

OFFICIAL SHOW DAILY FOR THE ISSA SHOW 2023

SC Johnson Announces 2023 Together We Win Supplier Awards

SC Johnson, an industry-leading manufacturer of household consumer brands, is pleased to announce the recipients of its 2023 Together We Win Supplier Awards. Out of thousands of suppliers in SC Johnson's network, seven were recognized on September 19 at an award presentation event.

The 2023 Together We Win Supplier Award recipients are:
Alpla - Supplier of the Year
Envu - At Work for a Better World Partnership
BASF - Innovation Excellence
Gala Group - External Manufacturing Excellence



SC Johnson Professional Product Line

The recognition event paid tribute to suppliers that contributed to the company's growth and highlighted the company's commitment to quality, sustainability, and innovation.

Takasago - Value Excellence
The Dow Chemical Company - Supply Chain Excellence
LyondellBasell - Supply Chain Excellence

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Spartan Chemical Receives BradyIFS JanSan Sales Support Award

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

dustrial and institutional market, was awarded the BradyIFS Supplier award for JanSan Sales Support.

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Spartan executives John Swigart, president, Bryan Mangum, vice president, sales, Cali Sartor, vice president, marketing, awarded the BradyIFS Supplier Award for JanSan Sales Support

Innovation, Learning & Networking: Yours for the Taking at ISSA Show North America

Show Day 2! After a fun-filled show opening day, keep in mind there are still many things to take advantage of at ISSA Show North America! The Innovation Theater is action-packed; the education program is going strong and there are still networking events to take advantage of!

ISSA Show NA's Wednesday and Thursday lineups include many options to learn, network, and explore the latest innovations and trends in the cleaning industry. Here are some of the highlights that await you at the Mandalay Bay Convention Center.

Wednesday Education

Make your way to the South Pacific EF Ballroom before the show floor opens Wednesday morning for a spotlight session:

Spotlight Event - Doc Hendley

Wednesday, 9:00 a.m. - 10:00 a.m. in the South Pacific EF Ballroom. Join us for a unique individual who advocates and creates clean, drinkable water around the world. Hendley is the founder and current president of Wine to Water, a non-profit aid organization focused on providing clean water to needy people around the world. *All are welcome to attend.*

In between meeting with exhibitors, make sure to stop in for more education sessions and demonstrations in the show-floor theaters:

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Exhibit Hall Hours

WEDNESDAY, NOVEMBER 15

10:00 a.m. - 5:00 p.m.

THURSDAY, NOVEMBER 16

10:00 a.m. - 2:00 p.m.

Breathing Easy: Improving Indoor Air Quality in Schools and Other Close Proximity Facilities

TAKE CONTROL OVER YOUR INDOOR AIR QUALITY

Written by: Jim Flieler, VP of Sales

Indoor Air Quality (IAQ) is a topic that has gained increasing attention in recent years, and for good reason. The air we breathe indoors can have a significant impact on our health and well-being. Nowhere is this more important than in schools and other close proximity facilities, where children and adults spend a substantial portion of their day. In this blog post, we will explore the importance of IAQ in such environments and discuss practical strategies to ensure the air we breathe is clean and healthy.



lead to a range of health issues, including respiratory problems, allergies, and exacerbation of existing conditions like asthma. Children, with their developing respiratory systems, are particularly vulnerable.

Academic Performance: Research has shown that improved IAQ can lead to better academic performance. Cleaner air can help students concentrate better, reduce absenteeism, and enhance overall learning outcomes.

Common IAQ Issues in Schools and Close Proximity Facilities

Ventilation Problems: Inadequate
continued on page 16

The Importance of IAQ

Health Implications: Poor IAQ can



Trebor Tissue! Booth #823

Innovation, Learning & Networking: Yours for the Taking at ISSA Show

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Innovation Showcase & Theater (Booth #2247) and **Solve for X** (Booth #1477). These sessions take place throughout the close of the show Thursday. Stop by the **CleanMeet Lounge** (Booth #1001) to network with your industry peers. Download the **ISSA Show Mobile App, sponsored by R3 Reliable Redistribution Resource** (Booth #2023), at issashow.com/app to find the full schedule of show-floor education sessions.

Changing the Way the World Views Cleaning

Don't miss the ISSA Experience Hub—Booth #647—to see what's new with ISSA, the worldwide cleaning industry association. There, you'll have the opportunity to connect with ISSA staff and subject matter experts to discuss how your association is changing the way the world views cleaning through membership, advocacy, certification, education, media,

and trade show programming.

Finally, plan to meet with the ISSA Charities team to learn about its three signature charities and their impactful missions: ISSA Scholars, which supports youth with scholarships and internships; Cleaning for a Reason, which offers free home cleaning for cancer patients; and ISSA Hygieia Network, which seeks to advance and retain women in the cleaning industry. Get involved with ISSA Charities at Booth #647 located in the ISSA Experience Hub.



We hope your in-person experience at the ISSA Show North America was a productive one! Please plan to join us next year at ISSA Show North America 2024, November 18 - 21, at the Mandalay Bay Convention Center in Las Vegas!

SC Johnson Announces 2023 Together We Win Supplier Awards

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Supplier of the Year Award: Alpla

Alpla has been awarded the Supplier of the Year Award for superior leadership in innovation, impeccable customer service and strong commitment to sustainability – attributes that make up a world-class company and a world-class partner. Alpla is a plastic packaging manufacturer.

At Work for a Better World Partnership Award: Envu

Envu has been awarded the inaugural At Work for a Better World Partnership Award in recognition for support in bringing Mosquito Shield™ and SC Johnson Guardian™ products to life. Envu is a manufacturer of chemicals and insecticides.

Innovation Excellence Award: BASF

The Innovation Excellence Award was given to BASF for an innovative, plant-based pest control formulation that resulted in the launch of 15 new

products and an important place in SC Johnson's portfolio of offerings. BASF is a manufacturer of chemicals and insecticides.

