



**Ultra Shield®**  
Armor Technology For Your Floors

**JACKSON MEMORIAL HOSPITAL**

Miami, FL  
SODEXO

**“A 40% reduction in burnishing frequency. The elimination of ALL burnishing dust keeps my machines from getting clogged and we no longer need to dust mop after burnishing.”**

**Information Provided**

Burnishable Square Footage:	750,000 (Information given for high traffic areas only, estimated at 25% or 187,500sf)
Stripping Frequency:	N/A
Coats of Finish applied:	6 coats (Estimated)
Burnishing Frequency:	Previously – 5x/Week Current – 3x/Week
Labor Rate:	\$15.00/Hr (Estimated)
Finish Cost:	\$68.00 (Estimated) 2,500 sf/gal Coverage
Stripper Cost:	\$50.00 (Estimated) - 1,000 sf/gal Coverage
Ultra Shield Use History:	19 Months (March 2017)

**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:	\$14,182	
Frequency/Yr:	N/A	
Cost per Occurrence:	\$14,182	

**Cost to Burnish 187,500 square feet (5x/Week – Current Program)**

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

**Cost to Burnish 187,500 square feet (3x/Week – with Ultra Shield)**

Labor:	\$281 per Occurrence (18.8 hrs @ \$15.00/hr)
Frequency/Week:	3
Frequency/Year:	156
Annual Total Labor Cost – NEW:	\$43,875



**Cost to Scrub & Recoat (Currently 6x Annually)**

Material Cost	\$1,020	(Finish: \$1,020)
Total Labor Cost	\$749	
Scrubbing Labor:	\$303	(20.2 hours @ \$15.00/hr)
Finish Application:	\$446	(29.7 hrs @ \$15/hr)
Cost per Scrub & Recoat	\$1,769	
Annual Cost for 6X	\$10,614	
Annual Cost for 4X	\$7,076	

According to facility director, floors are currently scrub & recoated every 8 weeks, and are now scrubbed and recoated every 12-14 weeks.

**Savings Analysis**

**Stripping & Refinishing:**

Each Strip Out eliminated in the hi traffic areas represents \$14,182 in savings. This does not include any potential savings from a reduction in finish coats applied.

**Scrub & Recoat:**

Previous Method & Frequency:	\$10,614	Scrub & Recoat every 8 weeks (6x/year)
Current Method & Frequency:	\$7,076	Scrub & Recoat every 12-14 weeks, (4x/Year)
\$ Savings:	\$3,538	
Savings as a %	33.3%	

**Weekly Maintenance/Burnishing:**

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 represents a minimum 40% savings with enhanced overall results.

**Summary:**

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