



“**Sempre**  
al tuo **servizio**

**Prodotti e Soluzioni**  
per la **Pulizia Professionale**  
ed il mondo  
della **Ristorazione**”

[www.cleaningmanagement.it](http://www.cleaningmanagement.it)



# *The Company*



**Cleaning Management**, with a presence all over the Italian territory and main headquarter in Concorezzo (MB), is **specialized in the intermediation process between Producers and Clients** in the fields of professional and daily cleaning, disposable and consumers' products for the catering and food sectors, support and safety equipment **and offers many different services** specifically studied for the requirements of these fields, such as: free analysis of water hardness and their chemical composition, specific consultancy about already existing dispensers or more convenient ones that are installed under a free-of-charge lease contract with the supply of our detergents, free training for all the operators, hire and sale services of cleaning or dish washing, production of highly-personalized cleaning guidelines or sanification plans according to the different needs.



**Our Company structure guarantees a fast and high-quality service** offering efficient and best-branded products, collaborating with reliable suppliers who are listed among the best in the world market.

The core principle upon which our activity has always been grounded on is the extreme flexibility of our commercial offers, which can be modified even following a formal proposal in terms of both products and prices, according to our Clients' requests. Our conviction in fact is that **the willingness to evaluate together our proposal is all it takes to improve the prices and the supply quality** in a short time.

**Our main commitment is focused on the continuous improvement of the relationship with our Client**, through periodic visits and immediate responses for the solution of any and all technical or supply problems.

The main market strategy of Cleaning Management is therefore in the **great attention dedicated to the Client**, the in-depth and **continuous search for the most innovative and functional products** in all the markets, in personalized treatments and in our **fast delivery to all of your Premises**.

**Our purchase policy and services make us very competitive on the market. This aspect, together with our professionalism and willingness to provide assistance, make our Clients perceive us as**

**a partner, not just a supplier.**



Such a dynamic and fast-moving Company as Cleaning Management is naturally sensitive to developing world markets on top of being present all over the Italian territory.



We have been since 1999 a privileged partner of hundreds of professionals operating in the Ho.Re.Ca e and professional cleaning fields precisely because we have been commercializing innovative and a quality products intended to optimize the daily workload and, consequently, reducing expenditures for each and every one of our Clients.

We perceive our Clients as Partners in terms of the importance we attribute to their needs, with no day and time or holiday limits, making ourselves available at all times for all the existing contracts and the possible new ones, while managing to offer always a wide range of products and services specific for all the market needs: from the hotel to the small bar, from industry to hospitals, from offices to the public and private schools , from the restaurants to the service enterprises and all public offices.



(Main business regions in China)

Since 2006, fast growing Countries such as China and Libya have been the stage for the process of internationalization Cleaning Management , both in the Import and Export fields, with products of excellent quality and high demand among which are disposable catering products, professional cleaning and all the professional cleaning tools.

Moreover, thanks to a collaboration with strong foreign

Companies and a merger with



a Company specialized in supplies for Import & Export, Cleaning Management has been operating in several fields that are quite distant from its core-business, thus working along different commercial paths in several Countries, also outside the EU.



(Cleaning Management branch in Tripoli – Libya)

We continue on our path of strong development and image Of a fast and dynamic Company that is able to supply many different services, **because we believe that the future**

belongs to fast Company, not to slow ones...  
and does not privilege big Companies over small ones...

## The Certifications of



Cleaning Management is certified for the production and commercialization of products and services for the fields of professional cleaning and catering in all environments, including health.

Each supply is accompanied by technical charts (and safety ones when requested) for each item, because our Company collaborates exclusively with certified suppliers of proven quality and long-lasting presence on the market.

Detergents, disinfectants, cleaning tools and equipment, plastic and disposable products for catering, personalized work suits, safety, cleaning machines and house tools are all guaranteed from the start by the respective producers and then by all the Clients.



### CERTIFICATIONS, TECHNICAL and SAFETY for ALL the SUPPLIED PRODUCTS



### ISO 9001:2008 COMPANY CERTIFICATION



### CERTIFICATION OF THE SUPPLIERS' PRODUCTION CHAIN








Cleaning Management can offer its Clients free assistance all over the National territory thanks to its commercial team, even **working side by side for the necessary time with the operators** of cleaning companies or enterprises in the catering and hotel fields, in order to make them learn the **correct use** of deterging products, of the tools for professional cleaning, of professional cleaning machines and of the correct working procedures, in order to **become time effective in each and every job**.



