

**Interview with Tom Skipworth Restaurant Partner. Texas Roadhouse, Greeley. Colorado.**

- **How did you find out about Morris's Powder?**

I had someone call, that wanted to show me how they could save me money with a new cleaning product. I let them come in show me the product. I'm glad I did.

- **What about the claim that they can successfully replace 95% of the cleaning products you currently use?**

It's true. This product can be used--and I know because I've tested it--as lime de-scaler, glass cleaner, degreaser, all purpose cleaner, stainless steel polish, and carbon remover. I've cleaned pots and pans, ovens, oven racks, walls, windows, doors, brick walls, floor tiles, light fixtures, stainless steel, dish machine, exhaust hoods inside and out, aluminium, plastics and resins, coffee and tea stains, and wooden base boards.

Really, it's easier to say what we don't use it on, which is the dishwashing machine, and as a sanitizer. From what I understand, it's also a pretty good sanitizer, just not registered as such with the EPA.

- **Is there any cleaning project on which you've used Morris's Powder that it did not work as well or better than what you were using before?**

No. In fact, I can't think of any case in which we've tried it that it hasn't worked better than what we were using before.

- **How will this help you with inventory control?**

I currently have several products in my cleaning line that are concentrated and connected to a dilution system. Storage of these chemicals requires an entire closet that must be unlocked every time a different product is needed. The concentrated products (degreaser, glass cleaner, floor cleaner, and all purpose cleaner) must be properly connected to the system in order to be effectively managed. Waste occurs when the concentrated products are used at full strength and poured directly from their containers. Switching to Morris's Powder will not only consolidate the space needed down to that of a shoe box, but will also eliminate waste by its ease of use and "single serving" packaging.

- **What about health and safety? **

I have found the safety benefits of this product to be huge. I once had an employee that tore open a plastic package of a different powdered cleaner with his teeth and had to be taken for emergency care because he got the powder in his eyes. I have also had several cuts caused by knives used to open miscellaneous packages. The paper packaging of your product is easy to open and the powder itself causes no irritation when in contact with skin. Many of the chemicals I have used in the past for grease and carbon are also highly corrosive and irritable when in contact with skin or when the vapours are breathed. Morris powder has none of these effects, yet cleans as effectively if not better.

- **Are there any other benefits to Morris's Powder that we haven't discussed?**

Chemicals such as GOK and many other degreasers are (corrosives) and cannot be used on finished surfaces such as paint, wood or aluminium. This product cleans effectively, yet does not risk the integrity of the finished surface. Employees do not have to worry about what chemical to use to clean different things. There is no need for dilution systems and/or special training involved in changing products or proper dilution ratio.

• **What are some of the different ways in which you are using Morris's Powder?**

The training involved in using this product is minimal. "Empty a sachet of Morris's Powder in a bottle" --it is really that simple. Most of the use is just with a trigger spray bottle, spraying on and wiping off. Sometimes we'll spray and let it sit for a while to soak in better before re-spraying and wiping it off. That often makes the wiping off a lot easier. We've also found that if we wipe down an oven or stovetop with a cloth sprayed with Morris's Powder (after cleaning) and let it "dry on," it is much easier to clean the next time. We had a real problem with aluminium baking pans that it has solved. We bake rolls with a glaze topping. The glaze builds up as carbon around the edge of the pan. If we soak them in what we were using before, it gets the glaze off, but it turns the aluminium black, and we have to scrub that off. With Morris's Powder we soak the pans overnight in a solution of about one packet per 2 to 3 gallons of water, and then scrub them off the next day. It works as well as the other chemicals we used before with the added benefit of not turning the aluminium black.

On floors, we spray the floor with the spray bottle, spraying heavier on any build-up, then mop with hot water, changing the water as often as it gets dirty. This is not only more effective but saves a lot of money in waste chemicals. Mostly the cleaners would just pour in excessive amounts of chemicals from the gallon containers. We have noticed that from one sachet we are getting the equivalent of three mopping per bottle.

**Any other uses that surprised you?**

One of my partners in the restaurant had his new Land Rover here. He drives that thing real hard and he had a problem with brake dust on his alloy rims. I took the bottle out and sprayed his rims and it wiped right off. He was very impressed

**How does Morris's Powder compare with what you are spending on cleaning chemicals?**

Right now, we're charged a certain percentage of our monthly gross as a flat rate for all of our chemicals. It has worked out to about \$1,000 per month. Most of that, about \$500, goes toward the dishwashing operation and the sanitizer. I estimate that we can replace all of the rest of the chemicals we buy with less than \$150 worth of Morris's Powder. Not to mention the savings on cleaning time, storage space, safety issues and complexity by being able to use just one cleaner instead of several other cleaning products.

**Any last comments?**

This product has many benefits and I am sure I have not covered them all. I endorse this product and will push to get it into my system. This product would benefit anyone who cleans or needs to clean anything please read my letter of endorsement and findings.



*Tom Skipworth*

Managing Partner  
Texas Roadhouse,  
Greeley, CO