

Walden's CONVENTION DAILY



A Walden-Mott Publication

Las Vegas

Tuesday, September 12, 2017

Booth 2475

What's in a Name? A lot when it's Tork, from Essity

By Waldens

After more than two decades at ISSA, SCA isn't attending this year's show. Instead you will find a new company called Essity at ISSA. That's because SCA, maker of the global leading Tork brand of professional hygiene products and services, is a new company with a new name and a refined focus on hygiene and health.

Walden's conducted a Q&A with Don Lewis, president of Essity's global professional hygiene business, to discuss the new name and what it means for customers, the continued growth of the Tork brand, as well as Essity's global professional hygiene business.

WALDEN'S: When we spoke at last year's show, you had just integrated Wausau into the Tork family and now you have a brand new company name, Essity. It's clearly been exciting times at the com-

pany, but what does this mean for the Tork brand? What can customers expect?

DON: It certainly has been exciting and there's never been a better time to be



Essity was launched on Nasdaq Stockholm on June 15, 2017. Don Lewis rang the opening bell at Nasdaq in Times Square the same week.

a Tork customer. I'm sure some attendees at ISSA may be wondering what Essity is and where SCA has gone. Customers and

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Spartan Chemical Awarded 2017 Member Choice Award Winner and Corporate Account Supplier of the Year by Network Services

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, was awarded 2017 Corporate Account Supplier of the Year, as well as the exclusive honor of being named NETWORK'S Member Choice for best all-around service provider as voted by the NETWORK Members.

"Each year, Spartan ranks among the top suppliers by our membership," said Warren Noble, Vice President of Supplier Relations, Network Services Company. "This is the second year in a row that Spartan has been voted Member Choice; it is clear that commitment to distribution is at the core of their culture."

"Further validating Spartan's partnership with our membership, Spartan was also awarded Corporate Account Supplier of the Year," said Noble. "This award reflects their active engagement with NET-



Spartan Chemical recognized as Supplier of the Year by Network Services

WORK's sales & marketing team, effective commitment to cooperative selling, solid alignment in target verticals, and a strong position with NETWORK's mem-

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Let's "Uncover Extraordinary"

Welcome to the 2017 ISSA/INTERCLEAN® North America Trade Show and ISSA Convention. We hope you decided to stay through Friday morning so you can see it all—and yet still have a full weekend! Take your time to uncover extraordinary at more than 700 indoor booths, outdoor exhibits, the new Residential Cleaners Pavilion, our co-location partners, dozens of seminars, and some amazing keynotes.

Get Smart at ISSA Education Theater

Sessions at the ISSA Education Theater, Booth 129, are included with your show-floor badge. A multitude of practical and innovative topics are on the agenda, including:

- 25 Guerrilla Marketing Ideas to Grow a Cleaning Business – Tuesday
- Green Cleaning in Schools – Tuesday and Wednesday
- 10 Tips for Time Management – Wednesday
- State of the Industry Panels for your specific needs – Thursday
- Special sessions in Spanish
- And dozens more

So Much to See...



ISSA/INTERCLEAN 2017 features more than 700 exhibitors. As you navigate the show floor, you will see, test, and learn about all the latest advances in facility solutions—both in the exhibit hall, 10 a.m. – 2:30 p.m., and in the Outdoor Exhibits, 8 a.m. – 2:30 p.m.

Note that the outdoor exhibits open two hours earlier than the exhibit hall. So, grab a cup of joe and stop by early to beat the crowds, or enjoy a midday break while perusing unique products and experiencing demos in the mild Nevada weather. Then check out the food truck, and enjoy the fresh air and a bite to eat.

Keyed-in on Keynotes

Kick things off at 9:00 a.m. Wednesday with an American football legend. Former Dallas Cowboys quarterback and Hall-of-Famer Troy Aikman will inspire you with his "Winning Playbook." Same time, different day for Thursday's State of the Economy panel, including bold insights from Karl Rove, Jim Messina, Brian Beaulieu, and Frank Luntz. Finally, help say farewell to ISSA/INTERCLEAN 2017 with entertainer and television host (and germaphobe) Howie Mandel. He'll be "Coming Clean" at 2:30 on Thursday.



Troy Aikman

We Want You... to Cast Your Vote



Discover the industry's most revolutionary new products and services at the ISSA Innovation Showcase, Booth 709, and be sure to vote for your favorites; when you do, you'll be entered to win Amazon gift cards! ISSA Innovation Visitors' Choice Award and ISSA Innovation of the Year Award winners will be revealed during the ISSA Innovation Award Ceremony

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Exhibit Schedule

Tuesday, September 12

Outdoor Exhibits: 8:00 a.m. – 5:30 p.m.
Exhibit Hall: 10:00 a.m. – 5:30 p.m.

Wednesday, September 13

Outdoor Exhibits: 8:00 a.m. – 5:30 p.m.
Exhibit Hall: 10:00 a.m. – 5:30 p.m.

Thursday, September 14

Outdoor Exhibits: 8:00 a.m. – 2:30 p.m.
Exhibit Hall: 10:00 a.m. – 2:30 p.m.



Trebor Tissue!

Booth
1327

Kruger Products Unveils New Poly Pack Bundles

New Embassy® and White Swan® Poly Packs designed specifically for B2B retail merchandising

Kruger Products Away From Home (AFH) Division have recently launched new poly packs for both Kitchen Towel and Conventional Bathroom Tissue. Designed for B2B retail storefront merchandising, poly packs provide consumers with a smaller, more convenient and easy-to-carry option to larger case formats, with identifiable packaging design. Poly packs make it convenient for small restaurants, clinics, office administrators, cleaners and other businesses to keep enough product on hand to meet their day-to-day needs.

"These smaller poly pack bundles support a growing need from small businesses who buy from B2B retailers because they don't use enough supplies to be able to order through large distribution" says Rob Latter, Corporate Vice President, AFH and Strategic Business Planning, Kruger Products L.P. "Additionally, these customers tend to have limited storage space given the size of their work environment."

Kitchen Towel Poly Packs are available in both premium Embassy® and classic White Swan® brands. Bathroom Tissue Poly Packs are also available in both 1-Ply and 2-Ply White Swan® formats. All

products are individually wrapped within the poly pack to prevent contamination while being stored.



Also new this year from Kruger Products is the introduction of Titan® Bold – a new proprietary dispenser line within the Ultimate Washroom® Collection. This striking new lineup includes a new Jumbo Bathroom



Kruger's New Poly Pack Bundles

Tissue Dispenser, the first of its kind in North America, which mechanically dispenses individual 9" sheets to reduce excessive bathroom tissue use.

Visit **Kruger Products at booth #4531**, situated on the ISSA/INTERCLEAN NORTH AMERICA Trade Show floor to see their new dispenser line-up for yourself.

