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Observations and performance of Enjo cleaning system, fibres and cloths

Dear Joanne,

Sue and I thought it high time that we reported back to you on the performance of the Enjo fibres, floor system, window cleaning system and marble paste that we are currently using in all of our coal mining sites.

As you were well aware, we had some initial scepticism and doubts 18 months ago when we were first introduced to the products. We had seen microfiber cloths around but nothing could prepare us for this! It seemed on the surface that a product based on microfiber technology and cold water no less - could in no way produce an acceptable standard of cleaning, reduce costs, reduce employee work time, protect the environment - in one of the filthiest and dirtiest environments - coal mine facilities! How WRONG WRONG WRONG we were! Our company (which specialises in cleaning coal mining facilities) had for many years been continually tweaking and searching for cleaning products that would perform in this environment and at the same time be user friendly and cost effective. Marrying those two requirements is difficult enough but to include time reduction and superior end results is virtually impossible. Countless thousands of dollars had been spent on chemicals, solutions of all sorts, various abrasives etc. - all to be superseded and made completely defunct and obsolete by a single microfiber glove and cloth! It sounded unbelievable to us and indeed when we first addressed our staff, they too could not comprehend the simple science behind the technology and the boastful claims that we had been told! Many scoffed and laughed which amuses us even now as those very ones are now vocal proponents of the Enjo system of cleaning!

As they say, the proof is in the pudding so to speak. And proof there was! You may recall the very first time you demonstrated to us the simple use of the gloves and cloths in the actual coal mining office environment on site. The room we chose was filthy as per usual. However you boldly made the claim that this glove and cold water would bring the surfaces up like new! Given that the surfaces were crème in colour this seemed an outlandish statement and we were quietly confident that failure was inevitable! Then the magic happened! Right before our very eyes the filth, grime, black marks, scuff marks, resilient marks and marks that had endured the harshest of chemical treatment - simply vanished before our eyes! With the gentle wiping of the desk, a little cold water and a light dry with the appropriate coloured Enjofil cloth the desks were restored to almost new condition! It was simply astonishing and if we hadn't seen it with our own eyes we would not have accepted that this table and benches had not been severely chemically treated somehow!

The excitement that this comprehensive and unstaged demonstration elicited prompted our company to invest heavily in equipping all of our staff with these new tools that would not only save vast amounts of time and capital, but would leave the job to a much higher standard - something which we pride ourselves on. Since then of course, we spent some time demonstrating and training our staff in this "new" way of cleaning. New in that processes needed to change, time management and constraints could be adjusted for the benefit of the staff and the general approach to the job could be far simpler and more detailed. To be honest, our staff was as doubtful of the product as we first were - generally being unable to accept the concept of the process and the radical departure from using "tried and tested" chemicals which upon looking back on left the job quite unclean in comparison! All it took was a *brief* demonstration and they were all hooked! Even our longest serving employees of 12 years were smitten by the concept, ease and simplicity of this new cleaning system.

Never before have the office desks, benches, chairs, cabinets etc. been so clean and kept clean to a very high standard than they are now using the Enjo system. Eighteen months of use in the most demanding of conditions at times has seen the microfiber gloves and Enjofil cloths perform outstandingly without let-up! Response from the clients were immediate. Desks that had been traditionally stained were now bright and attractive! Office staff were clearing their desks as a silent plea to have their work station "Enjo-treated"! Numerous questions were fielded by our staff - and myself personally - about this new system that we had adopted and how friendly it was to the environment! Glowing comments have been received by more than I can recall, however the general tone and substance of ALL comments was one of amazement of the technology and high end result for minimal input!

As I have mentioned earlier, one of the biggest and favourable impacts the Enjo system has had is on the staff and the reduced amount of time now needed to perform their duties. Once the system had been used for a few months, the standard of cleaning was elevated to a very high degree. From then on, it has been a simple matter of maintaining that standard using the appropriate coloured glove and Enjofil cloth. The maintenance however takes for the most part only one phase of the initial three phase process initially used to resurrect the standard. This is where the time has been saved and time can now be given to other facets and details in each area we service.

The floor system has proved invaluable in office areas and training areas. Like the desks, the floors are now cleaner and the shine has become more pronounced with just using water and the appropriate floor fibre. To note, the floor system and fibres can be used to clean the walls and ceilings as well! This without doubt has had a huge positive impact on keeping these surfaces clean. Marks and insect droppings are easily removed without the need for harsh and vigorous scrubbing. Ceilings are left pure white with no chemical residue trails or stains. The simplicity of the adjustable handle that interchanges with other tools makes for a comprehensive cleaning system that takes very little room for our staff to carry on site. A great bonus!

The window system we use is also now cared for with Enjo products. The squeegee and fibres are of high quality and durability. Our staff are thrilled to be using such equipment!

We were concerned about some marks that seemed to be unmovable even with the Enjo glove and 'vigorous' attempts! All was not lost as we were introduced to Marble Paste – a non-hazardous environmentally friendly paste that could be used in such situations. This is a revolutionary find for our company! Marble Paste has removed the harshest of black marks and gouges in furniture filled with years and years of dirt are now clean and unnoticed due to the action of Marble Paste and the microfiber glove system. All this without breaking a sweat! We have used the marble Paste in the large community showers, management showers and amenities, ablution blocks etc. I can only say that Marble Paste is the new 'magic wand' of cleaning!

Where to from here? It must be said initially that the only regret Joanne we have about Enjo and the Enjo cleaning system is that we *did not discover it a decade ago!* In looking back at various methods we had tried, used, invented and ultimately discarded, they all seem so archaic and counter-productive. I can only regret the quantum time and money we have wasted using antiquated cleaning products and methods. Technology and science have opened the doors to a super easy to use and environmentally friendly cleaning system that has only one standard – the best! We are so very grateful as a company and as individuals that Enjo was introduced to us. Admittedly, we are using the products in one of the most demanding environments and they are performing outstandingly! Were they to be used in corporate offices, hospitals, schools etc. the benefits and elevated standard of cleanliness would be pronounced immediately.

We look forward to many more years of using Enjo and look forward to more innovative products from the Enjo world!

Warmest regards



Doug Stone

Owner / Manager
Squeegee Clean