

OFFICIAL SHOW DAILY FOR THE ISSA SHOW 2018

Essity Celebrates 50 Years of Tork

By Waldens

Even though the Tork brand of professional hygiene products has been in the USA for just 10 years, it's been sold in other parts of the world for decades. In fact, it was 50 years ago that the Tork brand came to life in Sweden. Happy birthday, Tork!



For decades, Tork, a brand of Essity (formerly SCA), has been innovat-

and EasyCube have become familiar and trusted when it comes to outfitting and stocking facilities around the world.

Walden's interviewed Don Lewis, President of Essity's professional hygiene business in North America, Europe, Russia and MEIA, to discuss this momentous occasion and what the next 50 years will mean for the global leading brand, as well Essity's professional hygiene business.

WALDEN'S: Your innovations have certainly played a role in the brand's market leadership, what are updates that customers should look out for at ISSA?

DON: We have some exciting new things at the show this year.

What if I told you we can save facility managers 20 percent of their cleaning labor hours and improve the quality of their work? Sounds too good to be true? It's not! Tork EasyCube is Essity's system that utilizes Internet of Things-connected dispens-

continued on page 4



Don Lewis

ing and invigorating the market with function, image, and sustainability always at the core. Names like Xpressnap, Elevation, and now PeakServe

360 Degrees of Immersion

Welcome to ISSA Show North America 2018 in Dallas! In the decades since we have hosted the show here, Dallas has experienced a renaissance with its rich restaurant scene, public parks with outdoor art, and nightlife with live music in "undiscovered" small venues. We're so glad you're here with us this week! As you plan your agenda for the show, here are some final tips to help you get the absolute most out of your experience.

Planning Pays

With nearly 100 educational sessions and more than 700 exhibitors available to you, be sure to plan your days ahead of time to make the most of your ISSA experience. First up, download the free Show app (sponsored by Reliable Redistribution Resource) to put the entire ISSA Show



George W. Bush



Darren Hardy

lineup at your fingertips. Through the app, you can view the comprehensive schedule of events, access your personalized My Show Planner agenda, peruse the exhibitor listing, and receive real-time alerts of program updates through the convenience of your mobile device. Compatible with both Android and Apple devices, the app can be downloaded for free from

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Exhibit Hall Hours

TUESDAY, OCTOBER 30

10:00 a.m. – 5:00 p.m.

WEDNESDAY, OCTOBER 31

10:00 a.m. – 5:00 p.m.

THURSDAY, NOVEMBER 1

10:00 a.m. – 2:00 p.m.

Spartan Awarded Member Choice Award by Network Services Company



Spartan Chemical John Swigart (right) and Greg Ford (center) Receive NETWORK's 2018 Member Choice Award from Alan Tomblin

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional mar-

ket, was awarded the exclusive honor of being named NETWORK'S 2018 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 third year in a row that Spartan has been voted Member Choice; it is clear that commitment to distribu-

tion is at the core of their corporate culture."

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GP PRO and TOTO USA Introduce the Restroom of the Future

In recent years, automation has become more and more prevalent within the commercial restroom, as evidenced by an array of touchless fixtures such as automatic toilets, faucets, and air care systems, hands-free dryers, and automatic soap and paper towel dispensers. Now, sensing technology, the foundation of self-driving cars and robotic floor scrubbers, is making its entrance into the away-from-home restroom, elevating the restroom from automated to innovative.

But a restroom transforms from innovative to intelligent when that sensing technology, embedded in that vast array of touchless fixtures, is connected—when various pieces of restroom equipment aggregate

real time data and communicate it via a single user interface to facility managers and custodial staff. Is such intelligence a vision of the future? Perhaps once it was. But now, due to a collaboration



between GP PRO, a division of Georgia-Pacific, and TOTO USA to deliver the industry's most complete connected restroom management solution, that vision is reality.

The industry-first collaboration between the two recognized leaders is

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Trebor Tissue!

Booth #6454

ISSA - 360 Degrees of Immersion

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issa.com/app.

Immerse Yourself in the Show Floor

Prepare to be inspired by the latest technologies and innovation affecting the entire cleaning-industry supply



chain. More than 700 leading companies are showcasing their latest products, services, and technical expertise in order to help you make your business more efficient and profitable. Be sure to set aside enough time to walk the entire floor to research new products, explore business partnerships, and get inspired to automate or boost your bottom line!

This year's show features six specialty pavilions (including three brand-new ones) that bring unique focus and attention to specialized groups of

- members and exhibitors alike:
- NEW Pressure Washing Pavilion
 - NEW Restoration Pavilion
Powered by The Experience
 - NEW Startup Pavilion
 - International Pavilion
 - Residential Cleaner Pavilion
 - First-Time Exhibitor Pavilion

Breakthrough Innovation

A highlight of the show is the ISSA Innovation Marketplace and Lounge. More than 40 leading-edge products have been nominated for the pres-



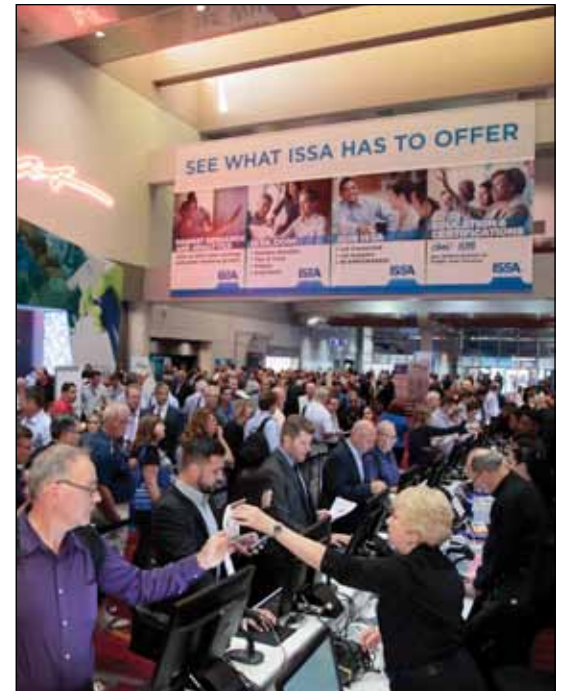
tigious ISSA Innovation of the Year. Check out these products on display in Booth 3405, open during exhibit hours. Then...drumroll please....make a point to stop by the Innovation Marketplace on Thursday, Nov. 1, at 1:00 pm for the announcement of the 2018 ISSA Innovation of the Year award winner!

Inspiring and Informative Keynotes

ISSA Show North America 2018 is proud to present two exceptional keynote presentations that will inspire and inform you.

- At 9:00 a.m. Wednesday, renowned success mentor Darren Hardy delivers "Igniting the Compound Effect: How to Jump Start Your Income, Your Life, and Your Success." Learn the fundamental principles every achiever needs to know, practice, and master to obtain anything more than ordinary success.

- Then, on Thursday morning, enjoy unique access to an exclusive conversation between ISSA Executive Director John Barrett and George W. Bush, Texan and 43rd President of the United States. Discover the former Presi-



dent's life lessons, leadership philosophy, and thoughts on how American can move toward more unity.

ACS's Integration of ETC and Treleoni Has Been a Tremendous Success

Sales growth and new markets continue to develop utilizing the strengths of the three brands.

The ACS Cleaning Products Group was formed last year following the acquisitions of ETC of Henderson, North Carolina and Treleoni of Manning, South Carolina. These two strategic acquisitions have expanded the ACS customer base and achieved positive sales growth.

At the ISSA Las Vegas show last year, ACS announced to the market the integration of these three leading brands, the benefits to the customer and the long-term goals of the newly formed group.

According to Rory Beaudette, VP Sales and COO for the ACS Cleaning Products Group, the past year after the integration has been positive. He explained that is not easy to integrate two businesses within a four-month period, and now, with more product choices, more facilities and a larger team, the ACS Cleaning Products Group is offering more today than anyone could have imagined just a year ago.

So, what's next? Beaudette suggests you come by booth 5516 at ISSA Dallas to check out the newest editions to the line of ACS Cleaning Products Group. There will be a launching of a new patent-pending floor pad invention called the TURBOSTRIP™ Segmented Rotary Pad. As the first non-flat floor pad in over 60 years, TURBOSTRIP™ features 24 polygonal segments with overlapped angular edges that bite into floor wax very aggressively.

In addition, ACS is introducing its new DUALA Clean & Shine Pad.

DUALA is a dual purpose pad that both cleans and shines the floor.

DUALA is unique because it is offered as both a low-speed and high-speed version. The DUALA High Speed Pad utilizes the same 2001 laminated pad construction as the original 2001 Gorilla laminated UHS pad and the laminated HEAT by Gorilla pad for concrete bonding. This technology is truly unique. The DUALA High Speed Pad has delivered outstanding results in all its applications. The DUALA Low Speed Pad is a traditional pad that cleans and shines the floor in one step very well.

Last, but not least, is the introduction of the TrapMaster Disposable Dust Trapping Pad. This product is nothing like the disposable dust sheets that are in the market because TrapMaster is a two-sided air-layed non-woven pad that is 3x thicker than any sheet type. As such, TrapMaster has 4x the tensile, tear and elongation strength with an open weave construction to trap more dust, dirt, hair on lint deep into the web structure.

Beaudette says he is very excited about the launch of these three innovative new products. He believes the market will be taken by storm with TURBOSTRIP™ segmented rotary pads.

For more information about ACS Cleaning Products Group or any of these new exciting products, please email the company at Cleaning@acsind.com.



Rory Beaudette



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Essity Celebrates 50 Years of Tork

continued from Page 1

ers and doorframe sensors to capture usage data from high-traffic facilities. This data tells facility managers when dispensers need to be refilled and when restrooms need to be refreshed, based on traffic.

It's all about the data. And, I'm sure we'll see more "smart" devices than ever at ISSA this year. The Tork EasyCube promise stands out since our claims are based on data from the experience of the growing list of customers using Tork EasyCube in their facilities around the world. In fact, our research shows that not only does Tork EasyCube help ensure dispensers are stocked 99 percent of the time¹, it also generates at least a 20 percent savings in labor hours² - a welcome benefit for jan/san managers who are stretched when it comes to time and staff.

Since the launch of this technology, customers have been eager to see how Tork EasyCube can drive operational efficiency, increase quality and customer satisfaction, and improve staff engagement - and now we have the data that can help quantify those benefits. We are really excited to show customers how Tork EasyCube can simplify their daily work.

Last year, we previewed what I con-

sider a game-changer for washroom towel dispensing, Tork PeakServe. I still marvel at the crowds of people at last year's ISSA show who filled our booth to see PeakServe - it's that



unique. Our advertising for Tork PeakServe says, "Bring on the crowds." This is because PeakServe is an unmatched system for high-traffic venues

such as airports, convention centers and stadiums, where restrooms and jan/san teams often feel the pressure of large crowds at peak times.

Tork PeakServe™ Continuous™ Hand Towel System features two industry-changing innovations: 1) compressed towels that allow the dispensers to hold 25 percent more than any other towel system on the market today and 2) continuous towel technology that connects the top and bottom of each compressed towel bundle, allowing them to interlock and dispense continuously, serving crowds without interruption. Because the bundles are compressed, you can fit more on trucks, in storage areas, and on cleaning carts. And, PeakServe can be fitted with the Tork EasyCube technology as well. These features, combined with Tork EasyCube, are radically changing how the jan/san industry can operate.

To bring this to life, we've developed a new online tool to show a real-time view of how Tork PeakServe and Tork EasyCube can benefit specific facilities. Customers can use the Tork EasyCube Impact Calculator on TorkUSA.com/EasyCube to input information about their current cleaning approach and estimate approximate cost and time savings with the use of Tork EasyCube. In the coming months, we'll further help managers and staff maximize their resources with recommendations in our digital cleaning plans.

WALDEN'S: When we spoke last year, you had recently announced a new company name, Essity. Now, you're celebrating the 50th anniversary of Tork. What does this mean for the brand and your customers?

DON: A 50-year anniversary is something to celebrate and be proud of. It's led to our global market leadership and has been borne from our innovative products and services, our commitment to sustainability, our care for our customers and partners, and a dedicated team of professionals. It's great to look back and take account of what we've accomplished.

However, we're using this anniversary year as a catalyst for the future of the Tork brand. We ask ourselves, "What's next?" Over the past five decades, a lot has changed, and this change is accelerating. We know for certain that, in the next 50 years of Tork, we will continue to bring customer-centric solutions to the market in new ways. We take our market leadership to heart - it carries with it great pride, but also a unique responsibility and expectation to shape the market of tomorrow.

We are not satisfied with maintaining the status quo. That means redefining what's possible. Take Tork PeakServe, for example. This game-changing innovation is disrupting the industry and upping the expectations from the jan/san community about what a dispenser can and should deliver. Our customers expect a lot from us and, rest assured, we set an even higher bar for ourselves.

WALDEN'S: As the leading global health and hygiene company, Essity (and SCA in prior years) has always been viewed as one of the world's most sustainable companies, and the Tork brand has been a big part of that. What role has sustainability played in your ability to lead the market?

DON: Sustainability has been integral to the Tork brand for decades - long before it became embedded in the culture of our society. It was 15 years ago - in 2003 - that we introduced Xpressnap napkins and dispensers with their patented one-at-a-time dispensing technology that reduced napkin usage, and thus napkin waste. We've come a long way since then and today we are working on bringing more circular approaches to our work. For example, you may not know that Essity measures the sustainability of every innovation. We

calculate if a product improvement is more sustainable than the product it replaces, and we set and measure against targets for the sustainability aspects of our innovations. We're also looking at ways to build re-use into our innovations as part of our circular sustainability work.

