

# Another Warning about Subcontracting

By Bill Bane

In April, I warned about the dangers of subcontracting. Now a bill has been introduced in Congress to catch employers who improperly classify workers as independent contractors in order to pay them less and/or avoid payroll taxes. The Government says more than 10 million workers in the U.S. are classified as independent contractors.

The Employee Misclassification Prevention Act of 2008 (H.R. 6111), would impose penalties on employers who misclassify employees as independent contractors. It will make employers keep records and notify workers of their employment or independent contractor classification and require that state agencies conduct audits to identify employers who are misclassifying employees.

If the bill passes, it will allow monitoring of states' effectiveness in identifying employers who misclassify employees and allow the U.S. Department of Labor and the Internal Revenue Service to share information on cases where employers misclassify workers. The Department of Labor would target audits on employers in industries that frequently misclassify employees.

## Use care giving credit

In these tough economic times, a company may have a prestigious sounding name and beautiful facilities, but check them out. An impressive looking business may have leased premises, vehicles and furniture, but may have no assets.

Be careful of existing customers, too. If they become slow settling up their account or complain about service to delay the payment of the account, take heed. Request for the reissue of an invoice may be a strong indicator that they are in financial trouble, and you may be on a list of creditors when bankruptcy is filed..

## Irish Carpet

Ulster Carpets in Belfast, Ireland, rolled out the carpet for a tribe of native Americans. They were visiting the factory to watch the first carpets come off the line in a \$1 million order for a casino they are building in the Midwest.

The \$300 million Casino Resort and Hotel that borders Oklahoma, Missouri and Kansas, is being built by the Quapaw Tribe of Oklahoma. The casino opens on July 5 while the opening of the 12 story hotel is planned for the fall.

Speaking during the visit to the factory, Mickey Brown casino project manager, said: "The design concept was created by Ulster Carpets after seeing our company logo. "We are impressed that the culture of the tribe will be reflected in the flooring throughout the development and we are really pleased with how the designs have come out."

Family owned Ulster Carpets, which was founded in 1938, has grown to become a world renowned top quality carpet manufacturer. The company, which employs around 400 people at the main production site in Portadown, supplies carpets to numerous venues across the world including hotels, casinos and palaces.

## Bane-Clene keeps it simple!

Technicians pull in 2 hoses, plug in 2 electrical cords into a nearby outlet and begin cleaning the carpet and/or furniture in less than five minutes.

When they're finished, they roll up the hoses and cords, collect the money and leave! There's No water to hook up, no chemical to blend and No dirty water to dump after the job is done.

There's NO expensive fuel to buy and No noise or fumes. No one does it better with 21st Century engineering backed by the best warranty, marketing and training programs in the business. Call us on the carpet®.

## Carpet Market growing

Wall-to-wall carpet sales are expected to reach \$23.9 billion by 2010, according to Global Industry Analysts, Inc. New construction is the leading indicator of growth in the carpet industry, with the residential sector accounting for a large share of wall-to-wall carpet purchases.

Tufted still dominates sales, with a share in excess of 88% this year. Woven carpets are projected to be the fastest growing segment. The awareness about environmentally friendly products has contributed to the higher demand for wool.

The United States is characterized as mature with emerging markets such as Eastern Europe, China and other Asian countries seen as potentially strong growth markets.

## Storms - Be careful!

This has been a stormy year across the country. The electrical storms that just passed through Indiana for the umpteenth time have thousands of lightning strikes associated with each one. Use care in everything from playing golf to talking on the telephone.

Cell phones and cordless phones are relatively safe to use during a storm. But, use extreme care in using a land line during an electrical storm. Surge devices can be overwhelmed by lightning if it strikes the building you are in, a nearby utility pole or a power line.

Surge protectors cost \$40 to \$120 and are a good investment for major appliances such as computers and television sets. But to be safe, computers should be unplugged before the storm arrives. Don't do it while lightning is flashing in the area.

## July 15 Specialty Schools:

FREE Spot and Stain Removal Class

FREE Anti-Allergen Class

See page 4 for details!

## Price Adjustments

Dear Bane-Clene Customer:

We apologize for this short notice; however, we were only made aware of this situation on May 29th at approximately 4 PM.

Due to an unprecedented shortage of raw materials, we are forced to raise the price on our Powdered Cleaning Agents and a few select liquid products. 80% of the Powders are one ingredient and it has suffered the largest increase and shortage.

