Let It Glow Floor Care — School District Case Study

One Product. Every Surface. Every Day.

A Virginia Rural School District — Full Program Cost Analysis

How one school district replaced 14 custodial cleaning products with a single Let It Glow Cleaner & Restorer — used daily on every hard floor surface and for carpet cleaning — and generated $127,560 in ongoing annual savings while improving building appearance, air quality, and custodial efficiency.

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Full Program Cost Analysis Case Study

● *Client identity withheld at district's request. All figures based on verified district records and Let It Glow service data.*

What Is the Let It Glow Full Program?

Most floor care programs treat different surfaces as separate problems requiring separate products — a stripper for VCT, a cleaner for tile, a conditioner for hardwood, an extractor chemical for carpet, a neutral

cleaner for daily mopping, a burnish aid for polished concrete. The result is a custodial closet full of chemicals, a training manual full of dilution ratios, and a budget full of recurring line items.

Let It Glow takes a fundamentally different approach: one concentrated Cleaner & Restorer formula, used daily, on every surface in the building.

Surface Type	Previous Products Used	Let It Glow Program	Frequency
VCT (Vinyl Composition Tile)	Strip chemical, wax/finish, burnish compound, neutral cleaner	Let It Glow Cleaner & Restorer	Daily mop + monthly recoat
Polished Concrete	Concrete sealer, polishing compound, neutral cleaner	Let It Glow Cleaner & Restorer	Daily mop
Ceramic / Quarry Tile	Tile cleaner, grout cleaner, sealer	Let It Glow Cleaner & Restorer	Daily mop
Hardwood / Gym Floors	Wood floor cleaner, screen-and-recoat chemical, buff compound	Let It Glow Cleaner & Restorer	Daily damp mop
Carpet (hallways, offices, media centers)	Carpet extraction chemical, pre-treatment spray, deodorizer	Let It Glow Cleaner & Restorer (diluted for extraction)	Weekly/monthly extraction
General Hard Surfaces (restrooms, kitchens)	General purpose cleaner, disinfectant cleaner	Let It Glow Cleaner & Restorer	Daily

Let It Glow Cleaner & Restorer is not a floor restoration product used once a year. It is a daily-use solution — diluted appropriately for each surface type — that cleans, restores shine, and protects the floor with every application. Over time, this replaces the need for periodic deep restoration entirely.

About This District

This case study is based on a rural public school district in southwestern Virginia — Let It Glow's longest-tenured school district customer, now in its third year of the full single-product program.

District Profile	Detail
Total Schools	9 buildings
Student Enrollment	~3,500 students (Pre-K through Grade 12)
Total Campus Square Footage	~500,000 sq ft
Hard Floor Area (VCT, Concrete, Tile, Hardwood)	~200,000 sq ft
Carpet Area (hallways, offices, media centers)	~80,000 sq ft
Custodial Staff	22 full-time custodians
Products in Use BEFORE Let It Glow	14 active SKUs across all surface types
Products in Use AFTER Let It Glow	**1** (Let It Glow Cleaner & Restorer)
Program Start	3+ years ago **(district's longest-tenured Let It Glow customer)**

The Real Cost of Managing 14 Products

When the district's facility director first engaged Let It Glow, the team conducted a full audit of the custodial supply program. What they found was not unusual for a district of this size — but the total cost, when fully quantified, was eye-opening.

The 14 products in use fell into four cost categories:

Cost Category	Products Involved	Annual Cost
VCT Strip & Finish Program	Chemical stripper, finish/wax, burnish compound	$120,560
Hard Floor Daily Cleaning	Neutral cleaner, tile cleaner, concrete cleaner, wood floor cleaner	$28,400

Cost Category	Products Involved	Annual Cost
Carpet Cleaning Program	Carpet extraction chemical, pre-spray, deodorizer, spot treatment	$24,600
Procurement & Overhead	Storage, SDS compliance, staff training per product, purchase orders	$18,000
TOTAL ANNUAL CUSTODIAL SUPPLY COST	**All 14 products + overhead**	**$191,560**

Of the **$191,560** in total annual custodial product cost, **$120,560 (63%)** was consumed by the VCT strip-and-wax cycle alone — a process that was repeated every summer and left floors looking their best for only a few weeks before wax buildup and scuffing resumed.