SMA Strategic Account Success, company growth and Digital Transformation

As 2017 dawned, Strategic Market Alliance entered its second decade a considerably larger organization than it was at the start

of the prior year. 2016 saw the group's size increase by nearly 30 percent with the addition of members across the United States and Canada that introduced or augmented SMA presence in more than thirty metropolitan markets. Additionally, new member recruitment and expansion into new geographies by several of SMA's long-standing members significantly extended SMA's reach and service capacity across the continent.

Beyond member addition and expansion, SMA's growth was helped to new highs in 2017 by double-digit customer and revenue gains made in the national account, or "Strategic Account" realm, multi-site end-users serviced by more than a single individual distributor. SMA has always focused on facilitating collaborative development of strategic account targets among group members, working to cultivate and expand pre-existing customer relationships across multiple distributors. The organization's Business Development team collaborates with members to build multi-site programs that deliver the highest quality service to customers, at margins and service expectations that are optimal for each participating company.

This business model has proven highly effective through the group's first ten years of existence, and now, with demand for national account programs on the rise driven by business consolidation and the arrival of non-traditional competitors, SMA has steadily built out its national account portfolio with several incremental new programs. Under the leadership of Alicia Rodriguez, SMA's Senior Director of Business Development, SMA's team of business development professionals actively prospect, close and implement new strategic accounts across SMA. "SMA's business development team members are seasoned segment experts in commercial wellness or jan / san as it's commonly known, and foodservice," says Rodriguez. "These are the core businesses of SMA's member companies, and our team brings a great deal of skill and acumen on their behalf to each national account engagement."



We strive to align with the interests of our members throughout the selling and implementation cycles so that

the programs that result are winners for everyone involved!"

Additionally, because they seek uniformity and consistency across a network of disparate facilities, national account customers demand high performance from suppliers across a broad range of service categories. Standards for factors such as timely delivery, customer service, and quality of sales force representation are high, as well as for transaction and product data, and for actionable business analytics to help the account standardize and reduce supply consumption. What's new to traditional distributors is meeting a rapidly accelerating insistence for tools that match the on-line, self-service ways end-user customers are preferring to research, shop, and buy. Demand for services in the digital realm, a triad consisting of rich content merchandising on the web, ecommerce, and inbound marketing is redefining the role of the group as a service arm of the distributor. SMA is taking steps in 2017 to meet this challenge by investing in the creation of rich content repository services, available to members in 2018 for population of company websites and commerce platforms to create an on-line shopping and buying experience on-par with leading Business to Consumer organizations that have been creeping into traditional distributor selling turf.

"Creating top-notch website experiences for both shopping and subsequently, buying, is the key competitive imperative for SMA and its members," according to Chris Rowe, SMA's Director of Marketing Services. "We are moving aggressively to extend SMA's reputation for quality and ease-of-doing business into the digital environment because we have always been about tackling the kinds of challenges collectively, on-behalf of our constituents, that are prohibitive to do independently. Our new digital marketing services are very much in-keeping with that tradition and we are very excited about the direction that our digital marketing initiatives are leading for 2018 and beyond!"

Spartan Chemical Promotes Dee Womack to 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, announced the promotion of Dee Womack to the role of regional manager for the Dallas region, effective January 1, 2017.

Mr. Womack brings to Spartan over 8 years' experience in the janitorial and sanitary industry. Before joining Spartan, Dee, who has responsibility for the Dallas region, was an account manager for Karcher North America Inc., in north Texas. While at Karcher, Dee was responsible for conducting account management



Dee Womack

and overseeing the distribution of supplies to industrial and institutional businesses. Prior to that, Mr. Womack worked as a regional manager for Betco, also in the north Texas region. Dee also

worked as a territory manager for Demlow Marketing, in Dallas, Texas.

Mr. Womack is currently attending Texas A&M University in College Station, Texas where he is working to complete his degree in Business Management.

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The Ultimate Washroom® Collection spreads its wings to welcome a dramatic new line of Roll Towel and JBT dispensers, Titan® Bold, whose beauty is more than surface-deep. Introducing a first to the North American market: an all new Auto-Cut JBT dispenser that functions like an Auto-Cut Roll Towel dispenser by dispensing individual 9" sheets – reducing excessive tissue waste and virtually eliminating toilet clogging. With its ultra-modern, edgeless design and gleaming black sheen, Titan® Bold reimagines what a washroom can be.

Experience the new line up at Kruger Products Booth #4531

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AWAY FROM
HOME

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What's in a Name? A lot when it's Tork, from Essity

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consumers around the world have relied on SCA for many years to provide the hygiene products and solutions that enhance wellbeing. We wanted to get laser-focused on delivering on that expectation, so last year we began the process of separating the



SCA forestry business from our hygiene offerings. We finished that process over the summer and the result was the creation of Essity. The name Essity is derived from the words “essentials” and “necessities,” speaking directly to the products and solutions we offer – everyday, basic necessities that are essential to leading healthy lives. Under our new vision – improving wellbeing through leading health and hygiene solutions – we now have a clearer purpose, which will accelerate our product innovation and increase our hygiene and health expertise, benefiting customers.

Customers will continue receiving the same dedicated service and innovative solutions from Tork, our leading global professional hygiene brand. Our people and their commitment to excellence remains a hallmark of Essity, and all Tork products will maintain article numbers/SKUs, eco labels and quality. Customers won't experience any disruption in their orders, but

early next year they'll start seeing the new Essity logo on packaging.

WALDEN'S: Speaking of products, what are some new innovations customers will see from Tork?

DON: We're really excited about our newest innovation, the Tork PeakServe™ Continuous™ Hand Towel System, which is being previewed today at our booth and will launch officially in North America in January. Research has shown that overcrowded and messy restrooms are the number one complaint from guests at demanding venues like stadiums and airports. Even more than long lines or traffic to and from the venue! We were eager to help facility managers shorten restroom guest wait times and increase staff efficiency, and that's how Tork PeakServe was born.

Tork PeakServe is an innovation designed for busy restrooms. This solution is unlike anything else in the market and sets a new standard for high-traffic towel dispensing. As the highest-capacity dispenser in the market, it uses compressed towels, allowing a single dispenser to hold up to 2,100 towels and can serve up to 600 more guests between refills than existing dispensers. The continuous flow is flawless, serving crowds without interruption or jamming, which allows cleaning staff to focus on more pressing cleaning needs rather than worrying about refilling or troubleshooting dispensers.



Tork PeakServe

Tork PeakServe is also fully compatible with Tork EasyCube™, our intelligent facility cleaning system. Tork EasyCube, winner of last year's ISSA Dispenser Innovation and People's Choice Awards, uses connected devices to provide real-time data about facility cleaning needs. When you visit a restroom and there's no bath tissue or hand towels, that's frustrating. And when staff traverse large venues only to realize once they get there that they need to head back for more supplies, that's inefficient. With data-driven cleaning, facility managers can eliminate issues before they arise, drastically increasing customer satisfaction and staff productivity.

