



Ultra Shield®
Armor Technology For Your Floors

CONEMAUGH MEMORIAL HOSPITAL

Johnstown, PA
SODEXO

I believe that if we continue to use Ultra Shield regularly, we could almost eliminate the need to totally strip and wax our floors. Using Ultra Shield in the patient rooms, improves the overall appearance and makes the floors much easier to clean. I believe that this product can truly “change our lives”.

Information Provided

Burnishable Square Footage:	750,000 (Information given for high traffic areas only, estimated at 25% or 187,500sf)
Stripping Frequency:	Previously every 8 months, <i>estimated</i> 1x per 24 months (hasn't stripped in 2 years)
Coats of Finish applied:	N/A – 6 Coats Estimated
Burnishing Frequency	Previously – 5x/Week Current – 1x/Week
Labor Rate:	\$15.00/Hr - <i>Estimated</i>
Finish Cost:	\$68.00 (Estimated) 2,500 sf/gal Coverage
Stripper Cost:	\$50.00 (Estimated) - 1,000 sf/gal Coverage
Ultra Shield Use History:	3 Years +

Cost Analysis

Cost to strip and apply 6 coats of finish – Per Occurrence

Material:	\$7,995 (Finish: \$6,120, Stripper: \$1,875)
Stripping Labor:	\$3,516 (234 hours @ \$15.00/hr)
Finish Application:	\$2,672 (178 hrs @ \$15.00/hr)
Total cost per Occurrence:	\$14,182
Previous Frequency/Yr:	1.33
Current Frequency/Yr:	.5 (Havent Stripped in 2 years since implementing Ultra Shield)
Cost per Year - Previous:	\$18,862
Cost per Year – New:	\$7,091

Cost to Burnish 187,500 square feet (5x/Week – Previous Mtce. Program)

Labor:	\$281 per Occurrence (18.8 hrs @ \$15.00/hr)
Frequency/Week:	5
Frequency/Year:	260
Annual Total Labor Cost - Previous:	\$73,125

Cost to Burnish 187,500 square feet (1x/Week – with Ultra Shield)

Labor:	\$281 per Occurrence (18.8 hrs @ \$15.00/hr)
Frequency/Week:	1
Frequency/Year:	52
Annual Total Labor Cost – NEW:	\$14,625



Savings Analysis

Annual Stripping & Refinishing

Previous /Current Frequency	1.33 / .5 (Every 8 mos reduced to Every 24 mos)
Previous Frequency:	\$18,862
Current Frequency:	\$7091
\$ Savings:	11,771
Savings as a %:	62.4%

Annual Maintenance/Burnishing:

Previous cost to Maintain Floors:	\$73,125
Current cost to Maintain Floors:	\$43,875
\$ Savings:	\$29,250
% Savings:	40.0%

Total Savings:

Previous cost to Maintain Floors:	\$91,987
Current cost to Maintain Floors:	\$50,966
\$ Savings:	\$40,931

Summary:

According to the facility Manager, hi trafficked areas required burnishing 5-6 days/week in order to maintain gloss. After Ultra Shield was introduced, durability was enhanced, reducing burnishing frequency down to 2-3 days/week with better overall results; Being conservative, this reduction in frequency generated minimum savings of 40% results.

One of the most important areas where we've seen both an improvement and savings has been in the 30,000 sf Emergency Department. In over two years, while using Ultra Shield, these floors have not been stripped or even refinished! According to the EVS Director, given the durability that he's seen, he doesn't foresee a time in the near future where the floors would require any type of additional interim maintenance.