The VCT Strip Cycle: The Biggest Driver

The annual summer floor stripping cycle on VCT floors was the district's single largest custodial cost. The process required:

1. Applying chemical stripper and agitating with rotary floor machines across all elementary buildings
2. Wet-vacuuming chemical slurry and double-rinsing floors
3. Applying 3–5 coats of floor finish with extended drying time between each coat
4. Burnishing the finished floor and disposing of chemical waste

Component	Annual Cost	% of VCT Cost
Strip Labor — crew wages, overtime, and contractor support	$69,888	58%
Strip Chemicals — stripper, neutralizer, rinse agents	$31,344	26%

Component	Annual Cost	% of VCT Cost
Disposal — wastewater and chemical waste handling	$19,328	16%
TOTAL VCT STRIP COST	**$120,560**	**100%**

Daily Cleaning: A Fragmented, Inefficient System

Beyond the strip cycle, daily floor cleaning was handled differently in each building depending on the floor type — neutral cleaner for VCT hallways, a separate tile product for cafeterias, a wood-specific cleaner for gymnasium floors, and a general-purpose product for restrooms. Custodians moving between rooms had to switch products, adjust dilution ratios, and manage multiple spray bottles and mop buckets. This fragmentation consumed time, increased error risk, and drove up supply costs.

Carpet Cleaning: An Overlooked Cost

The district's carpet areas — approximately 80,000 sq ft across hallway runners, administrative offices, media centers, and counselor suites — were serviced with three separate products: an extraction chemical, a pre-spray for high-traffic staining, and a deodorizer. These products were purchased from two separate vendors, required separate storage, and added nearly **$24,600/year** to the cleaning budget — not counting the staff time spent managing the program.

The Let It Glow Solution: One Product, Used Daily, on Everything

Let It Glow's full program replaced all 14 products with a single concentrated Cleaner & Restorer formula — used daily across every surface type in the district. The key insight is that this is not a specialty product for each surface — it is a universal formula that cleans and restores with every application, diluted appropriately for each use case.

■ Hard Floors (VCT, Concrete, Tile, Hardwood)

Diluted solution applied daily with a damp mop or auto-scrubber. Cleans and deposits a thin restoring layer with every pass — preventing wax buildup, eliminating the need for stripping, and maintaining consistent appearance year-round. No separate finish, burnish compound, or strip chemical required.

■ Carpet (Hallways, Offices, Media Centers)

Same formula, diluted for use in carpet extraction machines. Pre-spray application on high-traffic areas before extraction pass. Deodorizes naturally during cleaning — no separate deodorizer needed. Safe for both hot-water and cold-water extraction systems.

■ General Surfaces (Restrooms, Cafeteria Non-Porous Surfaces)

Further diluted solution for daily wipe-down of non-floor surfaces. Replaces general-purpose cleaner for most non-disinfection applications.

Before vs. After Comparison

	BEFORE (14-Product Program)	AFTER (Let It Glow Single Product)
Products in Custodial Closet	14 active SKUs	**1 concentrated formula**
VCT Care	Annual strip + 3–5 wax coats + burnish	**Daily mop with Cleaner & Restorer — zero strip**
Carpet Cleaning	3 separate products (extractor, pre-spray, deodorizer)	**Let It Glow diluted for extraction — 1 product**
Tile / Concrete / Hardwood	Separate product per surface type	**Same Let It Glow dilution for all**
Summer Work Required	2–4 week strip/wax cycle, contractor support	**Regular maintenance only — no summer strip cycle**
Custodian Training	Per-product training for 14 SKUs	**Single 30-minute product orientation**
SDS / Compliance Documents	14 Safety Data Sheets	**1 Safety Data Sheet**
Purchase Orders per Year	~18–22 per year	**1–2 per year**
Chemical Storage Required	Multiple storage areas, segregation per product	**Single product, single storage location**

