

Walden's CONVENTION DAILY



A Walden-Mott Publication

Las Vegas

Thursday, October 22, 2015

Booth 756

Positive Feedback for the New Kruger Products AFH L.P.

Two days into the ISSA/INTERCLEAN NORTH AMERICA Trade Show and representatives of Kruger Products AFH L.P. have a good sense of attendees' response to its redesigned Embassy® brand, the first to be unveiled in its new brand line-up.

"It's been a very exciting couple of

response has been extremely positive."

Following the acquisition of Metro Paper Industries in June 2014, the AFH Division of Kruger Products L.P. based in Mississauga, Ontario, Canada, has been focused on integrating the organizations, investing in new assets, executing a strategic plan and creating new brand identities.

"Feedback at the show has been very encouraging," said Rob Latter, Corporate Vice-President, AFH Business and Strategic Planning, Kruger Products AFH L.P. "Visitors to the booth have commented on the fresh and attractive appearance of the

new Embassy® branding and how perfectly it conveys the luxuriousness of the product."

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Kruger Products dress models demonstrate the beauty softness and durability of Kruger's Tissue Product. Have your picture taken at booth 3529 --- photo provided by LV Photo.

days," says Sandra Garcia, Marketing Manager, Away From Home Division, Kruger Products AFH L.P. "We have had a lot of visitors to the booth and the re-

Deb Group Launches New Deb Stoko Product Range

Deb Group, the world's leading away-from-home skin care company, is pleased to announce the launch of the Deb Stoko®

companies to create the world's greatest occupational skin care program. The new Deb Stoko Global Product Range will serve a wide range of industries including industrial, commercial, food and healthcare.

"With the new Deb Stoko Global Product Range, customers in all market sectors can now rely on one range from one supplier for all of their skin care needs," said Michael Bogdanski, CEO of Deb North America. "This unique range features a striking new identity that is both attractive and professional and fully coordinates into a complete skin care system."

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Bryan Anderson, CEO Deb Group, Steve Mazzie, VP Business Development, Michael Bogdanski, Pres. and CEO Deb North America, Isabelle Faivre, VP Marketing, Bill Mitchell, SVP Institutional Sales, Stephen Lander, SVP Industrial Sales are showing the new product range in booth 1839.

Global Product Range. The launch of this new product line follows the acquisition of Stoko Professional Skincare in 2014 by Deb and combines the best of both com-

ISSA Names John Barrett Executive Director

ISSA, the worldwide cleaning industry association, has appointed John Barrett executive director, effective September 1, 2015. Barrett replaces John Garfinkel, who will work in a consultative capacity through 2016 to facilitate a smooth transition.

Under Garfinkel's 25-years of leadership, ISSA evolved into the leading organization for the global cleaning industry, having grown from 3,000 to 7,200 member firms worldwide. Garfinkel leaves the organization in a position of strong financial strength with a board of directors and staff committed to accelerating growth and value for all member classes.

"Thank you for your trust, confidence, and support," says Garfinkel. "Serving the association these last 25 years has been the highest honor and most rewarding experience in my 50 years within the cleaning industry. Earlier this year, I requested the board commence its search for a new executive director. The board has gone through a sound, effective process, and we are all fortunate in the selection and acceptance of the position by John Barrett. John



John Barrett

[Barrett] is well-qualified and motivated to move us forward having many years of leadership experience at the CEO level, both inside and outside our industry."

Barrett's more than 35 years of experience includes serving as CEO, president, vice chair, trustee, and board director at some of the leading companies in the technology, manufacturing, distribution, private equity, and service industries. His experience includes accepting increas-



Keith Marcoe of NETWORK recognizes John Garfinkel for his leadership and 25 years of service to ISSA.

ing levels of responsibility at such well known companies as Frontenac, SMS Assist, Compass Group, Kimco Corp., York Management, Gemini Industries, Ogden

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Check Out Thursday's Show Extras

Skip that late-afternoon power nap on Thursday from 4:00 p.m. to 5:00 p.m. and head over to the ISSA Show Floor Happy Hour for food, beverages, and prizes, as well as extra networking opportunities. The prizes include:

- An all-expense-paid trip to the 2016 show in Chicago, IL (includes airfare, hotel for five nights, airport transfer, and gift certificate to Gibson's restaurant)
- An Apple iWatch
- A 40" Black LED 1080P Smart HDTV
- A Samsung Galaxy Tab A 9.7" 16GB Tablet
- A GoPro camera

Raffle tickets will be available at participating booths, including in the Outdoor Exhibits, during the Show Floor Happy

Hour. To see a full list of participating booths, go to issa.com/app to download the ISSA/INTERCLEAN Mobile App, presented by title sponsor Reliable Redistribution Resource (R3). Prizewinners will be announced at 5:00 p.m. at the ISSA Keynote and Education Stage (Booth 281).

If you're an ISSA LinkedIn Group member, be sure to stop by Booth 899 between 4:00 p.m. and 5:30 p.m. for the LinkedIn Reception. If you're not an ISSA LinkedIn Group member, come on over anyway and learn why you should join!

ISSA/INTERCLEAN Trade Show Hours

Thursday 9:00 a.m. – 5:00 p.m.
Friday 9:00 a.m. – 1:00 p.m.



Trebor Tissue!

Booth
#155

WPI Launches Innovative Roll Towel Dispenser

Patented technology assures optimum performance

In response to an industry need for a better paper towel dispenser system, Wisconsin Plastics Inc. (WPI) is launching a new, patented roll towel dispensing system

in how the cutting mechanism operates," Christensen explained. "Both maintenance staff and end users will appreciate its reliability."



Pictured above showing off WPI's New and Innovative Roll Towel Dispensers are James Christensen, Alan Paal, Mike Kilgore, and William (Bill) Sleeper. Seen in booth 3091.

The new mechanism is designed not to jam, yet is simple for maintenance staff to reload with new product. In addition to improvements on the inside, WPI is utilizing advancements in plastics to improve durability and overall performance.

Another unique feature of the PROvider system benefits those with visual impairments. "In addition to visible instructions

called PROvider.

"Time and again we've heard from facility managers and end users about the problems with current paper towel dispensing systems," said WPI CEO Jim Christensen. "Current systems on the market may not function very well and are difficult to refill with product, requiring frequent maintenance. Plus, for the end user, it's very frustrating to go to dry your hands in a public place and have the dispenser fail. We've solved those problems."

To address the issues, WPI developed a patented dispenser with a new cutting mechanism. "There are major distinctions

on the front of the unit, PROvider also has user instructions in braille on the front cover," said Christiansen. "While doing our research into the many issues with current dispensers on the market, we asked, 'How would visually impaired users know how to operate the system?' This led us to the simple solution of putting the instructions in braille on the front."

The PROvider is nominated for the Innovation Award in the dispenser category by ISSA. PROvider is being launched publicly at the ISSA/INTERCLEAN North American Trade show in Las Vegas. ■

Let the ISSA/INTERCLEAN Mobile App Be Your Guide to ISSA/INTERCLEAN 2015

Wouldn't it be nice if there were a tour guide who could show you around ISSA/INTERCLEAN® North America 2015? Well, there is one: the ISSA/INTERCLEAN Mobile App, presented by title sponsor Reliable Redistribution Resource (R3).

The app provides access to the full list of exhibitors, the ISSA Convention Seminars schedule, and a host of other information you can use before, during, and after the show. The app includes features such as the following:

- **Maps.** Get turn-by-turn directions to booths on the trade show floor.
- **Near Me.** Enter your current location on the show floor to access specific location-based suggestions, including exhibitors within a radius of 50, 75, and 100 feet, plus see upcoming seminars and special events.