External Manufacturing Excellence Award: Gala Group

Gala Group earned the External Manufacturing Excellence Award for its complete partnership in designing new products, supporting sustainability initiatives and using new technology, resulting in more efficient operations. Gala Group is a manufacturer of candles and home scents.

Value Excellence Award: Takasago

Takasago was honored with the Value Excellence Award for its contribution to new product launches, collaboration with SC Johnson teams and focus on continuous improvement. Takasago is a leading company in the fragrances field.

Supply Chain Excellence Awards: The Dow Chemical Company and LyondellBasell

The Dow Chemical Company and LyondellBasell earned Supply Chain Excellence Awards for their strong supply chain support during weather disruptions and the pandemic.

ACS Cleaning Products is Driven by Innovation

With the recent introduction of three new innovative products ACS is leading the way in the advancement of the cleaning industry.

ACS has designed and built the most incredible stripping pad ever made. The Turbostrip™ Segmented Rotary Pad has 24 cutting edges to bite into the old floor wax and remove it from the floor.

shining pad that performs both operations in one motion. The more often you use it the more gloss you will see.

DUALA is offered as both a low-speed and high-speed version utilizing the same 2001 laminated pad construction as the original 2001 Gorilla laminated UHS pad and the laminated HEAT by Gorilla pad for concrete bonding. The DUALA Low Speed Pad



ACS Industries Antimicrobial Pads

This new patent-pending floor pad invention, Turbostrip™ Segmented Rotary Pad, is an amazing tool for taking wax off the floor. As one of our customers wrote us, "The pad ate through 10 years of wax buildup like a hot knife through butter." We typically hear a reduction of time spent to strip a floor between 30% to as much as 50% depending on the floor and job experience.

DUALA Clean and Shine Pads are our second innovation. The DUALA performs as both a cleaning pad for black marks and surface dirt and a

is a traditional pad that cleans and shines the floor in one step.

Last, but not least, ACS introduced the TrapMaster Disposable Dust Trapping Pad. The TrapMaster is a two-sided air-layed non-woven pad that is 5x thicker than any sheet type and has 10x the tensile, tear and elongation strength featuring an open weave construction that traps more dust, dirt and hair deep into the web structure.

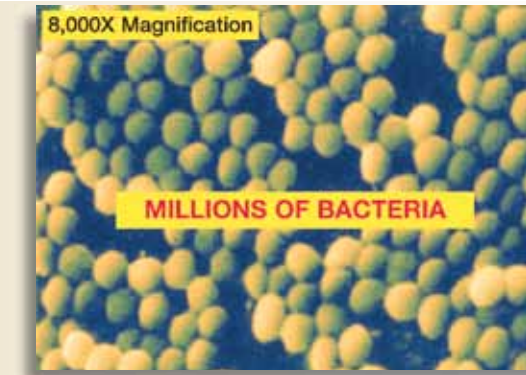
Visit ISSA booth #1847 to learn more

www.acs-cp.com
cleaning@acsind.com

Moving Forward, beyond the Pandemic

COVID-19 has changed how *Cleaning for Health* is viewed

ACS is Innovating For Health! We Built the First & Only Antimicrobial pads!



This Magnified Image of An Untreated Pad Shows Uninhibited Bacteria Growth.



- The broad-spectrum performance of antimicrobial substances makes them perfect for use in hygiene critical environments.
- Customers are looking to clean, sanitize and disinfect more efficiently to create a healthy indoor environment.
- Floors are high contact surfaces too. Contaminants from coughing, sneezing and even speaking eventually end up on the floor.
- ACS is The 1st and only Full Pad Line that is treated with an Antimicrobial Agent baked into the pads.

See Us At
ISSA Booth #1847



CLEANING PRODUCTS GROUP
Scrubble® - ETC - Treleoni® - International

ACS Industries, Inc. • One New England Way, Lincoln, RI, USA 02865
Toll free: 800-222-2880
email: cleaning@acsind.com • www.acs-cp.com



Did you know that keeping high touch areas sanitary reduces absenteeism by

46%

Proper cleaning improves your bottom line

Our unique and innovative service offerings help to increase labour efficiency, elevate the wellness of your people, improve customer satisfaction, and reduce product waste – all through the power of clean!

How It Works



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Research Shows Efficacy and Efficiency of Ready-to-Use, Naturally Derived Disinfectants

Industry professionals and building occupants alike expect more when it comes to sustainable building operations, including cleaning and disinfecting practices.

Since the COVID-19 pandemic, disinfection has become a higher priority for professional cleaners, building occupants and facility managers. The focus on business operations being more sustainable has also intensified. Building occupants, visitors and employees now expect facilities to balance their impact on people and the planet with their bottom line. From cleaning and disinfecting products used in the building to waste management and energy use, organizations are more accountable than ever.

Despite these heightened expectations, cleaning professionals remain hesitant to implement naturally derived products into their cleaning and disinfecting protocols. In fact, a recent survey conducted by CloroxPro found that **67 percent of cleaning professionals remain uncertain of the cleaning effectiveness** of eco-conscious cleaners/disinfectants. Moreover, **58 percent believe implementing eco-conscious cleaners/disinfectants will result in compromised efficiency.**¹

However, research shows that ready-to-use (RTU), naturally derived, eco-conscious cleaners and disinfectants with fast contact times are as effective as traditional products and can lead to time and cost savings over dilutable disinfectants. In a recent real-world study, frontline