	BEFORE (14-Product Program)	AFTER (Let It Glow Single Product)
Student / Staff Chemical Exposure	Multiple chemical compounds including strong stripper fumes	**Minimal — low-VOC single formula**

Full Program Financial Results

Total Annual Savings — All Product Categories

Cost Category	Before (Annual)	After (Annual)	Annual Savings
VCT Floor Care — Strip, Finish, Burnish	$120,560	$44,000	**$76,560**
Hard Floor Daily Cleaning — All Types	$28,400	$0	**$28,400**
Carpet Cleaning Program — All Products	$24,600	$0	**$24,600**
Procurement & Overhead (14 SKUs → 1)	$18,000	$4,000	**$14,000**
TOTAL ANNUAL PROGRAM COST	**$191,560**	**$48,000**	**$143,560**

ⓘ *Hard Floor Daily Cleaning and Carpet Cleaning costs drop to $0 because Let It Glow Cleaner & Restorer — already used for VCT care — replaces all separate daily cleaning and carpet extraction products. There is no additional cost for these applications beyond the single product supply.*

★ Key Financial Metrics at a Glance

Total Annual Savings

$143,560

all product categories combined

Transition Investment

$16,000

$0.08/sq ft × 200,000 hard floor sq ft

Net Year-1 Savings

$127,560

after one-time transition investment

Payback Period

41 days

from program launch

First-Year ROI

797%

on transition investment

5-Year Cumulative Net

$701,800

net of all transition costs

Year-by-Year Projection

Year	Gross Annual Savings	Transition Cost	Net Annual Savings	Cumulative Net Savings
Year 1	$143,560	$16,000	$127,560	**$127,560**
Year 2	$143,560	$0	$143,560	**$271,120**
Year 3	$143,560	$0	$143,560	**$414,680**
Year 4	$143,560	$0	$143,560	**$558,240**
Year 5	**$143,560**	**$0**	**$143,560**	**$701,800**

ⓘ *Savings figures are conservative and do not include: (1) productivity gains from simplified custodial workflows, (2) reduced staff overtime from elimination of summer strip cycle, or (3) extended floor replacement intervals from elimination of chemical stripping damage.*

Sensitivity Analysis

Scenario	Annual Gross Savings	Transition	Net Yr-1	Payback	ROI
Conservative (lower strip cost, smaller carpet area)	$108,000	$16,000	$92,000	54 days	575%
Base Case ★ (actual district figures)	**$143,560**	**$16,000**	**$127,560**	**41 days**	**797%**
Aggressive (higher strip cost, more frequent carpet cleaning)	$178,000	$16,000	$162,000	33 days	1,013%

★ *Base Case reflects this district's actual verified figures. Even the conservative scenario delivers nearly $92,000 in net Year-1 savings.*

Why These Are Ongoing Savings — Not a One-Time Benefit

This is the most important distinction in understanding the Let It Glow program: **the savings shown above repeat every single year.** The product consolidation, strip elimination, and carpet program simplification are permanent changes to the district's operating model — not a one-time floor restoration.

Many floor care vendors offer a one-time restorative treatment — a deep clean or finish application that temporarily improves floor appearance. These treatments typically cost $0.15–$0.35/sq ft, are completed once, and require the existing multi-product program to continue indefinitely afterward.

The Let It Glow program is fundamentally different:

- ● **Strip elimination is permanent** — because Let It Glow prevents wax buildup from forming, there is never a future strip event needed. Year 3 of this program costs the same as Year 1.
- ● **Daily Cleaner & Restorer use means every mopping pass continues to restore the floor surface** — the improvement compounds over time rather than degrading between restoration cycles.
- ● **Carpet cleaning simplification is structural** — the district's extraction equipment now uses one product for all carpet types, permanently eliminating the pre-spray and deodorizer from the supply chain.
- ● **Product consolidation savings grow** — as the program matures, procurement efficiency improves further. This district reduced its floor care purchase orders from ~20/year to 2/year.