We know that many of our customers are required to - and want to - do business the same way. That's why Essity joined companies like Nike, Coca Cola, and IKEA as a member of the Ellen MacArthur Foundation CE100 (Circular Economy 100) to help create circular economies globally and products that reduce waste and/or are compostable.

I'm also excited to share that last month Essity was listed as an industry leader in the Dow Jones Sustainability Index, one of the world's most prestigious sustainability indices. We are proud of our recent work and hope our customers can feel our commitment to sustainability - it remains a part of our DNA as a company and it molds everything we do.

WALDEN'S: As we celebrate the Tork brand's 50th anniversary in North America, what can customers expect from Tork in the next 50 years?

DON: Expect the unexpected! If our first 50 years have demonstrated anything, it's that innovation and a focus on customers are the heart of our business. This will not change, but with it comes an increased focus on using data, technology and digital channels to deliver products and solutions that help our customers think ahead and be ready for business today and the unexpected of tomorrow. This is a big challenge and we're positioned to make it a reality.

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

DON: Don't forget to stop by the Tork booth (#6631) to speak with our team about the challenges you face and how we can help solve them. For more information, visit www.TorkUSA.com.

Spartan Receives Network Award

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"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."

The award was presented to Spartan Chemical by Alan Tomblin, President and CEO, Network Services Company during the 2018 NETWORK Supplier Tradeshow in Las Vegas, Nevada. Spartan Chemical was represented by John Swigart, President and Greg Ford, Vice President of Sales.

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Visit Tork booth #6631 at the 2018 ISSA Show to learn more.
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SMA Names Board Leaders, Directors and Committee Members

As the group begins its thirteenth year of operations, **Strategic Market Alliance** has announced the appointment of a new Board Chair, two new directors, and new positions of Board responsibility held by other Directors.

John Caldwell, who, by day, is Vice President of Sales at SMA member Joshen Paper and Packaging, Inc., located near Cleveland, Ohio, is the new Chairman of the SMA Board of Directors. John is a familiar and active presence within the SMA family of companies, having served as a Director on the SMA

board for several years and attending nearly every meeting, conference and event of consequence, since early in the Group's history. "John Caldwell's expertise, energy, and belief in SMA and our members are tremendous assets to the organization," said Richard McGann, President and CEO of SMA. "He is very knowledgeable SMA ... our member companies, our corporate staff, our suppliers ... over the years, John has sought out opportunities to touch many facets of our business, always bringing insight and valuable perspectives, and his strong leadership abilities will further benefit SMA as he takes on his new role."

Mr. Caldwell succeeds Las Vegas-based Brady Industries President and CEO **Travis Brady**, who's two-year term as SMA Board Chair expired in June. "Travis has provided sage council and strong leadership during his tenure, and we are a better organization because of his commitment to the staff and members of SMA. Thank you for your service to our organization, Travis!"



Announcement of the new Board Chair is accompanied by additional appointments of new leaders to the posts of Board Vice Chair and Secretary - Treasurer. **Greg Rogers**, President of Cosgrove Enterprises, Inc., based in Miami, is the Board's new Secretary-Treasurer. "As is the case with John Caldwell, our new Board Chair, the appointment Greg Rogers, is in recognition of the time and energy he has graciously volunteered to foster and preserve the well-being of our SMA members. In so doing, each of these leaders have consistently exhibited the highest level of professionalism, integrity and dedication to the best interest of the Group."

SMA also welcomes two new Directors to Board positions opened

More Cleaning in Less Time

The all-new KaiVac 2750, the largest Kaivac No-Touch Cleaning system, boasts a 27-gallon (approximate) freshwater/solution capacity tank.

This means the machine can clean longer and clean more area before it needs a dump-and-refill.

And when you consider a dump-and-refill can take up to 15 minutes, you see what a time saver this is and how it boosts worker productivity.

But that's not all. It also comes with the longest spray line/vacuum hose in the industry, again, so more area can be cleaned faster and with less effort.

For more information, contact KaiVac Global Head Quarters at www.kaivac.com, email info@kaivac.com, or call 513-887-4600.

For more information in Europe, Middle East and Africa, visit www.kaivac-emea.com, email office@kaivac-emea.com, or call +43 6216 4524 15



The All-New KaiVac 2750

due to the aforementioned appointments; **David Scalen**, Executive Vice President of Regional Distributors Inc. of Rochester, New York, **Mercer Stanfield**, President of Raleigh, North Carolina's Brame Inc., joining director **Mike Nelson**, President and CEO of Portland, Oregon based Walter E. Nelson Company.

Completing the slate of the Group's 2018 leadership appointments is **Linda Silverman**, President of Maintex,

Inc. (based in Los Angeles), who is the new Chair of SMA's Member Relations Committee. "SMA's is a story of the ethic of collaboration and interdependence among our members, in-service both to our Qualified Suppliers and to our mutual end-user customers. This ethic is fostered by the example set by of our Board and our Committees who serve voluntarily to advise and support the Group's numerous activities," added Mr. McGann.

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Tips on Restoring an Older Terrazzo Floor

Terrazzo floors are made of chips of marble, quartz, granite, and glass bound together with cement. They are easy to care for but do need proper maintenance

Tips on Restoring an Older Terrazzo Floor

A common floor covering often found in medical facilities, schools, airports, convention centers, and other busy, heavily trafficked facilities is

terrazzo. Terrazzo floors are made up of chips of marble, quartz, granite, and glass that are bound together with cement.

The big plus about terrazzo floors is that they are tough. They are almost impenetrable to moisture and are extremely durable. If properly installed on a solid, level foundation, they can last for years.

Another benefit of terrazzo flooring is that it is relatively easy to clean and

maintain. However, facility managers and cleaning professionals should not confuse ease of maintenance with no maintenance. As with any floor covering, terrazzo does need to be cleaned, sealed, and cared for. With proper cleaning and maintenance procedures in place, a terrazzo floor will not only prove durable, but can also provide years of satisfaction.

Many times, cleaning professionals are asked to restore an older ter-



Terrazzo Floor Restoration

razzo floor. While it can be cared for in many of the same ways other hard surface floors are maintained, it does need some special attention. Because of this, here are five tips to help restore an older terrazzo floor:

1. The first step is to remove any floor finish or sealant that has been applied to the floor. This will also help remove any blemishes, soils, or heel marks. Because terrazzo floors are often large-area floor coverings, it is recommended to select a powerful stripper that can remove several coats of floor finish or sealant. This will make the job both easier and faster. Also, a green-certified floor stripper is highly recommended. A green-certified stripper will produce less odor, will be less toxic, and will have a significantly reduced impact on the indoor environment.
2. Once the floor is stripped, rinse it thoroughly. This may have to be repeated two or more times. Now inspect the floor closely before applying a finish. Make sure all the finish has been removed and all areas of the floor – including edges and corners – have been thoroughly stripped and rinsed.
3. Inspect the floor from a distance. This is a step that cleaning professionals often overlook. When viewed from a distance, the terrazzo should now have a flat, even appearance. If there are any variations, it could mean that some of the old finish remains on the floor. This will cause the floor to have a blotchy appearance once finish is applied. Restrip and rinse clean these areas.
4. A hard-surface densifier/sealant designed to penetrate the terrazzo should now be applied. This is a one-time application that will provide stain resistance and protect the terrazzo floor from moisture build-up and soils walked onto the floor. It is also the foundation needed to help produce a higher-gloss shine on the floor.
5. At this point, the terrazzo should not need a floor finish applied. Using a high-speed floor machine can help maintain the floor and bring out the luster of the sealant.

For more information on terrazzo floor care or the care of any other type of hard surface floor covering, contact an expert at Charlotte Products by calling toll free, 877-745-2880 or by emailing experts@charlotte-products.com



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Spartan Chemical Receives Empire Paper 2017 Vendor 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 that the Spartan has been selected as Empire Paper's 2017 Vendor of the Year.

Empire Paper selects the vendor of the year by interviewing department heads and evaluating basic criteria such as accounting accuracy and speed of rebate credits, purchasing ease, along with customer service respon-

siveness, supply chain management, and sales support that's based on programs for pioneering business and financial incentives.

"Spartan Chemical continues to provide best in class sales support and customer service along with an outstanding product portfolio," said

Jason Estes, president, Empire Paper Company. "Our Spartan Chemical representatives set the industry standard for professionalism, product knowledge, and sales support. We're honored to be a Spartan distributor



Empire Paper Presents Award to Spartan Chemical

and to award Spartan Chemical with our Vendor of the Year award."

The award was presented to Spartan Chemical by Jason Estes, president, Empire Paper, Nate Scott, vice president operations, Empire Paper, and David Strange, vice president sales, Empire Paper during their gen-

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 Lake Buena Vista, Florida. This year's Founder's Award was the eleventh given in the group's history and the honor went to Colker Company (Pittsburgh, PA).

"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. Colker Company has been a loyal member of our organization, and they've grown tremendously with DPA's preferred vendors. Jeff Tishko has also served with distinction as DPA's President. We are grateful for his vision and leadership" Zachary T. Haines, DPA CEO.

The DPA Buying Group is a North American buying & networking organization comprised of over 875 distributors and 230 preferred suppli-

ers in the Janitorial, Industrial, Safety, Packaging, Restoration & Public Safety product industries. For more information about DPA, please visit www.DPABuyingGroup.com or call (800) 652-7826.



DPA's Founders Award Recipient Colker Company (Pittsburgh, PA) Greg Colker and Jeff Tishko Presented by Zac Haines (DPA)

ers in the Janitorial, Industrial, Safety, Packaging, Restoration & Public Safety product industries.

For more information about DPA, please visit www.DPABuyingGroup.com or call (800) 652-7826.

DPA Awards Janitorial Distributor and Supplier of the Year

The DPA Buying Group is pleased to announce its 2017 JanSan Distributor and Supplier of the Year recipients.

Congratulations to DPA JanSan Distributor of the Year, State Janitorial Supply (Dover, DE) and DPA JanSan

2017 DPA Distributor of the Year



State Janitorial Supply (Dover, DE) Chris LeBendig Presented by Zac Haines & Jeff Tishko (DPA)

Supplier of the Year, Deb USA (Charlotte, NC). The awards were presented at DPA's annual Buying and Networking Conference in Lake Buena Vista, Florida.

The DPA Buying Group is a North

2017 DPA Supplier of the Year



Deb USA (Charlotte, NC) Stephen Lander and Tom McLaughlin Presented by Zac Haines & Jeff Tishko (DPA)

American buying & networking organization comprised of over 875 distributors and 230 preferred suppliers in the Janitorial, Industrial, Safety, Packaging, Restoration & Public Safety product industries. For more information about DPA, please visit www.DPABuyingGroup.com or call (800) 652-7826.

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In commercial settings – from schools, offices, gyms and athletic facilities, to hospitals, nursing homes, dental offices and more – illness and outbreaks can have serious implications, not only for patrons, building occupants, staff and visitors, but also for the broader community. Because these are shared spaces, the impact of illnesses quickly compounds.

Take schools for example. Schools present a perfect storm of environmental risk factors and population traits conducive to outbreaks and are often among the hardest hit during flu season. In an average year, nearly 60 million school days are lost due to cold and flu alone,¹ but the impact of illness doesn't stop there. Schools have an important role to play in preventing illness among students and the community.

Cleaning and Disinfecting Helps Prevent Infections and Protect Public Health

Research has demonstrated that school-age children are more likely than adults to contract influenza and spread it to high-risk populations and to others in their households.² In fact, a University of Michigan survey found

that 42 percent of parents with young children in daycare settings missed



New CloroxPro Brand - "Where Clean Means Everything"

work in the previous year due to their child's illness, and 26 percent missed work at least three times for this reason.³ The ripple effects of illness and its health and financial impacts are felt throughout communities and in the broader economy where each year, productivity losses linked to absenteeism cost employers an average of \$225.8 billion.⁴

By maintaining clean and healthy en-

vironments, the professional cleaning industry plays a vital role in preventing the spread of illnesses and infections in commercial and community settings and helping protect public health. In schools, thorough cleaning and disinfecting is a critical piece of a broad approach to preventing infectious diseases and outbreaks caused

by seasonal threats like flu and norovirus. In a study published in the journal, Pediatrics, researchers found that the use of disinfecting wipes and alcohol-based hand-sanitizers in an elementary school significantly reduced absenteeism caused by norovirus among students.⁵

Implemented effectively, cleaning and disinfecting measures can have an immediate positive impact by reducing the burden of illness among students and by association, among their families and the broader community.

New CloroxPro Brand and Our Commitment to Public Health

This year at the ISSA Show North America 2018, we're proud to have announced CloroxPro, a new master brand that encompasses all of Clo-



rox Professional Product Company's industry-leading healthcare and commercial cleaning products. Our new brand acknowledges the shared mission among the many professionals who use our products and the importance of cleaner, healthier and safer shared spaces in all our lives.

Our motto, "Where Clean Means Everything," speaks to the critical role that cleaning and disinfecting plays in killing germs, and reflects our deep commitment to public health and to the professionals who work tirelessly to protect communal spaces. In the places where clean means everything, and the many shared spaces that we and our loved ones encounter every day – from daycare centers to office buildings, hospitals and more – CloroxPro and our robust portfolio of professional products help reduce the burden of illness and enable people to thrive.

For more information on CloroxPro and our latest innovations including new Clorox® Disinfecting Bio Stain & Odor Remover, visit the CloroxPro booth (#3108) and www.CloroxPro.com, and follow @CloroxPro on Twitter.