WALDEN'S: Given Tork's position as the global market leader, what's driving the company forward to new heights?

DON: Innovation. Now, more than ever, we need to keep innovating and developing solutions that enable our customers to focus on their business. This way of thinking is evident in products like Tork PeakServe and Tork EasyCube. With Essity, our hygiene expertise will continue to grow and we have a responsibility to develop products, solutions and intelligent systems that not only make our customers' lives easier and align with their business

goals, but also serve a greater purpose for a healthy society. This focus helps us continue to be the global market leader. But to remain number one, you must be focused on getting better every day, listening to your customers and understanding their customers. Their insights, combined with our expertise, drive our innovations from new products down to the smallest packaging details.

WALDEN'S: What are some ways that the Tork brand supports health and hygiene through its products and services?

DON: Whether it's providing the necessary essentials for hygiene like bath tissue, hand soap, hand towels and napkins, or using smart solutions to ensure that the dispensers carrying those products are consistently stocked, Tork directly supports customers and end-users in staying healthy daily. Hand hygiene is a particular area of importance for us. In fact, we'll be celebrating Global Handwashing Day on October 15, creating awareness for good hand hygiene practices as a simple and effective way to decrease the spread of common diseases. This is part of Essity's Hygiene Matters Initiative, which is designed to promote dialogue around global hygiene issues, like lack of access to proper hygiene products in some parts of the world. And it's why we are committed to actions that drive forward the UN Sustainable Development Goals with our work in this area. Through initiatives like this and our innovative hygiene solutions, we want to make it as easy as possible for people to have access to handwashing products in the markets we serve.

WALDEN'S: Anything else you'd like to add?

DON: Don't miss the chance to see Tork PeakServe first when it is introduced in North America at the Tork booth (#2359) today, Tuesday, September 12th at 10:30AM. And if you'd like to join in the global conversation around Hygiene Matters, visit www.hygienematters.com.

Spartan Chemical Recognized with Awards by Network Services

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ber base.”

“We are extremely honored and thankful to NETWORK and our distributor partners for this recognition,” said John Swigart, President, Spartan Chemical Company. “It is with great pride that I share the Member Choice award with the entire Spartan organization; it truly takes a companywide effort to operate at this level of excellence.”

“In response to changing market dynamics, Spartan has increased focus and dedicated resources to national account business,” Swigart also added. “This award validates the commitment we have made and the incredible opportunity that we have.”

The awards were presented to Spartan Chemical by Keith Marcoe, Chief Operating Officer, Alan Tomblin, President and CEO, Walter Delthlefsen, Senior Vice President, Greg Basso, Chairman of the Board, Natalie DePace, Vice President



Spartan Holds Member Choice Award

of Business Development, Kevin Rudd, Chief Sales and Marketing Officer and other NETWORK key personnel during the 2017

NETWORK Supplier Trade Show in Hollywood, Florida. Spartan Chemical was represented by Steve Swigart, CEO, Greg Ford, Vice President of Sales, Bryan Mangum, General Sales Manager and David Reed, Vice President of National Accounts, Doug Peterson, National Accounts Manager and Cali Sartor, Director of Marketing.

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More towels, less refilling and better restroom flow.

At the 2017 ISSA Show, attendees will get a first look at Tork PeakServe, the revolutionary dispensing system designed to better serve high-traffic restrooms with large crowds.

Visit Tork booth #2359 at the 2017 ISSA Show to learn more.
www.torkusa.com/peakserve/



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Kaivac Opens New Corporate Campus to Support Major Sales Growth

New campus was needed because of significant business growth in the past few years in the U.S., Canada, and overseas

Kaivac, developers of the No-Touch Cleaning(r) and OmniFlex(tm) cleaning systems, marks a milestone in its corporate history. The company is moving October 9, 2017, to a new, multi-building corporate campus.

The company's new address is: 2680 Van Hook Ave., Hamilton, OH 45015

According to Bob Robinson Sr, the new campus was needed because of significant business growth in the past few years in the U.S., Canada, and overseas.

In fact, just recently Walmart, one of the largest retailers in the world, selected Kaivac equipment to help standardize its restroom cleaning programs throughout its more than 3,500 U.S. Super Centers.

Additionally, in the past two years, Kaivac formed a joint venture allowing the company to market its products in Europe, the Middle East, Africa and the Pacific Rim.

The new corporate campus, nicknamed the "Kaivac Kampus," has been in the planning stages for a few years and includes four buildings, totaling more than 230,000 square feet.



The site will house the company's business offices as well as research and development departments and manufacturing and production operations.

Unlike other leading janisan manufacturers with histories that go back decades, Kaivac is a relatively new player. It was started in 1998, operating out of unused warehouse space. Until recently, the company grew in modest increments.

However, with the new corporate campus, "we are more than doubling our facility size and tripling the number of people working for Kaivac," says Robinson.

He adds that the company is now in the process of hiring between thirty to forty people in its manufacturing department.

"I am a strong believer in manufacturing in the U.S. as much possible. I think it is not only good for Kaivac, but good for our community, and the country."

Kaivac will also be adding several sales positions in the coming months. Robinson says the company is looking for new sales people throughout North America.

For more information about Kaivac or for those interested in joining the growing Kaivac team, please email the company at info@kaivac.com.



Bob Robinson Sr

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Distributors Talk About the ELEVATE Process

Many times, the best way to understand how something works and the value it brings to the table is to listen to what your peers have to say about it. This is certainly true in the case of the ELEVATE process, a free online consulting software introduced by AFFLINK in 2015.

The program is designed to help distributors and their clients better manage and optimize their supply chain. ELEVATE aims to essentially “peel off the roof” of facility so that the distributor and customer can get a better picture of what products and supplies are needed and identify alternatives that can make the facility healthier, operate more effectively, and reduce costs.

“In less than 20 minutes, a client can analyze their business priorities, uncover thousands of dollars in operational efficiencies, and identify solutions that align with their corporate goals and objectives,” says Dennis Riffer, president and CEO of AFFLINK.

AFFLINK was named to CIOReview’s list of the 20 Most Promising Supply Chain Technology Solution Providers in 2016 in part because of its ELEVATE process and how it helped at least one AFFLINK customer save \$630,000 in less than a year.

OK, so now that we have an idea of what ELEVATE is and the benefits that can be derived from using it, it’s time to hear what distributors who have been using the system think about it:

“One of the things we are seeing is a real change in the marketplace. Millennials are moving into management positions, and they want to see a differentiator, something that makes one distributor different from the others. ELEVATE does this. ELEVATE elevates the distributor’s value proposition, and this resonates in the executive suite. If you are not using the ELEVATE process, you are passing on a real resource.”