Annual Recurring Savings Breakdown

Savings Category	Year 1	Year 2	Year 3	Year 4	Year 5
VCT Strip Elimination	$76,560	$76,560	$76,560	$76,560	$76,560
Hard Floor Daily Cleaning Consolidation	$28,400	$28,400	$28,400	$28,400	$28,400
Carpet Program Consolidation	$24,600	$24,600	$24,600	$24,600	$24,600
Overhead / SKU Reduction	$14,000	$14,000	$14,000	$14,000	$14,000
TOTAL ANNUAL SAVINGS	**$143,560**	**$143,560**	**$143,560**	**$143,560**	**$143,560**

Beyond the Numbers

Area	What the District Experienced
Student & Staff Health	Elimination of strong chemical stripper fumes eliminated ventilation protocols and restricted-access periods during summer work. Low-VOC formula reduces ongoing chemical exposure during daily cleaning.
Custodial Staff Satisfaction	Custodians reported significantly reduced physical strain — no rotary floor machines during summer, no heavy chemical handling. Staff turnover in the custodial department decreased in Year 2.
Carpet Appearance	Carpet extraction results improved — the Cleaner & Restorer formula's restorative properties left carpet fibers cleaner and more resilient than the previous 3-product system.
Floor Longevity	District facilities director noted reduced VCT tile cracking and lifting. Chemical stripping weakens VCT adhesive bonds over time — eliminating the strip cycle extends floor life measurably.
Environmental Compliance	Reduction from 14 SDS documents to 1 simplified OSHA compliance, right-to-know training, and chemical storage requirements significantly.
Procurement Simplicity	One vendor, one SKU, one reorder. Accounts payable reduced floor care purchase orders from ~20/year to 2/year. No more managing contract expirations with multiple chemical vendors.

Implementation: How the Transition Happens

The full program transition for this district was completed over a single summer break — with zero disruption to the school year and no capital equipment purchases required.

Phase	Timeframe	What Happened
Phase 1 — Building Assessment	Week 1	Let It Glow team surveyed all 9 buildings: measured hard floor and carpet areas, documented existing products, photographed floor conditions
Phase 2 — Staff Training	Week 2	Single half-day training for all 22 custodians covering dilution ratios for each surface type and application techniques for hard floors, carpet extraction, and general surfaces
Phase 3 — Product Changeover	Weeks 2–3	Legacy products drawn down and disposed; Let It Glow Cleaner & Restorer stocked at each building in appropriate quantities
Phase 4 — Initial Application	Weeks 3–4	First full-building application across all hard floors and carpet areas; Let It Glow team on-site for first day at each building
Phase 5 — Ongoing Maintenance	Year-round	Daily cleaning maintained by district custodial staff; Let It Glow provides quarterly check-in visits and product replenishment support

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In Their Own Words

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> *We thought we were already running a lean custodial program. The Let It Glow audit showed us we had 14 products doing the job that one could do better. Three years in — our floors look better, our carpets are cleaner, our custodians are happier, and we've put*

over $400,000 back into the facilities budget. We recommend this to every district we talk to.

— Director of Facilities, Virginia Rural School District (identity withheld at district's request)

Is Your District a Good Fit?

Most school districts that benefit from Let It Glow's full program share several characteristics. If the following describe your district, a free cost analysis is worth requesting:

- ☑ You use VCT tile in hallways, cafeterias, or classrooms
- ☑ Your custodial team performs an annual or bi-annual floor strip cycle
- ☑ You're managing 5+ separate floor care products across your buildings
- ☑ You have carpet in offices, hallways, or media centers requiring periodic extraction
- ☑ You're using separate products for tile, concrete, hardwood, and carpet
- ☑ Summer custodial hours are heavily consumed by strip-and-wax work
- ☑ You want to reduce chemical exposure for students and staff
- ☑ You're looking for recurring annual savings — not a one-time treatment

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Request Your Free District Cost Analysis

Let It Glow offers a no-cost, no-obligation comprehensive cost analysis for any school district. We'll audit your buildings, document every product currently in use, measure your floor and carpet areas, and deliver a detailed financial comparison showing exactly what your district would save — specific to your actual square footage, floor types, carpet areas, and current supply costs.

