



## 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

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

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.



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

800-658-5314



## MATTRESS CLEANING ORDER FORM

[Street Address]

P.O. NO.

[City, ST ZIP Code]

DATE

[Phone] [Fax]

CUSTOMER ID [ABC12345]

[e-mail]

**VENDOR**

[Name]  
[Company Name]  
[Street Address]  
[City, ST ZIP Code]  
[Phone]

**SHIP TO**

[Name]  
[Company Name]  
[Street Address]  
[City, ST ZIP Code]  
[Phone]

REQUESTED SHIPPING METHOD	SPECIAL SHIPPING INSTRUCTIONS (IF ANY)	REQUESTED SHIP DATE

QTY	ITEM #	DESCRIPTION	UNIT PRICE	NOTES	LINE TOTAL
	CU20GL	Avenge Fabric Pre-Spray	\$22.95		
	CU24GL	Avenge Clean Rinse	\$24.69		
	CG52GL	Anti-Allergen Hypo Allergenic PS - Case	\$134.12		
	CG56GL	Anti-Allergen All Fiber Rinse	\$23.71		
	CG58GL	Allergy Relief Treatment	\$59.19		
	CG59GL	Allergy Relief Laundry Treatment	\$18.99		
	CG50GL	Anti-Allergen Non-Fragrance Deodorizer	\$41.17		
	AV90	Super Coach Pro Backpack Vacuum	\$539.00		
	PPR2000	Replacement Bags	\$20.80		
	LB121	After Care Instruction Sheet (100)	\$24.00		
	LB122	Asthma & Alergy Relief Brochures (50)	\$12.50		
	AW58	Hydro Kinetic Low Moisture Uph. Tool	\$473.75		

\* Prices subject to change without notice

\*Sales tax calculated at time of purchase.

<b>SUBTOTAL</b>	
<b>SALES TAX</b>	
<b>TOTAL</b>	

Authorized by \_\_\_\_\_

Date \_\_\_\_\_