For the new openings and developing construction sites we offer **free-of-charge assessment visits and technical consultancy**, followed by written feedbacks on the checked areas and the suggested methods in order to optimize the supply quantities and the personnel's working hours.

Moreover, we can offer **free assistance and substitution of the dispensers for the dishwashers on a free loan for use** all over the National territory,

thanks to our collaboration with , of which our Company has now become a fundamental partner for Italy.

The inspections and free technical consultancy services include:

- WATER ANALYSIS
- PURCHASE and CONSUMES MONITORING
- CONSULTANCY FOR THE START-UP PHASE OF NEW OPENINGS UNTIL A COMPLETE OPTIMIZATION OF THE WORKING PROCEDURES IS REACHED
- FREE OF CHARGE SUBSTITUTION of OLD DISPENSERS ON LOAN FOR USE, SOAP DISPENSERS and ALL PAPER DISPENSERS
- TRAINING ON THE USE OF THE SELECTED PROFESSIONAL CLEANING and CATERING PRODUCTS
- CHECK-UP of THE AIR CONDUCTS, OVENS and KITCHEN EXTRACTOR FANS



# Training Courses



**Cleaning Management is specialized in training services** specifically intended for the health, hotel and catering fields, the private operators and those hired by service companies, **and releases the attendance certificate only upon completion of the selected course.**

Our technical and commercial staff carries out basic and advanced training courses about the use of deterging and sanitation products, about the different uses of the professional cleaning tools, the use of cleaning machines and of the latest available technology in the field for professional cleaning, sanitizing kitchen and for the industry in compliance with the existing regulation.



Cleaning Management is certified with the production chain of suppliers and is also certified with ISO 9001:2000; thanks to our **Quality Guarantee Office** we can autonomously draft specific **plans sanitization** for different needs, in compliance with the existing rules and regulation and with images that carry **detailed descriptions and instructions of use for each product**, in order to make the procedures always very clear to even operators with little or no training during the sanitizing process, thus guaranteeing the needed standards of hygiene in every workplace.



**BASIC AND ADVANCED TRAINING ON THE USE OF DETERGING PRODUCTS;**

**BASIC AND ADVANCED TRAINING ON SANIFICATION and DISINFECTION;**

**DRAFTING OF GUIDELINES AND SANIFICATION PLANS;**

**TRAINING and ON-THE-JOB CLARIFICATIONS FOR THE HEALTH and HO.RE.CA. FIELDS.**



In order to achieve the best cleaning results **Cleaning Management** offers, on top of the on-the-job training by our commercial team, **several free GUIDES** as a useful help to personnel training, among which the **basic course of chemistry of wash**, the procedure for the **surface sanitation process**, the guide for **low-temperature washing of fabrics**, the **elimination of smells in sewages** and several pieces of advice for **all premises' perfume or floor crystallization process**.

We believe that **the supplier is the one who makes a difference**: the current economic situation and an increased competitiveness in the market allow **each Client to often find products with the same level of quality** he already uses that are, in several instances, **1 cent cheaper..**

In the future, what will really make a difference in the relationships among companies is, besides the service offered by a supplier in terms of quality, price and delivery times, an increased speed and flexibility of the selected partner and a greater attention to the human assets that will represent him.

*Stefano Giorgi - General Manager of Cleaning Management:*

- "What in the future will **MAKE A DIFFERENCE BETWEEN ONE COMPANY AND ANOTHER** is in fact **THE QUALITY OF ITS SALES STRENGHT**, which must be able to not only solve problems and supply 'products' quickly, **BUT TO HELP ALL ITS CLIENTS to ACQUIRE THE NECESSARY OPERATIVE KNOW-HOW** in order to implement **THE BEST STRATEGIES** for the **COMPANY** and for the **SUPPLY**". -



