



Procter & Gamble  
Professional®

**FOOD SAFETY**  
SOLUTIONS

Customized Solutions  
Made Simple

The Procter & Gamble  
Professional Cleaning,  
Sanitation and  
Food Safety Program  
Overview for:



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## Overview Objectives

- Better Understand Maid-Rite Needs through in store walk through.
- Brief Overview of P&G and what P&G Professional can deliver in a comprehensive Cleaning, Sanitizing & Food Safety Program - designed to deliver cleaner units AND reduce overall chemical use and cost.
- Recommended P&G program based on consumption.
  - 2 Button Hydro Stainless Steel Dilution Center for 3 compartment sink .
  - 3 Button Hydro Stainless Steel Dilution Center for Mop Sink.
- Discuss current and projected Auto Dish Requirements.
- Proposed Program and pricing based on today's learning.

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# Procter & Gamble Professional®

We are aligned to P&G's Corporate Mission:  
***"To Improve the Lives of the World's Consumers"***.

## **P&G Professional - What We Do:**

- "Away From Home" Division of Procter & Gamble.
- Focus on Cleaning, Food Safety, Hygiene and Health
- PGP is increasing market share faster than any other cleaning products company in the food service multi-unit business segment.

## **We Do It Through:**

- Understanding Needs: Your customers & employees are our "customers".
- Meeting Needs: Superior Technology & Product Innovation: Develop customizable solutions to meet your specific, unique needs
- Trusted Branding: Brand leaders in the categories where we compete. "Customers" know, trust & prefer our Brands. Managers prefer our responsive service and support
- Alliances: Partnerships with experts in complimentary area's of expertise (i.e. SYR Tools, Daymark Food Safety Solutions, DCT, Steritech)
- Service: PGP is "100% IN" the equipment service & support business; we recognize this is a SERVICE business for our dilution equipment.

# Some of our P&G Customers



*We're always cooking.™*



*What we expect to deliver through  
evaluation:*

- *Cleaner safer units*
- *Better program control*
- *Lower overall program costs*
- *Ease of use - GM and employee  
preference*



## The P&G Cleaning, Sanitation and Food Safety Program offers & will deliver Customization in each of the following key components:

SYR

<b>Products</b>	<ul style="list-style-type: none"> <li>› Best in class cleaning chemicals</li> <li>› Designed with Employee safety in mind</li> </ul>
<b>Equipment &amp; Tools</b>	<ul style="list-style-type: none"> <li>› Best in class dispensing equipment – <u>Hydro Stainless Steel</u></li> <li>› Best in class cleaning tools option – <u>SYR Tools</u></li> <li>› Color coding</li> </ul>
<b>Training &amp; Support</b>	<ul style="list-style-type: none"> <li>› Comprehensive training materials &amp; systems integration</li> </ul>
<b>Service &amp; Maintenance</b>	<ul style="list-style-type: none"> <li>› Professional, customized “On-going preventative &amp; reactive service” programs</li> </ul>
<b>Technical Support</b>	<ul style="list-style-type: none"> <li>› Food Safety and Regulatory Support</li> </ul>
<b>Web Based Programs</b>	<ul style="list-style-type: none"> <li>› Real Time Analysis Reporting to support your program &amp; maintain clean, safe units</li> </ul>

# “Best in Class” Products

Deliver maximum performance to help:

- Get the job done right the first time
- Simplify employee training and use
- Technology helps lower the total number of products you need to deliver clean, safe restaurants.
- Superior cleaning at equal or lower costs

Product usage is defined by these task areas ...



3-comp  
Sink



Floors  
&  
Drains



Hands



Hard  
Surfaces



Restroom




Food Prep



Grease

# Majority of Cleaning & Sanitizing needs will be met with these items:

	<p><b><u>DAWN DISH DETERGENT</u></b></p> <p>Manual Dishwashing in 3 Compartment Sink</p>		<p><b><u>SPIC &amp; SPAN FLOOR CLEANER</u></b></p> <p>Floor Cleaner specifically formulated for greasy floors</p>		<p><b><u>SPIC &amp; SPAN 3-in-1 RTU Disinfecting Spray and Wipe</u></b></p> <p>Cleaning on Glass and Other Hard Surfaces</p>
	<p><b><u>BROAD RANGE CQ QUAT SANITIZER</u></b></p> <p>Range Sanitizer for 3 Compartment Sink &amp; Food Contact Surfaces</p>		<p><b><u>Comet Cleaner With Bleach</u></b></p> <p>RESTROOMS &amp; Tough grease cleaning in back-of-house</p> <p><i>Not Green</i></p>		<p><b><u>SAFEGUARD</u></b></p> <p>Antibacterial Hand Soap with Moisturizers</p>

## Ancillary Products round out the Program as needed



- **Clean Quick Cleaner & Sanitizer for Dairy Machines**
- DCT Delimer
- DCT Stainless Steel Cleaner
- Other as uncovered

Specialty products that are used periodically for specific tasks.