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the MARKETS we serve:

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- Foodservice
- Hospitality and Lodging
- Industrial and Manufacturing
- Office Buildings
- Entertainment
- Retail
- Education
- Government



- 1) "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/how-dirty-is-your-childs-school-infographic-full.html>. (Accessed Oct. 10, 2018).
- 2) Piedra PA, et al., "Herd Immunity in Adults against Influenza-Related Illnesses with Use of the Trivalent-Live Attenuated Influenza Vaccine (CAIV-T) in Children," Vaccine 23.13(2005).
- 3) Davis MM, Hashikawa A, Clark SJ, et. al. C.S. Mott Children's Hospital National Poll on Children's Health. University of Michigan C.S. Mott Children's Hospital. 2012 Oct; 16(5).
- 4) "Work Illness and Injury Costs U.S. Employers \$225.8 Billion Annually," CDC Foundation, Jan. 28, 2015. (Accessed Aug. 3, 2017).
- 5) Sandora TJ, Shih MC, Goldman DA. Reducing absenteeism from gastrointestinal and respiratory illness in elementary school students: a randomized, controlled trial of an infection-control intervention. Pediatrics. 2008 Jun;121(6):e1555-62.

Exhibit Hall Hours

TUESDAY, OCTOBER 30
10:00 a.m. – 5:00 p.m.

WEDNESDAY, OCTOBER 31
10:00 a.m. – 5:00 p.m.

THURSDAY, NOVEMBER 1
10:00 a.m. – 2:00 p.m.



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* Use as directed on hard, nonporous surfaces.

Visit us at **Booth #3108**



GP PRO and TOTO USA Introduce the Restroom of the Future

continued from Page 1

enabled by the KOLO™ Smart Monitoring System, winner of this year's ISSA Innovation Award in the Services & Technology category. The system is GP PRO's new open architecture communication platform that provides reliable, customizable and secure monitoring and analysis of connected away-from-home restroom fixtures.



"GP PRO has invested two and a half years developing what we believe is the most dependable, insightful and scalable smart restroom communication system available to help facility managers deliver a better restroom experience," said Mike Slawson, vice

president and general manager, Restroom Services and Connected Devices for GP PRO. "We are thrilled to introduce this industry-changing innovation, and we are equally excited to work with TOTO as this collaboration pairs two industry leaders known for reliability in a quest to create an unprecedented vision for the restroom of the future."

Using secure, proprietary, cloud-based wireless technolo-



Georgia-Pacific

TOTO®

gies and cutting-edge sensors and sensing technology, the KOLO system allows for timely and customized communication between

connected restroom fixtures and facility managers through a mobile and web application. As exemplified through its collaboration with TOTO, the KOLO system's open architecture enables it to integrate with smart devices beyond GP PRO's core product



KOLO Desktop



KOLO Mobile App

portfolio to provide a more robust and complete connected restroom management solution.

"GP PRO is not only a leader in paper products, but, like TOTO, is a leader in innovation—the kind of innovation that powerfully solves real customer problems," said Shinya Tamura, CEO of TOTO USA. "We are excited to integrate GP PRO's KOLO system into our smart sensor hydropower faucets and flush valves and, together, connect the entire bathroom ecosystem so as to improve the bathroom experience for facility managers, custodial staff, and users alike."

The KOLO system provides a number of key benefits to facility managers, including:

- **Improved User Satisfaction:** Custodial staff can remotely monitor and analyze restroom conditions in real time so they can quickly and proactively respond to potential problems and outages, which helps improve user satisfaction and reduce complaints.
- **Greater Labor Efficiency:** Consistent tracking and monitoring across the entire restroom environment within multiple facilities means the right staff are performing the right tasks at the right time, which helps improve labor efficiency and productivity.
- **Improved Sustainability:** The KOLO system monitors paper and soap levels to help avoid partial paper rolls or soap bottles being discarded by well-intentioned staff too early. When paired with TOTO plumbing fixtures, the KOLO system also monitors water usage to identify potential leaks and overflows.

The KOLO system is currently available on a number of GP PRO dispensers, including select enMotion® and enMotion® Flex paper towel dispensers, Compact Quad® tissue dispensers, and enMotion® soap dispensers, as well as on TOTO's EcoPower® sensor faucets and flush valves.

To learn more about the KOLO Smart Monitoring System and GP PRO's and TOTO's commitment to providing a better restroom experience, visit booth #3427 throughout the ISSA Show North America 2018.

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Solo Celebrates 70 Years with SOLO CLEANline Sprayers

Solo Kleinmotoren GmbH in Germany has been the world's largest producer of sprayers, mistblowers, and 2-stroke engines since 1948. This extensive knowledge and innovative technology has been transferred to the field of cleaning and disinfecting with our SOLO CLEANline sprayers.

The SOLO CLEANline sprayers are equipped with Viton® seals for acidic solutions (A-models) or EPDM seals for alkaline solutions (B-models). HDPE tanks, resistant against chemicals and UV ray impact, are built in the most popular fill capacities ranging from 42 oz to 4 gal. The pump systems are sealed to prevent aggressive liquids from causing any mechanical damage, which contributes to a long service life.

For acidic spray solutions, the sprayers are fitted with Viton® seals. These models are suitable for spraying solutions containing concentrated or diluted acids within the pH scale of 1-7. They can also be used with solutions containing oil or chlorinated hydrocarbons. Acidic-based cleaning fluids are used effectively in the commercial cleaning of buildings and in vehicle repair centers. They are also used to combat lime residues and deposits as well as germs, bacteria and much more. They are needed for the hygienic cleaning of medical rooms,

baths and toilets, commercial kitchens, swimming pools, saunas, thermal baths and for cleaning plumbing fittings.



SOLO CLEANline sprayers

For alkaline-base solutions, our sprayers with EPDM seals are the best choice. Alcohols and bases within the pH scale of 7-14 can also be applied using Solo sprayers with EPDM seals. Fats, oils and protein residues are stubborn substances in the kitchen and food processing areas that require the application of alkaline cleaning solutions. These solutions are also used for cleaning glass, de-greasing components in the metal industry, or for cleaning jobs in the auto industry. Apart from alkaline cleaning solutions, EPDM is also suited for the application of disinfecting solutions such as those used in hospitals and swimming pools.

Should the cleaning process demand the use of minimal moisture, resulting in extended dwell time, Solo's foam sprayers are the professionals' choice. Contact time, or dwell time, refers to the amount of time that a disinfecting product needs to sit or dwell on a surface in order to kill organisms. Tracey Harmon, Solo Industrial Sales Manager observes, "It would be nice if you could simply 'spray and wipe' to properly clean and sanitize surfaces, but some applications require up to 10 minutes or more of dwell time to kill bacteria and germs." Not allowing for the appropriate dwell time will affect the results, reducing the number of bacteria that are killed. The SOLO CLEANline features two foam applicators that are fitted with seals made from different materials: Viton® for acidic spray solutions in the model 301-FA and EPDM for alkaline solutions in the model 301-FB. In true SOLO tradition, our most recent innovation is the patented foam adjustment device "varioFOAM." This feature removes the danger of potential contact with the spray solution while changing a nozzle. Instead, the



SOLO CLEANline sprayers

foam moisture level is adjusted with a large, easy-to-use adjustment wheel. Both handheld foaming sprayers are fitted with a special flat spray nozzle that ensures a fast and even foam application.

Proper disinfection and sanitation is necessary to reduce healthcare associated infections, and Solo CLEANline sprayers provide a comprehensive and multi-purpose product range with the traditional Solo quality that professionals have come to expect.

Please view Solo CLEANline Catalog for more information at www.us.solo.global

Contact Solo directly for our Fall Special at (757) 245-4228.

Registration is Now Open for SC Johnson Professional's Annual Happy Hands Contest

Calling all artists: Registration for SC Johnson Professional's annual Happy Hands dispenser design contest is now open. The contest promotes the importance of hand washing at school by encouraging K-12 students to use their creative skills and imagination to design a custom soap/sanitizer dispenser. Schools can enter the contest online at www.debhappyhands.com now through November 1, 2018.



"After last year's record-breaking flu season that affected hundreds of children, it's so important to focus on hand hygiene in schools," said Isabelle Faivre, Vice President of Marketing, SC Johnson Professional. "The Happy Hands contest allows students to exercise their artistic side while still learning on the importance of having clean, healthy hands. We received so many incredible submissions last year and can't wait to see the talent this year's contest will bring."

The Happy Hands dispenser design contest is open to all students in grades kindergarten through 12. The first 50 school representatives to submit 15 or more student designs will receive a prize basket that includes a variety of SC Johnson Professional products to keep classrooms clean and organized, including Ziploc® Bags, Windex® Cleaner, Deb Instant-FOAM® Complete Hand Sanitizer and much more.

Submissions will be evaluated for visual appeal, overall hand hygiene design, creativity and unique design element. Finalists in the elementary and middle/high school categories will be announced on February 1, 2019 and the public can then vote for their favorite designs. The design with the most votes in each category will be announced in April 2019 and will receive the top prize - a \$300 gift card, a \$750 donation to the school and up-to 500 manual soap/sanitizer dispensers featuring the winning design.

"We are so pleased that we were able to collaborate with SC Johnson Professional and share the exciting news that one of our visually impaired students won the Happy Hands contest," said Susan Thomas, Director of Communications at Utah School for the Deaf and the Blind, a winning school in the 2017/2018 Happy Hands contest. "This contest gave us a chance to not only showcase our gifted students, but make hand washing a fun activity for everyone."

After registering for the contest, schools will receive all the necessary rules, coloring templates and free hand washing educational materials for their students. Schools can register at www.debhappyhands.com.

For more information on the Happy Hands Contest, please contact Christina Alvarez at calvarez@mulberryinc.com or 708-908-0898.

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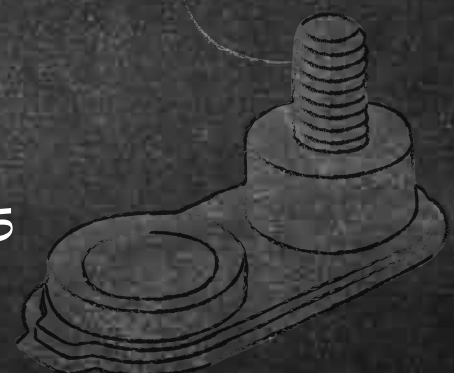
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Sofidel Group CEO Luigi Lazzareschi is Officially Inducted in The Paper International Hall Of Fame, The Global Elite of the Tissue Production Industry

Sofidel's CEO is the first Italian to become part of the small number of big names in the global tissue production industry. An induction that rewards his efforts in pursuing sustainable development and in expanding the business of the Group.

With a ceremony held on the evening of Thursday 4th October in Appleton, Wisconsin (US), **the CEO of Sofidel, Luigi Lazzareschi, has been inducted in the Paper International Hall of Fame (PIHF)**, the small number of big names in the global tissue production industry. **Mr. Lazzareschi is the first Italian to be tributed with this honor.**

"It's an honor for me to join the Paper International Hall of Fame. A tribute I am especially proud of because it comes from a panel of experts who are well aware of the challenges that the production of this material, which is so important in the



Luigi Lazzareschi, Sofidel CEO Inducted into the Paper International Hall of Fame

Sofidel, Emi Stefani".

The Paper International Hall of Fame is an organization founded in 1992 in the United States, and has been created to raise awareness of the values, the know-how and the benefits that the paper industry contributes to people's everyday lives. Since its foundation, the PIHF has inducted **135 personalities from around the world** into the Hall of Fame.

Sofidel has made sustainability a strategic lever for development and growth, with the aim of reducing the impact its

business has on the environment and of boosting the benefits it produces for society. To date, **the Group has reduced its direct emissions of CO2 into the atmosphere** by 20.6% (measured as the reduction of carbon intensity between 2009 and 2017 per kg of paper manufactured). Moreover, **Sofidel has limited the consumption of water in its manufacturing processes** (7.1 l/kg compared to an industry benchmark of 15-25 l/kg) and **sources all the pulp it uses in production from independent suppliers that are officially certified** (FSC®, FSC Controlled Wood, SFI®, PEFC™).



everyday lives of billions of people, implies," said **Luigi Lazzareschi, CEO of Sofidel**. "I consider it a reward for all the people who over the years have supported me, first and foremost the co-founder, along with my father Giuseppe, and the current President of

Enviro-Solutions Terrazzo/Concrete Program

Enviro-Solutions® Terrazzo /Concrete Floor Care Program offers 3 innovative floor solutions with diamond pad technology ensuring professional high sheen results which are enhanced with regular maintenance. Supports labor savings of up to 60% over conventional methods. ES35 is a heavy-duty floor cleaner and polisher that builds a resilient foundation on terrazzo/concrete floors. ES36 Nano Substrate Densifier is a lithium-silicate based surface densifier that provides additional protection, durability and surface density. ES37 is specifically designed to clean, refurbish and maintain any densified, hardened or polished terrazzo/concrete floor surface.

ServClean® DRAIN CL

ServClean® Drain CL cleans, sanitizes and eliminates odours. On contact with the water in your drain trap, this product expands to cover all surfaces above, below and in the trap, leaving be-



ServClean® DRAIN CL

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Two products that clean and disinfect approximately 95% of an entire facility. ES72 - Multi surface and multi dilution H2O2 cleaner that is green certified by UL EcoLogo. ES364 - High touch point, neutral disinfectant with a 5 minute kill claim for Norovirus.



ES72/ES364

How No-Touch Cleaning Just Got Better by Getting Smaller

Studies prove No-Touch Cleaning® systems clean 30-60 times better than traditional floor and surface cleaning methods.

Plus, they reduce cleaning time by up to 50 percent.

But they just got better.

Kaivac's new 1250 system does all



Kaivac's new 1250 system

this, but it's smaller, designed to clean smaller areas.

With a 12-gallon freshwater tank and 12-gallon recovery tank, the 1250 has a 500 PSI pump to blast-clean fixtures and surfaces. A 3-stage, built-in wet/dry vacuum vacuums up moisture and soils, so areas are clean and open for use in minutes.