—Christopher Saylor, vice president at Sac-Val Janitorial



“When we first saw the ELEVATE system demonstrated, we realized right away it was a tool that could differentiate us from our competitors. However, we don’t view the ELEVATE process as a presentation tool; we see it as a means to move the entire sales process forward. My advice to other distributors is this: If you have access to the ELEVATE process, review it and see what parts work best for you and your customers. Then customize it. The customer and the distributor, working together, will decide how far they want to go using ELEVATE.”

—Mark Aubuchon, vice president of sales at Royal Papers Inc.

“ELEVATE has allowed us to rise above our competition. Now our sales team is more prepared when making sales calls. This helps them save time, helps their customers save time, and helps them deliver more valuable solutions. ELEVATE has helped us gain new business and provide hard and soft cost savings for our customers.”

—Eric Salisbury, vice president of supply chain and packaging solutions at Group O

This may be an odd analogy, but an older gentleman in the professional cleaning industry was proud of the fact that he rarely used his “flip” cell phone and often said he wouldn’t even consider purchasing a smart phone. Well, to everyone’s amazement, he was at last year’s ISSA tradeshow, proudly using and displaying his new smart phone.

Now he says he couldn’t live without it. Interestingly, there are distributors in our industry now saying the same thing now about ELEVATE.

Let’s “Uncover Extraordinary”

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and Reception on Thursday at 2:00 p.m. See which innovation takes home the top award.

- ISSA Sports Bar, sponsored by Spartan Chemical Co. Inc., Booth 3659

Face to Face

ISSA/INTERCLEAN delivers a unique opportunity to meet people in the industry. We only get together like this once each year, so meet and exchange ideas with as many of your 16,000 fellow attendees as you can. The show floor is designed to maximize your face time by including several areas for you to come in, talk, sit, recharge, have a refreshment, or review your show-floor strategy:

- ISSA Resource Center, Booth 4900
- ISSA/INTERCLEAN Bistro, Booth 7020
- ISSA Meeting Hub, Booth 4693
- ISSA Recharge Lounge, Booth 929
- ISSA International Business Lounge, Booth 1837

Make Your Plan Come Together

Did you organize ahead of time with My Show Planner (MSP)? It was time well spent because MSP syncs with the mobile app! Simply download the mobile app at www.issa.com/app, and you’ll be on your way in moments. Didn’t use MSP? No worries—download the app and let it help guide your show experience. ISSA staffers are available to assist you if needed. Enjoy!



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Powers Paper, LLC Debuts at ISSA/INTERCLEAN 2017

An innovative business model offers quality products with selective distribution, net pricing and a comprehensive distributor brand program

Brian Powers—a 30-year senior-level veteran in the towel and tissue industry—has launched Powers Paper. The company, headquartered near Appleton, Wisconsin, has an innovative, distributor-centric business model and specializes in quality away-from-home paper products.

The product line includes value-added products such as their premium controlled-use roll towel system as well as the PowerNap™ premium interfolded dispenser napkins made with sustainable eucalyptus fibers using Through Air Dry (TAD) technology for enhanced absorbency, strength and feel. The full array of products—interfolded napkins, roll towels, multifold towels, kitchen towels and bath tissue—boasts many products made from 100% recycled materials.

“Powers Paper has several key attributes, but our distributor-centric business model is what sets us apart. We’re committed to selective distribution of our



Brian Powers



quality products. We don’t want to be everything to everyone ... just very special to a select few,” Powers Paper president Brian Powers shared. To that end, Powers Paper will strictly limit distribution within geographic areas and channels. “This—coupled with our premium value-added products—positions distributors to achieve enhanced growth, margin and account retention, while providing them with a sustainable competitive advantage in the marketplace,” Powers said.

As further evidence of their distributor-centric focus, Powers Paper charges “one price, the right price.” This transparent net price policy greatly reduces working capital requirements and eliminates the expense, inefficiencies and lost growth opportunities associated with contracts and rebates.

Unique in the marketplace, Powers Paper offers a comprehensive distributor brand program on all products, including premium products such as their controlled-use roll towel system and the PowerNap™ interfolded dispenser napkin, as

DPA Honors Distributor with Founder's Award

Distributor Partners of America (DPA), a member-driven buying & marketing group, recently announced the recipient of its prestigious Founder’s Award at its annual Buying & Networking Conference in San Antonio, TX. This year’s Founder’s Award was the tenth given in the group’s history and the honor went to State Janitorial Supply Co. (Dover, DE).

“The DPA Founder’s Award recognizes a company or individual that has been with DPA from the beginning and that embodies the spirit of the organization. State Janitorial Supply has been a loyal member of our organization, and they’ve grown tremendously with DPA’s preferred vendors.” Zachary T. Haines, DPA CEO.

The DPA Buying Group is a North American buying & networking organi-



State Janitorial Supply Co. (Dover, DE) Chris LeBendig Presented by Jarred Kennedy & Jeff Tishko (DPA)

zation comprised of over 700 distributors and 200 preferred suppliers in the Janitorial, Industrial, Safety, Packaging & Restoration product industries. For more information about DPA, please visit www.DPAJanSan.com or call (800) 652-7826.

well as their full line of universal products. “Not only are we willing to offer our premium products for distributor branding, we strongly encourage it,” Powers commented.

To learn more about Powers Paper visit powerspaper.com, or stop by booth #3698 in Central Hall at ISSA/INTERCLEAN to see and feel the products for yourself and discuss Powers Paper’s programs directly with Brian Powers. Plus, follow @PowersPaperLLC on Twitter for company updates and information.

DPA JanSan Awards Distributor and Supplier of the Year

The DPA Buying Group is pleased to announce its 2016 JanSan Distributor and Supplier of the Year recipients. Congratulations to DPA JanSan Distributor of the Year, Wildman Facility Services (Warsaw, IN) and DPA JanSan Supplier of the Year,

2016 DPA Distributor of the Year



Wildman Facility Services (Warsaw, IN) Andy Flinn Presented by Jarred Kennedy & Jeff Tishko (DPA)

R3 Reliable Redistribution Resource (St. Louis, MO). The awards were presented at DPA’s annual Buying and Networking Conference in San Antonio, TX, on May 9, 2017.

The DPA Buying Group is a North

2016 DPA Supplier of the Year



R3 Reliable Redistribution Resource (St. Louis, MO) Tom Askew Presented by Jarred Kennedy & Jeff Tishko (DPA)

American buying & networking organization comprised of over 700 distributors and 200 preferred suppliers in the Janitorial, Industrial, Safety, Packaging & Restoration product industries. For more information about DPA, please visit www.DPAJanSan.com or call (800) 652-7826.