*Other products are available as needed.*





# P&G Professional Alliances

## Technical & Food Safety Support – Food Safety Alliance Partners



DIVERSIFIED  
CHEMICAL  
TECHNOLOGIES, INC.



B



Date Stamp

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# Equipment Advantage

## Proven

Strategy of “continual improvement”.

- Hydro Stainless Steel equipment provides durability.

## Controls Waste

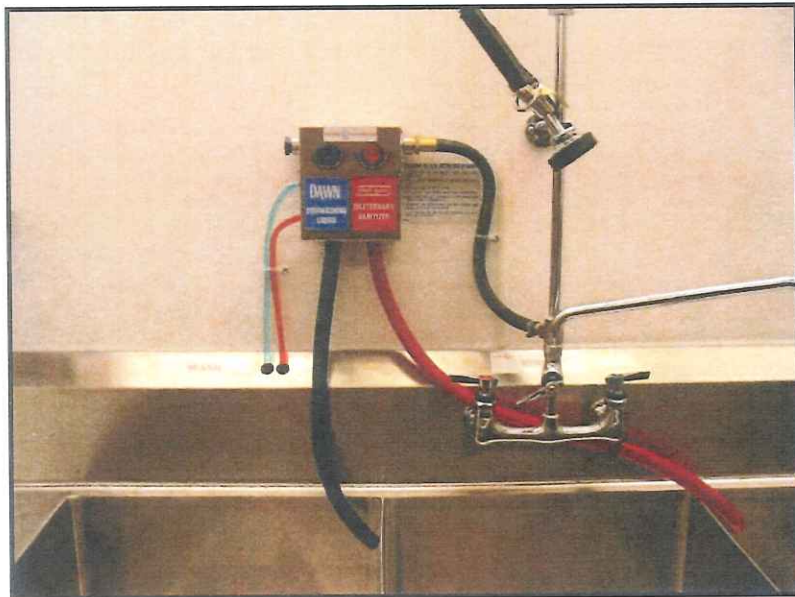
- Controls product usage which enhances cost effectiveness.

## Operational Consistency

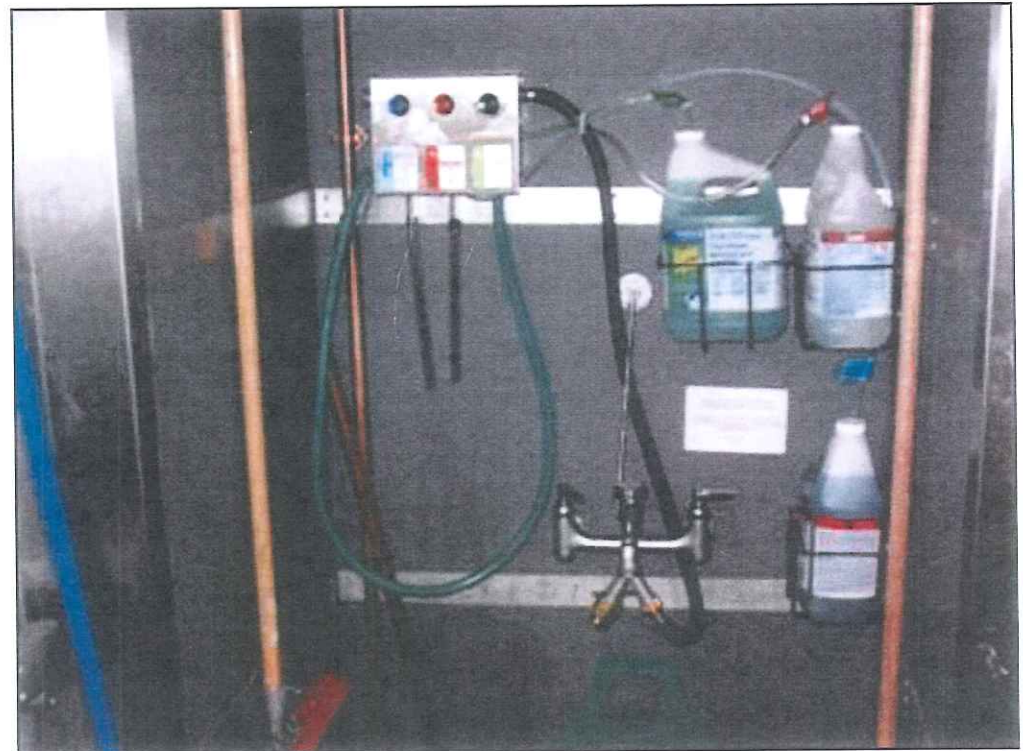
- Dilution standardization for key task areas.
- Eliminates personal preference, eliminating overuse.
- Operational simplicity; Increases employee capacity.