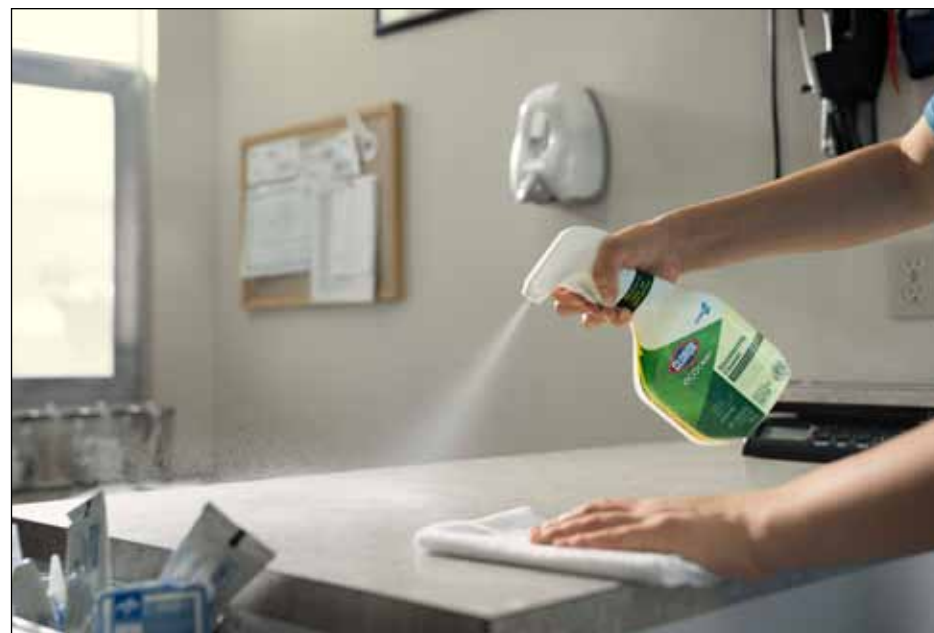


cleaners using Clorox EcoClean™ Disinfectant Cleaner, a RTU disinfectant spray that is EPA Safer Choice and Design for the Environment certified, were able to disinfect an entire classroom in approximately **five minutes**. This is almost **three times faster than a 10-minute dilutable quat solution**. Results also showed RTU sprays can lead to cost savings of over \$1 per classroom entirely due to time savings².

Effective and Responsible Cleaners and Disinfectants

Clorox EcoClean™ is a platform of effective and responsible cleaners and disinfectants that help keep facilities clean and healthy while using EPA Safer Choice and Design for the Environment (DfE)-certified ingredients. The platform currently consists of three products: Clorox EcoClean™ Disinfecting Cleaner, Clorox EcoClean™ All-Purpose Cleaner and Clorox EcoClean™ Glass Cleaner.

Clorox EcoClean harnesses natu-



Clorox EcoClean™ A Platform of Eco-Conscious Cleaners and Disinfectants

rally derived ingredients and the trusted power of Clorox to meet the needs of cleaning professionals looking for more eco-conscious options without sacrificing efficacy or value. For professionals looking to disinfect, Clorox EcoClean Disinfecting Cleaner cleans and kills 99.9% of bacteria and viruses, including cold and flu viruses, SARS-CoV-2, Norovirus, Staph and MRSA in 2 minutes or less when used as directed.

Clorox EcoClean All-Purpose Cleaner and Glass Cleaner offer a cleaning experience that helps facilities cultivate fresh, healthy spaces, with no sacrifice to cleaning efficacy. The all-purpose cleaner is a ready-to-use cleaner that breaks down tough grease and grime, crayon marks and more. The glass cleaner is specifically designed to cut through dirt, smudges and fingerprints, all while helping facilities and organizations meet their

own sustainability goals. What's more, Clorox EcoClean trigger spray bottles are made of at least 25 percent post-consumer recycled plastic and all primary packaging is 100% recyclable.

Committed to Help Create Healthy Public Spaces

CloroxPro's public health mission is part of The Clorox Company's vision to help people be well and thrive in a more sustainable and inclusive world. It's this approach that drives innovation to better serve customer needs, which has been recognized by external partners. For the sixth time, in 2023, The Clorox Company was named a Safer Choice Partner of the Year by the U.S. Environmental Protection Agency.

As expectations of the professional cleaning industry continue to rise, CloroxPro is committed to developing and delivering quality products and solutions that help create healthy spaces and help facilities and organizations progress on their own paths toward a more sustainable future.

To learn more about Clorox EcoClean products, visit www.cloroxpro.com/CloroxEcoClean.

¹Results are from a CloroxPro online survey of 714 Cleaning Professionals fielded in April 2023.

²"Value of Ready-To-Use Disinfectants | CloroxPro." n.d. CloroxPro | Cleaning Supplies for Business, Hospitals & Schools. Available from: <https://www.cloroxpro.com/resource-center/value-of-ready-to-use-disinfectants/>.

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10:00 a.m. – 2:00 p.m.

YOUR GATEWAY TO A
CLEANER, SAFER, HEALTHIER
WORLD



Our business is rooted in clean, so yours can thrive.

Naturally derived products, for a clean that makes an impact.

If a century of industry leadership has taught us anything, it's how to effectively cater to our customers' evolving needs, such as achieving and upholding LEED and WELL certifications. That's why we created Clorox EcoClean™. Our latest product lineup combines the trusted power of Clorox with EPA Safer Choice and Design for the Environment approved ingredients for cleaning experiences that help your business cultivate fresh, healthy spaces and get the job done.



Visit us at **Booth #3316**

Learn more at CloroxPro.com/CloroxEcoClean



Celebrate 100 Years of Cleaning Excellence

First 100 daily booth visitors win a **100th Anniversary Journal & Pen**



Visit Us at **Booth #647**

Spartan Chemical Named a 2023 'Safer Choice Partner of the Year'

Safer Choice recognizes partners showing achievement in the design, manufacture, selection and use of products with safer chemicals

Spartan Chemical, a leader in the specialty chemical industry, is honored to announce it has been named a Safer Choice Partner of the Year for 2023. This recognition from the U.S. Environmental Protection Agency (EPA) celebrates Spartan's commitment to the Safer Choice product certification program and its continued dedication to protecting the health of



Spartan recognized as a Safer Choice Partner of the Year for 2023 from the U.S. Environmental Protection Agency (EPA). Rebecca Kaufold pictured center is Spartan's manager of government affairs and sustainability.

people and the environment.