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Illness can have major implications for schools – from absenteeism to school closures and negative press caused by outbreaks. And at no time is this more prevalent than during cold and flu season each winter. Each year, productivity losses linked to absenteeism cost employers an average of \$225.8 billion¹ and schools are often among the hardest hit with nearly 60 million school days lost each year due to cold and flu alone.² To make matters worse, the highly contagious norovirus also spikes between November and April.³

Germ in Educational Facilities

Schools naturally represent a perfect storm of environmental risk factors and population traits conducive to outbreaks. While reinforcing handwashing, proper hygiene and cleaning manually with wipes and disinfectants can be helpful when it comes to prevention, additional measures are needed to disinfect all surfaces that can harbor illness-causing germs, especially since germs can survive on surfaces for extended periods. For instance, influenza viruses can survive on hard surfaces such



The Clorox® Total 360® System

as stainless steel and plastic for up to 48 hours⁴ and norovirus particles can persist on environmental surfaces for days and it only takes as few as 1-10 particles to infect a person.⁵

Countless shared spaces in educational facilities leave a lot of room for germs and bacteria to grow and spread, which is why it is extra important that these easy-to-miss hotspots are cleaned completely and frequently as a preventative measure, not just in response to outbreaks. This can be a difficult task when relying on manual cleaning alone, especially under a tight budget



and with manpower restrictions. However, using innovative time-saving technology like the Clorox® Total 360® Electrostatic Spraying System, you can do much more, much faster for much less than you may have thought.

Protecting Facilities with Clorox® Total 360®

The Clorox® Total 360® System is an innovative new surface treatment system that combines proven electrostatic technology with trusted Clorox® products to quickly and easily provide superior coverage in even the hardest-to-reach places. Using patented electrostatic technology to optimize product delivery, the Clorox® Total 360®

System is a cost-effective solution for efficient, comprehensive surface treatment that is designed to help keep educational facilities healthier while saving them time, money and labor. The system is able to cover up to 18,000 square feet per hour with one of two Clorox® products: Clorox Commercial Solutions® Clorox® Total 360® Disinfectant Cleaner and Clorox Commercial Solutions® Clorox® Anywhere® Hard Surface Sanitizing Spray.

When schools make the decision to adopt the Clorox® Total 360® System and incorporate it into their cleaning protocol, it shows parents, students and faculty that the facility is going the extra mile in the fight against germs by adding an extra layer of protection, keeping students and faculty alike in school, not at home sick.

For more information, visit the Clorox Professional Products Company booth (#3867) or www.CloroxTotal360.com, and don't forget to vote for the Clorox® Total 360® System for the ISSA Innovation Award by visiting the ISSA Showcase booth (# 709).

- 1) "Work Illness and Injury Costs U.S. Employers \$225.8 Billion Annually," CDC Foundation, Jan. 28, 2015. (Accessed Aug. 3, 2017).
- 2) "How Dirty is Your Child's School." ISSA, Nov. 29, 2017. Retrieved from: <http://www.issa.com/certification-standards/clean-standard-k-12/how-dirty-is-your-childs-school-infographic-full.html>. (Accessed Aug. 3, 2017).
- 3) "Prevent the Spread of Norovirus." Centers for Disease Control and Prevention. Nov. 14, 2016. (Accessed Aug. 3, 2017).
- 4) "Interim Guidance on Environmental Management of Pandemic Influenza Virus." Flu.gov. Retrieved from: <http://www.flu.gov/planning-preparedness/hospital/influenzaguidance.html>. (Accessed Aug. 3, 2017).
- 5) Hall, A. "Norovirus disease in the United States." Emerging Infectious Diseases. 19.8 (2013). (Accessed Aug. 4, 2017).

Tom Parris Recognized as NASSCO'S Vendor Representative of the Year

Spartan Chemical Company, a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced Tom Parris, regional manager, Spartan Chemical Company was named Nassco's Vendor Representative of the Year.



Tom Parris

Nassco's Vendor Representative of the Year award is chosen via a voting process within several departments of the company. The award recipient is chosen based on many factors such as, reliability, problem solving, and being an expert in product knowledge.

"Tom is well respected amongst a number of departments within Nassco," said John Kalafut, Vice President, Sales, Nassco. "He knows the market and his follow up is second to none. We're glad to have him on our side."

The award was presented to Tom Parris by, Mark Melzer, President, Nassco Inc., and John Kalafut, Vice President of Sales, Nassco Inc., during Nassco's annual trade-show vendor meeting in New Berlin, Wisconsin. Spartan was represented by Tom Parris, regional manager.



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* When the Clorox® Total 360™ electrostatic sprayer is used with Clorox Commercial Solutions® Clorox® Total 360™ Disinfectant Cleaner. Clorox Commercial Solutions® Clorox® Anywhere® Hard Surface Sanitizing Spray is not a disinfectant.

† Compared to a trigger sprayer. Claims are up to their stated value.

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Learn more at
cloroxtotal360.com



NETWORK Celebrates Corporate Account Growth

As the industry experiences a nearly flat growth rate, Network Services Company is on track to celebrate a record year of growth across the company's focus market segments. New customer acquisition and expanded sales across the current customer base account for significant market gain

to support the Healthcare segment. With more than 15 years in a variety of sales and marketing roles in the facility supply industry, Chip brings strong cross-functional capabilities to NETWORK's corporate healthcare team.

The Hospitality team added Cathy An-



Chip Marshall



Cathy Anastasia



Rob Howard



Carl Freitag



Natalia Mischenko

for NETWORK's corporate account team.

Also growing is the team that supports NETWORK's sales initiatives -

Chip Marshall joined NETWORK

astasia as Corporate Account Director. Cathy most recently managed the Starwood & Intercontinental Hotel Group for American Hotel Register. She also spent 20 years with the national account team at Essendant (formerly United Stationers).

Rob Howard was named Corporate Account Director in the Commercial Real Estate segment. Rob comes to NETWORK

Spartan Chemical Promotes Thomas Smith to 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, announced the promotion of Thomas Smith to the role of regional manager for the Las Vegas region, effective June 1, 2017.

Mr. Smith, joins Spartan as the regional manager for the Las Vegas, Nevada region. Thomas most recently worked as the owner/operator of a building service contractor in San Diego, California. While there, Mr. Smith gained over three years' experience in sales and negotiating contracts, as



Thomas Smith

well as an in-depth knowledge of the challenges and objectives of the facility maintenance industry.

Thomas holds a Bachelor of Arts in Psychology from the University of Nevada-Las Vegas,

as well as a Juris Doctor degree from the University of La Verne in La Verne, California.

with 20 years of experience in the retail space His extensive familiarity with cleaning needs in a commercial setting brings critical insight to the segment sales team.

