

PEN Products Mission Statement

To employ offenders...

- in meaningful jobs*
- provide them with a work ethic and job skills*

To operate in a self-sustaining manner



PEN PRODUCTS

Introduces

Clean 'n Green

A new Family of environmentally safe cleaning products to meet your daily cleaning requirements

A realistic-looking globe of the Earth is centered in the frame, resting on a patch of green and brown grass. The globe shows blue oceans, green continents, and white polar ice caps. The text is overlaid on the center of the globe.

Go Green
Without Giving
Up the Clean
with
PEN Products

What is Green Cleaning?

Green Cleaning is the cleaning process involved in creating and maintaining *Healthy, High Performance Facilities* while reducing adverse impact on cleaning staff, building occupants and the environment

The United States Government defines it as...

“Green Cleaning is the use of products and services that reduce the health and environmental impact [of cleaning] compared to similar products and services used for the same purpose”

What are the Goals of Green Cleaning?

- ✓ To protect the health of the cleaning professional
- ✓ To protect the health of the building occupants
- ✓ To protect the Environment: *Air, Water and Atmosphere*

Common Misconceptions About Green Cleaning Products

- **Green products are more expensive**
- **Green products are less effective**
- **Green Cleaning is just another passing trend**

The Reality of Green Cleaning Products

- ✓ **Green Cleaning products can be competitively priced – essentially cost neutral**
- ✓ **Green Cleaning products can be as effective as traditional cleaning products**
- ✓ **Green Cleaning products are safer to users and building occupants, reducing liability and health costs therefore saving employers money**

The Reality of Green Cleaning Products

- ✓ The U.S. Government (as of 2006) requires the use of Green Cleaning products in every office building, ship at sea, warehouse and consulate around the world – more than 3.5 billion square feet of space.
- ✓ Cities and states throughout the U.S. now require the use of Green Cleaning Products
- ✓ Private building owners and large companies are now *Greening* their facilities as a commitment to their employees, customers, communities and the environment

Why Would Janitorial Contractors be Interested in Green Cleaning?

- ✓ **6 out of every 100 janitorial employees are injured on the job**
- ✓ **40% of these injuries involve eye irritations or burns**
- ✓ **36% of these injuries involve skin irritations or burns**
- ✓ **20% of these injuries involve severe chemical burns to the eyes and skin**
- ✓ **12% of these injuries involve breathing chemical fumes**

Organizations involved in Green Cleaning Standards

Green Seal

An independent non-profit organization dedicated to safeguarding the environment and transforming the marketplace by promoting the manufacture, purchase, and use of environmentally responsible products and services

PEN Products Green Products are officially certified by the *Green Seal* Organization

Organizations involved in Green Cleaning Standards

DfE – Design for the Environment

EPA Program designed to help foster the development and promotion of cleaning product formulations with preferred environmental, safety and health profiles. DfE's latest endeavor, the Green Formulation Initiative, is likewise intended to engender environmentally preferred cleaning products.

DfE partnership projects promote integrating cleaner, cheaper, and smarter solutions into everyday business practices.

Organizations involved in Green Cleaning Standards

USGBC – U.S. Green Building Council

Organization that is dedicated to promoting buildings that are environmentally responsible, profitable and healthy places to live and work.

Responsible for maintaining the LEED Program

LEED – Leadership in Energy and Environmental Design

Green Building rating system -- benchmark for design, construction and operation of high performance green buildings

PEN's Environmental Stewardship

PEN Products CLEAN'N GREEN products are independently certified by the *Green Seal* organization

**Green Seal® Logo
© Green Seal**



Advantages of PEN Products' CLEAN'N GREEN Product Family

- ✓ **Uncompromising performance providing the same cleaning strength as conventional products**
- ✓ **No price premium on Green products**
- ✓ **Product color and fragrance enhance training and reinforce correct product use**
- ✓ **PEN Products' CLEAN'N GREEN family includes 6 products with environmentally responsible product credentials, 5 with Green Seal certification.**

PEN Products' Definition of Environmentally Responsible Products...

- ✓ **Biodegradable**
- ✓ **Phosphate Free**
- ✓ **APE and NPE Free**
- ✓ **Non Flammable**
- ✓ **Non Toxic**
- ✓ **Ultra Concentrates**
- ✓ **User Friendly Packaging**
- ✓ **Green Seal Certified**

CLEAN'N GREEN

General Cleaners

(GS-37 Certified)

- **Clean'N Green Neutral Cleaner – Blooming Fragrance All-Purpose Cleaner**
- **Clean'N Green Blue Glass Cleaner – Glass and Multi-Surface Cleaner**
- **Clean'N Green Degreaser – Industrial Strength Cleaner/Degreaser**

CLEAN'N GREEN

Floor Care

- **Clean'N Green Floor Finish ***
Zinc-Free All Program Finish
- **Clean'N Green Neutral Cleaner ****
Non-dulling Floor Cleaner
- **Clean'N Green Floor Maintainer**
UHS Cleaner/Maintainer
- **Clean'N Green Degreaser ****
Floor Care Top Scrub
- **Clean'N Green Floor Stripper ***
Extra Heavy-Duty Power Stripper

**GS-40 Certified*

***GS-37 Certified*

A sunset over a body of water with mountains in the distance. The sky is a mix of orange, yellow, and purple, with the sun low on the horizon. The water is dark with some ripples, and the mountains are silhouetted against the sky.

**PEN Products' Green Family Allows
Your Cleaning Program To Go Green
Without Giving Up
Cleaning Performance or adding cost.**

Going **Green Makes Good Sense
and Demonstrates
Good Stewardship
to the World
in Which We All Live**