

# DISCOVERING YOUR SOLUTIONS



LILYPRODUCTS  
OF MICHIGAN INC.









## LILY PRODUCTS: Cleaning to Communicate

What does cleanliness communicate to you? If you're at a restaurant and the tables need cleaning and the restrooms are a mess, what is your expectation of the food? If you're in a manufacturing facility and see that it's disorganized, with noticeable oil on floors and equipment, what is your impression of the product that comes from that facility?

Perception is important. First appearances are everything.

Since 1968, Lily Products has focused its efforts on the customer process by helping customers find the correct product to address their unique cleaning needs. From the beginning, all of our products have been designed and manufactured based on what will work best for the customer.

Of course, chemicals are only part of the solution. You can have the best products on hand, but if they're not being measured and used correctly, then you're wasting time and money. Lily Products partners with its customers - taking a close look at their existing processes - and helps them establish sustainable best practices for increased efficiency and effectiveness.

Cleanliness communicates a lot about what you value - how you view your business, your employees, your products, and your customers. Read more about our services and discover how Lily Products can help provide value to your cleaning process.

Call us for a consultation at 616.245.9193.



# We're part of the journey, not just the answer.

## **CURRENT STATE: CS**

Sit down and share information about your current cleanliness program in your facility. Discuss where it is currently, and where you would like to be. This step in the journey allows us to review what has worked, what has not worked, and to see the current process to determine the "as is" process for your facility regarding cleaning/cleanliness.

## **AREAS OF CONCERN: AOC**

Determine if there is a particular area that you would like to focus on first. This step helps determine the scope, and it provides flexibility to help simplify the cleaning concern. For example, you may have one area or several areas of concern with your plants cleanliness.

## **DEMO/TESTING: DT**

Select a product that best meets the area of concern and your needs. Pre-testing can be potentially performed in the lab if project allows it. Product will be tested in your facility in a specific area to determine best application. This step allows for tweaking the product and/or method for setting up best practices.

## **STANDARDIZED OPERATING PROCEDURES: SOP**

Begin to build procedures for the cleaning process based on testing and methods. We will work with the departments to get their buy in, and begin training to familiarize the departments with chemicals and methods to set the expectation of a clean area. During this step, we will assist you in building the initial standard procedures.

## **MEASUREMENT: M**

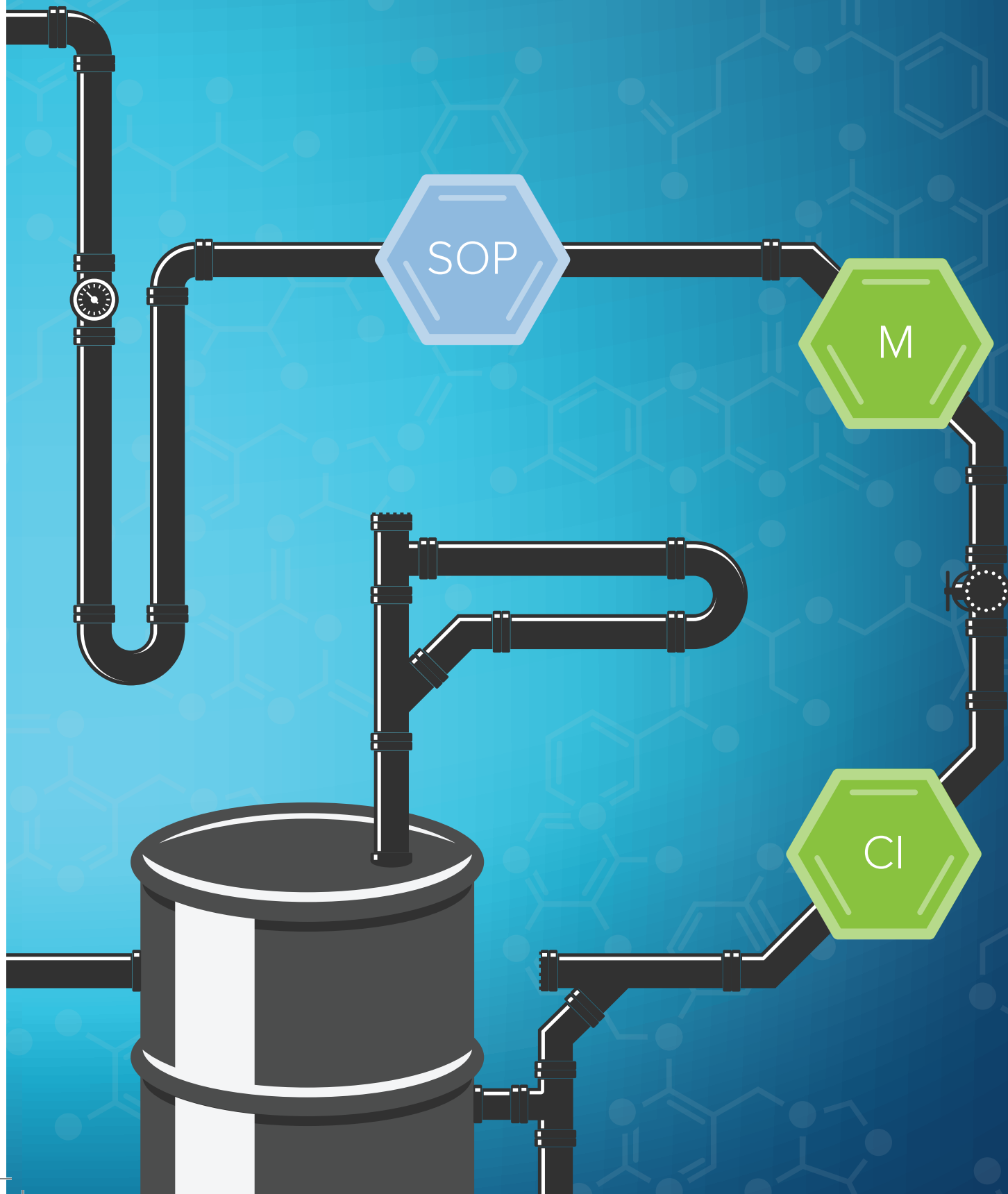
Discuss and set up measures for the cleaning process and chemicals. Metrics will help you manage your cleaning process and control your chemical costs. This step helps determine if you're meeting your cleanliness expectations for a particular area or the plant as a whole.

