

# Does Your Class-A Property Have A Class-C Appearance?

GREEN solutions enhance the quality of your property's image, bottom-line and environment.



Property owners worldwide can boast impressive interiors and coveted Class-A ratings, yet are constantly plagued with maintaining a parallel level of quality when it comes to the exterior of their commercial buildings. Many maintenance services are performed, yet properties never look like new. Millions of real estate professionals are recognizing the need to change the approach to building exteriors.

Presto Restoration Products has made a commitment to revolutionize the restoration and maintenance industry by developing **Green Synergy Products™**, a highly efficient, environmentally conscious, safer product line for commercial high-rise properties that will also save you money in the long-term.

Presto's **10-Year Return on Investment**, shown in this document, demonstrates that using Presto products on a building's exterior reduces costs when compared to industry standard product options. **One property could save over \$255,000 in a 10-year period.**

The real estate industry term "Green Building" identifies properties that take extra steps to create safer, cleaner and environmentally friendly spaces to work, live and play. This concept applies to the exterior of commercial properties as well. Our **Green Synergy Products™** work together to clean and protect every surface of a building while conforming to the following "green" standards:

- **Require fewer applications.** Increased product efficiency means decreased application rates. Some treatments are often required ten to twenty times less throughout the life of a property.
- **Sustainable results.** High-performance protective treatments in combination with superior cleaning products and techniques yield a greater return on your restoration investment.
- **Long-term cost savings.** Protected surfaces can be maintained with easy cleaning processes instead of frequent and expensive restoration procedures.
- **Less pollution.** Partially inorganic protective treatments do not break down as rapidly as organic treatments, therefore preventing greater amounts of pollution from degrading into the environment.
- **Lack harsh chemicals.** Safer, environmentally friendly products increase performance without using dangerous, harsh chemicals.
- **Won't produce soap scum residue.** Conventional products create soap scum and mineral stains on building surfaces.

To view our full line of products,  
please visit our website:  
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In contrast, we use the term Brown Building Syndrome to classify the many buildings worldwide that still use traditional, less environmental friendly chemicals to preserve the architectural surfaces of their properties.

## Brown Building Syndrome

Brown Buildings tend to leach chemicals and pollution into our environment – through land and water – as the products react against each other and deteriorate. Products that cause Brown Building Syndrome:

- Prove inefficient and do not last as long as new technologies, thus creating the need for more frequent chemical applications.
- Contain oils that remain on building exteriors, attracting and gluing environmental contaminants to these surfaces.
- Include unnecessary, harsh chemicals.
- Form and leave soap scum and mineral deposit stains on architectural surfaces.
- Consist of organic materials that leach into the environment as they degrade, causing stains on architectural surfaces.

Buildings with Brown Building Syndrome can be restored to function as Green Buildings through the use of Presto's [Green Synergy Products™](#) and cutting-edge maintenance methods.

Unfortunately, even new buildings can develop Brown Building Syndrome soon after completion if the wrong products are selected during the construction phase or used during initial maintenance services. Certain issues may arise:

- **FACT** – Oily, surfactant-based window cleaning detergents commonly used today reside on building surfaces and attract environmental pollutants such as dust, dirt, minerals from the stone material, minerals from the tap water, sulfur dioxide, nitrogen oxide and particles from acid rain. Each time it rains, these substances combine to create a

new mixture that is then washed down the building onto the surrounding surfaces as well as the ground. When the water evaporates under the sun, the mixture is left behind to cause stains.

- **FACT** – Organic water repellants, such as 40% silane, used to seal precast, GFRC and other architectural stone surfaces are UV- and heat-sensitive materials. Although these materials may work when deep-penetration is needed, they are not ideal for protecting high-rise building *surfaces*, which are subjected to higher temperatures and increased exposure to UV rays. When attacked by the elements, these UV-sensitive materials leach failed water-repellant molecules, staining surrounding building surfaces and seeping into the ground.
- **FACT** – High mineral content tap water used during the window cleaning and pressure washing process deposits high amounts of minerals and salts onto building surfaces which causes stains.
- **FACT** – The dishwashing detergents most commonly used today for cleaning windows are designed to break up and emulsify oils. This includes the same water repellent oils that are commonly applied to the precast or stone in order to “protect” the surface.



*This image shows another example of “Brown Building Syndrome.”*

Our products are designed to work in harmony, instead of in conflict with one another, to protect all building surfaces. Ultimately, a building that is restored and maintained using **Green Synergy Products™** will need to be cleaned with only purified water, no soaps or detergents, every six to 12 months — and this is the most environmentally friendly option conceivable.