Since 2008, Spartan Chemical has partnered with the Safer Choice program to emphasize its responsibility toward environmental sustainability and product safety. With a diverse portfolio of 15 Safer Choice-certified products and two Design for the Environment (DfE) certified disinfectants, Spartan has shown steadfast commitment to offering solutions that align with the highest standards of safety and stewardship.

"This recognition is a testament to our core values and the dedication of our team members at all levels," said Cali Sartor, vice president, marketing, Spartan Chemical Company. "We always strive to formulate products that provide excellent results while having minimal impact on people and the environment. This recognition is a pretty clear indication we're moving in the right direction."

Some of Spartan's most innovative Safer Choice-certified products include:

- DfE-certified X-EFFECT® Restroom Cleaner with Citric Acid, which uses Citric Acid and other environmentally preferred components to comply with the current standard for K-12 school districts and higher education institutions, which launched in 2022.

- Clean by Peroxy® RTU is powered by the cleaning power of hydrogen peroxide to quickly remove every-

day soils, including greasy residue, on almost any surface. With a fresh fragrance that says "clean", Clean by Peroxy offers the cleaning performance of a professional all-purpose cleaner in a convenient ready-to-use spray.

- foamyQ® Citrus Fresh is formulated with ingredients made from renewable resources and features a refreshing citrus fragrance. A smart choice for LEED buildings or green cleaning programs, Citrus Fresh can be used as a hand, hair, and body wash. foamyQ™ is the result of years of research, customer feedback and product engineering.

- Clothesline Fresh® Oxygen Detergent EP is a detergent and color-safe bleach in one that naturally brightens colors and whitens whites in the wash! Formulated in partnership with the Environmental Protection Agency's Safer Choice Program, Clothesline Fresh® Oxygen Detergent EP features the power of active oxygen, an environmentally preferred and effective oxidizing agent.

Spartan Chemical not only focuses on product formulation but also endeavors to bring about meaningful change in its operations and business practices. The company's achievements in reducing greenhouse gas emissions and maintaining energy efficiency, even after a 58% increase in total square footage from 2007 to 2022, showcase its commitment to a sustainable future.

In 2021, Spartan launched a Chemical Management Policy (CMP), setting new benchmarks for ingredient transparency, which goes above and beyond the legal requirements. The CMP promises a brighter future by prioritizing the removal of identified chemicals in new and existing product formulations.

Moreover, Spartan's efforts transcend their products. They actively contribute to sustainability by preserving the natural environment, promoting recycling and implementing water conservation strategies in their operations.

"It's not just about creating products; it's about creating a legacy of care, trust and responsibility," added Rebecca Kaufold, manager of government affairs and sustainability, Spartan Chemical Company.

To learn more about Spartan Chemical, visit www.spartanchemical.com.

Spartan Announces PRO-Vention® Antimicrobial Solution

Global Prepared Meals Market Propels Demand for Food Processing Sanitation Chemicals

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 PRO-Vention, a peroxyacetic acid-based antimicrobial solution developed for use in Federally Inspected meat and poultry processing locations

Increased demand for convenience food products is accelerating growth for the global prepared meals market. The billion dollar industry is projected to grow over 6% per year for the foreseeable future. (Fortune Business Insights) Along with the growth for the global prepared meals market, demand for antimicrobial solutions used in the processing of ready to eat foods will also expand at a similar rate.

Antimicrobial solutions are acceptable for direct or indirect contact in or on food, including fruits, vegetables, meat, and poultry, fish & seafoods, marinades & brines. If used as directed, it will help to reduce contamination and cross-contamination of edible food products

PRO-Vention is a peroxyacetic acid-based antimicrobial solution developed for use in Federally Inspected meat and poultry processing locations. When used according to label instructions, PRO-Vention may be used in process water, ice or brine used for washing, rinsing or cooling of processed and preformed ready-to-eat meat and poultry.

"Our product development team is



continuously working to innovate and round out our product category offerings," said John Swigart, president, Spartan Chemical Company. "Our goal at Spartan is to make clean simple no matter how technical or regulated your cleaning and sanitation program



PRO-Vention Antimicrobial Solution

is. We do this by creating products paired with software applications designed to train staff and manage quality and performance."

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

Lee Sherrell Joins Whisk Products as National Sales Director

Whisk Products, a provider of high-quality skin care products and dispensers, has named Lee Sherrell as its National Sales Director. In this role, Lee will focus on company expansion through the growth of distribution partners and the addition of new opportunities through multiple business segments across the United States.

Lee's experience in the commercial, healthcare, and industrial markets and his longstanding relationships in distribution position him perfectly to lead the Whisk Team into new and existing vertical markets and distribution channels primed for organic growth.

Lee Sherrell comes to Whisk with a long and successful history in skin-care. While serving in his role as National Sales Director of Ballard Medi-



cal in the 1990's, Lee helped pioneer foaming hand soap and surgical scrub, both of which were firsts in the medical industry. Later, in his role as West Coast VP of Sales, he helped launch the first foaming hand soap product line for DEBSBS. Recently, Lee served as National Accounts Manager for Kutol Products Company, driving sales across twenty-three states.

For more information on Whisk Products, please visit our website at WhiskProducts.com. Stop by booth 4364 to learn about new and exciting opportunities in hand care.