For more information, contact Kaivac Global Head Quarters at www.kaivac.com, email info@kaivac.com, or call 513-887-4600.

For more information in Europe, Middle East and Africa, visit www.kaivac-emea.com, email office@kaivac-emea.com, or call +43 6216 4524 15

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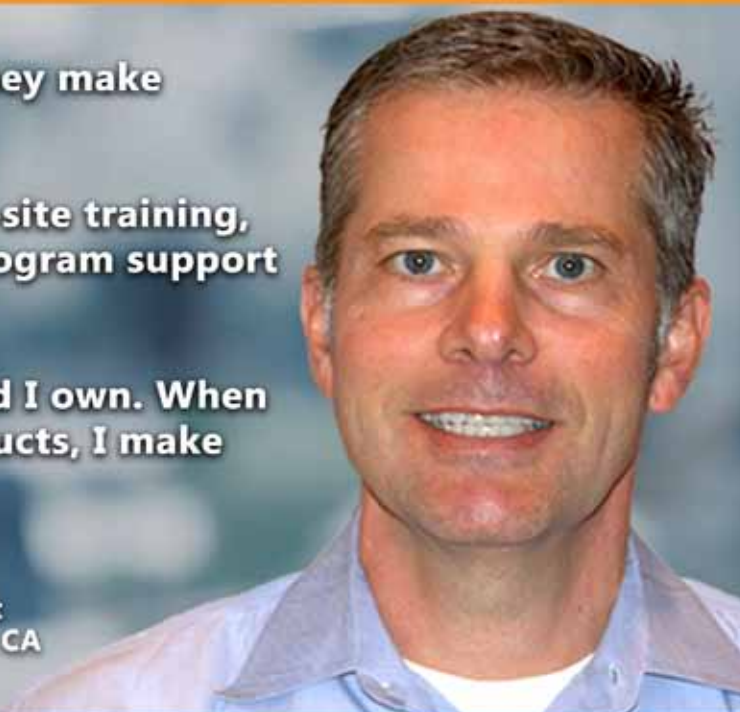
"I belong to Triple S because they make Gorm, Inc. more profitable.

Triple S provides customers on-site training, and the best 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. Ontario, CA



For more information visit our booth at ISSA/INTERCLEAN: Booth #6956 or visit www.triple-s.com or call (978) 667-7900

SC Johnson Professional Introduces New AgroBac Pure FOAM Hand Wash for Food Handlers

SC Johnson Professional today launched its AgroBac™ Pure FOAM, a new antibacterial foam soap formulated specifically for use in food handling and processing environments. The perfume-free and dye-free product is NSF E2 rated, Triclosan-free, killing up to 99.999 percent of many types of common germs within 30 seconds.

“Ideal for use in settings that require high standards of hand hygiene, like food service and food manufacturing, AgroBac Pure FOAM offers users an effective, reliable and triclosan-free product to avoid cross-contamination,” said Isabelle Faivre, Vice President of Marketing, Skin Care, SC Johnson Professional. “The Centers for Disease Control and Prevention (CDC) estimates that each year roughly one in six Americans (or 48 million people) get sick, 128,000 are hospitalized and 3,000 die of foodborne diseases¹. The spread of germs from the hands of food workers to food is a common cause of foodborne illness outbreaks. According to the CDC, it accounts for 89 percent of outbreaks in which food was contaminated by food workers².”

With skin-friendly pH value and high-quality foam, AgroBac Pure FOAM provides a silky-smooth skin cleanser and sanitizer in one. The new product does not taint food when used as an antimicrobial hand wash and is available in a range of sealed cartridge sizes. The foam technology is a highly economical choice, providing over 30 percent more washes compared to standard lotion soap. The foaming wash also saves up to 45

percent on water consumption compared to lotion soap.³

Convenient, quick and easy to use,



AgroBac™ Pure FOAM

AgroBac Pure FOAM dispenses foam instantly onto hands, reducing time required to create lather and rinsing away quickly without leaving a residue. It also contains skin conditioner, which makes skin feel smooth and firm after use and helps prevent dry skin.

For more information on AgroBac Pure FOAM and SC Johnson Professional's full skincare portfolio of products for the Food industry, visit www.debgroup.com/us/food.

- 1) www.cdc.gov/foodsafety/foodborne-germs.html
- 2) www.cdc.gov/nceh/ehs/ehsnet/plain_language/food-worker-hand-washing-restaurant-factors.htm
- 3) “How a simple change in the wash-room can significantly reduce water consumption and associated costs,” Durrant and McKay, 2011

Network Services Company Announces New Corporate Account Director

Network Services Company (NETWORK®), a significant force in global distribution services, is pleased to announce the addition of Derek Johnson to the Commercial Real Estate Corporate Account sales team.

With nearly a decade of facility supplies sales experience,

Mr. Johnson has established industry relationships with property management companies, building service contractors, and our valued manufacturer partners.

“Derek has a proven record of successfully building and growing a sales territory in one of the country's most competitive commercial real estate markets”, noted Mark Summers, Vice President of Business Development at NETWORK. “His relationships in Chicagoland and within the industry made Derek a natural choice for NETWORK,” concluded Summers.

In addition to his facility supplies selling experience, Mr. Johnson has a strong understanding of distribution operations, and is an active member



Derek Johnson

of the BOMA Chicago Emerging Leaders Committee. At NETWORK, he will be responsible for driving revenue in the commercial real estate market segment, with a focus on property management companies.

About Network Services Company NETWORK is the distribution solution for supply chain professionals managing multi-site programs. We design programs to strike the ideal balance between the centralized control customers demand and the local flexibility they need to drive business success. Across the United States and around the globe, we focus on corporate accounts in healthcare, grocery, foodservice, commercial real estate, industrial packaging, hospitality, and commercial print. You'll call this a better way to do business. We call it Distribution by Design®.

How to Lose your Best Employees as fast as you can!

At Prolux we have a ton of experience in the Vacuum Industry with multiple patents and industry inventions. Just before last year's show we had just finished our invention of the world's first commercial grade bagless backpack vacuum. So, for the first time ever, we decided to show it to the world at last year's ISSA show. However, what I was most excited about was getting to know all of you better and the industry as a whole.

We had so much fun talking to everyone and getting to know you and your business's better! I was actually surprised by a couple of things.

1. When it comes to backpack vacuums you love cordless! And yes to the tons of people that asked last year, we are releasing the 1 hour full powered version this year at our booth (5957).
2. The number of businesses that told me back injuries were their #1 cause of losing their BEST employees!

So at the show a lot of people would pick up our backpack vacuum and exclaim “Wow! That's light!” I had several CEO's of large and small companies alike



Prolux Backpack

say “Did you know that most of our best cleaners are small women and we lose more employees to workman's compensation claims than for any other reason?” Here is the crazy thing, person after person after person told me the exact same thing. I was shocked!

After the show I did a little research. I found out that Debra Milek, Medical Director of the Occupational and Environmental Medicine Clinic had actually studied this at the University of Washington. She found that backpack vacuums were the largest single contributor to back injuries and



workman's comp injuries in her study. Also I found out that janitors and custodians have some of the highest on-the-job injury rates of any occupation, ranking higher than heavy equipment operators and tractor trailer truck drivers.

This sounds like a great way to lose your best people as fast as you can!

So as an industry how can we help solve this problem? While doing my research, the lightest full powered 1 hour backpack vacuum I could find was 16 lbs. and they were all bagged. The industry bags are either 1.5 gallon (6 quart) or 2.5 gallon (10 quart). Think about that for a second. We are asking our best people to strap on a 16 lb vacuum and then haul around 2.5 gallons of dirt all day! This easily puts the average weight well over 20 lbs. It's no wonder our best people have so many injuries.

What if we could rethink how we clean? Why are we asking our people to haul around gallons of dirt on their backs all day? With our bagless backpack vacuum when your finished cleaning a room you can literally (with a push of a button) empty your dirt out into the garbage as you walk by. Come by booth # 5957 at the show and check it out for yourself! Try on our 1 hour battery backpack vacuum to see for yourself how half the weight feels. Without having to store gallons of dirt and with our patented tech and brushless motor it only weighs 10.4 lbs (a lot less than the industry average of 20 plus pounds).

We sincerely hope this brand new invention can make a big difference in the lives of your best people. See you in Dallas! Booth # 5957.

DPA Buying Group Announces its 2018-2019 Buyer's Guide

DPA's Buyers Guide is a handy desktop reference for the group's distributor members that showcases over 230 of the industry's leading suppliers. The listing is broken down by each vendor's product category across DPA's various market segments including: facility maintenance supplies, safety equipment and clothing, industrial tools, packaging products, and public safety. All DPA preferred suppliers are listed in the directory with their associated products.

By utilizing this guide, DPA distributors can quickly and easily find products through the group to take advantage of DPA's quarterly marketing allowances, extra promotions, better



negotiated pricing, and lower order minimums.

Learn more about DPA and this resource at www.JoinDPA.com

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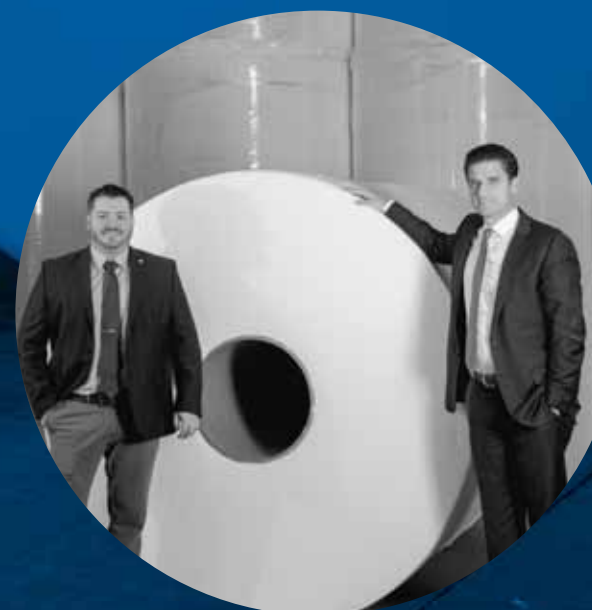
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When you think tissue...think Trebor.



Witness the Power of Data-Driven Cleaning with Tork EasyCube, The World's Leading Facility Management Software

By Paul Church, New Business Concepts Director, Essity Professional Hygiene

This year at ISSA Show North America, visitors can take a close look at Tork EasyCube® facility management software—the first to market facility management software for data-driven cleaning. With over four years on the North American market, Tork EasyCube has already helped more than 100 customers worldwide drive operational efficiency, increase quality, and improve staff engagement by utilizing intelligent sensor technology and real-time data from connected devices.

Managing a facility's public spaces and restrooms can often be a tall task for many facility managers and cleaning teams, especially at high-traffic, large and spread out venues. The unpredictability that comes with



Tork EasyCube

inconsistent traffic patterns places a burden on cleaners to keep up with cleaning needs throughout the day, let alone try to get ahead of an issue before it becomes a larger problem. Public spaces and restrooms reflect on the entire business, so when cleaning teams provide an upscale, well-maintained environment, it creates a lasting positive impression on the building's tenants and guests. In fact, 86% of Americans reported they would be more likely to frequent a public establishment that

has clean public spaces and clean, well-stocked restrooms.¹

Data-driven cleaning is moving facility management into a new era, by transitioning cleaning crews from following static schedules to needs-based cleaning when and where it is the highest priority. Leveraging real-time data allows cleaning teams to work more efficiently, make better decisions and can even eliminate up to 89 percent of dispenser checks, which research shows are unnecessary.² In fact, implementing Tork EasyCube can result in 24 percent fewer cleaning rounds with the quality of cleaning rounds performed improved.³ This transformation in the way of working will ultimately lead to higher quality cleaning and higher customer satisfaction, which are key factors for customer retention.

What if cleaners could save 20 percent of their cleaning hours and respond to complaints before they happen? What if there was a new way of determining how to clean a facility based on traffic trends and immediate needs? And what if cleaning staff knew exactly which areas – down to the floor, room and stall – needed attention, and when? All of this, and more, is possible thanks to Tork EasyCube.

This is just the beginning of what's possible with data-driven cleaning.

How Tork EasyCube Works

Tork EasyCube integrates its award-

winning facility management software with Microsoft's Azure Internet of Things (IoT) platform to optimize cleaning. The system uses people counters to collect data from high-traffic areas and sensors embedded in hand towel, bath tissue and soap dispensers throughout public spaces to



Tork EasyCube

wirelessly transmit traffic, usage, and refill needs to a web application. By capturing this data and displaying it on an easy-to-access digitized cleaning plan and an online dashboard, Tork EasyCube helps facility managers and cleaners handle everyday responsibilities. Cleaning teams work smarter, not harder, thanks to insights gleaned from the real-time information. Cleaning staff are also happier and more engaged on the job because of Tork EasyCube.

What Tork EasyCube Can Do For You and Your Building

- Eliminate Issues Before They Arise – Tork EasyCube keeps cleaning teams better informed of traffic

- 1) Based on a KRC Research online survey among a nationally representative sample of n=1,004 adults (ages 18+) in the U.S. between July 30 – August 1, 2018.
- 2) Based on Tork EasyCube® data from 8 customers, measured before and after the implementation of Tork EasyCube and during 515 days.
- 3) The weighted average of results achieved by existing Tork EasyCube customers, measured during 158 days, before and after implementing Tork EasyCube.
- 4) Based on the documented results achieved by existing Tork EasyCube customers, measured before and after Tork EasyCube implementation.
- 5) Based on Tork EasyCube data from existing customers.

and usage patterns, alerting them of exactly when and where issues arise.