We unfortunately anticipate more increases as time goes on; therefore, the prices on the Powders are only valid for 30 days. The prices on the affected liquids are valid until further notice.

We are able to hold the prices on the other liquids, because there were only modest cost increases.

We strive to provide you with the best products at the best prices. Once again, we do this only as a last resort. Thank you for your patronage past, present and future.

The products affected are:

10145 Sta-Clene® 5 gallon...\$99.95  
10340 AFC™ Anti-Foam gl \$29.95  
10340 AFC 4 gl case.....\$28.95/gl  
10400 Solv-A-Clene™ 1 gl . \$19.95  
10405 Solv-A-Clene 5 gl .....\$94.95  
10420 Saf-T-Solv™ 1 gl .....\$29.95  
10420 Saf-T-Solv 4 gl case ..\$28.95/gl  
10675 PCA™ 4 - 40 #pail..\$108.95  
10680 PCA 4 - 100# drum..\$229.95  
10960 PCA 5 - 13 lb pail.....\$49.95  
10962 PCA 5 - 25 lb pail.....\$99.95  
10964 PCA 5 - 65 lb drum . \$219.95

## E-Mail Addresses

Bane-Clene e-mails announcements, events, new product information, articles, cleaning hints, etc. to those customers for whom we have email addresses.

If you would like to be placed on the email list, please just email us at [bane@baneclene.com](mailto:bane@baneclene.com)!

NOTE: We will NEVER sell or share your e-mail address.

## Hard Floor Specialty Classes:

### Stone, Marble & Grout Class October 16, 2008 8am - 5pm

There is a shifting trend toward using more natural stone in both interior and exterior installations. Why not take advantage of this trend?

Comprehensive hands-on training session in cleaning, sealing, polishing and restoring marble, natural stone, ceramic tile and grout.

### Wood Repair and Refinishing Class October 17, 2008 8am - 5pm

Wood flooring is becoming more popular. Some of your customers are even removing their carpets from their old wood floors and wanting them refinished!

Why get all upset about this? Why not take advantage of this trend?

Get on the ground floor and learn how to make more money wood floor repair and refinishing.

Comprehensive hands-on training session in repairing and finishing wood floors.

For more information and to register, call 800 428 9512.



Upgrade your current Bane-Clene system with the **3-D Base Unit** - Adaptable to all Bane-Clene tank systems - \$6,995.00 + Shipping and Handling. Call for details.

## July Specialty Classes:

### Pro's Choice

### Spot and Stain Removal Class July 15, 2008 8 AM - 11:30 AM

### Anti-Allergen Class

### July 15, 2008 1:00 PM - 4:30 PM Mattress Cleaning and Anti-Allergen Cleaning The New Profit Opportunity in Anti- Allergen Services!

## IICRC Carpet Cleaning Technician (C.C.T.) class

September 18-19, 2008 - \$199/person

**Most mills will require technicians and firms cleaning their manufactured carpets to have IICRC certification in 2008!**

IICRC Exam available for additional charge - payable directly to IICRC.

### Just Some of the Topics Covered:

- Deodorizing.
- Fibers (types and sources).
- Fiber identification.
- Carpet construction.
- Carpet dyeing and colors.
- Programmed Carpet Maintenance.
- Mechanics of soiling.
- The cleaning cycle.
- Understanding pH.
- Chemistry of cleaning.
- Carpet cleaning methods.
- Over wetting problems.
- Carpet cleaning problems answers.
- Professional spot stain removal.
- Marketing and sales.
- Topical treatments.

For more information and to register, call 800 428 9512.

## Remanufactured Mega-Port®

Portable Extractor with

- 50 feet new solution hose,
- 50 feet new vacuum hose
- Demo 12 inch floor tool

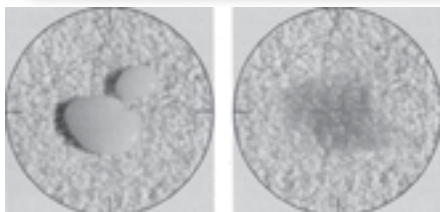
1 Year Warranty

\$2,995.00 Plus

Shipping & Handling

\*\*\*\*\* **July 2008 SPECIALS** \*\*\*\*\*

**Shaw Industries recommends  
Teflon over all others.**



**Treated      Untreated**

Added value for your customers means added profit for you. The improved, advanced repellency carpet protector provides extra time to clean up spills, minimizes wicking and the spreading of stains. Teflon Advanced is more resistant to oil-based and water-based stains than ever, thanks to its higher repellency. And it creates a unique invisible shield around carpet fibers, keeping dirt from sticking to fibers. DuPont recommends the application of Teflon Advanced after each cleaning on all carpet types, even those with built-in soil and stain protection. Reinforces stain-blocking qualities of stain-resist nylon fibers.