- **Innovation Award Voting.** Cast your votes for the ISSA Innovation Award Program Visitors' Choice awards in the ISSA Innovation Showcase (Booth 399) using the app's built-in QR code scanner.

- **SmartRoute.** Save time with this feature that creates a route from where you are on the show floor to your favorite exhibitors you have not yet visited.

- **Scavenger Hunt.** Participate in the ISSA/INTERCLEAN Scavenger Hunt using the app's built-in QR code reader to scan codes at participating exhibitors' booths on the show floor.

- **My Show.** Customize the app by adding your favorite exhibitors plus ISSA Convention Seminars and events you plan to attend.

The app is available at issa.com/app. ■

Friday Finale: Not to Be Missed

After a busy Friday morning of deal making on the exhibit floor, the 1:00 p.m. ISSA Excellence Awards Luncheon will feature celebrated TV personality Kevin O'Leary from "Shark Tank." O'Leary will provide insights on what it takes to stay on top, in today's unpredictable economy, and will reveal his choice for this year's ISSA Excellent Idea Contest winner.

ISSA will also announce the winners of the ISSA Innovation Award Program as well as the Best Customer Service Award at the luncheon. Longstanding industry leaders will be recognized at the luncheon, as well.

The luncheon is a free ticketed event. As of press time, tickets were still available; however, seating is limited. Pick up your tickets at the ISSA Resource Center, Booth 899. ■

Vote for Best Customer Service for a Chance to Win

As you are browsing the show floor, be sure to use the show's mobile app to vote for the exhibitors who provide exceptional service. You'll be automatically entered into a daily drawing for cash cards. Voting ends Thursday, October 22, at 3:30 p.m.

The ISSA/INTERCLEAN Mobile App, presented by title sponsor Reliable Redistribution Resource (R3), is available for download at issa.com/app.

Kruger Products AFH

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Latter says that going forward the company will focus on the hallmark brands from both sides of the business in the Premium (Embassy®), Classic (White Swan® and Chalet) and Value tiers (Metro). Some of the existing brands will be discontinued and others will be transitioned over time as the company looks to provide the market with a North American product bundle to serve all segments from Premium to Value. Brands have undergone a refresh for a more attractive and contemporary look. Customers will begin to see new branded packaging from Kruger Products AFH L.P. in the very near future.

Kruger's bathroom tissue dress models have been very busy at the Kruger booth over the past two days. "They've been doing an excellent job of demonstrating the beauty, softness and durability of our tissue product," said Latter, referring to the beautifully designed and assembled couture dresses made from Kruger bathroom tissue base sheet, which the models have been wearing.

"It certainly captures show visitors' attention. It is incredible how well the dresses stand up and how much they look and move like a plush fabric," said Garcia.

Visit Kruger Products AFH L.P.'s new booth, #3529, situated on the ISSA/INTERCLEAN NORTH AMERICA Trade Show floor for more information about the company and to have a photo taken with Kruger's bathroom tissue dress models. ■



ISSA, Amsterdam RAI, and co-location partner dignitaries officially open ISSA/INTERCLEAN® North America 2015 during the Ribbon Cutting Ceremony, sponsored by Hoover Commercial and Oreck Commercial—Empowering Performance.



ISSA Director of Facility Services Dan Wagner recognizes the newest class of cleaning organizations certified to the ISSA Cleaning Industry Management Standard, prior to the kickoff ISSA Keynote Address. This latest group of certifications brings the total number of CIMS certified firms to more than 225.

Network is Designed for Industry Excellence

For staying ahead of industry trends, fostering strong relationships with leading manufacturers, and garnering overall recognition within the industry, NETWORK and its distributors have maintained a long-standing relationship with ISSA.

On Friday, October 23, a number of NETWORK Distributors will be honored for reaching a "milestone year" of mem-

bership at the ISSA Excellence Award Ceremony and Luncheon.

Congratulations to the following NETWORK Distributors for reaching these impressive ISSA membership milestones:

- Waxie Sanitary Supply - 70 Years
- Nichols - 50 Years
- Belson - 40 Years ■

THE BEST OF OUR BEST.



At Kruger Products AFH L.P. we've been busy making changes behind the scenes to ensure you have the very best lineup of paper products in the industry at your fingertips. You are the first to see our new look which will be featured across our entire Embassy® product line! Be assured these changes will not affect quality or service, only a new look behind our premium products.

VISIT OUR **BOOTH #3529** TO SEE OUR NEW LOOK AND HAVE A PHOTO TAKEN WITH OUR BATHROOM TISSUE DRESS MODELS.



 **Kruger Products**
Away From Home

PERFORMANCE
IN EVERY FIBER™

Cascades-IFC's new Like-Rags multi-level Spunlace wiper series provides better solutions for Industrial cleaning and wiping tasks

Cascades Tissue – IFC Disposables announces new offerings to their leading heavy-duty wiper brand, Like-Rags® — the 400, 500, 600, 700 and 800 series. A multi-level system of high-performance wipers that can handle any Industrial task from light to heavy duty, along with specialized wiping applications. These wipers are engineered through a hydroentangling process, creating an exceedingly strong, absorbent wiper that outperform rental shop rags and standard disposable wiping cloth products.

As an ideal replacement to rental shop towels and rags, the Like-Rags series wipers can provide an average reduction in cost-of-use of 22%*. They allow for controlled costs through a consistent case count, size and clean, usable wipers every time. With rental shop rags, there can be as many as six (6) additional charges associated besides the actual rental fee. No matter how thoroughly rental towels are laundered, they can still retain some degree of waste and contaminants, along with broken, frayed fibers that leave lint on surfaces.

Like-Rags® contain no binders or adhesives making them ideal for tackling strong solvent applications without falling apart. Each wiper in the series is superior wet or dry and creped to deliver maximum absorbency and abrasion resistance. Inherently low lint for critical wiping applications such as in aerospace, furniture applications such as in aerospace, furniture manufacturing, automotive and printing

environments, the Like-Rags® series wipers are designed for heavy-duty use and reusability for the toughest cleaning jobs.

“With the addition of our new Like-



Cascades-IFC's new Like-Rags

Rags series, we can now offer our distributors even more essential products to meet the needs of the Industrial and Jan/San industry,” said Cascades Tissue Group – IFC Disposables’ Director of Sales, Bob Jenkins. “This new product line extension will give our distributors a complete offering for the market enabling them to offer better solutions to their end user accounts.”

Available in convenient, easy-to-access pop-up boxes and jumbo roll formats, the Like-Rags delivery systems along with their applicable dispensers assists in eliminating overuse and waste.

For more information on IFC's complete line of Wiping Solutions®, visit afh.cascades.com or call 1-800-432-9473.

*savings % may vary based on cost of rental rags ■

Brian L'Heureux is Promoted to Divisional Manager

Spartan Chemical Company, a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, today announced the promotion of Brian L'Heureux to the role of divisional manager of the Midwest Division, effective January 1, 2016.



Brian L'Heureux

Mr. L'Heureux brings extensive industry knowledge to the role of Divisional Manager and has served as Regional Manager of the Detroit region with Spartan for the past year. Previous to this, Brian spent more than sixteen years in wholesale distribution – both in the public and private sectors – and held various sales, operational, and executive leadership positions. Most recently, he served as the Executive Vice President – Marketing at JanPak, Inc. Brian began his career and work in this industry in 1994.

Brian holds an MBA in Finance and Marketing from Syracuse University. ■



Konie Cups is pictured above in booth 2594 and represented by Gustavo Roversi, CEO and Daniela Roversi, Director of Marketing.

