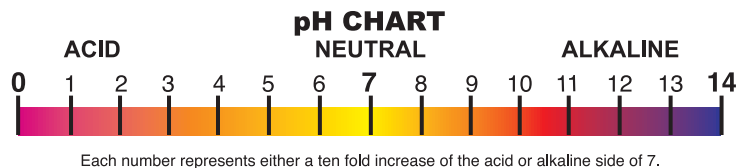


QUICK REFERENCE CHART

- 1 Preconditioner
- 2 Extraction Detergent
- 3 Spin Bonnet
- 4 Shampoos
- 5 Treatments & Additives

- Color represented in each category coincides with bottle label color and product formula colors.
- Quick reference pH chart aids in product selection.



CATEGORY	PRODUCT	pH CHART	UNIVERSAL SYMBOL
PRECONDITIONER		0 7 14	
1	HEAVY DUTY PRECONDITIONER *NEW GENERATION CARPET & UPHOLSTERY PRECONDITIONER	11.5-12.0 9.0-9.5	 
EXTRACTION DETERGENT			
2	HEAVY DUTY EXTRACTION DETERGENT *NEW GENERATION EXTRACTION DETERGENT ALL FIBER EXTRACTION DETERGENT COLORFAST UPHOLSTERY RINSE	12.0 9.0-9.5 7.0-8.0 3.5-4.0	 
SPIN BONNET			
3	HEAVY DUTY SPIN BONNET SOLUTION *NEW GENERATION SPIN BONNET SOLUTION	9.0-9.5 7.0-7.5	
SHAMPOO			
4	*NEW GENERATION CARPET SHAMPOO FAST DRY UPHOLSTERY SHAMPOO HAITIAN COTTON SHAMPOO	9.0-9.5 7.0 5.0-5.5	 
TREATMENTS & ADDITIVES			
5	MAL-A-KILL ODOR LIQUID DEFOAMER BROWNING TREATMENT	7.0-8.0 5.0-6.0 4.0	  

*New Generation is specially formulated for Stain Resistant fibers

Methods and Procedures

- Precleaning Inspection
- Vacuuming
- Preconditioning/Prespotting
- Soil Suspension
- Soil Extraction
- Finishing
- Drying

Precleaning Inspection - a thorough pre-cleaning inspection and walk through with the building owner or person responsible for the

maintenance is a must. Use this time to explain the methods to be used and why they are the best for the situation. This will encourage the customer to have realistic expectations regarding the outcome of the job.

Vacuuming - Vacuuming is critical. A majority of the particulate soils will be removed during the vacuuming process.

Prespotting - Problem spots should be addressed using Core's specialty spotters. Follow directions of product selected for best results.

Preconditioning - This is the step where most of the soil suspension and emulsification actually takes place. Do not skip this procedure or the results will be compromised.

Soil Suspension - Four fundamentals of soil suspension are: CHEMICAL ACTION, AGITATION, TIME AND TEMPERATURE.

Extraction - Process where suspended soils are removed from the fibers. Common methods: steam extraction, rotary shampoo and spin bonnet. Each methods has advantages and disadvantages.

Finishing - Process of grooming carpet to enhance appearance and drying. Comb the fiber so they all lay in one direction.

Drying - Utilize the HVAC system on location, ceiling fans, blowers, etc. Failure to properly dry the fiber will cause problems.

PRODUCT SELECTION CHART

1. HEAVY DUTY CARPET PRECONDITIONER
2. NEW GENERATION CARPET & UPHOLSTERY PRECONDITIONER
3. HEAVY DUTY EXTRACTION DETERGENT
4. NEW GENERATION EXTRACTION DETERGENT
5. ALL FIBER EXTRACTION DETERGENT
6. COLORFAST UPHOLSTERY RINSE
7. HEAVY DUTY SPIN BONNET SOLUTION
8. NEW GENERATION SPIN BONNET SOLUTION

9. NEW GENERATION CARPET SHAMPOO
10. FAST DRY UPHOLSTERY RINSE
11. HAITIAN COTTON SHAMPOO
12. MAL-A-KILL ODOR
13. LIQUID DEFOAMER
14. BROWNING TREATMENT

HOW TO USE THIS CHART:

1. Select proper category by color.
 2. Cross reference soiling or other conditions with fiber type.
 3. The number will indicate what product to use. Refer to the product I.D. listing to the left.
- Example:** when preconditioning moderately soiled nylon carpet the correct product is shown as #2 (New Generation Carpet & Upholstery Preconditioner)

FACTS ABOUT FIBER

Why do we clean carpets and fibers in the first place?

The reasons customers ask to have their carpet cleaned vary by customer. Some are concerned with their health, some have truly dirty carpet and some are concerned enough about the everyday appearance to have their carpets cleaned on a regular basis.

What are we actually cleaning?

Whether cleaning carpet or upholstery, what we are really cleaning are the fibers that make up the carpet yarn or the upholstery fiber. There are many types of fiber to consider.

Fiber types and identification

Carpet and upholstery as we know it are composed of fibers of varying composition. It is imperative that you are able to identify the fibers you are dealing with.

Natural fibers - PROTEIN (animal and insect), wool (from sheep), silk (from the cocoon of a silkworm) 1%.

CELLULOSE - vegetable fiber, cotton, (fibers from the seed of a cotton plant), jute (process strands from a jute plant).

Synthetics - nylon (most widely used carpet fiber) 73%, olefin - 17%, polyester - 9%, acrylic - 1%.

What is it that makes the fibers dirty in the first place?

Both real and apparent soil act to make a carpet look dirty.

What is soil?

Soil is anything that is foreign to the original construction of the fiber.

