ENVIRO Solutions®

Safer Cleaning Products Market Survey

Name:	
Date:	

Your company is considering partnering with Enviro-Solutions to be their exclusive distributor in your trade area. Enviro-Solutions only makes Green, high performance products. We manufacture over 70 products and 300 plus SKU's, of which more than 50 are certified Green. These include washroom cleaners, cream cleanser, acid washroom cleaner, lime scale remover, bio urinal block, odor eliminators, a bio-enzymatic line, stainless & furniture polish, graffiti remover, sealers, 1:14 stripper, restorer, carpet cleaners & spotters, etc. We value your input and feedback. For each question below, circle the number to the right that best fits your judgment. Use the scale above to select the quality number. Poor also means 'low' and excellent means 'high'.

Questions	**Scale** Poor → Excellent				
1. How well do your current Green products perform vs. traditional chemicals?	1	2	3	4	5
2. How cost-competitive are your current Green products?	1	2	3	4	5
3. Will customers accept lower cleaning performance from Green products?	1	2	3	4	5
4. Have your customers accepted higher chemical costs, say 10%, to "Go Green"?	1	2	3	4	5
5. Would it benefit you to be able to offer a certified Green product for every cleaning application in a customer's facility?	1	2	3	4	5
6. What are your sales of Green products as a % of your total chemical sales, with "1" being 10%, "3" being 30%, and "5" being 50%?	1	2	3	4	5
7. What are the odds that at least 50% of all cleaning products purchased will be certified Green in 5 years?	1	2	3	4	5
8. Would you like to have Enviro-Solutions line available to you to sell?	1	2	3	4	5
9. How would you feel about having to compete with the Enviro-Solutions line?	1	2	3	4	5
10. How do you feel about your ability to sell Enviro-Solutions products?	1	2	3	4	5
11.	1	2	3	4	5
12.	1	2	3	4	5

Safer Cleaning Products Project Survey

Name:	
School:	
Date:	

Your facility is testing various cleaners in order to provide the cleanest, safest, healthiest environment possible. We value your opinion and feedback. Please tell us how the new products perform as well as how safe they are for use. For each item identified below, circle the number to the right that best fits your judgment of its quality. Use the scale above to select the quality number.

Description/Identification of Survey Item	Scale Poor → Excellent				
1. How well does ES75 General Purpose Degreaser clean?	1	2	3	4	5
2. Rate ES75 on its safety for skin, breathing, etc.	1	2	3	4	5
3. How well does ES64 General Purpose Disinfectant clean?	1	2	3	4	5
4. Rate ES64 on its safety for skin, breathing, etc.	1	2	3	4	5
5. How well does ES56 Mild Acid Washroom Cleaner clean?	1	2	3	4	5
6. Rate ES56 on its safety for skin, breathing, etc.	1	2	3	4	5
7. How well does ES84 Neutral Floor Cleaner work?	1	2	3	4	5
8. Rate ES84 on its safety for skin, breathing, etc.	1	2	3	4	5
9. How well does ES77NFP Glass Cleaner clean?	1	2	3	4	5
10. Rate ES77NFP on its safety for skin, breathing, etc.	1	2	3	4	5
11. Overall, how would you rate the performance of the new products from Enviro-Solutions vs. those used on the past from other competitors?	1	2	3	4	5
12. Overall, how would you rate the safety in use of Enviro-Solutions products (less odors, fumes, skin, eye, lung irritation)?	1	2	3	4	5
13. How easy is the new cleaning product dispensing system to you?	1	2	3	4	5
14. How well does the new dispensing system protect you from direct contact with the chemical when changing a bottle or filling a spray bottle or bucket?	1	2	3	4	5
15. Regarding training in product usage, how helpful has your distributor been in working with you?	1	2	3	4	5
16. Overall, how would you feel about continuing to use the new Enviro-Solutions product during the next year?	1	2	3	4	5
17.					
18.					
19.					