## **CONTINUOUS IMPROVEMENT: CI**

Like every process, it can be improved. This step helps create an environment to improve upon current cleaning processes that are in place.









1

# Why do [or don't] you clean?

Everyone has different reasons for cleaning (or for not cleaning.) Here are a few that we hear the most from our customers:



## Our belief: We lead with you

We work with you to help you better understand where you are at with your cleaning needs.





# 2

## What areas need to be cleaned?

Identify areas that need to be cleaned and begin to break down what will be required to clean these areas.

01

SHIPPING AND RECEIVING

02

FLOORS AND HIGH-TRAFFIC AREAS

03

PRESSES AND MACHINING

04

TABLES, WORK STATIONS AND TOOLS

05

PACKAGING AND ASSEMBLY

06

HI-LOS AND FORK TRUCKS

**Our belief:** Understanding cleanliness in specific area's of your plant is critical to success.

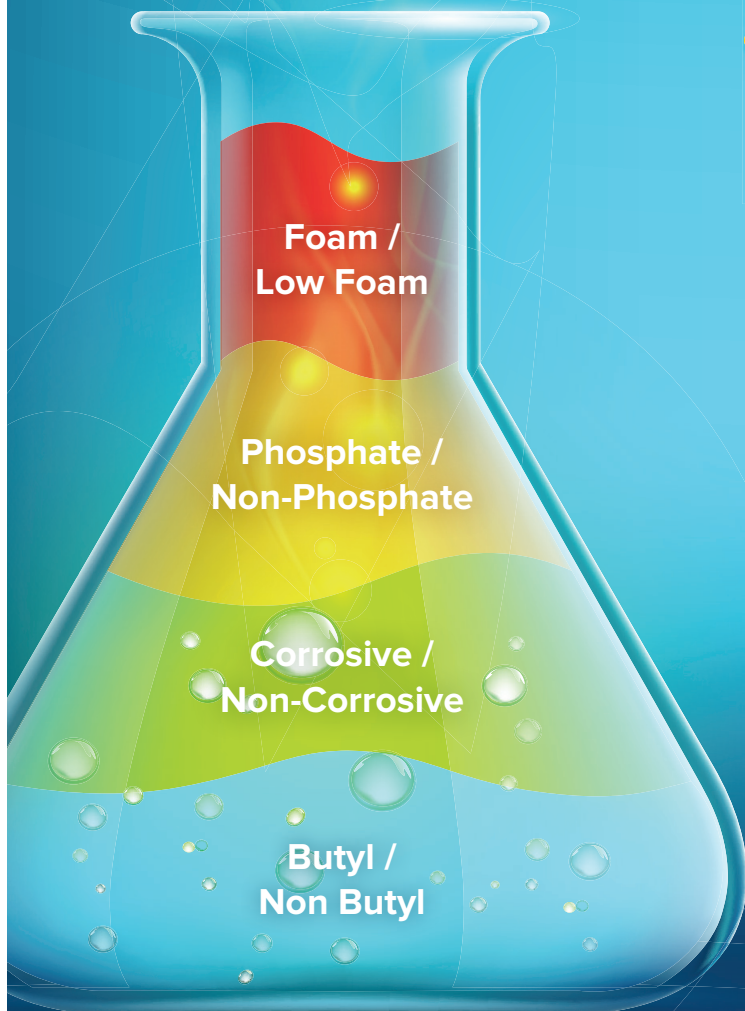




# 3

## What is being used to clean?

All of the products on the market can be overwhelming! Let us help you find what you need.