Rounding out the corporate account team, Carl Freitag joins NETWORK with more than 30 years' experience in foodservice packaging. A veteran of managing national accounts, his proficiency of both product and process in the foodservice packaging industry supports NETWORK's strategic growth plan in this segment. Carl

will support the company as Corporate Account Director for Foodservice.

NETWORK has also increased capabilities in the marketing department with the addition of Natalia Mischenko who joined the team as Segment Marketing Manager. With more than 20 years of marketing experience, Mischenko comes to the organization from Zurich North America in roles with progressive levels of responsibility, including her most recent position as Head of Engagement and Campaign Marketing.

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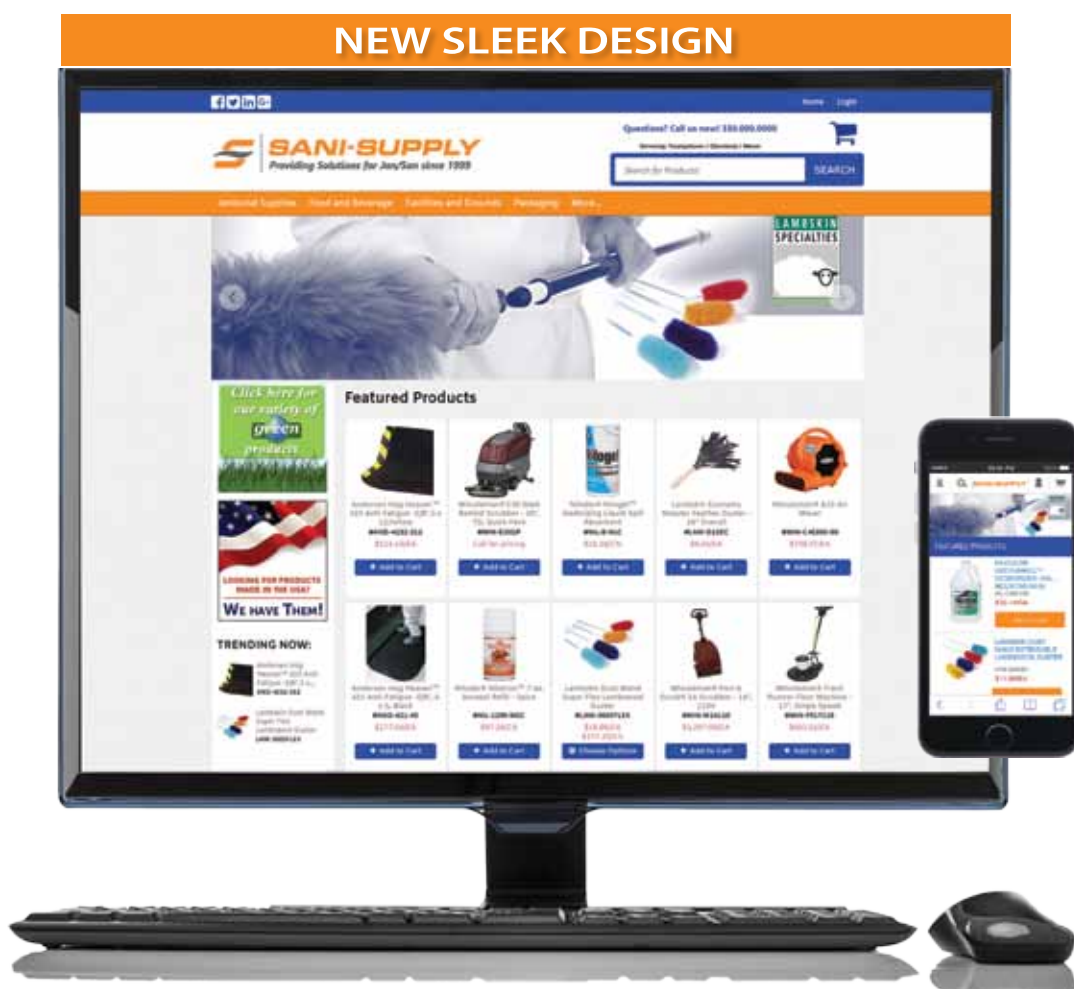
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Cascades PRO Expands North American Distribution

Cascades Inc. (TSX: CAS), a leader in the recovery and manufacturing of green packaging and tissue products, recently rolled out West as part of an exciting expansion of the company's Professional Services Division, Cascades PRO™. To support a growing customer base, this expansion allows for a much wider distribution across North America, making the brand more accessible to both current and new customers.



From Left to Right: Jean Jobin, President and Chief Operating Officer, Cascades Tissue Group; Laurent Lemaire, Co-founder, Cascades Betsy Johnson, State Senator, Oregon; Alain Lemaire, Co-founder and Executive Chairman of the Board of Directors, Cascades; Mario Plourde, Chief Executive Officer, Cascades; Henry Heimuller, Columbia County Commission; Kate Brown, Governor of Oregon; Tony Hyde, former Columbia County Commissioner; Scott Burge, Mayor of Scappoose; Brad Witt, State House Representative

On July 18th, Cascades celebrated the grand opening of its new 284,000 square foot automated tissue converting plant in Scappoose, Oregon, with an event and ribbon cutting ceremony attended by the Governor of Oregon, Kate Brown, local dignitaries, members of the local community, as well as Cascades' partners, customers, suppliers and employees.

The Scappoose facility is equipped with best-in-class converting lines, high-speed rewinders and folders, and one of the fast-

est bath lines in the world. It is vertically integrated with the Cascades tissue paper plant in St. Helens, just a few miles away. The new facility, which boasts a production capacity of nearly six million cases, manufactures virgin and recycled bathroom tissue products and paper hand tow-

els for Cascades PRO.

Serving customers on a national scale has been a long-term goal for Cascades PRO. Through the Scappoose plant, it can meet the needs of its customers on a larger scale and deliver even greater quality and flexibility from New York to California.

Stop by Booth #3931 and let Cascades show you how they can deliver proven, cost-effective hygiene solutions – from bathroom to boardroom to lunchroom to classroom and beyond – with a wide range of product lines that can help you get the job done.

For additional information about Cascades PRO™, please visit www.cascade-spro.com

QuestSpecialty Introduces New EPA 25(b) Exempt, Non-Toxic Lice Killer

QuestSpecialty Corporation adds to its line of non-toxic, EPA 25(b) exempt pest control products with PROWLER Lice Killer, formulated to kill lice on porous and non-porous surfaces. It is ideal for treating inanimate environmental surfaces such as pillows, furniture, clothing, lockers, coat racks, and other surfaces where there has been a lice outbreak.

PROWLER Lice Killer does not require EPA registration as it is formulated with ingredients identified by the EPA as having low to no toxicity. It uses the same technology as LIGHTS OUT Bed Bug Killer, another QuestSpecialty pest control product which is EPA 25(b) exempt. Both products have third-party certification regarding their effectiveness.



