



Sustainable Solutions for health,  
productivity and the environment.

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## PRESS RELEASE

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FOR IMMEDIATE RELEASE

### **RMC Biological Technology Now Included in Xactimate® Billing Spreadsheets**

*April 11, 2014, Rochester, NY* Rochester Midland Corporation (RMC) announced that restoration contractors across North America now have separate line items for biological technology when working with Xactimate software and water damage claims. The following information from Xactware® can be found on the Xactimate billing spreadsheets.

<b>Code</b>	<b>Description</b>
WTR GRMBIO	Apply biological cleaning agent (spore-based)
Includes: Cleaning/treatment product and labor to apply	
Quality: Spore-based biological treatment with a minimum concentration of 500 billion spores per gallon.	
Note: Price per application. Biological spore treatments are typically used as pre-wash and/or post-wash processes, to digest odor-causing and soil compounds, etc.	

There is also a code for application after hours – WTR GRMBIOA.

The average price for WTR GRMBIO is currently .20/SF across all Canadian and US areas.

RMC's PRS Water Damage PreClean and PRS Water Damage PostClean can be used under the biological cleaning agent category. It is important to note that these two products were the first third-party certified (EcoLogo and USDA Biopreferred) biological cleaning agents introduced to the restoration industry globally.

IICRC-approved instructor Lee Sentar WRT, ASD, HST said “PRS Water Damage PreClean and PRS Water Damage PostClean are the products of choice for category three water loss scenarios. I’ve been buying both of these products by the barrel for many years.”

The news of the biological inclusion on the Xactimate contractor software was the result of contractor demands since 2007.

John Sobeck of First General Services said “I was introduced to Rochester Midland biological technology four years ago. I was impressed with the positive impact that these biological solutions have on my own employee’s health as well as my customer’s health and safety. The first time I used these products on a sewage job, the results were amazing!”

Founded in 1888, Rochester Midland is a leading manufacturer of specialty chemicals for food sanitation, industrial cleaning and water treatment as well as housekeeping and restroom care programs. Rochester Midland is the leader in Green Housekeeping and their programs utilize third party certified, biobased cleaning products. Rochester Midland is committed to developing sustainable solutions for health, productivity and the environment. For more information, please contact Bill Gambacort, North American Product Manager, at 905-971-6251 or [bgambacort@rochestermidland.com](mailto:bgambacort@rochestermidland.com).

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