### Increase Your Return on Investment

Presto's **Green Synergy Products™** will save you money versus using outdated industry standard product options and techniques to restore and maintain your building. Our protective products are designed using the purest, high-performance silicone materials available. Our exterior cleaning products work harmoniously with these materials in order to protect and maintain architectural surfaces in an unprecedented manner. You will never have to restore your building again if it is properly maintained.

#### USING PRESTO'S GREEN SYNERGY PRODUCTS™

The 10-year Cost for Restoration & Maintenance Services:

**\$132,000**

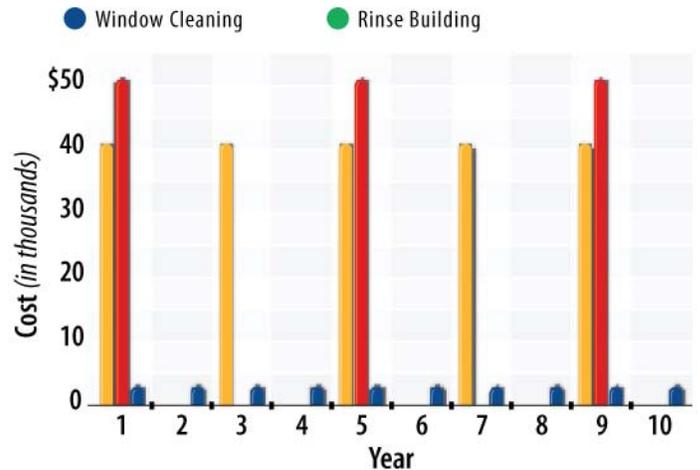
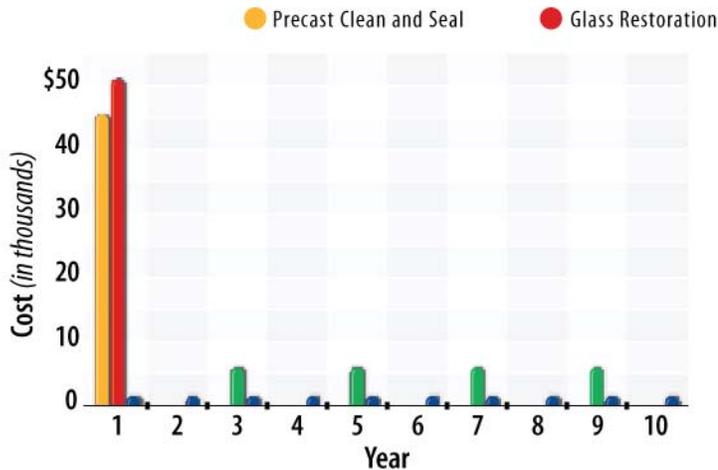
#1 (Cost-Saving Services Proposed)

#### USING INDUSTRY STANDARD PRODUCT OPTIONS

The 10-year Cost for Restoration & Maintenance Services:

**\$387,500**

#2 (Actual Services Performed)



The data above represents exterior maintenance services performed on a seven-story building consisting of precast, glass and anodized aluminum frames. Building is approximately 143,000 square feet of Class-A office space.

We have seen countless buildings that have undergone the costly process of glass restoration, precast cleaning and the application of sealant, only to have the stains redevelop in 1.5 to 3 years.

Both charts show an initial restoration of the property, which consisted of cleaning the precast and removing mineral deposits from the glass. Industry standard periodic maintenance of the

building's exterior, including window cleaning and pressure washing, are also depicted.

The Industry Standard model contains several services that are required more frequently than the model depicting the use of **Green Synergy Products™**. This increased frequency is due to the discoloration of building materials and development of unsightly stains. For example, when the precast developed black biological and environmental staining, the precast was cleaned and sealed. In the same manner, when the windows became stained, the windows were restored.



If you are familiar with property maintenance, you should recognize all of the services in both examples except for "Rinse Building." This is a service that is not normally performed for commercial properties. Even when a surface is fully protected, dust and dirt in the air will inevitably gather on the building's exterior.

The rinse process will inexpensively and effectively wash down the loose soils that have accumulated on the exterior of the building, eliminating the need for close-contact pressure washing and the reapplication of sealer. Many times a full pressure washing is performed when only a rinse is needed. A building should be cleaned on an annual or bi-annual schedule by experienced professionals using the right products and techniques.

Presto recommends using purified water and Green-Kleen® which is a mild, yet effective, cleaner that will not harm protective coatings.