- Improved Labor Utilization – The data collected by Tork EasyCube ensures that staff can be deployed accurately when and where the need arises. Data-driven cleaning can lead to at least a 20 percent savings in labor hours, meaning no more wasted time checking clean spaces.⁴
- Opportunity to Impress – Better quality cleaning makes a great impression on tenants and building guests and improves a venue's reputation.
- Let Technology Do the Heavy Lifting – With Tork EasyCube, dispensers are stocked 99 percent of the time.⁵ Accurate data on supply needs reduces wasted time, especially as cleaners are often tasked with maintaining swaths of large buildings. The data from Tork EasyCube can also be used to document work performance and follow-up on KPIs related to cleaning quality.

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Tork EasyCube provides the ultimate in data-driven cleaning to cleaning staff and facility managers. Data-driven cleaning enables the cleaning industry to redefine what cleaning can achieve and helps facility service companies and their staff work smarter to remain ahead of the competition.

Stop by the Tork booth (#6631) or visit <http://www.torkusa.com/easycube> to learn more.

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David Muhr Awarded 2017 Penn Jersey Paper 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 David Muhr, regional manager, Spartan Chemical Company was named the Penn Jersey Paper 2017 Vendor Representative of the Year.

Each year, Penn Jersey Paper recognizes one vendor or manufacturer representative for the work they do with the PJP team to grow and develop business. The award recipient exemplifies the core attributes of a partner; one that works diligently with the sales team and purchasing department, makes end user calls, and goes the extra mile to ensure the job is done completely and properly.

"Dave is admired and more importantly trusted by our sales force," said Thomas Furia III, Director of Supply Chain Management, Penn Jersey Pa-



David Muhr of Spartan Receives Vendor of the Year Award from Thomas Furia Jr. of Penn Jersey Paper

per. "He is the epitome of a good guy; and in a world that struggles with communication, he excels. He holds us accountable and brings business to PJP every year."

The award was presented to David Muhr by Thomas Furia Jr., President, Penn Jersey Paper.



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GP PRO's enMotion Flex Paper Towel System Highlights Innovation

A culture of innovation can make all the difference in designing products that are not only functional but also solve real customer problems. Just ask GP PRO. The company, a division of Georgia-Pacific, is well known for challenging employees to think of innovation as a means to create value in new and different ways, and that's just what it did in designing the enMotion® Flex Paper Towel System, which it unveiled at last year's ISSA North America Show.

In designing the enMotion Flex system, GP PRO considered an array of audiences and audience needs—from facility and property managers to custodians to users. From a benefits standpoint, the system helps facility managers reduce waste, improve productivity, and enhance user satisfaction. From a function standpoint, the system is intuitive, trustworthy and easy for custodians to use. From an aesthetic standpoint, the dispenser is elegant, streamlined and appealing to the user.

"Thoughtful innovation went into



every decision we made in designing and developing the enMotion Flex system, from the lock to the buttons to the roll size to the dispenser shape and more," said Julie Howard, vice president and general manager of GP PRO's Towel Category. "We wanted to ensure the system offered tangible and measurable benefits for facilities, and we recognized that to accomplish that, it needed to meet the needs of custodians. The enMotion Flex system does that, and we believe it is one of our most innovative products yet."

GP PRO is not alone in that line of thinking. In fact, the enMotion Flex Paper Towel System won a 2017 ISSA Innovation Award and is winning a place in away-from-home restrooms nationwide.

Latricia Ewen is assistant property manager at Tower Place at The Sum-

mit, a 14-story high-rise Class A office building in Orlando, Fla. The facility began installing the enMotion Flex system throughout the facility



GP PRO's enMotion System

five months ago, and she couldn't be happier with the results. "The enMotion Flex system allows my cleaning team to spend less time dealing with paper towel problems and more time focused on more detailed restroom cleaning. Since installing the system, we are providing a better restroom experience for users and maintaining an image more becoming of a Class A building."

The enMotion Flex Paper Towel System incorporates GP PRO's proprietary Dual Roll Auto-Switch Technology, which consumes the smallest roll first and allows for 100 percent usage of each roll before switching to the standby roll. Among the system's

benefits are:

- **Improved Dependability:** The Dual Roll Auto-Switch Technology addresses the frustration of jams and towel run outs, allowing the custodial staff to focus on higher-level cleaning tasks.
- **Reduced Waste:** While typical touchless towel dispensers help reduce waste by 30 percent compared to standard folded towels, the enMotion Flex system eliminates waste by using an entire roll before switching to the standby roll. In addition, because it automatically dispenses each paper towel, the system also helps reduce towel consumption.
- **Enhanced Washroom Experience:** The touchless dispensing design helps improve hygiene, and the Dual Roll Auto-Switch Technology helps ensure a towel is always available when needed, both of which enhance overall customer satisfaction.
- **Improved Sustainability:** The system helps eliminate towel waste and reduce towel consumption, offers recycled and third-party certified towel options, and can help a facility earn credits in several LEED® categories.

To learn more about the enMotion Flex Paper Towel System, visit GP PRO throughout the ISSA Show North America 2018 at booth #3427 or visit www.gppro.com.

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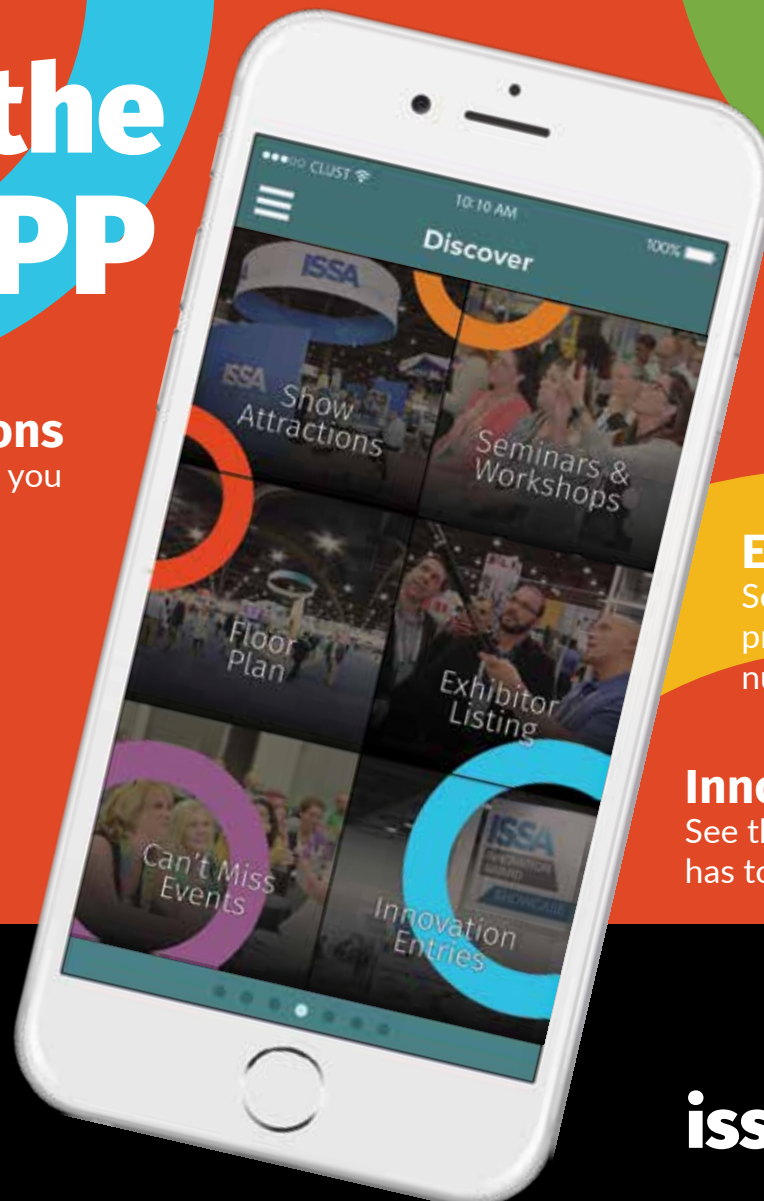
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RETHINKING THE PROFESSIONAL EXPERIENCE

New Kutol Pro Brand for Industrial Hand Care Unveiled

Kutol Products Company unveils its new Kutol® Pro brand of industrial hand care products for preparing, cleaning and restoring the greasiest, dirtiest, hardest working hands. The Kutol Pro line includes new products, updated packaging, and sleek dispensing systems to meet the hand hygiene needs of mechanics, factory workers, construction crews, miners, professional printers, farmers and other tough-job professionals. The new line provides a three-step program for preparing hands before work, hand cleaners to remove grease and grime and a post-work hand moisturizer specifically formulated to restore working hands.

Waterless Hand Cleaners

For workers without access to water, Kutol now offers two hand clean-



New Kutol® Pro brand

ing products: Kutol Pro Heavy Duty Hand Wipes and Kutol Pro CITRA-SOFT Heavy Duty Hand Cleaner.

Heavy Duty Hand Wipes are dual-textured, pre-moistened towels with a remarkable formulation which quickly cuts through oil, grease, tar, inks, paints, lubricants and adhesive residue. The textured side gently scrubs through soils while the smooth side wipes clean. No rinsing is necessary, simply wipe clean and let dry. These wipes are also great for cleaning tools and equipment.

CITRA-SOFT Heavy Duty Hand Cleaner is a new waterless hand cleaner with a refreshing coconut-lime fragrance. It cleans without scrubbers and easily wipes off with a paper or cloth towel.

Sleek, New DuraView® Dispensers

Kutol's DuraView large capacity dispensers have been updated with new, stylish HDPE (High Density Polyethylene) cartridges. The new cartridges, available in 2-liter and 4-liter sizes, are more durable to withstand rugged work environments. The translucent,

easily recyclable material allows users to see the color and soap level of the product.

New Portable Squeeze Bottles

The Kutol Pro brand provides heavy-duty hand cleaners in convenient 22 ounce squeezable bottles for ORANGE SCRUB with Natural Scrubbers, RED BLAST with Pumice and CITRA-SOFT Waterless with No Scrubbers. Small enough for a toolbox or truck bed storage box, these squeeze bottles make it easy to carry from one job site to another.

New 5-ounce Hand Creams

Working hands are exposed to chemicals, grease and grime which can lead to the roughening and cracking of skin. Prior to starting a job, apply BEFORE WORK™ Hand Cream to help repel heavy industrial soils, making it easier to wash them away afterwards.

Keeping skin moisturized is important, particularly for hard-working hands. Use AFTER WORK™ Hand Cream to soothe, moisturize and restore dry skin, helping to prevent irritation and cracking.

New Packaging

The new Kutol Pro label designs convey that these are tough, sturdy, professional-grade industrial products. Packaging options vary depending on the product but includes five ounce tubes, 22 ounce squeeze bottles, flat-top and pump gallons, and 2-liter and 4-liter dispensing cartridges.

There is a heavy-duty hand care product in the Kutol Pro brand for every hard working professional. In addition to the new hand wipes and hand creams, there is a choice of seven heavy-duty hand cleaner formulas in a variety of colors (bright green, tan, orange, light green, dark tan, red and white), scrubbers (pumice, perlite, walnut shells, synthetic and no scrubbers) and fragrances (orange, lemon-lime, cherry, citrus, rainforest, neutral and coconut-lime).

Learn more about Kutol Pro at www.kutol.com.

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DPA Buying Group Adds Twenty-Eight New JanSan Distributors

In the last six months the DPA Buying Group is pleased to welcome twenty-eight new distributor members to its janitorial products division: **AAA Paper & Supply** (Poughkeepsie, NY); **Avondale Supply Group** (Agusta, GA); **Ciega Sanitary Supply** (St. Petersburg, FL); **Commercial Chemical & Vacuum** (Altoona, WI); **Danville Paper & Supply, Inc.** (Danville, IL); **Eastern Janitorial Supply** (Toms River, NJ); **EC Supply** (Hilliard, OH); **Glocecol LLC** (Medley, FL); **Hammons Supply Company LLC** (Concord, CA); **Hiawatha Chef Supply, Inc.** (Escanaba, MI); **L&N Supply Company, Inc.** (Englewood, CO); **Lowell Janitorial Supply** (Lowell, MA); **March Industries, Inc.** (Hampshire, IL); **Morrison Chemical Company** (Savannah, GA); **Nelco Supply Co.** (Pontiac, MI); **North-east Janitorial Supply, Inc.** (Pompton Lakes, NJ); **OPC Direct** (Omaha, NE); **Paragon Supply Company, Inc.** (Upper Darby, PA); **Paramount Chemical & Paper Co.** (Wildwood, NJ); **Payless Janitorial, Inc.** (Ft. Lauderdale, FL); **R.S. Quality Products, Inc.** (Allentown, PA); **Roby Supply** (Dayton, OH); **Sage Indus-**



trial Supply, Inc. (Ontario, CA); **Shields Janitorial & Maintenance Supplies** (Hope, AR); **Superior One Source, Inc.** (Bowling Green, KY); **Tadco Service and Supply, Inc.** (San Jose, CA); **Winpro Solutions, Inc.** (Lenexa, KS); **Worzella's Point Supply LLC** (Stevens Point, WI).
DPA also added several new janitorial & technology suppliers including: **epa-CUBE** (Fort Worth, TX); **Essendant Canada** (Mississauga, ON); **Ettore Products Company** (Alameda, CA); **ForeFront Product Design LLC** (dba Green Gorilla) (East Pittsburgh, PA); **IPC Eagle** (Eagan, MN); **Konie Cups International, Inc.** (Medley, FL); **Phoenix Floor Care** (Grand Rapids, MI).

The DPA Buying Group is a North American buying and networking organization comprised of more than 875 distributors and 230 preferred suppliers in the Janitorial, Industrial, Safety, Public Safety, Packaging and Restoration product industries. For more information about The DPA Buying Group, please visit www.DPABuyingGroup.com or call (800) 652-7826.