Triple S Elects Two New Directors

Triple S stockholders recently elected two new Directors at the annual stockholders meeting for the coming year. Michael Chiappe, California Janitorial Supply, San Jose, CA and James Egan, Egan Supply, Omaha, NB have been elected to serve as directors. The Board, Staff and Membership would like to thank outgoing directors John Earl, John A. Earl Co, Hackensack, NJ, and Marty Munvez, Chemcraft Industries, Chicago, IL for their service to the organization. The newly elected Board is comprised of the following:



James Egan
Egan Supply



Mike Chiappe
California Janitorial Supply

Dr. Aaron A. Buchko
Professor, Bradley University
Peoria, IL

Michael Chiappe
California Janitorial Supply
San Jose, CA

Jim Chittom, Jr.
Roman Chemical Corporation
Rome, GA

Ken Crutcher
Kenway Distributors, Inc.
Louisville, KY

James Egan
Egan Supply
Omaha, NE

Butch Ellis
Lansing Sanitary Supply Company
Lansing, MI

Bruce Janvey
I. Janvey & Sons, Inc.
Hempstead, NY

Dutch Owens
GEM Supply Company Inc.
Orlando, FL

David Rea
House Sanitary Supply Company
Ventura, CA

Michael Tighe
Industrial Cleaning Products, Inc
West Boylston, MA

John Treat
Treat's Solutions LLC
Oklahoma City, OK

Ken Crutcher, Kenway Distributors, Louisville, KY, was elected Chairman of the Board. Dutch Owens, Gem Supply Company Inc., Orlando, FL was re-elected secretary. Robert F. Langley, Triple S, was elected Treasurer and Alan E. Sadler, Triple S, was elected Clerk. ■

SCA to Acquire Wausau Paper, Providing Businesses with One-Stop Shop for Professional Hygiene Needs

SCA, a global hygiene and forest products company, plans to acquire Wausau Paper Corp. for \$513 million USD, the company announced last week.

With approximately 900 employees, Wausau Paper is one of the largest Away-from-Home tissue companies in North America and manufactures and markets towel and tissue products along with soap and dispensing systems. The combined operations will provide customers with access to a comprehensive portfolio of food service offerings and premium tissue and washroom products, building on SCA's existing premium tissue and washroom products.

“This acquisition will benefit customers by providing access to the superior sales, service, innovation and logistics that the combined

business can provide. It will expand SCA's premium tissue and washroom assortment and give Wausau Paper customers the ability to purchase products from SCA's industry-leading food service offerings - in essence offering customers a 'one-stop shop' for all professional hygiene needs. Furthermore, we look forward to welcoming Wausau Paper's employees to the SCA family,” said Don Lewis, President, SCA Americas in a press release.

This merger will not only strengthen SCA's North American footprint and production capacity, but will additionally further contribute to the company's efforts to extend its commitment to sustainability.

SCA expects to close the deal during the first quarter of 2016. ■

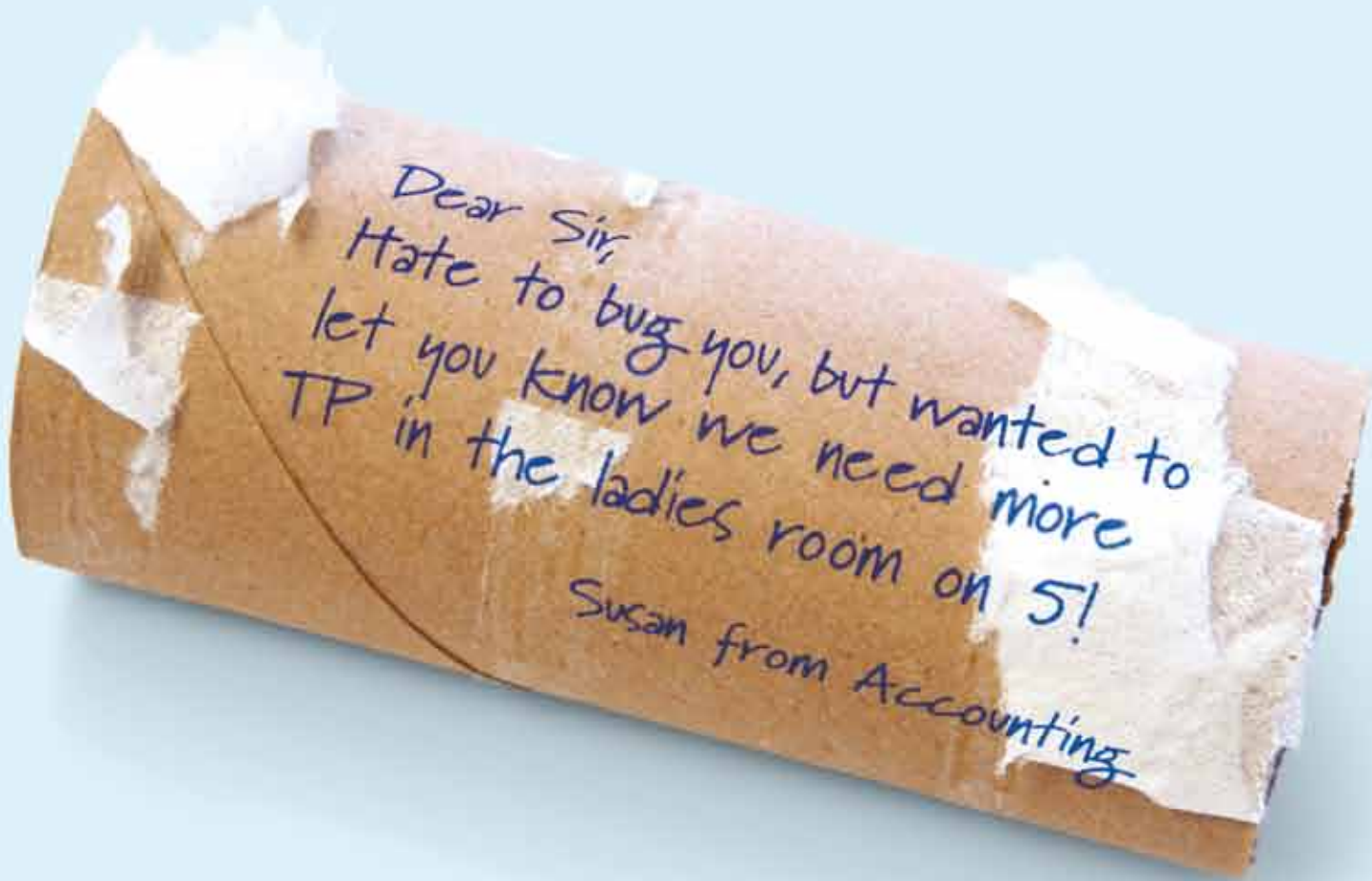


wausauPAPER

Aluf Plastics Launches New Poly Sheeting Program

The plastic Poly Sheeting Program from Aluf Plastics offers numerous plastic sheeting sizes and strengths for addressing a variety of facility maintenance needs. The light-weight 2 mil thickness covers surfaces, equipment, and furniture to

protect them from particulates created by renovations, sanding, or orbital stripping. The heavier 4 mil can be used as economical dust and vapor wall barriers and the 6 mil for more heavy-duty jobs. Available in various sizes. See at booth 361. ■



Better you hear it from us



Tork EasyCube™ Intelligent Restroom System

Keep a step ahead with Tork EasyCube™ Intelligent Restroom System. Digital sensors at your restroom's entrance and in the towel, tissue and soap dispensers take the guesswork out of restroom maintenance. By transmitting real-time data to an easy-to-use web app, you will know exactly when refills are needed and exactly how many visitors have entered. Smart technologies help keep restrooms clean and always ready for use – a difference that people notice!

**Learn more about Tork EasyCube at easycube.sca-tork.com
or email us at TorkEasyCube@sca.com**



www.torkusa.com



SMA Names Board Leaders, Directors and Committee Members

Strategic Market Alliance has rolled out several impressive new technologies in 2015 that enhance service quality and information flow to its members, suppliers and end-user customers.