WANTED

By all cleaning professionals



- Kills COVID-19 in 30 seconds
- Kills bacteria, enveloped and non-enveloped viruses, and fungi
- Disinfects high-touch surfaces in 1 minute
- Patented hydrogen peroxide technology
- Effective, easy and safe

Profect® HP

Hydrogen Peroxide Disinfectant

See us at **ISSA Show booth 3116**

or visit spartanchemical.com/how-to-buy

to learn more



Spartan Chemical Promotes Groth to Director of Laundry and Warewash

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, today announced the promotion of David Groth to the role of director of laundry and warewash, effective July 1, 2023.



David Groth

As a result of Spartan Chemical's continued focus on the industrial laundry and warewash market, Spartan Chemical has promoted David Groth to director of laundry and warewash, overseeing the company's growing program for these key vertical segments.

For several decades now, Spartan Chemical has provided professional laundry and warewash products, training, and management software needed for day-to-day operations. Spartan's Clothesline Fresh® laundry program was launched in 2007 with the SparClean® warewash program following two years later. Since then, the company has continuously in-

vested in innovation, products, training tools, management software, and personnel to provide a world class, unmatched solution for professional laundry and warewash facilities.

"The laundry and warewash segments continue to be a primary focus for us," said John Swigart, president, Spartan Chemical. "David's extensive experience will surely accelerate growth for our distributors and complement our offering in these markets."

David Groth joined Spartan Chemical in 2021 as an industrial laundry specialist. Mr. Groth brings a wealth of experience to his new role with over 30 years' experience in the textile care/chemical industry.

Family-owned and operated since 1956, Spartan Chemical is a leading manufacturer of superior and cost-effective specialty chemical products sold through select, trusted distributors. Developed through conservative, stringent and environmentally responsible practices, with a focus on innovation, Spartan products include industrial cleaners, disinfectants, wipes, skin care, food processing, laundry care, warewash, floor care and vehicle wash products.

DPA Buying Group Reports Record Growth in 2023

As of end of October, the DPA Buying Group has welcomed 22 new suppliers and 138 new suppliers.

The breakdown of new distributors by industry includes: 52 Janitorial, 16 Industrial, 13 Safety, 3 Packaging, 2 Restoration, and 52 Automotive distributors. Additionally, DPA Supplier Sales have increased 14.7% over the previous year.

"DPA sales growth is a testament to the hard work and synergies between our distributor members and preferred suppliers. DPA distributors were resilient throughout the COVID pandemic, and our suppliers were there in their time of need. Now, we are seeing the fruits of those relationships, and we are expecting significant momentum heading into 2024."

Zachary Haines, CEO of DPA Buying Group.

The DPA Buying Group is a North



American buying and networking organization comprised of more than 1,400 distributors and 275 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.

DPA Buying Group Hires New Vice President of Supplier Development

DPA Buying Group, a member-driven marketing and networking organization, welcomes Scott Rouse as VP of Supplier Development.

In his new role, Scott will work closely with the group's preferred

suppliers to increase sales and profits with distributor members, advance product training programs for distributors, and rollout a new and exciting travel incentive program.



Scott Rouse

Scott comes to DPA with 15 years of accounting, finance, and operations experience. He has worked for the nation's top craft beer distributor where he grew and developed the company's expansive supplier portfolio. His areas of expertise include general-ledger accounting, account reconciliation, P&L analysis, cashflow utilization, financial forecasting, budgeting, and inventory management. He also brings experience in the non-profit senior living and healthcare space having managed several prominent accounts.

"Scott brings a wealth of financial and business knowledge to DPA Buying Group and we're excited to utilize his talents as DPA continues to grow and expand," Zachary Haines, CEO, DPA Buying Group.

For more information about joining The DPA Buying Group, please visit us at www.DPABuyingGroup.com or call (800) 652-7826.

Lack of training can be expensive!

LIABILITY \$ LABOR \$ SAFETY \$ TURNOVER



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See us at **ISSA Show** booth **3116** to check it out, or visit spartanchemical.com/how-to-buy to learn more



SUPPLIERS AND DISTRIBUTORS MOVE FORWARD WITH DPA.



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Join over 1,200 distributors & 230 top manufacturer brands today!
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JoinDPA.com

"We've supplemented business with good margin orders."
DPA membership has opened up business opportunities that are traditionally overlooked by buyers and sellers in our segment.
- Brian Magazine, Gem Chemical (DPA Member)

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Spartan's Kaufold Awarded ISSA 2023 Advocate of the Year

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 that Rebecca Kaufold, Spartan Chemical manager of government affairs & sustainability, was awarded as one of three recipients of the 2023 Advocate of the Year by ISSA.

The award recipients were selected by ISSA with input from its Government Affairs Advisory Committee and were presented with the awards in Washington D.C. during National Cleaning Week.

"Rebecca was selected as the manufacturing recipient for being such an engaged and helpful supporter of ISSA's government and regulatory affairs efforts," said John Nothdurft,



ISSA Director of Government Affairs. "Her feedback, assistance, and encouragement over the years has been critical in helping the association more successfully impact legislative and regulatory issues relevant to the manufacturing and sale of industrial and institutional cleaning products."

"Given the complexity of federal and state regulatory compliance, Spartan's partnership with ISSA is invaluable. Not only does ISSA provide



Spartan's Rebecca Kaufold receiving Advocate of the Year Award from ISSA Executive Dir. of ISSA, John Barrett

routine updates on regulations that impact Spartan products, but ISSA events facilitate interactions with our customers and product users, so I understand exactly how our compliance with these regulations is impacting our customers," said Kaufold. "The ability to understand the downstream implications of regulations greatly impacts my ability to successfully negotiate with regulators for compliance that is valuable to our customers. ISSA is a valuable part of the Spartan team, and I am honored to be selected as the ISSA 2023 Advocate of the Year."

The award was presented to Ms. Kaufold by John Barrett, ISSA executive director and John Nothdurft, ISSA director of government affairs at the association's 2022 Clean Advocacy Summit in Washington D.C.