Green Seal Team Wants to be Your Partner in Sustainability and Health

We all know that innovations in Research & Development are necessary if companies expect to stay competitive and grow. They are also essential to driving a sustainable economy and protecting the health of people and the planet. Recognizing and elevating these innovations is the goal behind Green Seal's flagship certification program and, more recently, its Environmental Innovation Program.

If you look at the leading companies in the cleaning industry, you will see them pioneering safer, more sustainable strategies. They know that making healthier products and earning certification increases access to high-

value customers, improves community relations, enhances their brand, and boosts profitability. The bottom line is: green products are good for business.

Every year when we come to ISSA, we are inspired by the new advancements that you, its exhibitors, unveil. As a community, we are coming together to teach each other how to enhance our skills, develop innovations, and grow successful companies and organizations. In the spirit of this year's 360 Degrees of Immersion theme, Green Seal wants to equip companies and organizations with the tools they need to create the market-

Industry Veteran Launches New Jansan Consulting Firm Designed to Assist Jansan and Other B2B Companies Grow Their Businesses

Mike Sawchuk, formerly an executive vice president at Avmor and Charlotte Products, both cleaning solutions manufacturers based in Canada, has launched a new consulting firm, Sawchuk Consulting.

"I started Sawchuk Consulting as a way to utilize my extensive and multi-level experience in helping businesses grow and prosper," says Sawchuk.



Mike Sawchuk

"Working with the great people at Avmor, Charlotte Products, as well as UL/Environment, I was able to help these companies build their brands, improve operations and management, and develop new markets and opportunities."

As an example of what he has accomplished, Sawchuk points to his work at Enviro-Solutions, a division of Charlotte Products that manufactures green cleaning solutions.

"Even at the lowest points of the



Great Recession, when many jansan organizations were struggling, Enviro-Solutions was growing more than 30 percent each year, and secured 27 new distributors in the U.S. as well as distributors in Taiwan and Denmark."

Sawchuk says the focus of his new company is to assist senior leaders and the owners of mid-size to large jansan-related companies - manufacturers, distributors, and contract cleaners - with the following:

- Develop and execute corporate strategies that drive sales growth
- Boost revenues and profits
- Offer assistance during management changes
- Build company morale
- Create innovative marketing and PR strategies
- Brand optimization

"Mike has demonstrated repeatedly that he is a tremendous team builder and can get things done, even when there is limited resources" says Gordon McArthur, Founder of Enviro-Solutions and formerly a top executive at Colgate Palmolive.

"He has a thorough understanding of key business strategies and knows how to build teams that get results."

For more information on Sawchuk Consulting, visit www.sawchukconsulting.com.

able, sustainable, and healthy products that customers want. Our team is here at ISSA to answer your questions about earning Green Seal certification and to share free resources that can help you achieve your sustainability goals. Whether you're unsure your product meets our criteria, are pretty sure it doesn't, or are at the leading-edge of eco-innovation, we are here to help you move forward.

We invite all of you to swing by the Green Seal booth (#3650) for a sneak preview of our redesigned website,

modernized digital application, simplified pricing, and to meet our new CEO, Doug Gatlin, a pioneer from the U.S. Green Building Council LEED and Environmental Protection Agency EnergyStar programs.

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Your Green Seal Team

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Spartan Chemical Appoints Fernández Arroyo to Managing Director Spartan Argentina S.A.

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 appointment of Santiago Fernández Arroyo as managing director of Spartan Argentina S.A., effective April 11, 2018.

Mr. Fernández Arroyo brings 21 years industry experience and a wealth of knowledge to Spartan, including achievements in the professional Argentine market of chemical cleaning products with deep knowledge of the Latin American market. As

managing director, Santiago is based in Buenos Aires, Argentina and is responsible for overseeing the Spartan Argentina operations.

Santiago received executive education in IAE and Kellogg School of Management and is currently earning an MBA in Edinburgh Business School.

"We are very proud and excited to welcome Santiago to the Spartan family," said John Swigart, president, Spartan Chemical Company. "We are looking forward to watching Spartan Argentina grow under Fernández Arroyo's direction."

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3M Launches Updated Scotch-Brite™ Surface Preparation Pad Plus

Product updates help pad perform twice as fast when compared to competitors

Facility managers and cleaning staff are the unsung heroes of keeping a facility – including floors, windows and everything in between – looking pristine. Specifically, for floor maintenance, aesthetic goals such as shine and gloss can be nearly impossible to achieve due to heavy and constant foot traffic. Nevertheless, floors are often the first thing that people notice, causing lasting impressions that can impact overall guest experience.

Recognizing the importance of an effective and efficient floor care strategy that ensures optimal results with less effort, 3M recently announced its updated Scotch-Brite™ Surface Preparation Pad Plus. The updated pad – used to remove the top two layers of floor finish with just plain water – features enhanced benefits engineered to maintain better performance throughout the life of the pad.

Providing a cost-effective way to achieve a desired appearance, the Scotch-Brite Surface Preparation Pad Plus has open fiber construction, which lessens clogging and improves productivity by reducing the need to remove and rinse during use. The new pad is also 0.8” thick – twice as thick as the original surface preparation pad at 0.4” and competitive pads at 0.35” – which eliminates the need for a backer pad.

Compared to its competitors, the Scotch-Brite Surface Preparation Pad Plus performs better throughout the life of the pad and is two times faster



Surface Preparation Pad Plus

at removing the top two layers of floor finish than competitive pads.

“Our main objective was to make floor refinishing easier and more efficient for our customers,” said Jesse Lund, 3M Senior Product Engineer. “Utilizing our unique manufacturing technology, we were able to create a highly aggressive pad that removes the top layer of floor finish in one step. Furthermore, we made the pad thicker in order to eliminate the need for backer pad, thus simplifying the overall floor care process.”

“With the overall goal to streamline processes, 3M provided the new SPP pad for us to test at an elementary school in our district,” said Ishmael Benjamin, Operations Manager III at Richardson ISD. “What made this pad special was that it required only water to remove several layers of finish, which it did effectively. We found the new product to be more efficient and were eager to purchase the pad once it officially launched.”

For more information about the Scotch-Brite Surface Preparation Pad, please visit booth # 3933 or 3m.com/SPP.

New Wipes from Spartan Chemical Company Prevent Stains – Don’t Let Stains Set – Attack Them with Clean by Peroxy Multi Surface Wipes

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 availability of Clean by Peroxy Multi Surface Wipes.

Due to their convenience, wipes are the fastest growing segment in the industrial and institutional cleaning industry. (Kline, 2017) Disinfecting wipes make up the bulk of the spend

in this category, but in most cases a cleaning wipe is better suited for the job. The active ingredient in disinfecting wipes is there to eliminate bacteria and viruses, not to clean. Clean by Peroxy Multi Surface Wipes are designed to clean, featuring the cleaning power of peroxide in a convenient, pre-moistened wipe.



Clean by Peroxy Multi Surface Wipes

Truly versatile, Clean by Peroxy Multi Surface Wipes quickly remove everyday soils on any surface, including fabrics and even carpet! Formulated to leave no residue behind, Clean by Peroxy Multi Surface Wipes efficiently and easily clean desks, walls, spills, stains, etc.

“The benefit of the Clean by Peroxy Wipe is that it enables non-cleaning staff to clean on demand,” said John Swigart, president, Spartan Chemical Company, Inc. “Addressing soils and spills as they occur both improves the overall cleanliness of the facility, as well as the efficiency of cleaning operations.”

Clean by Peroxy Multi Surface Wipes are 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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See how Procyon can help to solve your cleaning crisis.



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Spartan Chemical Promotes Swedelson 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 Ron Swedelson to the role of regional manager, effective May 1, 2018.

Mr. Swedelson, joins Spartan as the regional manager for the San Francisco region. Ron most recently served as director of quality assurance for Enviro-Master Services based in Charlotte, North Carolina. While there, Mr. Swedelson was responsible for implementing quality assurance programs for franchise operations. Prior to that,



Ron Swedelson

Ron worked as an area director for Ecolab where he covered the southwest region. Mr. Swedelson also worked as a senior account manager for Swisher, in the Northern California market.

Ron attended Golden Gate University, in San Francisco, California where he received his Bachelor of Arts in business, management and marketing.

Introducing Indoor Positioning. FacilityApps.com opens a new era in professional cleaning with 'Where is my cleaner?' app

Proving that rooms and tasks are done without any manual handling

During the ISSA Show 2018 FacilityApps will launch a completely new functionality. You can now track the exact position of cleaners in a building with the 'Where is my cleaner?' app. If a cleaner has the app from FacilityApps, the exact position within a building is known. This is not only convenient for better communication and interaction, but the position can also be used to see who was in which room and for how long.

time spent in particular spaces and locations. And tasks like cleaning the coffee spots in the meeting room can then be assigned to the nearest cleaner.

Real-time information updates about the status of a room can be based on this as well. In the coming months, we want to optimize the functionality by running several pilots. If you are interested, contact us!"

And next to that, if you exactly know where your cleaners are, you can communicate and interact with them within the context of their loca-



Where is my cleaner? app

Where is my cleaner?

"I'm proud of our team for finishing this app before the ISSA Show 2018," says Dirk Tuip, CEO of FacilityApps. "We're really excited with the possibilities this new app gives to contract cleaners and their clients. It has several benefits where you don't naturally think of."

Evidence based cleaning

For example, you can also see (and provide evidence) the rooms they have been into and which ones not. We could also track the amount of



tion.

Demo at Interclean

Visitors of the ISSA Show 2018 are more than welcome to visit the FacilityApps stand in the exhibit Hall Level 2, Booth 3319. Here you can experience how easy the 'Where is my cleaner?' app works.

For more information, see www.facilityapps.com/iot/.

Case Study: Keeping Dental Clinics Safe and Healthy

The Haliburton Kawartha Pine Ridge District Health Unit in Ontario, Canada is asking all patients of a dental clinic in the area to be tested for hepatitis B, hepatitis C, and HIV. According to the agency, improper cleaning, disinfection, and sterilization of medical and dental instruments in the clinic may cause the spread of infectious diseases such as these.



Pathfinder Imaging Technology

on the goal of keeping facilities clean and healthy."

Evans notes that in this Canadian dental clinic, the team uncovered the following concerns:

Patient Exam Room - Numerous areas were assessed, finding contamination amounts varied throughout the room.

Refrigerator Door Handle - Only small amounts of contamination were found on the refrigerator door handle.

Ceiling Vents and HVAC Systems - High levels of contamination were indicated. The clinic did not know when these areas were last cleaned.

Staff Room - High contamination readings were indicated on several high touch surfaces in the staff room.

On-site Cleaning Equipment - The OptiSolve assessment indicated a high potential for cross-contamination during cleaning activities because the cleaning tools and equipment (mops, brooms, and other cleaning tools) were not properly stored, cleaned, or maintained.

Washroom - Moderate levels of contamination were found in various areas of the restrooms, including the drains.

According to Evans, the OptiSolve technicians pointed out these and other items of concern in the clinic that required action. To their credit, the Clinic started following-up on the recommendations immediately.

"No healthcare facility can 'wonder' if harmful pathogens are present," says the dentist who owns this clinic. "We need to know if they are present and where to focus our [cleaning] efforts so we can reduce potential health and safety risks."

Although the clinic is defending its cleaning and sterilization practices, reporting that their sterilization procedures meet or exceed those required by the Royal College of Dental Surgeons of Ontario, the district health unit remains focused on the fact that two patients receiving dental services at this clinic did contract hepatitis C.

Because of this incident, dental clinics in many parts of Canada are now calling in "surface assessment" experts such as OptiSolve® to evaluate both the strengths and weaknesses of the cleaning provided in their facilities and, most especially, indicate where improvements can be made.

For example, according to Brad Evans with OptiSolve, the following areas were evaluated in in one Canadian dental clinic:

- Patient exam rooms
- Areas such as ceiling vents and drains in treatment rooms, often overlooked in the cleaning process
- Computers, keyboards and screens used in treatment rooms
- Staff common areas
- Washrooms

To conduct the assessment, the OptiSolve technician used their proprietary imaging technology, Pathfinder®. This technology is designed to reveal microbial contamination and indicate precisely where potentially harmful contamination exists in the clinic.

"Our Pathfinder imaging technology makes the invisible visible by uncovering what's happening on a variety of surfaces in the clinic," says Evans. "This technology facilitates a proactive approach to infection prevention and helps determine if the money being invested in cleaning is delivering

EBP Supply Solutions Achieves 100 Year Milestone

EBP Supply Solutions (EBP), a leading distributor of cleaning and food-service supplies and services in the eastern United States, marks its 100th year anniversary. Originally known as Bridgeport Paper, Isidore Baum and his brother Samuel founded the company on September 16, 1918 to support the packaging needs of the thriving manufacturing community around the Bridgeport, CT area. Samuel eventually bought out his brother and renamed the company Eastern Bag and Paper. In 2012, the company was rebranded to EBP Supply Solutions to better convey that its capabilities extend far beyond just bags and paper.



Like most other companies that have made it to the century milestone, EBP has gone through several changes over the years. Through acquisitions and green field expansions, the company has grown from one location, covering a portion of Connecticut, to three locations delivering all along the east coast from Maine down to northern Virginia. Today, EBP still offers its customers the

traditional cleaning and paper items, and its portfolio also includes an expansive foodservice offering, ware-wash and laundry programs as well as industry-leading training and equipment sales & service programs.

From its modest beginning in 1918 to now, EBP has been owned and led by the same family. The current CEO, Meredith Reuben, is the granddaughter of Samuel

and great niece of Isidore, the two founding brothers. When asked about EBP's longevity, Reuben stated, "One of the keys to success for EBP Supply Solutions has been its ability to listen and respond to the changing needs of its customer base. Our customers face stiffer competition and oversight. They challenge us to help them reduce their overall operational costs, offer frictionless service and provide differentiated offerings that work well for them and their customers. As a distribution partner, we provide expert thinking, top brands and service & training to our customers to help them meet their goals and help make them shine."