"The technology and information launches we have executed over the past several months has made it a very exciting year for SMA ... hectic, but exciting, and very productive!", reports Kristen Schaeffer, head of SMA's Developmental Operations team based at SMA headquarters in Charlotte, North Carolina. "We set out to build a suite of information services and productivity enablers that would bring immediate and lasting benefit to our stakeholders. Emerging opportunities in Strategic Accounts, Supplier Relations and Marketing have challenged us to take our game to a new level this year", added Ms. Schaeffer. "In response, we created an entirely new mobile-responsive website, introduced member and supplier information and analytical tools, updated the O.S.C.A.R.® sales preparedness system, launched the SMART Events™ Mobile App, and along the way, found time to add critical talent to the team and fulfill our normal business support missions. It has been quite a year!"

The positive impact to SMA members, suppliers and customers from these devel-

opments is significant, and central among these accomplishments is the organization's new website, www.smasolutions.com. SMASolutions.com is "mobile-responsive" in design, meaning the size and array of content shifts proportionally to fit the screen of iPads, tablets and smart phones. Home base on the site for SMA Members and Qualified Suppliers is the "Dashboard", where users go for program information, contracts, reports, applications and updates customized for their specific organization. The dashboard provides each user access to tools, resources (including an interactive Forum) and information vital to their business with SMA, its Members, Suppliers and Customers.

Collaboration and interconnectedness among members and stakeholders are core principles at SMA, something perhaps best evidenced by the Group's on-going utilization of Member-staffed committees. SMA committees serve many very real purposes for the group, most importantly, generation of ideas and best practice examples that are shared and deployed across the membership. At SMA, challenges posed to member distributors in making choices about which technologies to buy and how best to prepare for implementation, are going to be more manageable with this year's chartering of the SMA Technol-

ogy Committee, chaired by John Poole, President of Daycon Products, Inc. who said "I know from my experience leading an SMA member organization that SMA committees do much to help the group as a whole. The new Technology Committee is up and running and working to fulfill that tradition."

Look for more technology and information system advances from SMA in 2016. "The new tools Kristen Schaeffer and her Dev Ops team have created are platforms for improved communication, distributor sales force preparedness and target selection, and supplier engagement", said Chris Rowe, SMA Marketing Director. "We have built several Integrated Marketing campaigns with key suppliers that make use of the new website, upgraded O.S.C.A.R.® system and enhanced reporting tools to deliver a refined, coordinated and actionable message sent to SMA distributors. We are excited about the momentum we are building in this area for 2016", Mr. Rowe added, making clear that the group's commitment to technology, carefully selected and applied on behalf of its members, will continue to be something to watch for from Strategic Market Alliance. ■

Five Trends in Building Operations

The concerns of large facilities are always evolving, according to Ron Segura, president of Segura Associates.

His company helps organizations, such as Stanford University, Adobe Systems, Stryker Medical, and others, operate their facilities in a healthier, more sustainable, and efficient manner.

"Sometimes their focus is on cost reduction," Segura says. "This was very true during the recession but now these larger organizations are more focused on other issues."

Segura says it is important that jansan industry professionals are aware of this so they can better address the changing needs of their clients. Invariably, the concerns at a major university, for instance, will in time filter down to smaller colleges and educational facilities, he adds.

So, midway through the year, what mega trends does he see evolving in 2015?

Among them are the following:

Water. There is a much greater emphasis on water conservation and efficiency. "Facilities throughout the country are now looking for ways to reduce water consumption on a long-term basis and not just during a drought."

Beyond green cleaning. More organizations are looking into green cleaning strategies that go beyond traditional green cleaning programs. Cleaning with engineered or chemical free water, for example, is attracting greater interest.

Worker morale. At one time, cleaning workers were rarely thought of when it came to building operations. Today, not only are they respected for the contribution they make in keeping a facility healthy, "major organizations want them to know they are 'a part of the [organization's] family.' Improving morale has been tied to enhanced building performance and reducing [worker] turnover."

Streamlining purchasing. This is becoming a crucial issue. Large organizations purchase millions of dollars in cleaning products every year. However, referring to one organization he worked with, Segura says, "They had more inventory than many supply houses [purchased from several] distributors and manufacturers." Streamlining purchasing helps clients better keep track of their purchases, cut costs and, in this case, "reduced supplies from 24 different chemicals to just four."

New RFPs. Many large building owners/managers are finding that the entire request for proposal (RFP) process needs revising so that it is more specific to the needs of the facility. "The [RFP] models used for decades just don't work anymore." ■



Ron Segura



Bridging The Gap



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See for yourself at ISSA booth **1847**

Learn more today at www.spartanchemical.com

Floor Care Survival Guide for Schools

Many school districts around the country are now planning next year's budgets, and unfortunately, dealing with the same challenge: operating their facilities with fewer dollars. As they seek to cut costs, invariably cleaning is on the chopping block...once again.

Floor care is a costly cleaning task for most schools. While some districts are now leaving their floors "flat," with no finish, others still want floor finish applied if for no other reason than the protection it offers.

However, according to Doug Berjer with Tornado, a manufacturer of cylindrical brush floor machines and other floor-care equipment, many school administrators have no choice but to "do more with less" when it comes to floor care.

To help grapple with this situation, Berjer suggests collecting data on the following three floorcare items:

1. Specific floor areas to be cleaned and the size of each floor area
2. Equipment currently used for floor-care - everything from mops and buckets to scrubbers and burnishers
3. Breakdown of time required to complete floorcare tasks, times the number of workers, times their hourly wages*

"Now it's just a matter of doing the math," says Berjer, "and in some cases the

savings can be significant."

For instance, Berjer points to a study conducted by David Frank, president of



Tornado Floor Care

the American Institute for Cleaning Sciences. In this study, two schools were compared, both with 30,000 square feet of floor space cleaned 260 times per year. According to the study:

School "A" uses mops and buckets costing about \$50 per set to clean their floors. Using this equipment, it takes two custodians working about 4.5 hours each to complete the floor work, costing the school system \$26,000 per year.

School "B" uses one cylindrical brush floor machine with an 18-inch cleaning path that costs about \$3500. With this machine, one worker can clean approximately 8,500 square feet per hour, taking 3.5 hours to clean 30,000 square feet of floor space. Labor costs amount to about \$11,000 per year. **

"Unfortunately, many school decision makers just see the [equipment] sticker price," Berjer points out. "Distributors have to educate school purchasers to look beyond the sticker price to see the true savings."

*The bulk of the cost in floorcare is labor. Chemical costs are typically a minor expenditure in floor care

**Costs are averages and dependent on hourly wages and other factors; however, the cleaning times and square footage rates do apply. ■

Stop the Spread of Infectious Pathogens Diffense kills C. diff, decreasing risk of HAI's

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced the availability of Diffense™, a ready to use formula to kill Clostridium difficile and other harmful bacteria and viruses.

According to the CDC, hospitals incur over 30 billion dollars in costs each year from healthcare-associated infections (HAIs). C. diff, a growing concern in healthcare facilities, was estimated to cause almost half a million infections in the United States in 2011, and 29,000 died within 30 days of the initial diagnosis. The majority of C. diff cases occur in, or after exposure to health care settings — including hospitals, nursing homes and long-term care facilities. However, without proper infection control programs in place, C. diff spreads easily in any facility.

Infectious pathogens spread mainly on hands from person to person, but can also be transferred to high touch surfaces such as cart handles, bed rails, bedside tables, toilets, sinks, stethoscopes, thermometers—even telephones and remote controls. As part of a complete infection control program, proper cleaning and disinfection procedures are paramount to reducing HAI's.