# *Le Categorie Merceologiche*



- DETERGENTS and DISINFECTANTS
- SOAP DISPENSERS and PAPER DISPENSERS
- PAPER TOWELS and TOILET PAPER
- PROFESSIONAL and INDUSTRIAL CLEANING ROLLS
- NAPKINS and PLACEMATS
- PLATES, GLASSES, CUTLERY and THE COMPLETE DISPENSABLE KITCHEN SET
- OVEN PAPER, PAPER BAGS and FOILS
- ALUMINIUM ROLLS and CONTAINERS
- BOWLS and PLASTIC CONTAINERS
- NORMAL and STEEL ABRASIVE SPONGES
- CLEANING TROLLEYS and TOOLS
- CLEANING PROFESSIONAL TOOLS
- BRUSHES and ACCESSORIES for the SEPARATE COLLECTION of RUBBISH
- CLOTHS, TNT and MICROFIBRE
- RUGS and SHREDS
- DISPOSABLE and WORK GLOVES
- HATS, MASKS, GAGS and SANITARY DISPOSABLE ITEMS
- SAFETY EQUIPMENT and PROTECTIVE CLOTHES
- BIG and SMALL RUBBISH BAGS
- ABRASIVE DISKS
- HOOVERS and FLOOR WASHERS
- MONOBRUSHES, MOTORBRUSHES e HYDROCLEANERS







IPC Gansow



## Foreign Production



After only three years of activity and due to its sales increase, Cleaning Management, pushed by the great globalized vision of its team, started to produce several dispensable catering products in its own factories in the Far East. This has been done to both get winning prices for especially designed high-quality products, and to regulate the supply and sales figures of such products for the wholesale market.

- Disposable single forks
- Set with disposable forks, spoons and knives with and without towel
- Disposable plates
- Disposable glasses

... these are among our main productions, together with other items intended for the public catering business.



This winning strategy has allowed all of Cleaning Management Clients to **reduce costs, even increasing the quality levels and the necessary certifications**, as in order to supply kitchens, schools, kindergartens, police stations and the whole health field, such products are constantly monitored through tests carried out in compliance with European rules and **through analysis in laboratories well-renown at National level.**



# Professional Products and



## Lines:

Thanks to the experience matured during the years and the ongoing commitment with the several contracts with its Clients, **Cleaning Management has started the commercialization of two product lines** that have been specifically studied **for the field of professional cleaning**, all and any environments in which it may be required.

**Clean Professional** is the line of **chemical products** that is just as effective in its results as it is in the way of use, **different from** other similar lines **in terms of speed and simplicity with which an operator**, even the less trained one, **can achieve excellent cleaning results** without uselessly wasting precious time, thus dedicating those minute to other useful jobs.



**Clean UP** is the line of **professional cleaning machines** designed with a few fundamental concepts in mind: **quality of the service executed in terms of both time and results, strength and years-long duration** for even the most demanding jobs and, above all, the **economic convenience** of the investment.

These lines have been selected **in collaboration with the best Producing Companies** currently active in Italy. While being fully aware of the fact that the road to success to make the quality and the economic value of the **“Clean Professional” e “Clean Up”** brands to the market is long and hard, our Company still maintains its daily commitment to reach its set objective. This is also because, thanks to its commercial network developed all over the National territory, **the results are showing that the chosen direction is the winning one.**

In the last years in fact, many Companies have experienced first-hand the quality of the products supplied by Cleaning Management, also experiencing that thanks to the advice and **know-how of our technical commercial staff** they can find every day and for different jobs **solutions to problems that, until that moment, had been left unsolved.** These solutions constitute, first of all, a proof of the professionalism and quality service that our Company represents, and **a first step towards a stable and long-lasting relationship with our Clients.**

A first step always followed by many more allowed us to position ourselves at an excellent rate in the market and to obtain positive feedback from many, including Clients who have had a try at these product lines both in Italy and abroad.

For any information of our products just give us a call: you will have a chance to try them for free and enjoy the assistance of one of our collaborators who will visit you and help you during our first steps together.