**Our belief:** One product can serve multiple purposes!



1 Gallon



5 Gallon



55 Gallon



250+ Gallon



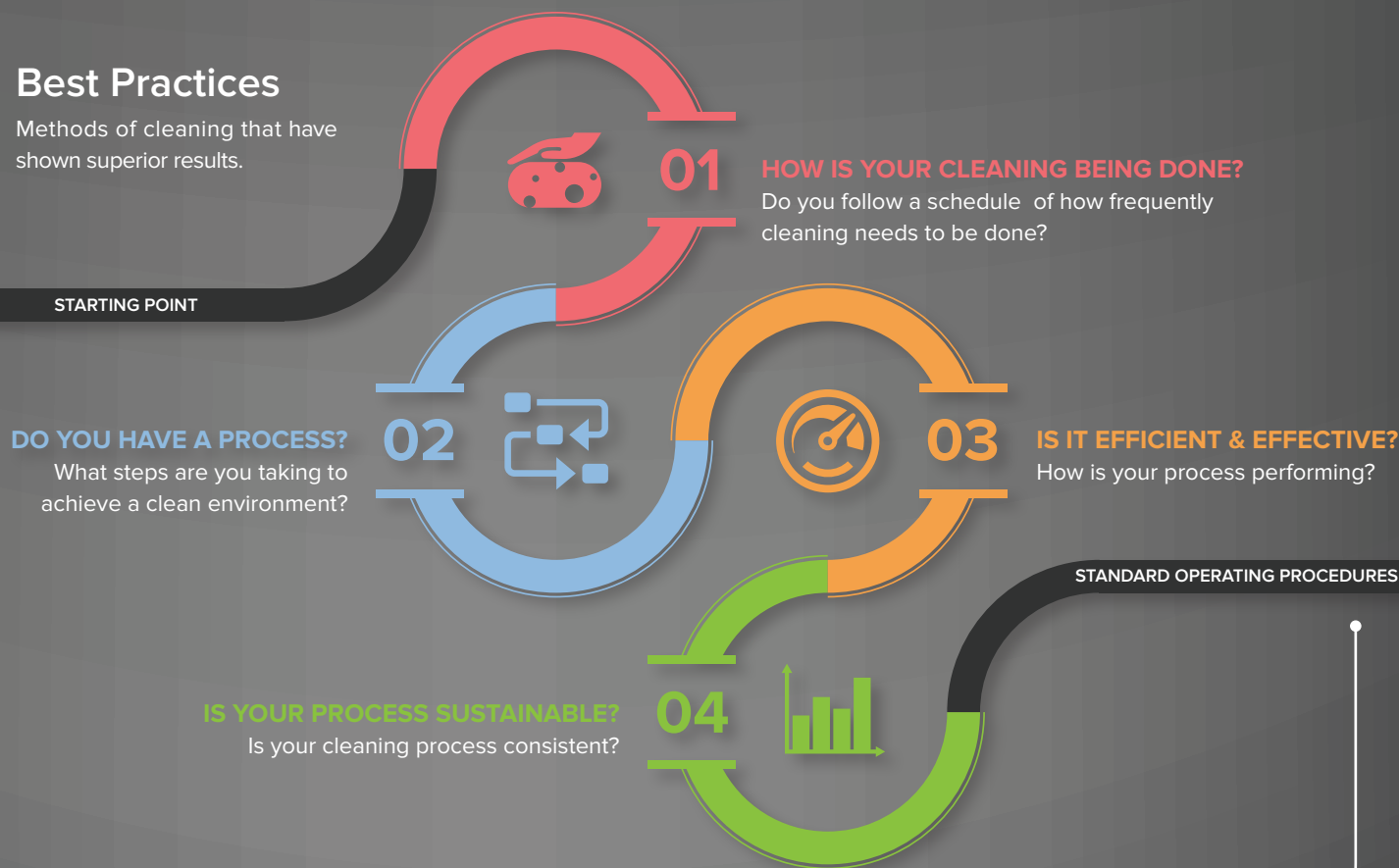
# 4

## What is your cleaning process?

Without process, cleaning becomes inconsistent and ineffective.

### Best Practices

Methods of cleaning that have shown superior results.



**Our belief:** Standards must be set so they can be measured

**01**

#### How to Set Standards

How do you identify “clean” in your plant?

**02**

#### How to Meet Standards

What methods are you currently using?