Diffense™ is an EPA-registered, broad spectrum, cleaner disinfectant proven to kill Clostridium difficile spores. Effective against a comprehensive range of harmful bacteria and viruses including Staphylococcus aureus, Pseudomonas aeruginosa,

Norovirus and bloodborne pathogens, Diffense is ideal for areas where infection control and the prevention of healthcare associated infections (HAIs) is mission critical.

"Diffense offers a convenient and effective solution for cleaning professionals," said John Swigart, President, Spartan Chemical Company. "Whether you need



Spartan's Diffense™ Kills Bacteria

thirty second disinfection for bloodborne pathogens, or disinfection of a quarantined C. diff patient room, Diffense delivers a broad range of efficacy in a handy, ready to use formula."

Diffense™ is available through Spartan's select distributor network. For more information or to find a distributor near you, visit www.spartanchemical.com. ■

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PARTNERS.
TEAMMATES.**
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A handshake. A phone call. Regular check-ins. When you choose to do business with Callico, you're choosing a partner who's always available and thinking about your needs even when you're not. Our team makes it simple to get the right products for your business, anticipating your needs and responding to them like we're in your office with you every day. Call us today and experience the Callico difference.

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Spartan Chemical Promotes Kaz Terada to Regional Manager

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced the promotion of Kaz Terada to the role of Regional Manager of the Kansas City region, effective June 16, 2015.

Mr. Terada most recently worked for EcoLab as a Hospitality Territory Manager in Kansas City, Missouri focusing on long term care and acute care markets. Prior to that he served as the Vice President of Sales for Crown Organics in Melbourne, Australia for six years. While at Crown Organics, Kaz administered many respon-

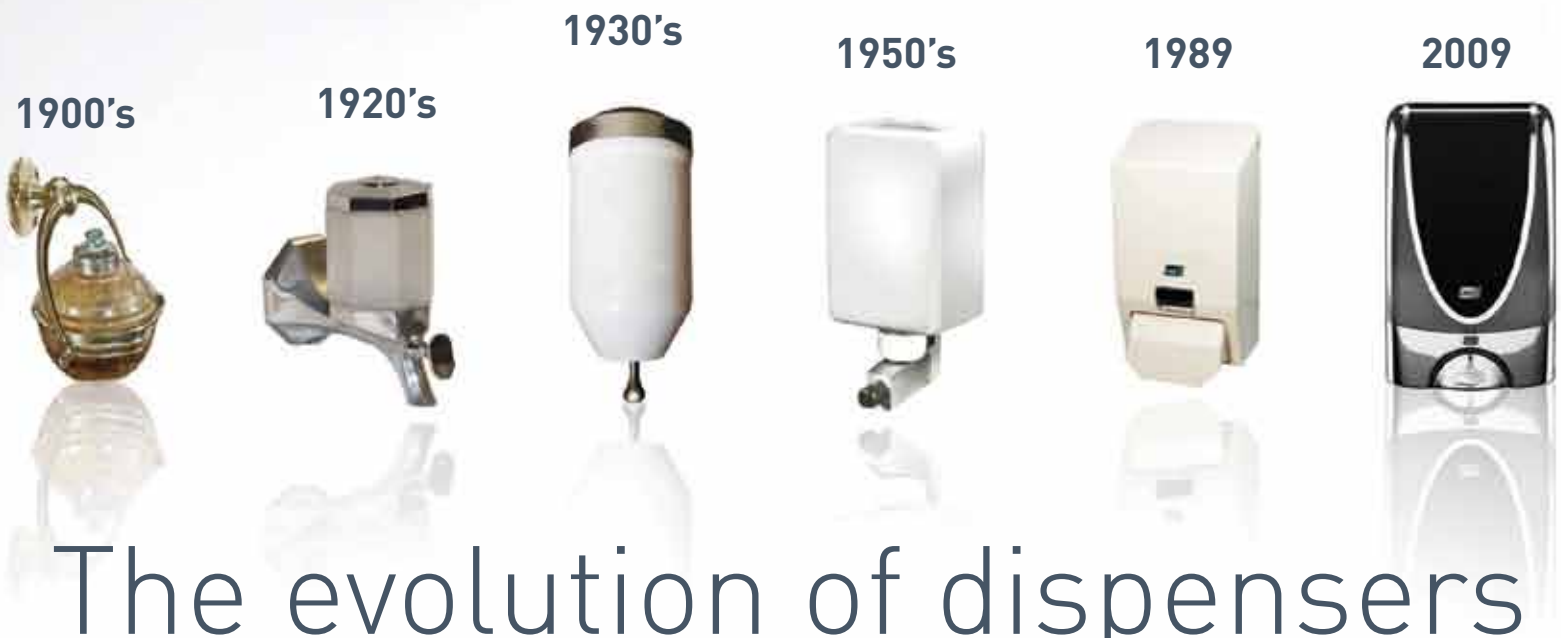


Kaz Terada

sibilities including facilitating sales training and hiring new staff, orchestrating the distribution of goods, as well as developing and managing systems for sales, distribution, and production.

Kaz holds a Masters of Business Administration and Bachelor of Science in Business with a concentration in Marketing from University of Phoenix in Phoenix, Arizona. ■

Visit Deb at ISSA Booth #1839



The evolution of dispensers



2015

and what a long way they've come!



Power efficient CTF Ultra™ dispenser provides the ultimate touch free hand washing experience with Deb Stoko's great range of Refresh™ foam and antibacterial hand soaps. The system provides a thick, rich foam for a luxurious hand washing experience.

The built-in indicators notify facilities when refills and batteries need replacement for easy maintenance. A new pump and delivery tube with every refill eliminates leaks, downtime and costly refills.

CTF
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Soap Dispenser



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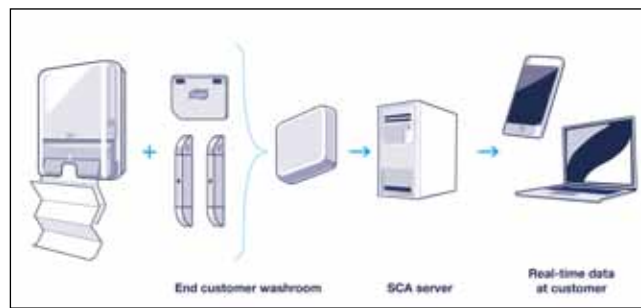
SCA Brings IoT Connectivity to the Restroom with Tork EasyCube Intelligent Restroom System

By Jimmy Baynum, Marketing Director of SCA's Away-from-Home Professional Hygiene Business in North America

This year at ISSA/INTERCLEAN, SCA (booth #2047) is bringing Internet of Things (IoT) connectivity to the restroom with Tork EasyCube Intelligent Restroom System. Beyond just another tool to connect people to one another, the IoT phenomenon connects objects to one another in dynamic, wireless ways. In 2014, it was forecasted that connected objects would increase by 30 percent in 2015 to 4.9 billion, and reach a total number of wireless-connected objects to nearly twenty-five



a restroom was running low on toilet paper or soap was to physically check the



SCA's Tork EasyCube Intelligent Restroom System

billion by 2020. Everything from light bulbs to automobiles can now be monitored – and sometimes even controlled – from smartphones, tablets, laptops and desktop computers.

While the Building Internet of Things (BIoT) landscape is still taking shape, there are a number of innovative technologies that are bringing new and actionable insights into building managers' hands. Beyond smart thermostats, there's one often-overlooked area where BIoT can have a sizeable impact on a business' bottom line: the restroom.

Restrooms are a crucial element of a positive guest experience and, unfortunately, can be a pain point. Before BIoT, the only way building managers knew if

dispensers or to wait for a customer complaint. Since cleaning staff can't know exactly when a certain dispenser is out, the only solution was to manually check each dispenser. As a result, building managers were increasing operating costs in an effort to curb restroom complaints, without knowing if they're actually solving the problem.