Ryan Elias Recognized as 2022 Lindenmeyr Munroe 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, today announced Ryan Elias, regional manager, Spartan Chemical Company was named the Lindenmeyr Munroe 2022 Vendor Representative of the Year.

Each year, the Lindenmeyr Munroe sales representatives submit a vendor nominee based on the support the vendor provides to both sales and the customer contributing to sales growth. Ryan overwhelming was selected for this honor.

"Ryan consistently goes above and beyond... he is very organized, punctual and great with the customer," said Jeromy Calhoun, vice president, Longview Branch, Lindenmeyr Munroe. "Ryan is not afraid to jump in and get his hands dirty. You will frequently hear Ryan say 'It's the Spartan Way!'... It might be the Spartan way, but Ryan has embraced that philosophy and exceeds expectations."



Ryan Elias

The vendor representative of the year award was presented to Ryan Elias at the Lindenmeyr Munroe 2022 Facilities Solutions Meeting on Thursday, January 12, 2023 in Dallas, TX.

DPA Buying Group Set to Launch New Online Training Platform for Members

Distributor Partners of America (DPA) is excited to partner with Blue-Volt to provide an online product training platform for DPA members. In addition to product training, distributors can advantage of courses pertaining to soft skills, communication, sales, leadership, e-commerce, career development, and much more.

DPA is investing in our manufacturers and distributors, and studies have indicated that product training is an integral part of sales growth and customer satisfaction.



All DPA suppliers will have an opportunity to participate by providing their content and/or training courses



directly to our distributors via this online platform.

A select number of sponsorship opportunities will also be available on a first come, first served basis for any DPA supplier that wishes to help us fund this initiative.

The DPA University will be highly utilized by the group's distributors in all of DPA's product verticals and the website will go live before year's end.

Please contact Scott Rouse about how to be a part of this exciting initiative, scott@dpabuyinggroup.com or (800) 652-7826.

Triple S Membership Advisory Council Elects New Leaders

Triple S is pleased to announce the leadership team for the Member Advisory Council.

Clint Kaeb, Kaeb Sanitary Supply, will continue his outstanding leadership as Chairperson of the Member Advisory Council. Clint will be joined by **Shana Smith, Smith Supply Company,** as our new Vice Chairperson, and **Matt Fowler, House Sanitary Supply,** as Secretary.

The Member Advisory Committee plays an important role in providing guidance, market expertise and rec-

ommendations to staff and the board of directors on Triple S programs. The MAC Chairperson serves as a bridge between council members and the board and participates in Triple S board meetings. Membership of MAC is open to employees of Triple S Member companies.

"We're excited about the new MAC leadership team," said Kevin Chow, Triple S president. "MAC's participation has been instrumental in our decision-making and makes for a stronger Triple S."

Triple S is the original network of independent Jan/San distributors. Our national brand, programs and expertise help distributors keep communities clean, safe and healthy.



Clint Kaeb



Shana Smith



Matt Fowler

Spartan Chemical Receives BradyIFS JanSan Sales Support Award

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The award criteria is based on several factors including field engagement with sales and customers, responsiveness and flexibility, and commitment to BradyIFS. "Spartan was selected as the winner of our Sales Support award because of their relentless commitment to helping BradyIFS gain market share and grow," said Mark Allen, chief merchandising officer, BradyIFS. "We can count on them for the 'best

in class' field engagement and customer support."

The award was presented to Spartan Chemical during the #ONE BradyIFS Conference in Las Vegas, Nevada. The award was accepted by John Swigart, president, Bryan Mangum, vice president, sales, Cali Sartor, vice president, marketing, and the following divisional managers: Tarren Wethington, Josh Belcher, David Muhr, David Cox and Stephen Comfort, Spartan Chemical Company.



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ISSA Elects New 2024 Board Members

ISSA, the worldwide cleaning industry association, is pleased to announce the following individuals have been elected to serve on the 2024 ISSA Board of Directors, which will be led by incoming ISSA President Matthew J. Schenk of Midlab Inc.

- Vice President/President-Elect: Laurie Sewell, Servicon Supplies
- Executive Officer: Adam Camhi, Sunbelt Rentals
- Manufacturer Director: Bill Simpson, Ecolab Inc.
- Distributor Director: Debbie Sardone, Speed Cleaning Inc.
- BSC Director: Ricardo Regalado, Rozalado & Co. Commercial Cleaning.

Returning Board Members

In addition to Schenk, the following 2024 Board members are returning from the 2023 Board:

- Past President/International Director: Matt Vonachen, Vonachen Group
- Secretary: Tom Friedl, Hospesco Brands Group
- Treasurer: Scott Stevenson, KleenMark
- Canada Director: Brock Tully, Bunzl Canada Inc.
- Distributor Director: Michael Chiappe, California Janitorial Supply
- Distributor Director: Laura Ann

- Craven, Imperial Dade
- Manufacturer Reps Director: Jay Shearer, Avison
- Manufacturer Director: Nicole Goulet, Diversey.

Outgoing Board Members

The following individuals complete their service on the board in 2023:

- Harry Dochelli, Essendant
- Valerie Burd, ABM
- Mercer Stanfield, Brame Specialty Co.
- Matthew Urmanski, Essity Professional Hygiene, North America.

"On behalf of the ISSA team, it is my pleasure to welcome the new directors and their fresh perspectives to our 2024 Board as we continue our mission to change the way the world views cleaning," said ISSA Executive Director John Barrett. "I'd also like to thank our returning members for their continued commitment to the association while extending my gratitude to the outgoing directors for their dedicated service to our industry."

ISSA invites all members to greet the new board members when they officially take office at the ISSA General Business Meeting on November 16, from 8:45 a.m. - 9:45 a.m. PT, during ISSA Show North America 2023 at Mandalay Bay Convention Center in Las Vegas.