# Automatic Proportioning/Dispensing Equipment

3 Compartment Sink  
Dilution Center



Backroom Mop Sink Dilution Center



# Technical Services Organization Equipment, Service, Support & Food Safety Capabilities

## What we do

- Customer consulting to determine holistic equipment & service needs
- On-site technical training and trouble shooting
- On-site installation with service personnel
- Preventative maintenance; where we also “train & explain”
- Telephone “fix” for most instances – minimizes down time
- Reactive service
- Food Safety Program design and implementation

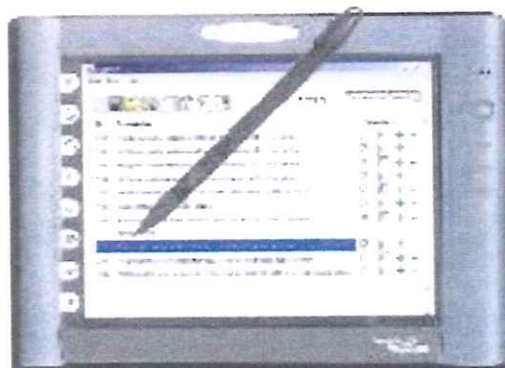
## How we do it

- Externally focused, customer satisfaction and solution oriented
- Continual improvement mentality and process



# Web Based Programs & Capabilities

- Hand Held Technology
- Web Based Reporting
- Food Safety Audit Capability



**Procter & Gamble Professional**

Address: <https://www.pgfoodafety.com/customer/Profile.htm>

**A&P** | Reports | Audits | Profile | Setup | Help

**Profile**

Address	N/A
Audit Region	P&G
Technical Manager	John Foster
Currency	US Dollar
Theoretical Model	--
Audit Parameters	
Announce Protocol	
Manual Rating	Yes
Team Rating	No
Manual Reaudit	No
Score Reaudit	No
Enters Corrective Actions	No
Services	Auditor, MVP

[Edit Account Information](#)

**Current Situation**

Current Round	N/A
Audits Completed	N/A of N/A (N/A)
Average	N/A
Average Time	N/A
Current Form	N/A
Number of Locations	0
Focus Question %	N/A
Follow-Up % Complete	
Current Round	N/A
Previous Round	N/A

**Blackout Dates** | [Edit Blackouts](#)












**Hierarchy** | [Edit](#) | [Import](#) | [Export](#)

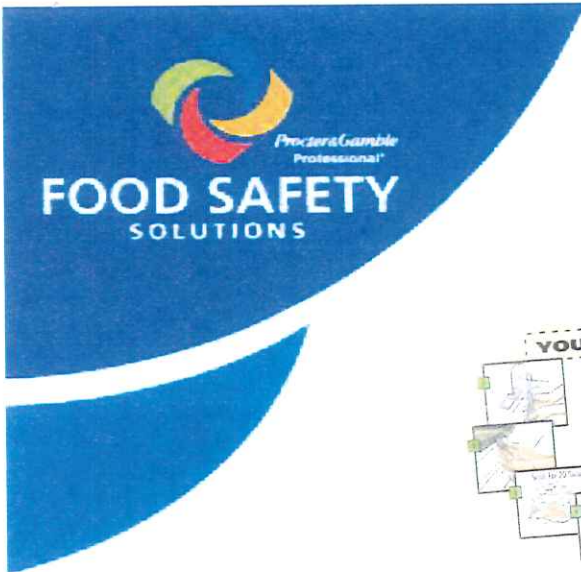
Welcome Page Setup | [Delete](#)

# Training Materials Overview

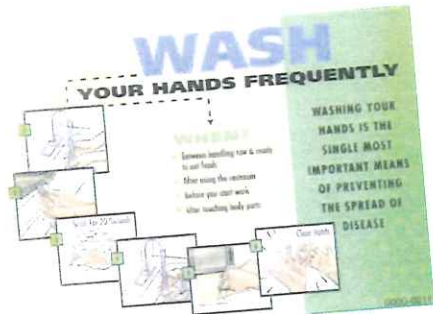
➤ Training Wall Charts	➤ Procedures
➤ Customized Training Materials	➤ Cleaning Schedules
➤ CBT (Computer Based Training)	➤ SOP & Training Manuals
➤ Employee Motivation Programs	➤ Employee Training

- Visual Training Aides Materials are multilingual
  - English, Spanish & Icon instructions
- Procter & Gamble will work with you to recommend and develop custom training program and materials as needed
- Integrated with other aspects of the total program to deliver chain consistency
- Provides employees with the skills to deliver a noticeable clean

