



TILE AND GROUT
CLEANING



Tile and grout cleaning is one of the number one “add-on” services in the industry right now. You are typically getting three to four times per square foot or more over what you charge for carpet, and many times tile is easier to clean than carpet. Adding a few simple tools such as the **SX-12** and **Gekko** from **Hydroforce Manufacturing**, you can immediately turn your truck mount into the most efficient tile and grout cleaning machine available. You can also perform this work with high pressure portables such as the Olympus M1200, also from Hydroforce.

With this service, many times any investment you make up front is recovered in the first couple of jobs therefore making this one of the most profitable services you can perform. Ask your **Interlink Supply distributor** for a demonstration of these remarkable tools and begin taking advantage of this service immediately.


STONE CARE



Stone is the fastest growing floor, countertop, and shower stall covering in the residential market. From stone floors such as marble, travertine, slate or flagstone, to granite countertops to bath and shower stalls, your customers have stone in their homes and are in need of someone to professionally maintain it. Commercial settings for stone floors and countertops are another incredible profit earning opportunity.

Many professional cleaners shy away from stone care because they fear it is too difficult. The truth is, with the proper products and procedures, it is one of the easiest and most profitable services you can add to your business. A small up front investment can get you started on your way to earning \$200 - \$400 dollars per hour or more.


WOOD FLOOR
CARE



A new wood floor cleaning and preservation system that is completely dust free, odor free and is very easy to learn and perform is now available to the professional cleaner. The service is usually completed in one trip. Not only are you getting an average of \$1.00 to \$1.50 per square foot and \$300 per hour to perform this service, you are doing it at a minor fraction of the price a customer would have to pay for a complete sanding and refinishing job.

The process is easy to learn and requires only a small investment to get started.


ADD-ON SALES



Take your **Groom Products (Grandi Groom, Perky Groom, Handi Brush and Customized Spotter)** into the home with you. Be sure to use your **Grandi Groomer** to pre-agitate, working your pre-spray into the carpet. Use it after cleaning to groom and set the pile. Before finishing the job, bring your customer to where you have the groomers and spotter and show them how they can purchase consumer versions of the same grooming tools you have been using.

Your customers look to you as a cleaning consultant. In fact, they may be unfamiliar with the proper cleaning solutions and procedures needed for properly maintaining the various surfaces in their home such as wood floors, stone floors and countertops, leather furniture, etc. **The HomePro by Design Program** allows you to easily introduce your customer to a full line of home cleaning products via an easy to use and navigate web site where they can purchase the products they need and watch informative educational videos on how to use them. You will earn percentages of every purchase made by your customer to add dollars to your bottom line for as long as they are buying the product.


INTERLINK
FINANCIAL SERVICES



Occasionally when considering diversifying into another service, cash flow will limit you from an otherwise easy decision. **Interlink Financial Services** can help you when this situation arises. Whether you are financing a new truck mounted machine or purchasing additional equipment for a growing market segment in the cleaning and restoration industry, Interlink Financial Services is the keystone for providing financing and furthering comprehensive product and service diversification.

Other financing companies may offer financing, but **Interlink Financial Services** offers financing options that not only cater to the unique cash flow requirements of each individual business, but also cater to diversification goals that promote maximum profit potential. Talk to your **Interlink Supply Distributor** for more information regarding this tremendous resource.

MAXIMIZE YOUR
PROFIT POTENTIAL



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Services: Fabric Protection, Upholstery Cleaning, Oriental Rug Cleaning, Pet Odor Deodorization, Carpet Repair, Mattress Cleaning, Add On Product Sales, Commercial Carpet Cleaning, Stone Care, Tile & Grout Cleaning, Wood Floor Care, Air Duct Cleaning, Leather Cleaning.

Products: Bridgepoint Systems, Leather Master, Sporteldin, HF Hydro-Force, SX-12, Spinergy, Howie Pro, Perky Groom, Groom Industries, MasterBlend, Benefect, Koal Glide, Beth's Claws.

Your Carpet Cleaning Company

DIVERSIFICATION INTO SIMPLE “ADD – ON”SERVICES WILL ADD THOUSANDS OF DOLLARS IN PROFIT TO YOUR COMPANY EVERY MONTH


interlinksupply™

There is a four part equation you should use whenever considering adding a new service:

- **What is my initial investment?**
- **What is my competition like?**
- **What is my labor like?**
- **Is it profitable?**


Anytime you can add a service with little to no up front investment, has little competition, is not physically taxing or difficult to learn and is profitable, it absolutely makes sense to seriously consider adding this service as part of your company’s offering. The services explained in this brochure fit this equation perfectly and are some of the most profitable and needed services you can perform. This brochure is an overview of these various services. Be sure to ask your **Interlink Supply Distributor**, or go to interlinksupply.com for more detailed information including marketing, education and product lists for each of these services.

UPHOLSTERY
CLEANING



With the advancements that have been made in cleaning tools and chemistry such as the **Hydrokinetic Tool** and the **Bridgepoint Avenge Upholstery Cleaning System**, upholstered fabric is easier and more profitable to clean than ever before. Contractors charge \$8 - \$10 per foot on the low end, to well over \$25 per foot on the high end depending on fiber type and construction. The fee for an average synthetic sofa is \$120 which is over \$150 per hour income. Delicates such as high end silks or restorative cleaning procedures bring a much higher dollar amount.