QuestSpecialty PROWLER Lice Killer

Instead of using neurotransmitter chemicals, which cause death by attacking the insect's nervous system, these products use mechanical killing agents which cause death by dehydration. The precisely manufactured formulations, comprised of ingredients which qualify for the 25(b) exemption in the EPA Pesticide Regulations or considered G.R.A.S (Generally Regarded as Safe), cause mortality by breaking down the insect's exoskeleton, thus causing dehydration.

"In addition to offering customers a non-toxic solution to these bothersome bugs, there are no concerns attached to EPA registration as the products don't need to be EPA registered," notes Alex Pratt, director of technical services at QuestSpecialty Corporation. "That means distributors and end-users won't have compliance concerns with EPA and the pesticide regulatory agent in their state. It also means there is no certification needed for application, mandatory notification prior to use, nor concerns about reports regarding improper application."

Other products in the QuestSpecialty line of minimum risk pest control products are ADIOS Drain Fly Repellent and DEEP SIX Lice Treatment Spray (for use on the body).

Visit www.QuestSpecialty.com for more information.

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Bring on the Crowds with Tork PeakServe Continuous Hand Towel System

By John Dregler, Vice President of Business and Market Development, Essity Professional Hygiene Business

This year at ISSA/INTERCLEAN, Tork is previewing Tork PeakServe Continuous Hand Towel System, its revolutionary dispensing system designed to better-equip high-traffic restrooms for large crowds. Neither a folded towel or roll towel system, Tork PeakServe Continuous towel sets a new standard for dispensing via a continuous flow, without interruption, tabbing or jammed dispensers.

Restroom conditions are a top priority for many facility managers and cleaning staff. However, large crowds put heavy stress on restrooms and their equipment. Refills such as soap and paper run out fast, and cleaners have a hard time keeping up with cleaning needs during heavy traffic flows.

Because of this, many visitors dread using restrooms in crowded venues for fear of poorly-maintained facilities. In fact, research* shows that dirty, overcrowded restrooms are the primary concern for guests at high-traffic venues such as airports, concert arenas and sports stadiums – even more than long lines or traffic to and from venues. In fact, 71 percent of guests at high-traffic venues have had a bad restroom experience, and one in three guests limit how much they eat and drink to avoid going to the restroom.

But what if managers could easily upgrade visitors' experiences? What if there was a new way of dispensing towels so that the paper didn't get jammed and dispensed on the first try? And what if the dispenser served more guests so that cleaning staff weren't constantly running back and forth across long distances to refill empty dis-

pensers? The answer lies in Tork PeakServe.

So bring on the crowds!

What Tork PeakServe™ Continuous™



Tork PeakServe Continuous Hand Towel System

Hand Towel System Can Do For You and Your Building

- Focus Your Cleaning Staff on Pressing Needs – Compressed towels take up half as much space as regular towels, allowing staff to load 250 percent more – the highest capacity in the market at up to 2,100 towels per dispenser – for fewer refill rounds and better restroom flow. This gives staff more time to focus on important cleaning tasks during heavy traffic flows, without fear of product run out. Compressed towels also mean cleaning staff can carry double the load, reducing time spent traversing back and forth to stock restrooms.

- Improve Visitor Experience – Towels are fed from the top of the stack, not the bottom, which generates smooth, one-at-a-time dispensing that requires



very low pull force. Each bundle of towels also serves large crowds fast via continuous flow, without interruption, tabbing or jamming which puts dispensers out of play.

- Decrease Restroom Wait Times – Guests often face long restroom lines in high-traffic venues. Tork PeakServe™ Continuous™ Hand Towel System serves guests in 3 seconds – faster than jet air drying time – getting visitors in and out quickly.

- Prevent Issues Before They Arise – Fully compatible with Tork EasyCube™ Intelligent Restroom System, the cleaning management software that utilizes connected dispensers to provide real-time, actionable data to improve cleaning efficiency and customer satisfaction, facility managers can uncover trends and point cleaning staff to exactly which areas need immediate attention.

Visit us at ISSA

Tork PeakServe™ Continuous™ Hand Towel System is a groundbreaking innovation designed for high-traffic venues. Until now, when selecting a hand drying solution, facility managers have only had the option to choose between roll towels that bring high capacity and folded towels that can be refilled more flexibly. This category-defining system combines the best of both worlds by creating a continuous, compressed towel system that provides cleaners with the means and motivation to take on large crowds and traffic flow with confidence.

Ready for your restrooms to function like a well-oiled machine? Witness Tork PeakServe when it is introduced in North America at the Tork booth (#2359) today,

Tuesday, September 12th at 10:30AM. You can also vote for Tork PeakServe Continuous Hand Towel System in the 2017 ISSA Innovation Award Program at the show in the ISSA Innovation Showcase!

*Based on an IPSOS survey of 3,000 people in the United States, United Kingdom, Germany, France, Poland and Sweden who have visited a high traffic venue in the past nine months

Triple S Holdings Acquires Parish Maintenance Supply

T-S Holdings, Inc., (d.b.a. Triple S Holdings) is pleased to announce the asset purchase of Parish Maintenance Supply Corporation, Syracuse, NY.



Parish Maintenance Supply (a Member of Triple S since 1962) is a long established, well-run organization with an above average e-commerce platform and business base. "We are very pleased to welcome Parish Maintenance Supply and the Parish Team to the Triple S Holdings family of businesses," stated Alan E. Sadler, President, Triple S Holdings.

"While I was ready to take on new challenges, it was critically important to me that I placed my employees and customers in good hands as I transitioned to a new stage in my career. Triple S Holdings provided me the opportunity to accomplish both of these tasks and at the same time allows me to continue to contribute to what the Parish Team and I have worked to establish over the past 38 years," stated Michael Gosson, prior owner/president of Parish Maintenance Supply.

Why do I belong to Triple S?

I belong to Triple S because they make Gorm, Inc. more profitable.

Triple S has 55 years of Jan-San brand equity, with key supplier relationships, and internal logistics programs. It is my brand, with proprietary systems that protect my business.

Triple S provides customer on-site training, and the best healthcare affiliations and program support in the industry.

Simply put, Triple S is the brand I own. When I sell Triple S systems and products, I make more money.



Morten Riegg, Owner and President
GORM INC.
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For more information visit our booth #133 at ISSA/INTERCLEAN or call our office 800-323-2251

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NETWORK Celebrates Member Expansion

Network Services Company celebrates the addition of several new Members in 2017.

Neway Packaging headquartered in Rancho Dominguez, CA, is a nearly 40 year old enterprise operating five full service locations and four sales offices throughout the United States. Neway provides NETWORK a complementary packaging product portfolio and shares our customer-centric approach to providing solutions.

