

Hardwood floors are gaining in popularity. Millions of square feet are installed each year. In many homes, carpet is out and hardwood is in. Professional cleaners may now take advantage of a simple, safe, cleaning and preservation system designed to prolong the life and restore the shine to hardwood. Increased income, higher profit and satisfied customers will be the result for the professional who embraces this system.

## Before You Begin

### LEARN FROM THE PROS

It's easy to become proficient and successful using the Hydro-Force Hardwood Floor Cleaning and Preservation System. It only takes 15 minutes to watch the DVD which will take you through a step by step process. Once you have the basics, and get the equipment and products, you are ready to go to work.



## 1 Clean & Prep

- Vacuum or dust mop the floor to remove all soil. Do not use a treated dust mop.
- Mix one part Heavy Duty Hardwood Cleaner with 4 parts warm water in the cleaning machine.
- With the solution pumping, the brush rotating and the vacuum turned on, begin moving the machine forward at a moderate speed. Reverse on the same line at the same speed. Continue into the next area with the same procedure. Wipe up any remaining solution with an absorbent flat mop.
- Mix one part Wood Fresh™ Hardwood Cleaner with 4 parts warm water in the cleaning machine.
- Proceed to clean and neutralize the complete floor in the same manner as explained above.



## 2 Apply Preservation Finish

- With customer approval, choose Gloss or Satin Finish.
- The finish may be applied with a flat mop using either a clean cotton terry cloth cover or a microfiber cover. 30 minutes prior to applying the finish, the container should be gently rocked to mix the ingredients.
- Start in the furthest area from your exit. Apply a small amount of finish in a 4 or 5 foot area, spreading it thinly and uniformly as you work your way back toward the exit door.
- If a second coat is desired, allow one hour before applying.



## Helpful Hints

- **Traffic:** Allow one hour dry time before allowing stocking feet onto the finish. Allow 24 hours before shoe traffic and replacing furniture. Allow 48 hours before replacing rugs. Remember that it is a great time to take oriental rugs off site to clean them, returning them within a week. We suggest you offer your customer shoe covers to wear over their shoes for the next couple of days.
- **Prequalify:** The pre-inspection and prequalification step is essential for the success of each job. The system emphasizes the importance of preserving the original finish, so hopefully the customer will never have to go through the messy process of sanding and recoating their hardwood. This system does not make damaged or heavily scratched floors look like new. That

does not mean the customer will not be thrilled with the results, but to give that thrill to the customer, realistic expectations need to be established. We suggest you under promise and then over perform.

- **Important Step:** The cleaning and preparation steps are important. The two cleaners both clean and treat the floor to make it more receptive to the Preservation Finish. The finish should be applied within one hour of cleaning, otherwise the finish will not bond well.

- **Cleaning Only:** Hardwood floors are generally dirty - much dirtier than most customers realize. This gives the professional an option for cleaning only. Using the two part cleaning system with a quality machine will make a big difference in

the look of a soiled floor. If cleaning is performed without the preservation finished being applied, avoid shoe traffic for two hours following the cleaning.

- **The Finish:** The Gloss and Satin Finish are both high quality finishes. The customer should be aware that the gloss finish will show slightly more imperfections such as scuffs and micro scratches as it wears. Most finishes from the factory and those applied to new raw wood will have a satin finish. In any case the customer will decide.

- **The Price:** Prices generally range from \$.75 to \$1.50 depending on the size of the job. This price excludes jobs that require a lot of repairs or preparation. Depending on the extra work, this could raise the charge to the \$1.50 to \$3.00 per foot range.