**Super Teflon® Special      CT07-1**  
7 cases (28 gals.) Catalog No. 10810  
Regular Price .....\$1,257.20  
**Special Price Only .....\$896.99**  
(Free Brochures Upon Request - Max 100)

**Teflon Protector Special      CT07-2**  
2 gallons Teflon® Catalog No. 10810  
Regular Price .....\$92.00  
Regular Price with avg. S&H .....\$109.00  
**Special Price Only .....\$89.99**  
(Free Brochures Upon Request - Max 100)

**5 Cases Teflon® (20 gallons)      CT07-3**  
Catalog No. 10810  
Regular Price .....\$898.00  
**Special Price Only .....\$665.99**  
(Free Brochures Upon Request - Max 100)

**3 Cases Teflon® (12 gallons)      CT07-4**  
Catalog No. 10810  
Regular Price .....\$538.80  
**Special Price Only .....\$438.99**  
(Free Brochures Upon Request - Max 100)

**Want more information on  
Bane-Clene?**

Call us at **800-428-9512** for free information and a free Video Tape, DVD or Mini CD-ROM as well as our 552 page Catalog.  
This video may also be viewed on our web site [www.baneclene.com](http://www.baneclene.com).

**Sta-Clene® Formula 940      CT07-5**  
2 gallons Catalog No. 10143  
Sta-Clene Formula 940 with Elexon™ is a clear product designed for use on rugs and upholstery. Using Sta-Clene on rugs and upholstery is better than using a water-based fluorochemical because Sta-Clene does not increase the drying time.

**Coverage:** 1 gallon per 1,000 sq. ft.  
**Use Concentration:** Undiluted  
Regular Price .....\$51.90  
Regular Price with avg. S&H .....\$70.90  
**Special Price Only .....\$59.99**

**Liquid Cleaner Special      CT07-6**  
1 gallon LCA-256 Cat.# 10118 +  
1 gallon Super LCA Cat.# 10119 +  
1 gallon Booster™ # 10040 +  
1 gallon Preface® # 10655

Regular Price .....\$89.80  
Regular Price with avg. S&H .....\$122.80  
**Special Price Only .....\$84.99**  
**LCA-256** Liquid Cleaning Agent is a concentrated blend of a liquid synthetic detergent called Emulon®, water conditioners, defoamers and pH buffering agents.

**Use concentration:** 1/2 oz per gallon water.  
**Use pH:** 8.9  
**Super LCA** has been designed specifically for commercial use and is not recommended for use on stain resistant nylon fibers or wool.

**Use concentration:** 1 oz. per gallon water.  
**Use pH:** Over 11.  
**Booster** dramatically improves cleaning performance without raising the pH level.  
**Use concentration:** 1/3 amount of LCA.  
**Use pH:** 7.

**Preface** may be used on stain-resist carpet and as a prespray when wet-cleaning upholstery. Oil and grease are quickly emulsified, and water-based stains pop out with ease when Preface is used.

**Use concentration:** 1:10 with water.  
**Use pH:** Under 10..

**Soil Filtration Remover Special      CT07-7**  
1 Carpet Shark # 30517  
2 pints FSR Filtration Soil Remover # 30529  
1 gallon ARA Anti-Resoiling Agent # 30532  
1 x 2 lb jar CTI Defoamer- # 35069  
Regular Price .....\$66.75  
Regular Price with avg. S&H .....\$84.75  
**Special Price Only .....\$69.99**

**Spotter Special      CT07-8**  
**12 Quarts APS™ All Purpose Spotter**  
**APS™ All Purpose Spotter** is a multi-faceted, ready-to-use stain and spot remover, APS removes nearly all stains and spots, including coffee, grease, grime, ink, and animal accidents.  
Catalog No. 10220  
Regular Price .....\$71.40  
Regular Price with avg. S&H .....\$82.40  
**Special Price Only .....\$64.99**

