



Diversification Program

MATTRESS CLEANING

Pricing and Income Potential

Twin Mattress

Standard Cleaning \$20-\$40

Anti Allergen Cleaning \$59

Queen Mattress

Standard Cleaning \$50-\$60

Anti Allergen Cleaning \$69

King Mattress

Standard Cleaning \$40-\$80

Anti Allergen Cleaning \$99

Anti Microbial/Pest Control Application can bring an additional 25-35%.

Isn't it interesting that while the average person spends 1/3 of their time in bed they might never think about cleaning their mattress. Your customer's mattress might be one of the most soiled and bacteria laden surfaces in their home. Think about it!! When was the last time you had your mattress professionally cleaned?

Most people don't clean their mattresses simply because they're always covered. **But, cleaning a mattress is more than an appearance issue, It's also a health issue.** Your customer cleans their comforters, sheets, and mattress pads but neglect the primary repository of allergens, odors, bacteria, and soil - the mattress itself.

Soiled Mattresses contain:

1. Dust, dead skin, and dust mites which can cause a host of health problems for the owner, agitating both asthma and many allergies.
2. Urine, blood, and food on a mattress can result in odors and the growth of disease causing bacteria.
3. Soils which can break down the surface fibers can cause premature wear.

Promoting Mattress cleaning as an Add-on service is easy. Simply ask the customer when they last had their Mattress professionally cleaned. Do a quick demo with a dark velvet cloth and a vacuum to demonstrate the buildup of dust, skin and soil. Explain the health and wear benefits of professional cleaning and ask for the order.

Product List (Suggested items to perform this service)

Avenge Fabric Prespray

Avenge Clean Rinse

Anti-Allergen Hypo-Allergenic PS (case)

Anti-Allergen All Fiber Rinse

Allergy Relief Treatment

Allergy Relief Laundry Treatment

Anti-Allergen Non-Fragrance Deodorizer

Linevacer HEPA Backpack Vacuum

Intercept Micro Filter Bags (10pk)

After Care Instruction Sheet (100)

Asthma & Alergy Relief Brochures(50)

Hydro Kinetic Low Moisture Upholstery Tool

Educational Resources

IICRC Upholstery Cleaning Technician Class

IICRC Odor Control Class

Marketing

MasterBlend Aftercare Instruction Sheet

MasterBlend Asthma & Alergy Relief Brochures

Other

Mattress Cleaning is a niche market in which you have little or no competition. By educating your customer to the need for professional mattress cleaning services you can generate thousands of dollars in additional revenue each year while utilizing equipment and chemicals you already have.



Pembertons
interlinksupply™

www.Pembertons.com

800-342-2297