But what if paper towel dispensers could alert a building manager before all the towels had been used? And what if the cleaning staff knew restroom traffic increased on Tuesday afternoons, between 4 and 5 p.m.? And what if cleaning staff knew exactly which dispensers, on which

floors, were in need of replenishment? Thanks to Tork EasyCube, we can have answers to all these questions instantly.

How Tork EasyCube Works

Tork EasyCube utilizes sensor-embedded equipment in toilet paper, towel and soap dispensers. Each individual dispenser transmits real-time data, which can be checked instantly from a connected device. Beyond simply "sensing" how much product is left in any given dispenser, these smart systems know the exact product level in any given dispenser, and can also help building managers control operating costs. Usage trends help facility managers understand when guests are most

likely to use the restroom, and when to schedule an extra cleaner. When managers can accurately track how much inventory is being used, purchasing decisions can be based on actual usage rates, not guesses. No more ordering more product than is needed, and no more running out before the next shipment.

By harnessing the power of big data, building managers can keep up in an increasingly tech-driven world – all while ensuring a pleasant restroom experience for guests. Because no matter how many intelligent devices enter the BIoT ecosystem, perfecting the guest experience is the smartest move you can make. ■



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CleanCore Becomes Training Supporter for Process Cleaning for Healthy Schools

CleanCore™ Technologies, manufacturers of aqueous ozone cleaning systems, has just become a training supporter of Process Cleaning for Healthy Schools® (PC4HS).

PC4HS, a 501c3 nonprofit, teaches cleaning workers best practices so they can clean schools more effectively, thoroughly, and enhance the learning environment. The process optimizes efficiency and includes a documented system tailored for K-12 school districts and higher education.

"We are very impressed with all that PC4HS has accomplished in the past 10 years for our schools," says Matt Montag, Distribution Sales Manager for CleanCore. "Because aqueous ozone has proven to be so effective at cleaning with essentially no impact on the environment, we believe our association with this organization is a perfect match."

According to Rex Morrison, developer of the Process Cleaning program, professional cleaning is all about metrics, which can help evaluate cleaning and cleaning procedures. Typically referred to as key performance indicators (KPIs), the five

metrics Morrison is referring to are:

1. Appearance metrics
2. Customer satisfaction metrics
3. Fiscal metrics (cost issues related to cleaning)
4. Sanitizing metrics
5. Health metrics.

Says Morrison, "These five metrics affect [the cleaning of] educational facilities of all types, help define quality end points, and embody goals to work toward."

While PC4HS does not endorse products, companies, or manufacturers, they do welcome organizations to become training supporters that endorse the goals of PC4HS as well as focus on improving cleaning, custodial training, as well as protecting health and the environment.

"Because educational facilities is one of our primary market sectors, we look forward to all we can do to enhance cleaning, the health of schools, and improve the learning environment for our kids," adds Montag. "We expect to learn a lot by partnering with PC4HS and hope to help them meet their goals and advance professional cleaning." ■



10 Things to Consider Before Purchasing a Floor Scrubbing System

A quick search on Google Shopping for automatic scrubbers indicates that the average price for these machines is about \$4,000 with a couple of smaller traditional machines costing about \$1,200 and more complex and larger scrubbers approaching \$8,000.

This makes selecting a floor cleaning and scrubbing system potentially one of the most costly expenditures a cleaning contractor can make.

Because of this, Kaivac, developer of the OmniFlex™ AutoVac system, advises cleaning contractors on **10 things to consider before purchasing a floor machine:**

1. Lifetime cost of ownership of the machine, which includes the initial purchase price, ongoing maintenance, and worker training
2. Cleaning effectiveness
3. Ease of operation
4. Ease of maintenance
5. Speed of repair—to avoid costly extended downtime
6. Productivity rates
7. Multipurpose efficiency—the ability to handle a variety of flooring needs
8. Transportability—how easy it is to move the machine from one location to another
9. Customizability—the ability to be altered to accommodate a facility's specific needs
10. New floorcare systems and technology

The last item, requires some clarification.

In the past few years, manufacturers have introduced entirely new types of floor cleaning and scrubbing systems, according to Matt Morrison, Communications Manager for Kaivac.

"This means [cleaning] contractors have



Kaivac OmniFlex AutoVac System

many more options and types of machines to choose from they should investigate."

Morrison adds that of the 10 things to consider, probably the most important and most often overlooked is the total cost of ownership of the machine. "No contractor wants to be in a situation where they have purchased a costly floor machine but can't keep up with the repair bills. Be sure and look into cost of ownership issues before making a floor scrubber selection." ■

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Todd Seabert Recognized as Nichols 2014 Supplier Representative of the Year

Todd Seabert, Regional Manager, Spartan Chemical Company, a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, was named **Nichols 2014 Supplier Representative of the Year**.

On a quarterly basis, Nichols sales representatives and management team are surveyed about their supplier representatives. At the end of each year, they select one representative based on the results of this survey. This year, Todd Seabert, Regional Manager, Spartan Chemical Company was awarded the prestigious Nichols Supplier Representative of the year award.

"We base this award on responsiveness, joint calling, product knowledge, creative solutions, motivation, and sales goals," said Hal Grossman, Nichols Vice

President Sales & Marketing. "Todd consistently scores high on all of the criteria; we are so happy he won this year!"

The award was presented to Todd Seabert by, Mike Olthoff, Nichols CEO, Kevin Rahrig, Nichols COO and Hal Grossman, Nichols Vice President Sales and Market-



Todd Seabert of Spartan Recognized by Nichols

ing during Nichols annual sales meeting at the Amway Grand Plaza in Grand Rapids, Michigan. ■

Improve Restroom Appearance

In public and commercial settings like office buildings, restaurants, schools and healthcare facilities, restrooms are most frequently cited as the number one source

of customer complaints and unsurprisingly one of the toughest areas for cleaning professionals to maintain. Cleaning for health and aesthetics are both important.

Consumer perceptions of a facility's restrooms can impact bottom lines, but restroom cleanliness is also very important to public health in general. ■

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Open-Space Office Plans, Worker Satisfaction, and Cleaning

Open-plan offices are very popular today. An open-plan office, also known as open concept office, refers to offices in which walls have come down. In place of walls, partitions of varying heights are installed between work spaces or, in some cases, workers work at long tables with no separation from other workers at all. Additionally, assigned seating is often a thing of the past. Workers may work individually or in groups, sitting wherever they want.

Employers like open-plan offices because they allow for flexible workspaces, reduce design and construction costs, and can enhance staff collaboration and teamwork. The U.S. Green Building Council's LEED program has even encouraged the concept as well. Eliminating walls reduces the construction materials needed to build office space. Further, it allows for larger work areas to take advantage of natural light, reducing energy needs.

While employers like open-plan offices, and the concept may promote sustainability, has anyone asked if employees like it? And how do open-plan offices impact cleaning?

Studies have shown that workers are less enthusiastic about open space plans, and one of their key concerns relates to cleaning and maintenance. A study was conducted by the University of California in 2008 involving nearly 43,000 office em-

ployees in both private and open concept offices. It found that while workers in private offices were very satisfied with their work areas, those in open-space offices were not.

The key reasons for their dissatisfaction included the following:

- Lack of privacy
- Noise
- Higher levels of distraction
- Increased stress
- Concerns about cleanliness and maintenance



Terry Sambrowski

Unfortunately there are no studies about how open-space offices impact cleaning, but contractors that now clean and maintain these spaces may find it has had a definite impact on many things, from bidding to the actual maintenance. For instance, basing bids specifically on the size (square footage) of a facility may no longer provide an accurate estimate. A key criterion that must also be considered is how many people use the space on a daily basis. In some open concept offices, workers may also work at home, so even if it is a large space, it may not be used as much, im-

acting both bidding and cleaning needs. Conversely, an open-plan office can accommodate many more workers than individual office spaces, which can increase workloads and cleaning needs.