**DVD Training Special      CT07-9**  
**"Spot and Stain Removal"** 4 hours on two DVD's by Bane-Clene's chemist Cat. #35098 +  
**"The Chemistry of Cleaning"** - 6 hours on three DVD's by Bane-Clene's chemist Catalog #09006 +  
**"Oriental and Area Rug Construction and Maintenance"** 2-hour DVD # 09009 +  
**"Carpet Fibers & Manufacture"** 2-hour DVD Catalog # 09014  
Regular Price .....\$232.63  
Regular Price with avg. S&H .....\$244.99  
**Special Price Only .....\$99.95**

**2 gallons Olefin Preconditioner      CT07-10**  
New formulation - now with oil-loving enzymes. Catalog # 10985  
Formulated especially to emulsify heavily compacted oil and grease, especially in carpet traffic lanes and other hard to clean areas - particularly on olefin and on berber carpet.  
**Use Concentration:** 1:10-1:30 with water.  
Regular Price .....\$109.90  
Regular Price with avg. S&H .....\$129.90  
**Special Price Only .....\$84.99**

**Prespray Special      CT07-11**  
2 gallons Preface® Catalog # 10655 +  
2 gallons TLS® 2000 Catalog # 10080  
**Preface prespray** may be used on stain-resist carpet and for wet-cleaning upholstery.  
**Use Concentration:** 1:10 with water.  
**Use pH:** Below 10.  
**TLS 2000** is perfect for greasy restaurants and extremely soiled commercial carpets.  
**Use Concentration:** 1:10 with water.  
**Use pH:** 12.5  
Regular Price .....\$99.80  
Regular Price with avg. S&H .....\$139.80  
**Special Price Only .....\$94.99**

**FREE FREIGHT only on specials on this page  
(On Prepaid Orders in 48 Contiguous States)  
Strictly Limited to One of Each Special per Customer**  
*For details on this issue's featured products:  
Call 800 428 9512 in the United States, including Alaska and Hawaii.  
Special Offers and Bargains*

**Specials are effective July 1, 2008 • Expire August 15, 2008**  
Minimum Order Amount: \$25.00. C.O.D. & open account orders not accepted on this feature.  
*Prepaid orders only: MasterCard, VISA, American Express, Discover, Debit Card;  
or mail check to 3940 N. Keystone Ave/Indianapolis, IN 46205.  
Indiana businesses, please add 7% sales tax.*

## **JULY SPECIALTY CLASSES**

### **Pro's Choice Spot and Stain Removal Class**

**July 15, 2008 8 AM - 11:30 AM**

Want to improve your success rate and your bottom line? Learn the latest techniques and products for spot and stain removal. Learn about the latest products and procedures in detail with plenty of demonstrations. The use of stain removal kits, reducing and oxidizing bleaches, steam and heat transfer and much more are discussed and demonstrated. Discover how you can offer 100% (not 90% or 95% or even 99%) guaranteed spot and stain removal services. Remove and prevent re-occurring spots. Become the hero to your customers.

### **Anti-Allergen Class**

**July 15, 2008 1:00 PM - 4:30 PM**

#### **Mattress Cleaning and Anti-Allergen Cleaning**

#### **The New Profit Opportunity in Anti-Allergen Services!**

Get the lowdown on the virtually untapped market for anti-allergen cleaning using plant based products and how to greatly increase your income - without joining a franchise! This market is relatively untapped but the demand keeps on increasing. Who wouldn't want their mattresses cleaned if only they knew it's one of the reasons behind the coughs and sneezes that disturb their sleep at night? On average it takes about 40 minutes to clean and treat a king size mattress and the typical charge is over \$75 depending on the size and location. The growing concern for healthy living and a clean environment is a big topic in today's media and its importance will only continue to get attention as time goes on. After taking this class, you'll be able to provide immense relief to allergy sufferers and even protecting people without allergies from developing them in the first place - all with plant based organic products!

**Instructor for both classes: Craig Jasper**

**NO CHARGE!**

**Reservations are required!**

### **Bane-Clene Institute Management Classes:**

**July 16 - 18, Sept 15 - 17**

For more information and to register, call **800 428 9512**.

## **Bane-Clene®**

3940 N. Keystone Avenue  
Indianapolis, Indiana 46205

317 546-5448 • 800 428-9512  
FAX 317 543-2222

Visit our message center on our web site **www.baneclene.com**.  
E-mail: [bane@baneclene.com](mailto:bane@baneclene.com)

**Se Habla Español**

## **Service & Supply Centers**

*Chemicals, equipment, parts & service  
for carpet & upholstery cleaners.*

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**United Kingdom**

**01293 437511**

**July 2008**