

# Case Study

Oswego Health Services



## Oswego Health Services Finds High-Performance, Sustainable Solution with Amano Pioneer Eclipse

As the housekeeping manager for Oswego Health Services, Dave Knopp is responsible for creating a clean and cheery healthcare environment for the approximately 120,000 residents of Oswego County, New York. "We take care of the 265,000 square feet, 160-bed main hospital, plus a Health Services building, Behavioral Services Unit, VA clinic, radiology center, nursing home and a variety of other community-based facilities," says Knopp.

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"Winter is an especially tough season here in northern New York, mainly due to flu epidemics that drive up occupancy rates at the hospital. With patients in the rooms almost constantly, it's very difficult to keep up with our regular maintenance schedule. You can't just walk into an occupied room and start waxing the floor; you have to wait until the patients have been released. This means that instead of burnishing every day, as we'd like, we have to scale back to two or three times a week. Not only that, but the salt that keeps the streets and sidewalks safe really takes a toll on our floors. You need a high-performance wax to stand up to that kind of abuse."

"We started using Amano Pioneer Eclipse EnviroStar Green® floorcare chemicals about two years ago," Knopp continues, "as part of the hospital's sustainability initiative. For environmental friendliness, they're best

of breed; but the big benefit to me has been their performance as a highly durable, low-maintenance solution to the problems we face all winter long. We use the EnviroStar Green HS-25 finish, and it performs like a champion. Just refresh it a couple of times a week with the EnviroStar Green Floor Maintainer, and it bounces right back to its just-waxed shine. Plus, the Eclipse® Winter Rinse does a great job of removing any salt film that might develop."

"Sal Taranto is my Amano Pioneer Eclipse rep, and the service and training he delivers is just fantastic," concludes Knopp. "Shortly after we started using the EnviroStar Green products, he came over to the hospital and conducted an in-service training for our staff. Through that training, we not only got all the information we needed to use the products effectively, but some very helpful time and cost-saving tips as well. For example, with these products we can get great results without having to wax wall-to-wall every time.

When you combine the sustainability attributes of EnviroStar Green chemicals with their exceptional performance and durability, and then add in the expertise and customer-focused dedication of a rep like Sal Taranto, you get a total solution that really puts you ahead of the game."



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