Another cleaning-related concern with open-space offices, and likely why many employees find the concept negatively impacts cleaning and maintenance, is that there is no "office ownership." When workers have their own office space, they tend to take better care of it. But when it is shared by many people, workers often have less concern on how it is used. This means that cleaning professionals will likely be called upon to increase detail cleaning levels, ensuring desks and work areas are thoroughly cleaned and sanitized. Once again, this can increase time and labor costs that must be worked into cleaning

bids, service levels, and charges.

Cleaning contractors bidding on open-space office facilities, or now cleaning them, should ensure that some open-office protocols are in place. If facility managers establish a requirement, for instance, that each employee must leave their work space in as good or better condition than they found it, this can make the job of the contract cleaner much easier and reduce overall cleaning costs for building owners.

Terry Sambrowski is with the National Service Alliance (NSA), a leading group purchasing organization for larger building service contractors and related businesses in the United States. Membership requires meeting specific standards and criteria, and being a member of the Building Services Contractors Association International (BSCAI) is recommended. ■

NETWORK IS DESIGNED FOR GROWTH

On July 1, 2015, NETWORK added a new distributor to its supply chain system — CEK (www.corporacioncek.com). This latest addition expands NETWORK's international footprint to include locations in Costa Rica, Guatemala, Panama, El Salvador, Nicaragua and Honduras, giving NETWORK full coverage in all of Central America and all of North America (Canada, Mexico and the United States).

With INPACS, its European-based distribution locations, NETWORK now has presence and service capabilities in 44 countries, including the United Kingdom, Europe, Australia and Russia. NETWORK will continue to expand its geographical coverage to support current and future global accounts. According to Keith

Marcoe, Chief Commercialization Officer, "NETWORK's global coverage provides a unique solution for both customers and manufacturers who need a multi-geography supply chain solution, and centralized business processes."



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Crown Compiles List of Top 10 Most Popular Mats

Crown Matting Technologies, the oldest mat manufacturer in the U.S., has just released a list of its top ten selling mats. The list is based on a variety of factors including sales from the summer of 2014 to the summer of 2015.

According to Adam Strizzi, marketing manager for Crown, the company makes more than 35 different types of mats and "and some years some mats sell far better than others."

Sometimes it's due to weather. For instance, Strizzi says the winter of 2014 was so severe in parts of the country that the call for all types of entry mats was unprecedented. "Other times, it could be mats for industrial facilities as it has been recently."

So what types of mats made the Crown Top 10? In no particular order, they are the following:

1. Logo mats (for retailers, restaurants, hotels, etc.)
2. Entry mats to capture soil and moisture (invariably a top 10 seller)
3. Anti-fatigue mats specifically manufactured for industrial locations

4. Anti-fatigue mats for non-industrial settings such as for cashiers, barbers, tellers, etc.
5. "Green" mats typically made of recycled plastic and fibers
6. Industrial mats that help prevent static electricity or are spark resistant, etc.
7. Indoor walkway mats (used in walkways to enhance safety and help capture dust and soil inside a facility)
8. Flow through mats for use in industrial settings
9. Anti-microbial mats for clean rooms
10. Flow through mats for locker rooms and pool areas

"I think the improved economy had a lot to do with which mats sold well over the past 12 months," says Strizzi. "Retailers like logo mats so those are fast sellers in good times, and the increased call for mats made for industrial locations tells me manufacturing is way up in parts of the U.S."

Crown Matting Technologies has set the standard in the commercial and industrial matting industry for over 70 years. ■

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New Product & Exhibitor Highlights

Strategic Market Alliance

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A Differentiated Alliance

SCA Tissue

Booth 2047

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Spartan Chemical

Booth 1847

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Kruger Products

Booth 3529

OUR PREMIUM REVEAL...

Exciting things have been happening at Kruger Products AFH L.P. since our last appearance at ISSA. We've been busy behind the curtain updating our product lines to provide our Away From Home customers with the best offerings within our premium, classic and value lines.

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U. S. Battery

Booth 461

Introducing the Sense Smart Valve™
Never worry about battery electrolyte levels again. U.S. Battery Mfg. Co. is pleased to announce that it is the exclusive distributor of the new Sense Smart Valve™, the only valve with an electrolyte sensor built-in. Its UL Classification, separate electronic housing, and protection from transient voltages combine to make it the safest sensor available. Two models are available, TBU-1000 and TBU-2000, both include a LED indicator light to alert operators of low electrolyte levels. The TBU-2000 features a dashboard mountable indicator with 6' lead. Take the guesswork out of your battery maintenance, with the Sense Smart Valve™. Visit us at ISSA in booth # 461.

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Starco Chemical to Exhibit Full Line of Liquid, Powdered and Solid Specialty Chemical Products

Starco Chemical, a division of Diamond Chemical Co. Inc., of East Rutherford, NJ, will be exhibiting its full line of liquid, powdered and solid specialty chemical products at ISSA/INTERCLEAN, booth 678.

Management attending the show will be Harold Diamond, President; Martin Zaret, Vice President; Harvey Wasserman, Vice-President, Sales; Tom Strnad, Sales Manager; Tony Lau, Mid Atlantic/East Regional Sales Manager; and Ron Manfredo, Sales Manager.

Others set to attend and represent Starco will be SHM Sales Associates, Plainview, NY; SNE Sales, Philadelphia, PA; Progressive Marketing, Rochester, NY; Sharpe and Perkins, West Palm Beach, FL; Walsh Sales Co, Nashville, TN; A.J Letizio, New England, Repke and Associates, Mid Atlantic; and Krehbiel and Associates, Strongsville, OH.

Starco will be exhibiting a broadened DfE Green Key® product line. Eighteen (18 DfE) products are now available for all

housekeeping and floor care chores.

Additionally, Starco has introduced new, bulk fill, foaming and antibacterial hand soaps as well as cartridge systems. On display from Starco will be a complete line of kitchen and laundry chemical products. Also new this year are three warewash solid products.

Starco's parent company, Diamond Chemical, says it can provide full service laundry and warewash programs as well. Experts will be available at the show to answer questions about full service programs.

Starco will also be promoting its complete powdered and liquid product lines. With a large powder manufacturing facility, Starco produces powdered laundry, warewashing and general purpose powders. These products may be used manually or with automatic injection equipment.

Starco invites attendees to look for the STARCO overhead sign at booth 678 and to stop and see the folks at Starco Chemical. ■

Afflink Joins Forces with Office Products Giant Pinnacle Affiliates

Alliance Strengthens Members' Efforts to Compete in Today's Changing Marketplace

AFFLINK, a global leader in supply chain management and creator of the ELEVATE™ process, has announced a joint partnership with Pinnacle Affiliates, a 26-Member dealer group representing the largest independent office products distributors in the US.

"The Pinnacle organization has no rival when it comes to office supply groups in the industry today...they are simply the best," says AFFLINK President and CEO Dennis Riffer. "Having these like-minded companies join the organization strengthens our efforts in surrounding the end-user with a comprehensive bundle of supply chain solutions. I know many of these Distributors personally, and having them a part of the AFFLINK family will certainly elevate the game of our entire group!"

All Pinnacle Members will be joining the AFFLINK organization with full Membership privileges—including access to Preferred Supplier programs, National Account contracts, and a host of marketing and technology services designed to position the independent at the forefront of our industry.