**03**

#### Verify and Validate

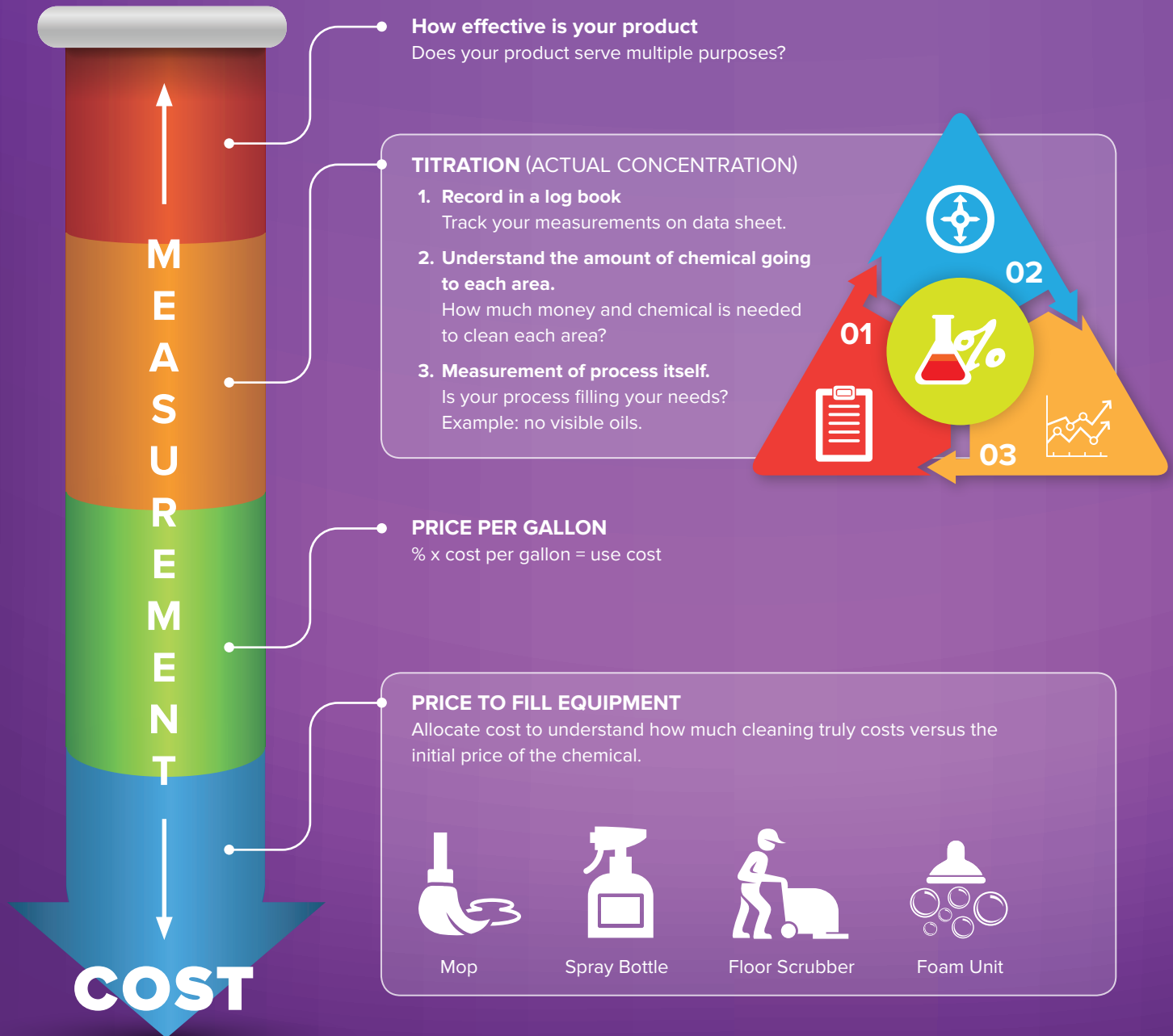
What are you currently measuring in your cleaning process?



# 5

## How do you measure your cleaning?

If you value cleaning, you must have a way to measure it. Measuring your cleaning process will allow you to understand how much cleaning actually costs you.



**Our belief:** Measurement drives results.



## Let's get started.

We appreciate you taking the time and reading this through. Cleaning is not meant to be complicated, but allocating the time for it can be. We understand that cleaning can be pushed aside for production and other priorities, but creating a culture that acknowledges the importance of cleanliness can provide value to your business. We are passionate about what we do and want to assist you anywhere you see fit; from helping you better understand your cleaning process to selecting the proper cleaner and system to go with it. This all starts with a simple introduction and discussion about your cleaning needs. We hope you find this information valuable and are ready to get started.







**LILYPRODUCTS**  
OF MICHIGAN INC.

2070 Calvin Ave. SE  
Grand Rapids, MI 49507

616.245.9193  
800.762.1374 Toll Free

[www.lilyproducts.com](http://www.lilyproducts.com)