#### **Presto's Green Synergy Products™ used to maintain the property in chart #1:**

- **Stone Restore®** Series – To properly clean the precast material
- **Leach Stop®** – To apply invisible protection to the precast material
- **Glass ReSurfacer®** System – To restore the glass surface
- **Glass Defender®** Series – To apply invisible protection to the glass surface
- **Scumfree®** Professional Window Cleaning Concentrate & Deionized Water – To clean the windows
- **Green-Kleen®** – To gently clean the exterior surfaces of the building

Presto's Metal ReSurfacer® and Metal Protector® can also be used to restore window mullions, also known as anodized aluminum.

#### **Industry standard practices for maintaining exterior building surfaces in chart #2:**

- Harsh abrasives or acid formulas to restore the windows
- Dish soap (Dawn® or Joy®) mixed with high mineral content tap water to clean the windows
- Pressure washing with tap water and residue-forming detergents to clean stone surfaces
- 40% silane- or siloxane-based water repellants to seal stone surfaces

**Summary:** Presto's **Green Synergy Products™** and service recommendations will help to keep a building's exterior clean all year, and you will never have to completely restore your architectural surfaces again – saving your property money. Industry standard products and techniques actually cost the property up to two times more to maintain a Class-A appearance.

In addition to these steep costs, the buildings often appear dirty and stained all year long. And after a 10-year period of inferior maintenance, approximately 1,000 gallons of petroleum-based products and hundreds of gallons of harsh cleaning materials are released into the surrounding environment due to the use of outdated products.

Another side-effect of constant restoration, which is necessary when industry standard products and techniques are used, is the exterior glass and metal become severely scratched or burned, and stone surfaces eventually erode. This damage is very costly to remove and can often be permanent. The additional cost associated with removing damage caused by improper restoration techniques is not factored into chart #2.

Prices in chart #2 are estimated based on the cost of services that are typically performed using industry standard products. The dollar amounts used for the individual services are calculated at today's industry standard pricing.

## Where do building stains come from?

Building stains are caused by improper maintenance and the use of inferior products. Below is a list of commonly performed services at commercial properties, the negative effects these services have on buildings and Presto's solutions to these problems.

### Window Cleaning

**Industry Standard Service:** Tap water and oily surfactant-based detergent such as Dawn® or Joy®

**Problem:** Tap water deposits high amounts of minerals onto the surface of the building, and these minerals cause glass stains. Sticky, oily dish soap attracts and glues contamination onto the building, which is then baked by the sun onto the glass and other architectural surfaces.

**Presto Solution:** Scumfree® is a unique window cleaning additive that cleans the architectural glass without leaving an oily residue behind. Use this product with deionized water, which is tap water that has been filtrated to remove all minerals.

### Pressure Cleaning Precast

**Industry Standard Service:** High-pressure washing with cold tap water and high-residue-forming detergents

**Problem:** Tap water deposits high amounts of minerals onto the surface of the building, and these minerals cause glass stains. Residue left behind by stone cleaners interferes with protective treatments and attracts dust and dirt to the building surface.

**Presto Solution:** Stone Restore® Series products thoroughly clean stone surfaces, often without the need of high pressure, leaving no residue that would interfere with the subsequent water-repellant application. Use Stone Restore products with heated, deionized water.

### Sealer Application to Precast

**Industry Standard Service:** Silane- or siloxane-based water repellants

**Problem:** Silane and siloxane start to break down almost immediately when exposed to UV light from the sun. These failed water-repellant molecules leach out of the stone and settle on the surrounding architectural surfaces causing stains.

**Presto Solution:** Leach Stop® utilizes partially inorganic silicone technology that lasts 10 to 20 years without the rapid break-down that causes stains on surrounding building surfaces.

### Glass Restoration & Preservation

**Industry Standard Service:** Harsh abrasives or acidic products used to remove glass stains

**Problem:** These products damage the surface of the glass causing scratches or burns. The stains begin to redevelop within months of restoration.

**Presto Solution:** The Glass ReSurfacer® System safely and effectively restores architectural glass surfaces producing superior results in the industry. The Glass Defender® Series products protect the glass after restoration for five, 10 or 20 years depending on the combination of products selected.

## How do Presto's products work to save money for the property?

Presto's protective treatments are designed to provide the longest lasting protection available. These products simply will not break down as fast as industry standard products. They are designed to create an easy-to-clean surface as well as withstand weathering without depositing the oily materials that attract dirt onto architectural surfaces. Presto's cleaning products are designed to clean surfaces without harming protective or performance treatments.

**Bottom line:** Sustainable products save money. Presto's products can improve the appearance of your property while providing increased cost-savings compared to industry standard product options.