

# Ultrasonic Blind Cleaning

A Great Add On Service

By Jim Viviani, *Wash Rite Inc*, [www.washritecleaning.com](http://www.washritecleaning.com)



Are you looking for a good add-on service to complement your existing cleaning business? Ultrasonic blind cleaning may be a great additional service your current customers would be interested in.

Ultrasonic blind cleaning is a necessary cleaning service for residential homes as well as public venues such as clubhouses, fitness centers, offices, hospitals, schools, nursing homes and restaurants. Just think of all the businesses, buildings or residential homes and the thousands of window blinds that need cleaning. You won't believe how many of my customers were unaware of this service and now use it as part of their routine maintenance.

## **What is Ultrasonic Blind Cleaning?**

Ultrasonic cleaning has been used in the space, electronics, jewelry, medical and automotive industries for decades to safely clean or disinfect many items of all shapes and sizes. Ultrasonic blind cleaning not only improves the appearance of your window treatments, but also improves the indoor air quality of your home or business environment.

For many of today's window treatments, Ultrasonics is the most effective and recommended cleaning technique. Ultrasonics is a method of cleaning your blinds and shades through the use of energy created by sound waves. The ultrasonic cleaning tank creates vibrating soundwaves in warm water, which in turn produce millions of microscopic bubbles that gently remove visible and microscopic dirt particles and germs from an object. These bubbles are so small that they can reach every crevice and cavity to be cleaned, along with removing dirt, stubborn stains and biological

contaminants.

The ultrasonic cleaning process breaks the static bond with the aid of a mild biodegradable detergent solution. The blinds/shades are then rinsed to flush any residual soil away and then dried.

When properly used, ultrasonic blind and shade cleaning is a fast and yet effective way to deep clean many types of blinds and shades without the harsher handling required to hand scrub or wipe each individual section. It does not scratch, pit or damage items the way conventional cleaning methods can. No dangerous chemicals are involved in the cleaning process. Ultrasonic's cleans every surface of the vanes/slats and intricate parts of the blinds and head rail, as well as the cords, strings and wand.

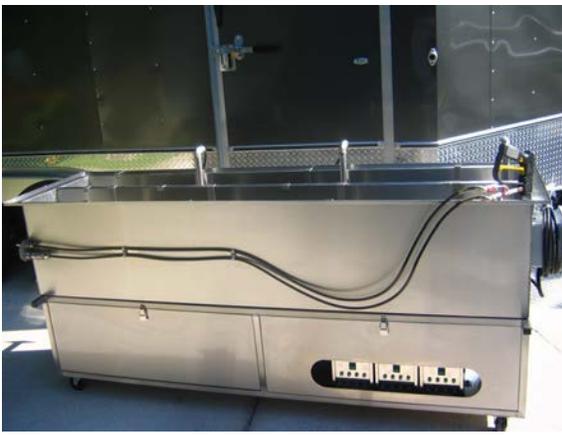
Besides the health benefits, such a deep cleaning extends the life of your customers' shades by making them operate more smoothly, and thus saves money. If you don't want to replace them prematurely. Regular cleaning is important.

## **Why Blind Cleaning is Necessary**

Did you know that window blinds and shades can harbor biological contaminants such as bacteria, molds, mildew, human skin cells, nicotine, viruses, pet dander, dust mites, insect feces and pollen to name a few? While carpets and floors are routinely cleaned and periodically deep cleaned, many home and business owners neglect to clean their window blinds.

Air moves around the windows constantly, and allergens are deposited on the window treatments. Allergic reactions can be triggered

by biological contaminants as well as infectious illnesses. Some symptoms of health problems caused by these pollutants include breathing problems, sneezing, watery eyes, fever, and coughing, etc. Asthma can be triggered by mold, pet dander, pest droppings and dust mites.



These airborne pollutants can be distributed through your home, business or recreational environment. It is known that measles, influenza, tuberculosis, Legionella, chicken pox and staphylococcus infections are transmitted by air.

You may be interested in the findings of a school science project conducted by a pediatrician at a day care center in the Central Florida area. Cultures taken from the walls, floor, tables, chairs, book cases, toys, etc., were analyzed and the blinds were found to be harboring the most germs in the classroom. Why? Because the window blinds were only dusted and not properly cleaned.

General good housekeeping is very important to reduce exposure to biological contaminants, but simply dusting or vacuuming the blinds/shades can actually aggravate the problem. If the debris on or in the window treatments is disturbed by dusting or vacuuming, you've just spread these allergens. Additionally, hand dusting creates static electricity on the slats or fabric and turns them into virtual dust magnets that attract more dust and allergens.

The chemicals in some household cleaning products may damage the finish or fabrics of your blinds as well as remove paint or dyes. Wouldn't it make more sense to flush the allergens lying on your window treatments out using an environmental friendly wet cleaning method?

### **Start up - What's involved**

An ultrasonic cleaning machine costs around \$10,000 to \$15,000 depending on its features. You can save by buying used equipment, but you don't know its history, if the machine has been maintained properly, etc. If you want to go

mobile instead of working out of a shop and do on-site cleaning; your costs can be much more depending on how elaborate of a set-up you want (generators, instantaneous water heaters, custom trailer with high ceilings, etc.)

Training is available through major manufacturers of ultrasonic cleaning equipment. Some offer packages that include training with the purchase of their machine. Another option may be to get training from an established cleaning contractor and pay a consulting fee. Some contractors may also offer hands-on training.

Next, you need to know the proper way to handle various types of window treatments. Not all materials use the same cleaning process (heat or cleaning solutions). Some of the major window treatment manufacturers offer installer training classes, which will familiarize you with the handling of their window treatments. A professional window treatment installer in your area is also an option to help you and your employees with the handling of different window treatments.

Before jumping in to this add-on service, talk to some existing customers for feedback. Do they have someone doing this service? Would they be interested?

Ultrasonic blind cleaning has been a profitable add-on service for us, and it may be a good addition for you as well.

*Jim Viviani, owner of Wash Rite Inc., has been serving the Orlando and Central Florida areas since 1991 providing exterior pressure washing and ultrasonic blind and shade Cleaning Services. Please feel to contact Jim at [www.washritecleaning.com](http://www.washritecleaning.com) if you have any questions or would like some additional information on this topic.*