Spartan Chemical Promotes Galligan and Karabanoff 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, today announced the promotion of Maura Galligan and Nick Karabanoff to the roles of regional manager, effective, July 1, 2023.

Ms. Galligan joins Spartan in the Chicago, Illinois region. For the last ten years, Maura held the role of director of sales and operations for The Commons 1854 in Topsfield, Massachusetts where she was responsible for overall year-over-year growth of the company and its sister operations. Maura also hired and trained staff to plan and execute social and corporate events. Prior to that Ms. Galligan worked in business development for UFP Technologies in Newburyport, Massachusetts where she was responsible to grow market share and provide innovative, custom engineered components and packaging within the medical, automotive, aerospace, defense, industrial and consumer markets.

Mr. Karabanoff joins Spartan as a regional manager for the Baltimore/Washington DC region. Nick most recently served as regional sales director & district operations manager for 18 years working at Compass Group in the canteen sector in Washington, DC. While there, he led a team of customer service managers while simultaneously developing strong sustainable relationships with national account partners and executive decision makers. Nick also implemented sales strategies to ensure profitable market growth through the procurement of new foodservice clients.

At Spartan Chemical Company, we make clean simple®. We are a recognized leader in cleaning and sanitation solutions for the industrial and institutional market. As a proud US employer, Spartan formulates and manufactures high quality products from our state-of-the-art facility in Maumee, OH and sells both domestically and internationally through a select network of distribution.



Nick Karabanoff



Maura Galligan

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CASCADES PROactively Sustainable Keeping your Business Ahead of the Game

Today's consumer is an intentional shopper with a clear list of priorities, and more are choosing to prioritize eco-conscious brands in an effort to minimize their environmental footprint. But when you're making larger purchases, such as hygiene products, this can seem daunting. How do you know what your customers will consider sustainable? Are there materials, certifications or other qualities you should be looking for?

It just so happens that sustainability has been part of the Cascades PRO® DNA since day one, so we can help guide your decisions to ensure your customers get what they want.

Choose recycled fibers

An easy way to ensure the products you offer are more sustainable is to look at their production materials. According to a study we conducted in 2022, 92% of consumers feel they are making a positive impact when they choose paper products made from recycled fibers.

At Cascades PRO®, we work hard to make sure we offer our customers a range of products that follow such market trends. Over 70% of our products are made with 100% recycled fibers, including refills for the Tandem® dispensers, so you're sure to find something that meets your customers' needs.

Add compostable options to your product selection

The famous 3Rs are a key principle of sustainable development: Reduce, reuse and recycle. For most tissue and towel products, reducing is made easy with solutions like the Tandem® controlled-system dispenser.

Cascades PRO®

Reusing is trickier for most paper products because they're at the end of the material's life cycle. At Cascades PRO, however, we're committed to supplying products with end-of-life sustainability. That's why we provide compostable products made of materials that can decompose quickly into natural elements, whether in a composting environment like an industrial or municipal composting facility, without damaging the environment.*

In fact, we've worked hard to ensure that most of our products that might end up in the trash, such as napkins, kitchen roll towels and hand towels, are now third-party certified for their compostability. By choosing such products from Cascades PRO, you know you're always offering options that are either certified by the Compost Manufacturing Alliance (CMA) – a world leader in industrial composting standards – or that meet the criteria of other third-party certification bodies. Some of these include:

- Green Seal, which establishes high standards for product performance and fiber sources, restrictions on hazardous chemicals, and limits on water and energy use in the manufacturing process.
- Green-e, which focuses on clean energy standards and provides resources to help companies move away from non-renewable energy sources like coal.
- UL Solutions, which measures multiple environmental factors like greenhouse gas emissions, energy and water use, product components, among others.

• Forest Stewardship Council (FSC), which verifies that companies sustainably source materials from forests in an effort to avoid deforestation and protect biodiversity, the

A Sustainable Line of Products

With our products, being PROactively sustainable is easy.

- More than 70% of Cascades PRO's tissue products are produced with 100% recycled fibers.
- Cascades PRO now offers products that are certified by the Compost Manufacturing Alliance (CMA), a global leader in industrial composting standards. This ensures that products that might otherwise end up in the trash (like kitchen roll towels, hand towels and napkins) can be composted.*
- Many of our Tandem® dispensers are designed with a stub roll feature, so they can use up to 100% of every paper roll. Also, many have replaceable parts, ensuring a longer working life – and less waste.

To learn more about how we commit to sustainable development, visit our Sustainability page.

workers and communities involved in the industry.

Today's consumer looks for these certifications as a reassurance that they're making responsible choices. In fact, 59% of those surveyed consider a product to be sustainable when they see a stamp of approval from a sustainability certification organization. With a roster of products that proudly meet these certification criteria, Cascades PRO can provide you with what customers in your market are looking for.

We hold ourselves to high stan-

dards for all customers – yours and ours alike – and for the Earth. Cascades PRO is deeply committed to offering sustainable solutions for all our products through continuous efforts towards improving our manufacturing process to reduce our impact on the environment. Recognized as one of the world's most sustainable corporations, our efforts to maintain a sustainable business model are paying off.

* The products under this certification are suitable for industrial and municipal composting facilities, not for home composting. Please check locally, facilities may not exist in your area.

Triple S Announces New Board of Directors

Triple S Board of Directors were recently elected at the Annual Stockholder's meeting for the upcoming year. We're pleased to announce that Joseph M. Ellis, Lansing Sanitary Supply, Lansing, MI, will serve as chairman of the board. Eric Cadell, Dutch Hollow Supplies, Belleville, IL was elected secretary, and Craig Gilroy, Triple S, will serve as treasurer.