WAXIE Sanitary Supply Acquires Sac-Val Janitorial Supply

Acquisition brings WAXIE's number of employees to nearly 1,000

WAXIE Sanitary Supply is pleased to announce its recent acquisition of Sac-Val Janitorial Sales and Service, Inc., a leading distributor of janitorial supplies in Sacramento, CA and the San Francisco Bay Area.

"We are excited about our three new locations in the State of California as this purchase will strengthen our position in the region," said Jeff Roberts, President and COO of WAXIE Sanitary Supply.

Under the leadership of President and Owner, Tom Mekeel, Sac-Val has enjoyed a 43-year record of success



Mike Midas, Christopher Saylor and Jeff Roberts of WAXIE with Tom Mekeel, President & Owner of Sac-Val.

This acquisition will bring the two companies together under the leadership of WAXIE's General Manager, Christopher Saylor, with a vision of one system dedicated to servicing customers in the entire state of California and the nine western states currently being served.

"We want to link Sac-Val's valued employees and extensive local knowledge with our technology and proven success in the industry," remarked Mike Midas, Executive Vice President of WAXIE.

"We look forward to the strength it will bring to our Northern California team."



Left: Christopher Saylor, General Manager, Jeff Roberts, President & COO, and Mike Midas, Executive Vice President of WAXIE with the Sac-Val team.

in the Northern California region. Combined with WAXIE's 73-years as an industry leader, the two companies are joining forces to establish a stronger presence and service posture.

Brightwell Dispensers is launching Myriad at ISSA Dallas

Brightwell Dispensers Inc. is excited to launch our new highly anticipated soap and paper dispenser line Myriad to the US market at the ISSA Show in Dallas.

BRIGHTWELL

REVOLUTIONARY DISPENSING SOLUTIONS

Visitors can see the new soap and paper dispenser line unveiled at booth 6760.

Introducing Myriad - Our new soap and paper dispenser line

Unique soap and paper dispensers giving you a multitude of branding and design options.

We have created a unique dispenser line to give you a multitude of branding and design options. Each dispenser has a sleek and stylish design and allows you to tailor the branding to your own business requirements.

My style. My brand. My line.

The Myriad line offers you versatile

dispensers that allow you to brand the units according to your company style. You have the option to distribute our dispensers under your own company's name thanks to our internal branding facility. We also offer own-labelling, a choice of window colours, customisable front covers and finishes to suit any business requirement.*

What are the benefits of the Myriad soap and paper dispenser line?

- Versatile dispensers with a variety of design options to make them unique to your brand
- A multitude of branding and design options
- Modern, sleek and stylish look that adapts beautifully to any environment
- High quality soap and paper dispensers
- Smooth surface for easy cleaning and maintenance



The Myriad line includes the following soap and paper dispensers:

- Myriad 900ml soap dispenser with options to mix and match pumps and containers
- Myriad hand towel dispenser that fits a wide range of hand towels
- Myriad centrepull hand towel dispenser, a practical and robust dispenser that fits perforated and non-perforated centrepull rolls

- Myriad autocut hand towel dispenser that is ideal for environments where hygiene is paramount
- Myriad toilet roll jumbo dispenser, a compact toilet tissue dispenser for busy washrooms
- Myriad waste bin, strong, durable

SC Johnson Professional Innovates to Help Customers "Re-Think the Professional Experience"

TruShot™ Disinfectant Mobile Dispensing System Nominated for Innovation Award at ISSA North America

SC Johnson began its return to the professional market in 2015 with the acquisition of Deb Group. Today, SC Johnson brings Deb Group into an expanded SC Johnson Professional® business that serves as a total solutions provider for industrial and institutional users. The company's purpose is to deliver innovative products and solutions with outstanding performance that respect the environment, create efficiencies, reduce inventories, simplify training and provide a positive user experience.

SC Johnson Professional® is a leading provider of expert skin care, cleaning and hygiene solutions for industrial and institutional users, and builds on a strong company legacy in the professional market dating back to the 1930s.

SC Johnson Professional® incorporates the Deb range of specialist occupational skin care products along with the well-known and highly trusted SC Johnson cleaning and hygiene brands enhanced for professional use. With deep category expertise, the expanded SC Johnson Professional® business provides products ranging from skin care, floor care, surface care and healthcare, as well as solutions for air care, storage and pest control.

"SC Johnson Professional® is bringing innovative, quality products and services to professional markets built on a deep understanding of custom-

er needs and a vision to 're-think the professional experience' with the user in mind," said Luis Zunzunegui, Vice President - SC Johnson Professional®. "We look forward to continued expansion of the SC Johnson Professional® portfolio in the coming years as we grow to meet the needs of customers in markets around the world."

Mobile Dispensing System Nominated for Innovation Award

The SC Johnson Professional® TruShot™ Disinfectant Mobile Dispensing System has been nominated for the 2018 ISSA Innovation Award in the Dispensers category. The TruShot™ system provides properly diluted disinfectant cleaning chemistries on demand, at the pull of the trigger. The durable dispenser has been tested to last up to 250,000 trigger pulls, and the on-board, 10-ounce water reservoir fills at any water source, increasing productivity by reducing re-supply trips to the closet.

Voting is now open HERE for the SC Johnson Professional® TruShot™ Disinfectant Mobile Dispensing System innovation. ISSA members can vote once per day per category.

Visitors are invited to meet with the SC Johnson Professional® team at its booth (#5819) in Dallas, Oct. 30-Nov. 1, to experience the latest innovations and talk about future expansion plans and opportunities for collaboration.

and suitable for any environment

- Myriad Multiflex soap dispenser, designed for environments that require the highest level in hygiene

*MOQs apply

The team will also be demonstrating our latest dosing solutions such as:

- **Chemical Dosing & Dilution** - EC-ORANGE - a wide variety of cost-effective chemical dispensers and systems for precise and reliable chemical management.

- **Soap and Paper Dispensers** - Modular and Mercury line - for all wash-room cleaning and hygiene needs, which also come in different styles to go with your décor.

- **Warewash Dosing** - Quantura line - reliable and efficient warewash dosing systems that meet the demands of commercial kitchens.

- **Laundry Dosing** - BrightLogic - reliable chemical dispensing systems for a wide choice of laundry machines.

Book an appointment to meet Brightwell Dispensers during the show, or visit the company at Booth 6760.

Spartan Chemical Extends CleanCheck Administration to Mobile Devices

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 an update to CleanCheck® enabling administrative functionality on mobile tablets including Apple® iPad.

In an industry with incredibly high turnover rates, thorough and effective training is a must. Today's cleaning operations are tasked with training on-the-go and in most cases, on-site. As a result, mobile convenience is a requirement for cleaning staff training applications.

The recent upgrade to the CleanCheck learning management system (LMS) enables supervisors to perform group training, issue training certification, manage account and user details, add new learners, create and manage groups and run reports, all from their mobile tablet.

"It's very important that we keep our customers on the cutting edge of technology as the software application landscape evolves," says John Swigart, President, Spartan Chemical Company. "Our CleanCheck app takes advantage of tablet convenience allowing supervisors and managers to administer staff training anytime and anywhere."

The CleanCheck LMS is available

free of charge to all registered Spartan product users and is available in both English and Spanish. For more information or to find a distributor near you, visit www.spartanchemical.com.

About CleanCheck®

Trained workers are safer, more productive, and more efficient. Spartan's CleanCheck is the ultimate tool for instilling pride and professionalism, building confidence, minimizing complaints, and cost-effectively managing the talents of custodial staff.

Endorsed by ISSA CITS, as an advance certification program, the bilingual, web-based training system makes fast work of administering instructor-led and self-directed training.

CleanCheck modules cover basic and advanced topics for cleaning classrooms, health care facilities, lodging and hospitality facilities, fitness facilities, offices, restrooms, hard floors, carpets, and kitchen sanitation. In addition, comprehensive safety modules thoroughly demonstrate OSHA GHS HazCom and the Bloodborne Pathogen Standard.

Each online training course includes the following resources:

- Video tutorials
- Instructor manual
- On-the-job training cards
- Web-based testing
- Customizable certificate of completion



CleanCheck Administrative Tools



CleanCheck Administrative Tools

What Cleaning Workers Need to Know About Norovirus

Typically, the "season" for norovirus is late October through April

There are several essential things cleaning professionals should know about norovirus.

These are:

1. Norovirus is known as the "vomiting disease." When people get sick with norovirus, a vomiting incident can spread billions of virus particles that easily infect others
2. Because it is highly contagious, it can spread quickly in virtually any type of facility
3. Rarely do people die of norovirus. View it as a severe case of flu that lasts about three or four days
4. Norovirus germs can live on surfaces for up to two weeks
5. It is seasonal. (See: CDC Norovirus Outbreak Map (<https://tinyurl.com/y875mlsx>))



Spill Kit Courtesy DayMark Safety Systems

This last point is vital for cleaning workers to know because typically the "season" for norovirus is late October through April.

With the norovirus season about to begin, Duane Carey with DayMark Safety Systems, manufacturers of first aid kits, spill kits, and other products

New Program from Spartan Chemical Helps Fitness Facilities Deliver Clean, Healthy Spaces

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 a complete cleaning program for fitness facilities to include; EPA registered hard surface sanitizing wipes and two new skin care products; FitnessCheck™ 2in1 Hair & Body Wash and FitnessCheck™ Moisturizing Conditioner.

Maintaining a clean and healthy fitness facility increases member satisfaction, ensures renewals, and attracts new members. FitnessCheck addresses gym owners' unique needs by integrating a cleaning management application, training, and products into a dedicated program that delivers powerful results.

"Cleanliness is a significantly important aspect in health clubs and fitness facilities. In fact, 90% of members that perceive the gym to be clean are likely to renew their membership," said John Swigart, president, Spartan Chemical Company. "Our FitnessCheck program helps fitness facility owners maintain cleanliness and guarantee customer satisfaction which in turn, helps them improve acquisition and retention."

About FitnessCheck™ Products:

FitnessCheck Moisturizing Conditioner detangles and softens hair leaving it manageable and ready for styling. Perfect for fitness centers, gyms and health clubs, and any other shower room, Moisturizing Conditioner can be used as part of a 2-product system



FitnessCheck™ 2in1 Hair & Body Wash and FitnessCheck™ Moisturizing Condi-

to provide a spa-like experience.

FitnessCheck 2in1 Hair and Body Wash provides a simple, single solution for fitness centers, gyms and health clubs, and any other shower room. With a fast lather and fresh, energizing citrus fragrance, 2in1 Hair and Body Wash wont dry hair and skin.

Hard Surface Sanitizing Wipes are convenient pre-moistened wipes that kill 99.9% of bacteria in just 15 seconds! No sprays, no sponges or rinsing required. The Hard Surface Sanitizing wipes leave a light, clean citrus scent. The two in one action cleans and deodorizes in one easy step. Use on washable hard, nonporous surfaces as well as non-food contact sanitizing areas.

FitnessCheck products are available through Spartan's select distributor network. For more information or to find a distributor near you, visit www.spartanchemical.com.

designed for the professional cleaning industry, answers some of the most common questions many in the cleaning industry ask about this disease:

If someone vomits in a school, office, or restaurant, how can you tell if it is caused by norovirus?

You can't. You must always assume it is and treat it as such.

Must you wear protective clothing when cleaning up such an incident?

Definitely. Some bodily fluid cleanup kits come with all the protective gear necessary to protect the cleaning worker.

Is there a specific way to clean up a norovirus vomiting incident?

Without question. The Centers for Disease Control and Prevention provides instructions. However, some manufacturers of bodily fluid cleanup kits provide more detailed and specific step-by-step information. (<https://>

tinyurl.com/y9yqtdqj)

Should all such incidents be cleaned up the same?

Yes. The same steps and procedures should always be followed. Doing so makes the process second nature to cleaning workers.

Because cleaning up vomit is so unpleasant, are there ways to make it less unpleasant?

Some cleanup kits absorb vomit very quickly. This makes the task more manageable for the cleaning worker and allows the problem area to be cleaned rapidly and more thoroughly.

Established in 1989, DayMark Safety Systems provides the food service industry with efficient, economical, and innovative labeling, as well as other products and services in the areas of facility safety, employee safety, food safety and technology and support. DayMark revolutionized labeling for federal food code compliance with the introduction of DissolveMark™ dissolvable labels; MoveMark™ removable labels; and ToughMark™ repositionable labels.



Duane Carey

Five Reasons the Professional Cleaning Industry Needs Training Videos

In many industries, training videos have become an additional layer of training and instruction. They create a deeper understanding of how to perform specific tasks, and the training they provide appears to have "staying power."

This is important, because studies indicate many people forget most of what they have been taught within 30 minutes of a training session.

While some organizations in the professional cleaning industry such as Kaivac, with their KaiTutor™ training system, have introduced training videos designed for cleaning workers, many others have not realized the power training videos can have.

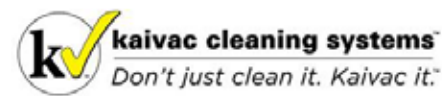
To help jansan industry organizations appreciate their value, here are five of the key benefits of using training videos to teach cleaning workers:

Cost Savings: While training should begin with in-person training instructors, "follow-up training should be turned over to training videos," says Matt Morrison, communications manager for Kaivac. "This can drastically reduce the amount of time [necessary] to train workers, producing significant cost savings."

24/7 365: Some video training systems attach to cleaning equipment so that they can be accessed whenever

and wherever the equipment is used. This way, cleaning workers can review things they have been taught, to make sure they are performing tasks correctly.