Classes of Soil

INSOLUBLE - cannot be dissolved by a liquid - sand, hair, carbon, etc. accounts for approximately 79% of carpet soil. This type of soil is best removed with proper vacuuming techniques.

WATER SOLUBLE - sugar, starches, salts accounts for approximately 6% of carpet soil.

DRY SOLVENT SOLUBLE - oils, greases, etc. accounts for approximately 10% of carpet soil (moisture and unidentifiable matter account for approximately 5% of carpet soil).

APPARENT SOILING - abrasion, fading or wear may have the appearance of soil, but is not.

Abrasion - causes variations in the shade of carpets due to the difference in light reflection. The major factor contributing is a combination of abrasives and heavy traffic.

Fading - The gradual loss of color due to prolonged exposure to light.

Wear - nothing more than a reduction in the density of the pile due to abrasion and traffic.

Fiber Burn Test - Use butane lighter only

FIBER	FLAME	FLAME ACTION	ODOR	ASH
WOOL	Burns slow	Flame usually goes out	Burning hair	Crusty but crumbles
NYLON	Burns slow	Flame usually goes out	Celery	Can't crush, rounded
OLEFIN	Burns rapidly	Continues to burn	Tar or plastic	Hard, rounded
POLYESTER	Burns rapidly	Flame usually goes out	Fruity	Hard, rounded
ACRYLIC	Usually burns moderately	Usually continues to burn	Burning meat	Hard, crusty

Practical Chemical Test

WOOL - dissolves completely in 5% sodium hypochlorite (chlorine bleach).
 ACETATE - dissolved by acetone (nail polish remover). NYLON - dissolved by formic acid. OLEFIN - Specific gravity of .91 (only fiber which floats in water).

CARPETS & RUGS

	RESTAURANT/FOOD RESIDUE	URINE CONTAMINATION	FLOOD DAMAGE	MISC MAL-ODORS	FIRE RESTORATION	BROWNING/YELLOWING	EXCESSIVE DETERGENT					
Cotton	2	2	2	2	2	2	2					
Wool	2	2	2	2	2	2	2					
Nylon	2	2	1	1	2	1	2					
Polyester, Olefin	2	2	1	1	2	1	2					
Acrylic	2	2	1	1	2	1	2					
Synthetic w/ warranty	2	2	2	1	2	1	2					
UPHOLSTERY												
Colorfast Cotton, Poly, Acrylic Nylon, Olefin, Durables	2	2	2	1	2	1	2					
Colorfast Wool, Silk, Non-Durables, Rayon, Acetate	2	2	2	1	2	1	2					
Non-Colorfast Wool, Rayon, Cotton, Nylon	2	2	2	1	2	1	2					
Problem Cellulose, Haitian Cotton, Rayon, Linen	2	2	2	2	2	1	2					

CARPETS & RUGS

	MODERATE SOIL	HEAVY SOIL	RESTORATIVE	FLOOD DAMAGE	MISC MAL-ODORS	FIRE RESTORATION	BROWNING/YELLOWING	EXCESSIVE DETERGENT				
Cotton	5	5	5	3	5	5	5					13
Wool	5	5	5	3	5	5	5					13
Nylon	5	3	3	3	4	4	4					13
Polyester, Olefin	4	4	3	3	4	4	4					13
Acrylic	4	4	3	3	4	4	4					13
Synthetic w/ warranty	4	4	4	3	4	4	4					13
UPHOLSTERY												
Colorfast Cotton, Poly, Acrylic Nylon, Olefin, Durables	6	6	6	6	6	6	6					13

CARPETS & RUGS

	RESTAURANT/FOOD RESIDUE	URINE CONTAMINATION	FLOOD DAMAGE	MISC MAL-ODORS	FIRE RESTORATION	BROWNING/YELLOWING	EXCESSIVE DETERGENT					
Cotton	8	8	7	8	7	7	8					
Wool	8	8	8	8	8	7	8					
Nylon	7	7	7	7	7	7	7					
Polyester, Olefin	7	7	7	7	7	7	7					
Acrylic	7	7	7	7	7	7	7					
Synthetic w/ warranty	8	8	8	8	8	7	7					
UPHOLSTERY												

CARPETS & RUGS

	MODERATE SOIL	HEAVY SOIL	RESTORATIVE	FLOOD DAMAGE	MISC MAL-ODORS	FIRE RESTORATION	BROWNING/YELLOWING	EXCESSIVE DETERGENT				
Cotton	9	9	9	9	9	9	9					13
UPHOLSTERY												
Colorfast Cotton, Poly, Acrylic Nylon, Olefin, Durables	10	10	10	10	10	10	10					13
Colorfast Wool, Silk, Non-Durables, Rayon, Acetate	10	10	10	10	10	10	10					13
Non-Colorfast Wool, Rayon, Cotton, Nylon	10	10	10	10	10	10	10					13
Problem Cellulose, Haitian Cotton, Rayon, Linen	11	11	11	11	11	11	11					13

CARPETS & RUGS

	MODERATE SOIL	HEAVY SOIL	RESTORATIVE	FLOOD DAMAGE	MISC MAL-ODORS	FIRE RESTORATION	BROWNING/YELLOWING	EXCESSIVE DETERGENT				
Cotton				12	12	12	12	12	12	14	13	
Wool				12	12	12	12	12	12	14	13	
Nylon				12	12	12	12	12	12	14	13	
Polyester, Olefin				12	12	12	12	12	12	14	13	
Acrylic				12	12	12	12	12	12	14	13	
Synthetic w/ warranty				12	12	12	12	12	12	14	13	
UPHOLSTERY												



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