble minerals such as silica. All major water systems and well waters throughout the U.S. and Canada contain silica. This silica bonds itself to the floor surface when floors are mopped or rinsed. Over a period of time silica stains build up and plug floor pores. Many times these stains are nearly invisible or blend into the floor colors. They must be removed to restore the safer porous nature to the floor.

15. WHERE IS SAF-T-STEP AVAILABLE FOR PURCHASE?

ANSWER: SAF-T-STEP is only sold through janitorial, safety and floor specialty distributors. The manufacturer does not sell the product directly to end users. They will lend technical support and assistance when requested.