"Pinnacle dealers are already making significant progress in JanSan. Our AFFLINK partnership gives Pinnacle dealers another competitive advantage to expand even faster in this category," says Kevin Johnson, CEO of Warehouse Direct, and founding Member of Pinnacle. "On a personal note, over the last several years Warehouse Direct's membership in AFFLINK has helped us grow to become one of the largest independent JanSan supply and equipment distributors in our market. Now all Pinnacle dealers will gain the same additional access to products and equipment, and possibly more importantly to excellent training, marketing assistance, GPO access and ELEVATE™ -- a remarkably advanced customer focused supply chain analysis tool that helps differentiate us in the marketplace."

Johnson will also serve on the AFFLINK Advisory Board, representing the Office Products channel and the organization's vested interest in driving revenue and providing differentiation to its Members and Suppliers. ■

Network Services Company Honors Award Recipients

Network Services Company (NETWORK®) is proud to recognize seven of its distributors for outstanding performance and support.

- The **Member of the Year** award was presented to **P&R Paper** (www.pr-paper.com), a Southern California-based distributor, serving California, Nevada and Arizona with supplies for the foodservice, supermarket, janitorial, retail, and industrial markets. This award recognizes P&R Paper

for its outstanding performance and support of all NETWORK's programs and initiatives.

- The **Sales Member of the Year** award was presented to two worthy recipients in recognition of outstanding performance in servicing NETWORK corporate accounts. The recipients were **Acme Paper & Supply Co.** (www.acmepaper.com), a leading foodservice, janitorial/sanitation, and packaging supplies and equipment distrib-

The Anatomy of an Automatic Scrubber

Critical to enhancing the life span and minimizing down time when using an automatic scrubber is simply having a basic knowledge of the machine's operating system, according to Sean Martschinke, a CIMS ISSA Certification Expert (I.C.E.) and marketing manager for Tornado In-



Tornado Scrubber

dustries, a manufacturer of professional floor care equipment.

"And that starts with having a basic understanding of all the key components, what we can call the anatomy of the machine."

According to Martschinke, some of these key components include the following:

Vacuum filters. "One of the smaller but critically important parts of a 'scrubber' are the vacuum filters. The filter and/or screen must be kept clean and all debris removed in order for the machine to effectively remove moisture."

Solution system. Essential for any automatic scrubber is to have a solution tank, where water and chemical are mixed, released to the floor as the machine is used.

Recovery system. To collect moisture and soil, automatic scrubbers have a vacuum, squeegee, and hoses, which collect and carry moisture to the recovery tank.

Recovery tank lid/cover. This is a surprisingly important part of a scrubber. It's always good practice to leave the lid or cover open when the machine is not in use. This helps dry out the tank and helps prevent bacteria and malodors from developing.

Power system. Scrubbers are either battery-powered or cord-operated. Most users prefer a battery-powered machine, and what is proving the most popular is an eco-friendly, maintenance-free AGM battery.

Parabolic squeegee. "The squeegee is essential to effective moisture pickup. A parabolic squeegee has a semicircular frame design, which holds the squeegee blade in a curved position. This design has proven itself as the best design for solution recovery even during turns."

Operational interface. This is the part of the machine's anatomy most users know, see, and use. It includes the controls, handles, knobs, gauges, and other mechanicals. While many machines now have a very intuitive interface, it is always a good idea to review the owner's manual regarding specific controls and functions. Not all interfaces are the same.

"It's important to remember that the key components on an automatic scrubber work together as a system," says Martschinke. "If one component is not operating properly it can impact the performance of the entire machine. This is why regular maintenance and proper use of the machine are so important." ■

SC Johnson Signed Binding Offer to Acquire Deb Group

Company Expands Presence in Industrial and Institutional Channel with Global Skincare Provider

SC Johnson is pleased to announce that it has signed a binding offer to acquire Deb Group, a global industrial company focused on hygiene and skin care systems for the industrial, commercial, healthcare and food markets.

"Deb is an important platform for SC Johnson and helps expand our presence in industrial and institutional markets"

"Deb is an important platform for SC Johnson and helps expand our presence in

industrial and institutional markets," said Fisk Johnson, Chairman and CEO of SC Johnson. "Deb's market leadership, channel strengths and commitment to innovation complement our own strengths."

For more than 70 years, Deb has offered skin care regimens for all types of workplace and public settings, including heavy-duty hand cleaners, foaming hand soaps, antibacterial washes, hand sanitizers and restorative hand creams. Deb, headquartered in the United Kingdom, is a global market leader and its products are used in over 100 countries around the world. ■

utor based in the mid-Atlantic region, and **Dalco** (www.dalcoonline.com), a full-line distributor of commercial, institutional and industrial cleaning supplies and equipment, with headquarters in Minneapolis, MN.

- The Business Development Award recognizes outstanding performance in securing new NETWORK Corporate Accounts. It was presented to San Diego-based **Waxie Sanitary Supply** (www.waxie.com), an industry leading distributor of janitorial and sanitation supplies and equipment to

the commercial, industrial, contractor and institutional markets.

- The **Purchasing Performance Award** recognizes those who provide outstanding support of NETWORK Suppliers. This year's recipients are **Dade Paper** (www.dadepaper.com), **Regal Distributing** (www.getregal.com), and **WCP Solutions** (www.wcpsolutions.com).

The awards were presented to the recipients at NETWORK's annual Stockholder meeting, held this year in Seattle, WA. ■

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Barrett Named ISSA Director

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Allied, and Xerox. Barrett has served as an ISSA Board member for the past six years, with the last three as an Officer, serving this year as Treasurer. An Evans Scholar, Barrett graduated from the University of Michigan in 1981 with a degree in economics and speech communications. He earned his MBA with an emphasis in finance and marketing from the University of Chicago in 1986.

“The work of ISSA is nothing short of mission-critical to human health and wellness,” says Barrett. “Our association understands the true value of clean and its importance to economic and social advancement. I have never been more proud to be a part of something so absolutely essential.”

To fill the position, the ISSA Board of Directors sanctioned a search committee led and chaired by ISSA President Alan Tomblin.

“We are extremely fortunate to have found a leader such as John Barrett,” says Tomblin. “The search and selection committee had a plethora of worthy candidates. The committee is convinced John [Barrett] will lead ISSA into the future. He has a terrific staff and a solid foundation provided under Garfinkel’s leadership.” ■

Spartan Chemical Promotes Gaertner to Production Manager

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced the promotion of Chris Gaertner to the role of Production Manager.

Chris began his career with Spartan in 1997, working as a plant employee. In 2002, Chris was promoted to 3rd Shift Supervisor and four years later, promoted again to the role of 2nd Shift Supervisor. In 2012, Mr. Gaertner was promoted to his most recent position of 1st Shift Su-

Deb Group Launches New Deb Stoko

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With expertise spread across many countries, the Deb Stoko Global Product Range is backed by the world’s largest skin care support team consisting of technical and scientific occupational skin care experts and the strongest research and development team in the industry. The company believes this structure will help bring innovative, market changing products that create real customer benefits and improve skin care standards to new and existing industries.

The Global Product Range is segmented into four action steps – protect, cleanse, sanitize and restore –and incorporates smart new packaging, featuring a color-coded design to encourage compliance and guide users to correct product usage. Additionally, all products are manufactured to global standards for consistency of quality and regulatory compliance and are formulated to respect the environment. The new Deb Stoko product range is a global initiative, starting now with the launch in North America and then across Europe and the Asian-Pacific region during the summer.

To learn more about the Deb Stoko Global Product Range, please visit www.debgroup.com. ■



Chris Gaertner

pervisor, playing an integral part of the implementation of Spartan’s Warehouse Management System (WMS) in 2014.

As production manager, Chris will have responsibility for continuous improvements of efficiency, productivity and safety of Spartan’s production facility. ■

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Advertising Sales:

Charlie Walden
charlie@waldenmott.com
 Alfred F. Walden
afwalden@waldenmott.com

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