Matera Paper, San Antonio, TX has served commercial businesses, medical and industrial facilities, schools and universities, and contractors throughout Texas since 1957. With 5 locations and an extensive inventory of cleaning and janitorial supplies, Matera's position in the market reinforces NETWORK's strategy for continued growth.

Hillyard Distribution Group, a dis-

tributor of janitorial supplies and solutions was founded in 1907 in St. Joseph, MO and today operates distribution locations across the country. This adds a successful, five generation, family-owned company committed to excellence and continuous improvement.

Newly formed **Imperial/Dade LLC** is NETWORK's newest member. Imperial/Dade LLC is the result of a merger between Dade Paper & Bag Co, Miami, FL and Imperial Bag & Paper LLC, headquartered in Jersey City, New Jersey.

"In an industry of rapid change, expanding our capabilities to deliver local flexibility and support is a significant focus," said Alan Tomblin, President and CEO of NETWORK. "Our newest members will help deliver value to both our customers and suppliers and contribute to the organization's on-going record growth."

Denny Pearson Recognized as 2016 Olmsted-Kirk Vendor Representative of the Year

Spartan Chemical Company, a leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced Denny Pearson, regional manager, Spartan Chemical Company was named the Olmsted-Kirk Longview Branch 2016 Vendor Representative of the Year.

Olmsted-Kirk's vendor representative of the year award began back in 1999. Partnership with their vendors is critical to the growth of their business, and therefore,



Denny Pearson

each year a specific vendor representative is recognized based on votes, which are submitted by sales representatives in the company.

The award was presented to Denny Pearson by, Jeromy Calhoun, VP Longview Operations.

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Spartan Chemical Announces New Market Opportunity for Distribution Partners Xtreme Vehicle Care Delivers Performance and Efficiencies for Car Wash Facilities

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 today the addition of a new product category to include thirteen products used in car wash facilities.

There are over 27,000 car washes in operation in the United States. In addition to usage of janitorial items, vehicle wash chemicals are the primary products used in this market. Car washes accounted for about eleven percent of commercial industrial and institutional (I&I) cleaning chemical demand in 2009. Demand for I&I cleaning chemicals in commercial car washes is expected to increase 5.6 percent

annually.

Xtreme Vehicle Care from Spartan Chemical is a complete lineup of products developed to meet the needs of car wash facilities. Designed to provide the utmost flexibility for both distributors and car wash operators, Xtreme Vehicle Care products can be used in self-serve, full-serve conveyor, as well as in-bay automatic facilities. Leveraging the latest in technology for each of the Xtreme Vehicle Care products, this highly concentrated line is formulated to meet car wash operators exacting standards.

The Xtreme Vehicle Care line of products offers car wash operators the following features and benefits:

- Efficient cost per car, increase profits

- Minimal chemical dwell time, accelerate wash cycles
- Optimal chemical performance, satisfy customers
- Local support and on-time delivery, minimize freight, lower inventory costs



Spartan Xtreme Vehicle Care

“According to a survey that we conducted, many of our current distributor partners were already actively selling to car wash facilities,” said John Swigart, president, Spartan Chemical Company. “By adding a solution for car wash chemicals, now they can offer the same efficiency of logistics for the entire car wash operation.”

With Xtreme Vehicle Care, car wash

owners and operators can count on providing a clean, dry vehicle every time, with a chemical line-up that simplifies the ordering process and adapts to the cleaning systems in their facility. The line includes the following thirteen products:

- **Xtreme High pH Presoak** penetrates road film and grime, organic soils, petroleum based oils and particulate debris.
- **Xtreme Low pH Presoak** dissolves mineral and scale deposits, brake dust, and other inorganic soils.
- **Xtreme Lubricating Foaming Detergent** lubricates brushes and cloths, reducing drag and inhibiting vehicle friction.
- **Xtreme Drying Agent** accelerates drying and enhances vehicle shine, facilitating a spot-free rinse.
- **Xtreme Pink Triple Foam** is a vibrant colored foaming condition with bold citrus fragrance.
- **Xtreme Blue Triple Foam** is a vibrant colored foaming condition with bold citrus fragrance.
- **Xtreme Yellow Triple Foam** is a vibrant colored foaming condition with bold citrus fragrance.
- **Xtreme Tire and Wheel Cleaner** penetrates brake dust, road film, dirt, and grease from wheels, tires and rims.
- **Xtreme Clearcoat Protectant** enhances the natural shine and gloss of the vehicle providing lasting total body protection.
- **Xtreme Weather Shield** provides long-lasting shine, gloss, weather resistancy, and water repellency.
- **Xtreme Foaming Carnauba Wax** produces hand-polished softness and durable shine.
- **Xtreme Bug Blaster Pre-spray** dissolves tough bug remains from all vehicle surfaces.
- **Xtreme Tire Shine** provides long-lasting shine and protection with durable gloss.

Xtreme Vehicle Care is available now through Spartan's select distributor network. For more information or to find a distributor near you, visit www.spartanchemical.com.

Get A Move On

Now's the time to work on moving your business forward—and this is the place to do it. Follow the trail of footsteps leading to the ISSA Resource Center at Booth 4900 and discover how to compete more profitably, find ways to boost your efficiency, and get updates on the latest trends and industry standards.

The game-changing insight and tools needed to get ahead in this industry are only steps away.
Visit the **ISSA Resource Center** & receive a **FREE pedometer**.

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A photograph of a person's hands holding a roll of US currency. The person is wearing a blue t-shirt with 'TEAM TUG' printed on it, where the 'TUG' letters are stylized with an American flag pattern. The roll of money is held horizontally between the hands, with the top of the roll facing the viewer. The background is a blurred outdoor setting.

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Tork, an Essity brand	2359
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Toter, Inc.	511
ToxServices, LLC	4498
TPA Impex S.p.A.	2013
Traction Plus	1461
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Tradex International, Inc.	1361
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Transmacro Amenities	3370



Trebor, Inc.	1327
Treleoni Group, LLC	2893



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Trojan Battery Co.	3843
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Truffoire Las Vegas	3889
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TVX Cleaning Equipment Co., Ltd.	4511
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U.S. Battery Mfg. Co.	3677
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Yoursensor Electronic Technology Co.	3694
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Zephyr Manufacturing Co., Inc.	1873
Zhejiang Aike Appliances Co., Ltd.	3273

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1. Augustine Scientific, Newbury OH, Ex Vivo Soil Removal Analysis, August 5, 2017.
 2. BioScience Laboratories, Inc., Bozeman, MT, Study# 1707304-101, Evaluation of In-Vivo Germ Removal, August 22, 2017.
 3. All references to regular soap are based on our top-selling non-antibacterial soap.