LEATHER
CLEANING



Over 35% of the upholstery sold in North America for home or office is leather, and that percentage is much higher in many markets. These figures do not include car interiors, RV’s, airplanes or other opportunities like these. If you are not cleaning leather, you have just given up nearly half of your upholstery cleaning business and risk losing your customers to other service providers all together.

Depending on the type of leather (Pigmented, Aniline or Nubuck) you charge \$20 - \$40 per foot which averages \$250 - \$500 per hour income. Leather cleaning is very easy to learn and in many cases is easier to clean than standard textile fabrics.


FABRIC
PROTECTION



The **Bridgepoint Maxim Protectors** are the finest protection products available in the industry. Carpet, upholstery, area rugs, bedding, draperies, auto and RV interiors etc. are all tremendous protection service opportunities.


The average carpet job earns \$100 - \$150 per hour income. That same carpet job averages \$400 - \$600 per hour to protect it. Upholstery and other areas are equally as profitable. Selling Bridgepoint Maxim on only 2/3 of your cleaning jobs can earn you over \$70,000 per year (per truck) in pure profit. Your **Interlink Supply Distributor** has all the education, training and products needed to help you explain the value of this tremendous service to your customers.

MATTRESS
CLEANING



Mattress cleaning, deodorization and anti-allergen treatment cleaning is often and mistakenly overlooked in our industry. At only \$60 for the average mattress for general cleaning, you provide a tremendous and affordable service to the homeowner while earning \$150 - \$200 per hour. In addition, you can charge for additional needed services such as Anti Allergen cleaning and treatment, deodorization and protection. Mattress cleaning is one of the easiest services you can perform for your customer.


ORIENTAL RUG
CLEANING



Most every home or office building you enter has wood, tile or stone flooring somewhere on the premises. This means most of these floors also have area rugs. This provides a tremendous income opportunity for the “on-location” cleaner for cleaning and protection of these rugs. This service brings about an average charge of \$1.00 - \$3.00 per square foot depending on fiber type and construction and can usually be done on location.

As you move into “investment grade” or heirloom rugs which can be valued in the tens of thousands of dollars or more, there are “In Plant” procedures available. These require special training and typically a significant investment to get involved. However, this is a very profitable service that many times brings in fees of \$3.00 to \$7.00 per sq foot or more.


COMMERCIAL
CLEANING



High speed low moisture commercial carpet cleaning is a must for the cleaning contractor, especially during times such as seasonal slow downs or economic down turns, etc. Commercial properties have image and health concerns (IAQ) to consider as well as simple appearance issues. They typically are not affected by the standard industry trends that you may run into with the residential market. In many cases there is no additional equipment needed to perform commercial carpet cleaning. However, diversifying into encapsulation cleaning gives tremendous advantages over standard hot water extraction methods.


Low moisture encapsulation cleaning allows you to achieve two to three times the production rates of HWE while many times gaining a superior result. This equates to \$200 - \$300 per hour or more with less overhead and job cost. This also opens up a tremendous opportunity to pick up other services in the building such as stone care, tile and grout cleaning, wood cleaning and more. Now is the time to pursue commercial carpet cleaning.

CARPET
REPAIR



The **Kool Glide Seaming Iron** and the **Behr Claw** installation and re-stretching tools can turn virtually anyone into a carpet repair and re-installation technician overnight. With only a few minutes training you can learn to do carpet installation and re-stretching, seam repair, bonded inserts and hide speaker and cable wires. Nearly every facility you enter is in need of one or more of these remedies. Most minor repairs have a minimum charge of \$65 depending on what is needed and earn an average of \$150 per hour or more.


PET ODOR
REMOVAL



According to a survey by Invista Flooring Systems (Stainmaster® Carpet Fiber Manufacturers), nearly 70% of American households have a pet which equates to nearly \$40 Billion spent on these pets annually. Pet odor removal is a multi million dollar industry every year, solving one or all of three specific problems that need to be addressed. There is an odor issue, a staining issue and a health or contamination issue.

Bridgepoint Systems has developed an unbeatable series of chemicals and procedures that allow you to capitalize on this profitable and needed service whether it requires surface treatment, sub surface treatment or complete restoration. These procedures earn anywhere between \$150 and \$300 per hour depending on what is needed and the home owners “Level of Tolerance” (what they are willing to live with).

AIR DUCT
CLEANING



Indoor air quality is one of the biggest issues we face as indoor environmental specialists or cleaning contractors. The **Ram Air Duct Cleaning System** is one of the very best tools available to address and improve IAQ.

In addition to incredible performance, The **Ram Air** has a low up front investment, is easy to learn and train, requires no certifications (in most areas), is small and lightweight, takes up very little room in the van or work vehicle and is a perfect compliment to your truck mount.

Based on the average home and number of supply and return vents (or dryer vents), you will average \$300 - \$500 per job at a rate of \$250 - \$300 per hour with The **Ram Air**. Go to interlinksupply.com and enter **Ram Air** or go to ramairindustries.com to view videos of this amazing tool in action.

BRIDGEPOINT
SYSTEMS

HYDRO-FORCE™

Sporicidin

GROOM INDUSTRIES

MasterBlend®

BEHR CLAWS

Leather MASTER®
Developed by Dr. Turk

RAM Air
ClearView Duct Cleaning System

KOOL GLIDE™

HOME PRO by design

Benefect

interlinksupply™