Play, Pause, Practice. Training videos are especially valuable when



training new workers. They can watch how a task is performed; stop the video, and then practice performing that task. "Employers... must allow learning by doing to be the dominant teaching method for training because of the potential for costly errors made by novice employees," says Roger C. Schank, Ph.D., formerly with Northwestern University.

Eliminates Embarrassment. When a worker is performing poorly or not performing a task correctly, the reason may be they are too embarrassed to ask for help. Asking for help is not an issue with videos that are available for help at any time.

Worker Engagement. Videos engage and motivate workers, according to Morrison. "They also make people feel like they have their own personal trainer, helping them learn."

How Effective Cleaning Can Keep Fido Safe and Healthy at the Vet

Nosocomial Infections are Increasing in Veterinary Hospitals

We typically hear about hospital-acquired infections (HAIs) - an infection acquired while in a hospital - in reference to humans.

But HAIs are also a problem for pets in veterinary hospitals as well. Its frequency is not well documented, but it is believed to be on the increase.

It appears pets contract these infections in many of the same ways humans do, such as:

- Overuse of antibiotics
- Contaminated medical instruments
- Poor hand hygiene by veterinary staff
- Ineffective cleaning procedures.

"Prevention is key to reducing the number of HAIs whether in a human or pet hospital," says Matt Morrison, communications manager at Kaivac, developers of the No-Touch Cleaning® and OmniFlex™ Cleaning systems.

Some of the preventive measures Morrison suggests are the following:

Awareness. "Even though the research is limited, veterinarians must be aware that [pet] HAIs are a growing problem."

Prudent. Veterinarians should be careful with their use of antibiotics.

Handwashing. Veterinary staff must wash hands before and after treating each animal patient.

Hand Sanitizers. When hand washing is not possible, hand sanitizers can be used, "but staff must rub their hands for 30 seconds to ensure the sanitizer is effective."

Morrison adds that the clinic "environment" is also a source of contamination. "Many bacteria causing HAIs survive on floors and counters for prolonged periods of time. This is where effective cleaning can play a role in reducing these infections."

He recommends the following:

- Develop a daily cleaning schedule with checks to ensure all areas are cleaned
- Institute a "clean as you go" program, so some cleaning is performed throughout the day
- Clean and disinfect floors daily or after each use. "Use disinfectants similar to those used in human hospitals and rotate them. This helps prevent bacterial resistance to a specific disinfectant."
- Avoid using mops. Studies indicate floor mopping in human hospitals can increase hospital-acquired infections.
- Clean examination tables after each use. "Instead of [using] cleaning cloths, surface cleaning systems can prove more effective."

Avmor Celebrates Its 70th Anniversary by Looking Forward to the Next 70 Years

Avmor, a leading manufacturer of professional cleaning solutions, announces it is celebrating its 70th year in business.

While the company proudly looks back on its founding and growth over the years, Mattie Chinks, president of Avmor, says the company is primarily focused on the future.

"We are always looking for ways we can better serve the needs and challenges of our end-customers, which have put so much trust and confidence in our company over the years."

Led by the company's vision, A More Complete Clean, Chinks adds that Avmor's goal will continue to focus on developing cleaning solutions that are effective, help protect human health, and the environment.

"We would not be here today if it were not for the scores of passionate people working for Avmor. Along with our distributors throughout North America, we view these people as the backbone of our company."

Looking back, Avmor has celebrated many milestones over the years, including the following:

- The company introduced its first green-certified cleaning solutions more than a decade ago; today a large amount of Avmor's research and de-

velopment resources still go into developing innovative, environmentally preferable cleaning solutions.

- Avmor is now one of the leading "contract blending" manufacturers in the professional cleaning industry, producing cleaning solutions for other manufacturers and organizations around the globe.

- In recent years, the company has been one of the leading marketers of a unique pair of technologies, Biomor and Ecopure. These products are designed to digest organic soils, grease, and oil, remove odors, as well as promote sustainability in the professional cleaning industry.

- Avmor is the only company to be fortunate enough to have had two staff members serve as president of ISSA, the worldwide cleaning association. This is an elected position, honoring people who are recognized as leaders in the professional cleaning industry.

"While we are proud of these milestones, we remain focused on the future," says Chinks. "We will be introducing many more innovative products and technologies in the coming months that will help solidify our position as a leading player in the professional cleaning industry."

Josh Belcher Promoted to Southeast Divisional Sales 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 Josh Belcher to the role of divisional manager of the southeast division, effective July 1, 2018.

Mr. Belcher brings extensive industry knowledge to the role of divisional manager having served as a Spartan Chemical regional manager in the West Virginia region for the last six years covering Tennessee, West Virginia, North Carolina, and South Car-



Josh Belcher

olina. Previous to his position at Spartan, Josh was employed with JanPak, now operating as SupplyWorks, as a senior account manager for four years.

Josh holds a bachelor's degree in marketing and business management from East Tennessee State University in Johnson City, Tennessee.

JP Gould Acquires High Point Sanitary Solutions

JP Gould announces that its subsidiary Western-BRW has acquired certain assets of High Point Sanitary Solutions, a distributor of Facility Supplies and maintenance equipment with operations in Houston, TX and Ft Worth, TX.

"The acquisition of High Point is the next by Western-BRW in the Facility Supplies business segment and will further augment our existing business base of distributing printing and business papers to commercial printers, and education, and converters" said Eric Harris, President, Western-BRW. With operations in Dallas,

Houston, Austin, Kansas City, Longview, TX, and serving Oklahoma City, the addition of High Point in combination with Baxter enables the

combined company to continue to grow facility supplies in Texas."

Chad Uselman, Co-owner of High Point Sanitary Solutions, commented, "We are excited to become part of the Western BRW family of companies. This partnership brings new opportunities for our customers, employees, and suppliers. We look forward to bringing new ideas and technology coupled with innovative training to the State of Texas."

We want to say "Thank You" to our valued customers. We sincerely appreciate their loyalty and the confidence they've placed in us. As we move forward, we want to assure them that they can count on our commitment to service now more than ever. The future looks very bright."

New Product & Exhibitor Highlights

Spartan Chemical Booth 6037



We make clean simple

See for yourself at ISSA booth 6037

Learn more today at www.spartanchemical.com

Trebor Booth 6454



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Tissue Toweling
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Wisconsin Plastics Booth 5504

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Tariffs and the Professional Cleaning Industry

Tariffs are taxes or import duties imposed on items imported from one country to another. Typically, they are applied in situations where one country wants to "level the playing field," so to speak, to help protect their own manufacturers from foreign suppliers making similar products but charging less.

Sometimes these tariffs are quite nominal, maybe only five percent. In such situations, one country may just be trying to discourage the other country from selling their products at a lower price and encourage them instead, to come to the bargaining table and work out an agreement that works for everyone involved.

In other situations, they are much higher. When this happens, the goal is not necessarily to keep the tariff, but to change another country's behavior. This appears to be what is happening right now with recent tariffs being imposed on various countries.

While good certainly may come of it, there is also a concern if the tariffs will be increased or expand to more products; how long they will last; and how much they will impact specific industries, including the professional cleaning industry.

What we do know now is that the tariffs are starting to be felt on some industries and the longer this plays out, the more possible the tariffs will have a direct impact on the cleaning industry and the jansan supply chain. This means that imported materials, whether finished products or just components of a product used in the manufacturing process, may experience price increases due to tariffs.

How Tariffs Can Impact the Professional Cleaning Industry

Let's take a look at how tariffs can impact a jansan manufacturer, and in so doing, the distributors of those products and the end-customer.

Let's say a U.S. jansan manufacturer of carpet extractors has their equipment made overseas. This is sometimes referred to as "contract manufacturing" or "contract branding." The actual manufacturing of the product is outsourced to a foreign manufacturer, but when delivered, the machine has the look, feel, colors, and logo of the original manufacturer.

Consider a 25 percent tariff being imposed on those extractors. If the machine had previously retailed for \$5000, tacking on the tariff charge will bring that amount up to \$6,250.00

The possible steps the jansan manufacturer and their distributors may take to market the machine under these circumstances include the following:

- The manufacturer and distributors will pass on their added costs directly to the end-customer.
- The foreign manufacturer will absorb the costs, reducing their profit margins. The U.S. manufacturer will absorb the costs, reducing their profit

margins

- The distributor will absorb the costs, reducing their profit margins.

- A "share the pain" scenario will unfold. This is when some additional costs are passed on to the end-customer, some to the distributor, and the rest are absorbed by the two manufacturers.

- The U.S. manufacturer will look for ways around the tariff. For instance, importing the extractors to a third country instead of directly to the U.S. This will work if there are no tariffs on extractors coming from that nation, avoiding the situation entirely.

- The manufacturer will have the product manufactured by another company in another country in which there are no tariffs.

- The manufacturer will move manufacturing of the carpet extractors to this country.

This last step may be one of the underlying goals of a country's tariffs, however, that may be a steep path for some manufacturers to embrace.

The costs of starting a new manufacturing plant can be considerable, as is the cost of hiring scores of new people to work in the plant. In many cases, even with the tariffs, it can still be less costly to have the products made overseas and then imported into the country. As a result, one of the other possibilities just discussed will likely be played out.

Addressing Future Tariffs

When a tariff situation happens quickly, it catches many manufacturers and distributors off guard. Because of this, they will likely have to follow one or more of the scenarios mentioned earlier to address the current situation or work out an arrangement with their foreign supplier.

But how can issues such as this be addressed in the future?

Typically, when a manufacturer decides to outsource manufacturing, they send out a request for proposal (RFP). This includes information on what they want to be manufactured, what standards and criteria are to be followed, etc. In exchange, the third-party manufacturer provides a price for how much they will charge for the machines.

What manufacturers should do now is to address tariffs in future RFPs. Who will absorb the added costs? Can the manufacturer cancel the arrangement if tariffs are imposed and prices rise?

Ultimately, the best option may be to have a Plan B: another manufacturing source for the product.

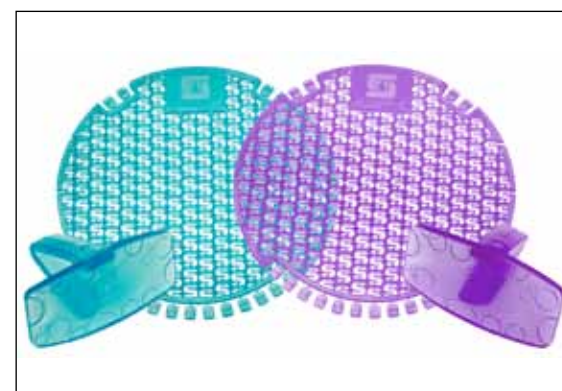
However, it is distributors that may be in the most challenging situation. Smaller mom-and-pop distributors often have to purchase from larger distributors. If the larger distributor passes on additional costs to the smaller distributor, it may be tough for the mom-and-pop to absorb the costs or pass them on to the end-cus-

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tomers. They may be "priced out" and no longer be able to carry the equipment.

But, the situation can cascade throughout the jansan distribution industry. In such cases, being part of a distribution sales and marketing group may be one of the best options to help cushion the situation.

Representing many members and working with its manufacturing partners, such organizations often can negotiate from a position of strength, far more effectively than individual distributors. At the very least, a "share the pain" program can be worked out so that no one group in the supply chain shoulders the full burden of added costs.

Michael Wilson is vice president of Marketing for AFFLINK, a global leader in supply chain optimization, providing clients with innovative process such as the ELEVATE™ process as well as procurement solutions to drive efficiencies and help reduce operating costs for today's leading businesses. He can be reached through his company website at www.AFFLINK.com

Statement from ISSA:

"The most recent round of proposed tariffs will do nothing to remedy China's unfair trade practices while imposing a substantial adverse economic burden on manufacturers of cleaning products and the national economy in general."

ISSA says the recent round of tariffs may do the following:

- Affect intermediate component parts or ingredients used by U.S.-

based manufacturers in the production of finished goods such as mops, buckets, brushes, janitorial carts, and cleaning product formulations.

- Result in Chinese retaliatory actions that can negatively affect U.S.-based manufacturers to remain competitive.

- Cause many manufacturers to raise prices, which in turn will increase costs for their commercial and institutional customers such as hospitals, nursing homes, K-12 schools, and food-processing establishments—in turn compromising their ability to maintain safe and sanitary conditions.

- U.S. manufactured goods in general will be less price competitive than their foreign counterparts, resulting in reduced consumption of U.S. goods and ultimately less domestic production, fewer U.S. jobs, and decreased capital investment.

- Many manufacturers and their distributors may need to cut costs because they may not be in a position to increase their prices and pass along the costs of the tariffs.

- Manufacturers and distributors that sell their products to institutional and commercial customers often are contractually locked into a price and are not able to raise prices to cover tariffs that exceed their margins. Consequently, these companies must look at cost-cutting measures, which usually translates into layoffs and reduced hiring, along with decreased capital investment.

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Jesse Vermeersch Recognized as Milhench Supply Company 2017 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 Jesse Vermeersch, regional manager, Spartan Chemical Company, Inc. was named Milhench Supply Company 2017 Vendor Representative of the Year.

Each year, the Milhench sales team votes on the best vendor representative for that year. The criteria for the award includes responsiveness, product knowledge, presence with a customer, ability to generate leads for new business, willingness to work hard and provide support to the distributor representative.

"Jesse has proven himself very worthy of this award," said Heike Milhench, president, Milhench Supply Company. "He works very hard and gets right back to all of our team, his communication skills are excellent and he has extensive product knowledge. He is young, sharp and high energy and makes an excellent impression with our team and the end user."

The award will be presented to Jesse Vermeersch this Spring at an awards dinner in New Bedford, Massachusetts.

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