RESTROOM CLEANING	
<b>Tools Needed</b> <ul style="list-style-type: none"> <li>• "Wet Floor" Sign</li> <li>• Toilet Bowl Brush</li> <li>• Paper Towels</li> <li>• Disposable Gloves</li> </ul>	<b>Products Needed</b> <ul style="list-style-type: none"> <li>• Comet Cleaner with Bleach</li> <li>• Spic and Span Disinfecting All Purpose Spray and Glass Cleaner (3-in-1)</li> <li>• Liquid Safeguard Antibacterial Hand Soap</li> </ul>
<b>FREQUENCY OF CLEANING:</b> This is determined by bathroom conditions. These steps should be taken throughout the day as needed and every evening. <b>SPECIAL DIRECTIONS FOR THIS TASK:</b> Wear disposable gloves to help minimize contact with germs in the restroom facility.	
<b>STEP 1</b>  <ul style="list-style-type: none"> <li>• Close Bathroom to pedestrian traffic.</li> <li>• Put out "wet floor" sign.</li> </ul> <p><b>NOTE:</b> Put on disposable gloves.</p>	<b>STEP 6</b>  <ul style="list-style-type: none"> <li>• Scrub all interior surfaces of toilets and urinals with a toilet bowl brush.</li> <li>• After cleaning, flush toilet or urinal.</li> </ul>
<b>STEP 2</b>  <ul style="list-style-type: none"> <li>• Flush toilets and urinals.</li> </ul> <ul style="list-style-type: none"> <li>• For toilets and urinals, spray cleaner with bleach into bowl and under rim of bowls and urinals.</li> <li>• Let stand while applying cleaner with bleach onto exteriors of the toilets and urinals.</li> </ul>	<b>STEP 7</b>  <ul style="list-style-type: none"> <li>• Spray 3-in-1 disinfecting cleaner onto mirror.</li> <li>• Wipe clean with paper towel.</li> <li>• Discard paper towel.</li> </ul>
<b>STEP 3</b>  <ul style="list-style-type: none"> <li>• Spray cleaner with bleach onto sink surfaces.</li> <li>• Wipe exterior surfaces of sinks with a clean paper towel.</li> <li>• Discard paper towel.</li> </ul> <p><b>NOTE:</b> For heavy stains allow cleaner to stand for 5 minutes prior to wiping.</p>	<b>STEP 8</b>  <ul style="list-style-type: none"> <li>• Spray 3-in-1 disinfecting cleaner directly onto the walls and stall dividers.</li> <li>• Wipe clean with paper towel.</li> <li>• Discard paper towel.</li> </ul>
<b>STEP 4</b>  <ul style="list-style-type: none"> <li>• Check and refill Safeguard Soap dispensers and paper towel dispensers.</li> <li>• Clean the exterior of dispensers by spraying 3-in-1 disinfecting cleaner and wiping with a paper towel.</li> </ul>	<b>STEP 9</b>  <ul style="list-style-type: none"> <li>• Discard trash in appropriate location making sure that any liquid does not drip onto floor and cause a possible wet floor hazard.</li> </ul> <p><b>NOTE:</b> Follow the Trash Receptacle Cleaning Procedure to clean cans as needed.</p>
<b>STEP 5</b>  <ul style="list-style-type: none"> <li>• Wipe exterior surface of toilets and urinals with a clean paper towel.</li> <li>• Discard paper towel.</li> </ul>	<b>STEP 10</b>  <ul style="list-style-type: none"> <li>• Follow the Floor Cleaning Procedure and clean the floor.</li> </ul>
	<b>STEP 11</b>  <ul style="list-style-type: none"> <li>• Remove and discard disposable gloves.</li> <li>• Wash hands before returning to service area.</li> </ul>



# Visual Training Aides



Stickers

Wall Charts



In Store Manual: Procedures, MSDS & HAZCOM sections.

# Key Benefits of P&G Professional Program

**A Comprehensive Cleaning, Sanitation & Food Safety Program designed to reduce costs associated w/cleaning.**

- Known & trusted products, equipment, service, training and on-going management support with technology.
- Flexibility
- Personal attention to:





## Easy Next Steps

- Mutually agree to “success” criteria for in-store evaluation & program validation:
- Confirm locations for in-store evaluations to validate P&G Cleaning, Sanitation & Food Safety program is the right program for Maid-Rite.
  - Review current cleaning operations/training procedures.
  - Meld P&G program into current operations process.
- Determine program components to build pricing model:
  - Bruce to determine Equipment & service needs
  - Number of Preventative and or reactive calls annually.
  - Expected Annual marketing funds for Maid-Rite rebate and/or conventions
  - ADW replacement funding estimation.
- Bruce to work with P&G finance department to deliver Maid-Rite Program and pricing .