## *Glasses and Photovoltaic*

**Cleaning**  
MANAGEMENT  
...Clean is just the beginning...

### *panels*

The professional cleaning of glasses and solar panels has been producing incredible business opportunities for those cleaning companies **specifically equipped for the task**. In order not to miss the chance to fully exploit this new market field, **Cleaning Management has developed a collaboration with:**



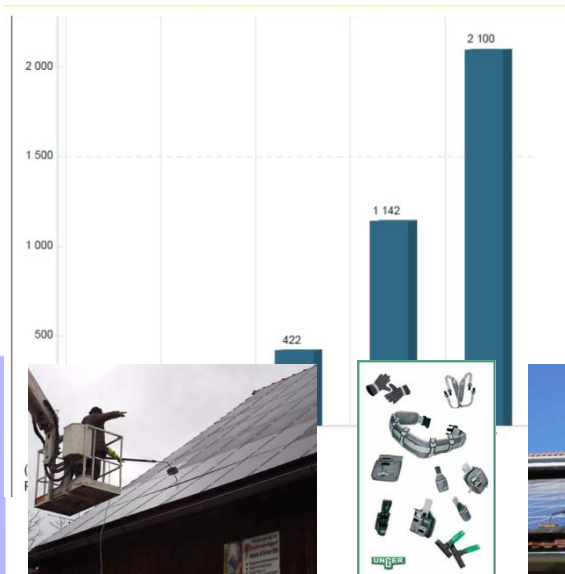
innovative systems for the **removal of all dirt residues from all types of glass**, even those at considerable height, from **solar panels** and from the ever increasingly common **photovoltaic panels**.



**Cleaning these panels at considerable height**, has always meant **very high costs** for the Companies that wish to clean them once or twice a year. The costs to be faced include the hire of air platforms in order to reach considerable heights with safety guarantees for the operators, and **only for heights above 25mt this is still essential** thanks to the **Unger** equipment we commercialize as **sellers for Lombardy**.



In order to better understand the development of photovoltaic in Italy and the cleaning potential for an equipped Company, please see the chart on the left showing the **installation increase** registered in the period 2006 - 2010:



More specific details about the increase of potential in the field of professional cleaning of glasses and photovoltaic panels, as well as details on the impact of purchase costs per SqM or per KWH of the tools we offer, can be found in the brochure dedicated to Unger machines and available at our offices, or as a pdf document for [download on our website](#).

## **Cleaning Machines: Rent and Sale**

One of our most common services is offering the most suitable cleaning machines for washing, dirt removal, liquid aspiration and carpet cleaning based on the **diverse operative needs**, even with Full Rent options by which we guarantee free assistance and non-consumable spare parts for the whole contract duration.

**Cleaning Management is also furnished with an internal mechanic workshop** in order to provide assistance for its Clients' cleaning machines and can also assist the operators directly at the operative premises such as restaurants, canteens, warehouses, factories, food industries, bakeries and all those wide environments in which professional machines are required.

We can offer a wide range of products, making use of a **direct collaboration with the most prestigious brands in this field**:



**FLOORWASHERS, MONOBRUSHES, BRUSHES,  
HOOVERS, LIQUID ASPIRATORS, CARPET  
SWEEPERS, CARPET CLEANERS, POLISHERS AND  
HYDROCLEANERS**







IPC Integrated Professional Cleaning

**IPC Gansow**



***Cash & Carry***

**Cleaning**  
MANAGEMENT  
...Clean is just the beginning...



**Cleaning Management with the collaboration of MV Carta**, a Company leader in Brianza for the sale of paper products for bakeries – butcheries – food and domestic fields, **has opened** inside its professional show-room **a new sales centre for the commercialization** of all of its products that are not packed in boxes or parcels, **for both Companies and private people.**

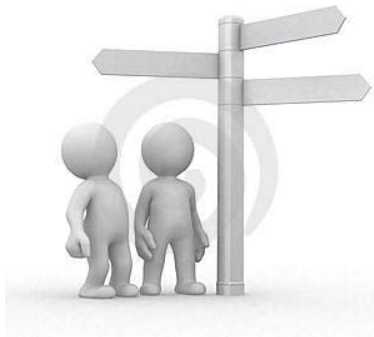


- Bargain prices
- Fast service
- Advice on the most suitable products for your needs
- Samples
- Practical demonstration of cleaning machines and professional hoovers
- Immediate supply of the goods

At our new Cash & Carry in Via I Maggio 78, Concorezzo (MB), it is possible to buy **cleaning products** for all needs, professional **cleaning tools and for the house**, the complete **plastic and alloy disposable tools for food**, professional **cleaning machines** at bargain prices, **safety equipment** for several working activities and many **paper products** for professional and private use.



## *Where we are:*



CERTIFIED  
PARTNER



## **Our Operative Headquarter:**

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