



# ARE YOUR FLOORS READY FOR THE "SOCK TEST"?



*Every Cleaner's worst nightmare... your best-tipping customer walks in socks across their freshly-cleaned floor only to find it isn't nearly as clean as you or they thought!!*

*Socks and paper towels tell no lies, but fear not, as making your floors "Sock Ready" is easy once you understand the Science of Mopping.*

## The problem AND solution is always RINSING!

- The ONLY thing soap does is lift dirt into water. It doesn't make more room in water.
- If the soapy water gets too full of dirt to hold anymore, your results will be poor.
- Even the best soap on the planet won't change the saturation point of water.
- The ONLY thing mops do is absorb dirty water. They don't make more room in soapy water either.
- If the mop gets too full and leaves dirty water behind, your results will be poor.
- Even the best mop in the planet runs out of room eventually.

## The Two Most Common Sock Test Failures

### The No-Rinser

- Cleaner uses a ton of soapy water, believing Wet = Clean (Hint: it's not).
- Cleaner forgets to rinse the mop and keeps mopping, smearing dirt, not lifting it.
- Cleaner leaves dirty water behind to dry = Sock Test Fail.

### The No-Checker

- Cleaner uses a ton of soapy water on VERY dirty or porous floor, believing Wet = Clean.
- Cleaner rinses mop only occasionally and never checks the pad to realize it's full.
- Cleaner leaves a bunch of dirt behind deep in the floor = Sock Test Fail.



# Make Your Floors Sock Ready

## 1. Rinse More Often

- Mop the floor in 3'x3' sections. Check the mop head at least every two sections for saturation.
- Rinse the pad at least 2 to 4 times per floor (more if very dirty)

## 2. Make Rinsing Easier

- Option A: Set up a 2nd rinse bucket of fresh water.
- Option B: Dampen and ring out multiple microfiber mop pads to use in the room.
- Option C: Rinse mop head in a nearby sink.

## 3. Test Yourself

- Occasionally wipe the floor with a white napkin or towel as you mop.

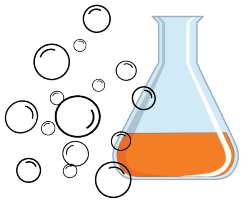
*If the towel is light grey, you're done for the day! If the towel is black, it's time to go back!" (and rinse more—duh!)*

## **BONUS TIP: 4. Know when to call in the Big Guns!**

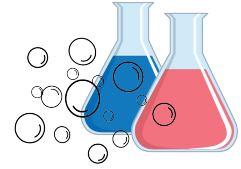
- Despite your best efforts, some floors are beyond the reach of standard mopping.
- Inform your manager immediately if you encounter a floor too dirty to mop well!
- Your manager will explain to the customer that they need a deep scouring of their floor and standard mopping will not work till all embedded dirt has been scrubbed out.
- Your manager will schedule a deep cleaning at a future visit

## **A Deep Clean Floor Service Will Include:**

- Applying heavy concentrated solution of floor soap and hot tap water.
- Scrub up dirt with either an electric or manual scrubbing brush or utility pad.
- Using a wet vacuum or mop to extract the dirt saturated water.
- Mopping the floor a 2nd time with fresh hot soapy water to remove final residue.



## Super Fun Soap Science!



Hot water can **dissolve and hold TWICE the dirt cold water can!** This is why your sugar falls to the bottom of your ice tea but dissolves easily in your hot tea.

Oil doesn't naturally mix with water, and dirt doesn't naturally float. Soap makes dirt and oil suspend (aka float) in the water by using the power of something called surfactants.

Surfactants have a **hydrophilic** (water-loving) tail and a **hydrophobic** (water-hating) head and look like chemical sperm—no really! The head sticks to the oil and dirt, and the tail pulls it up into the water.

The longer dirt sits in soapy water the more covered it becomes with little surfactants, till it's coated on all sides. This is why, when you pour dirty rinse water into a sink, the dirt doesn't stick to the sink and slides down the drain instead.

Modern soaps can keep dirt floating in water for hours. Old fashion soaps had much weaker bonds, so the dirt fell out of the water back down to the ground. This is why all mopping used to be done with tall buckets, because the dirt in the water would fall to the bottom of the bucket, leaving somewhat fresher water on the top to dip in.

Old fashion soaps used to be very slippery because they were made with lye, a very strong alkaline (feels like laundry bleach on your hands). People learned to add acids like vinegar to their rinse water to neutralize the alkalinity and strip off the sliminess, mostly by accident.

Since, no one understood **WHY** it worked, they associated vinegar rinsing with squeaky clean results, even though the vinegar only removed the soap residue, not the dirt. To this day, many people swear by mopping with vinegar water, even though it lacks the surfactants necessary to lift dirt!

**Behold the power of positive association and SCIENCE!**