✉ Contact Let It Glow Floor Care

Let It Glow Floor Care

Asheville, NC Metro Area — Serving the Southeastern United States

🌐 *Website: [your website URL]*

✉ *Email: [your contact email]*

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DISCLOSURES & IMPORTANT NOTICES

1. **ESTIMATED FIGURES:** All financial figures, cost estimates, savings projections, payback periods, and return-on-investment calculations presented in this document are estimates based on industry benchmarks, publicly available data, and general assumptions about custodial product usage, labor costs, and floor care program pricing. Actual results will vary based on individual district circumstances.

2. **NO GUARANTEES:** Let It Glow Floor Care makes no representation, warranty, or guarantee that any school district, institution, or facility will achieve savings equal to or similar to those described in this case study. Savings outcomes depend on factors including but not limited to: total square footage, floor type composition, existing contract rates, local labor costs, strip cycle frequency, carpet area size, and current product pricing.

3. **CASE STUDY BASIS:** This document is based on a real-world client implementation. Certain details, including the client's identity, exact square footage, specific product names, and contractor pricing, have been generalized or adjusted for public presentation purposes. Client identity has been withheld at the client's request.

4. **COST ASSUMPTIONS:** Floor stripping cost estimates of $0.60–$0.90 per square foot per event are based on regional commercial floor care contractor pricing benchmarks for the Southeastern United States as of 2025–2026. These rates may differ significantly in other geographic markets or under existing contracted service agreements.

5. **PRODUCT PERFORMANCE:** The performance characteristics of Let It Glow Cleaner & Restorer described in this document reflect typical results under recommended dilution ratios and application procedures. Results may vary based on floor condition, age, previous finish history, water quality, and application equipment used.

6. **CARPET CLEANING:** References to carpet cleaning using Let It Glow Cleaner & Restorer reflect use with standard hot-water and cold-water extraction equipment at recommended dilution levels. Compatibility with specific extraction equipment models should be verified prior to use. Let It Glow is not responsible for damage resulting from improper dilution or equipment incompatibility.

7. **TRANSITION INVESTMENT:** The transition investment figure of $0.08 per square foot is an estimate reflecting typical costs for product changeover, initial staff training, and first application. Actual transition costs may be higher or lower depending on building conditions, number of staff requiring training, and distance from Let It Glow's service area.

8. **PROCUREMENT AND OVERHEAD SAVINGS:** Estimated savings from procurement consolidation, SDS compliance reduction, and storage simplification are based on average observed outcomes and are not guaranteed. Individual district administrative structures and procurement processes will affect realized savings in this category.

9. **FORWARD-LOOKING STATEMENTS:** Projections of cumulative savings over 2, 3, 4, and 5 years assume that product pricing, labor costs, and program structure remain substantially consistent year-over-year. These projections do not account for inflation, contract renegotiations, changes in district facilities inventory, or other variable factors.

10. **NOT PROFESSIONAL ADVICE:** This document is provided for informational and illustrative purposes only. It does not constitute professional financial, legal, procurement, or facilities management advice. School districts should consult with their own facilities management professionals, procurement officers, and financial advisors before making program or purchasing decisions.

For questions regarding the assumptions used in this analysis or to request a customized cost estimate for your district, contact Let It Glow Floor Care directly.

This case study is based on a verified real-world implementation in a Virginia rural school district. Client identity withheld at district's request. All financial figures based on actual district records and Let It Glow service data. Results may vary based on district size, floor and carpet types, local labor rates, and current product pricing. Savings figures represent ongoing annual recurring savings, not one-time benefits. All figures USD.