The board and staff welcomes two new directors elected to the board: Jerry Kelly, EnviroClean, Fresno, CA, and Shawn Snyder, PR Chemical & Paper Supply, Pensacola, PR.

"We're excited to welcome Jerry and Shawn to the Board", stated Kevin Chow, president. "We look forward to them providing fresh perspectives and energy to the board. As we continue to grow and evolve, their insights will play a pivotal role in shaping our strategic decisions and ensuring that we remain a leader in the industry."



The Triple S board consists of:

Joseph M. Ellis, Lansing Sanitary Supply, Inc., Lansing, MI
 Kenneth R. Crutcher, Kenway Distributors, Inc., Louisville, KY
 John B. Treat, Treat's Solutions LLC, Oklahoma City, OK
 Michael R. Chiappe, California Janitorial Supply, San Jose, CA
 Eric Cadell, Dutch Hollow Supplies, Belleville, IL
 Adam Uselman, Bruco, Inc., Billings, MT
 Daniel Josephs, Spruce Industries, Rahway, NJ
 John Slater, Performance Chemical & Supply, Inc., Tinley Park, IL
 Bobby Zagers III, Gem Supply Company, Inc., Orlando, FL
 Shawn Snyder, PR Chemical & Paper Supply, Pensacola, FL
 Jerry Kelly, EnviroClean, Fresno, CA
 Triple S is the original network of independent Jan/San distributors. Our national brand, programs and expertise help distributors keep communities clean, safe and healthy.

ABCO Cleaning Products Mops Nominated for 2023 ISSA Show Innovation Award

ABCO Cleaning Products, a leading provider of sustainable cleaning tools, announced that its Natura Yarn Mops are nominated for the 2023 ISSA Show Innovation Award.

ABCO's Natura Yarn Wet and Dry Mops are produced using sustainable and innovative manufacturing processes. This product line has helped reduce nine million pounds of clothing scrap waste that would otherwise end up in landfills.



"We're grateful to have been nominated for this year's ISSA Show Innovation Award," shared Carlos Albir, Jr., Vice President of Operations at ABCO. "Finding innovative and sustainable cleaning solutions that help protect the planet is at the heart of our mission. This nomination shows that our work has not gone unnoticed."

The ISSA Show Innovation Award will be presented to one company whose product has made an impact in the professional cleaning industry. Building Service Contractors (BSCs), in-house service providers, distributors, residential cleaners, associates

and manufacturer representatives are eligible to vote. The winner will be announced at the 2023 ISSA Show North America which takes place November 13-16, 2023. This year's show is located at the Mandalay Bay Convention Center in Las Vegas.

In addition to being nominated, ABCO will showcase its new products to help meet the various needs of facilities and professional cleaning teams. New products include a 28-quart office waste can, a 23-gallon round waste cans with easy-lift venting channels, a waste can dolly and a janitor cart.

"We have a lot of new products that we're eager to show attendees this year," added Albir.



Vote for Natura Yarn Mops for this year's ISSA Show Innovation Award. Voters may only submit one vote per product. To learn more about ABCO's innovative sustainable cleaning tools and manufacturing practices, visit www.abcoproducts.com.

Spartan Chemical Expands Food Processing Sanitation Team

Spartan Chemical Company, a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced the promotion of Jim Miller to the role of corporate manager - food sanitation specialist, effective July 1, 2023.

As a result of Spartan Chemical's growth in the food processing sanitation market as well as industry growth as a whole, Spartan Chemical has promoted Jim Miller to the role of Corporate Manager - Food Sanitation Specialist.

For decades, Spartan Chemical has provided food processing facilities with solutions for their sanitation operation. Spartan's food processing sanitation program helps processors protect their brand by eliminating foodborne pathogens, such as Listeria, through personnel hygiene, employee training, sanitation chemicals, standard operating procedure establishment and management, and dispensing and dilution control.

"The food sanitation segment continues to be a primary focus for us," said John Swigart, president, Spartan Chemical. "We are responding to the fast-paced growth in this vertical and adding additional resources." Mr. Miller brings extensive industry knowledge to his role, having served as regional sales manager of the Chicago region with Spartan for the past thirty-seven years. Jim's new role will have him working with Spartan's regional managers to develop new food processing opportunities for distributor partners.



Jim Miller



At Spartan Chemical Company, we make clean simple®. Family owned and operated since 1956, Spartan Chemical is a leading manufacturer of superior and cost-effective specialty chemical products sold through select, trusted distributors.

Developed through conservative, stringent and environmentally responsible practices, with a focus on innovation, Spartan products include industrial cleaners, disinfectants, wipes, skin care, food processing, laundry care, warewash, floor care and vehicle wash products.

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Breathing Easy: Improving Indoor Air Quality in Schools and Other Close Proximity Facilities

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ventilation can lead to a buildup of pollutants, including carbon dioxide and volatile organic compounds (VOCs). Stale air can make occupants uncomfortable and less productive.

Mold and Moisture: Dampness and mold growth can contribute to respiratory problems and allergies. Identifying and mitigating moisture sources is crucial.

Chemical Contaminants: Schools often contain a variety of chemical contaminants, from cleaning products to building materials. Proper storage and use of these substances are essential for IAQ.

Enviro-Solutions® offers many products with low VOC's. By using products such as these, we reduce the emission of harmful chemicals into the air which will help contribute to better indoor air quality and a healthier environment.

A common practice is to use air fresheners for unpleasant odors, however, most air fresheners are only masking the odors and are contributing to high VOC's. The most beneficial way to remove odors and not add harmful VOC's to the indoor air quality is to use bio-enzymatic products.

Bio-enzymatic products are formulated to specifically dispose of soils safely and rapidly. They contain the necessary quality and quantity of specific non-pathogenic enzyme systems, both aerobic and anaerobic bacteria and microbial nutrients. Bio-enzymatic products work quickly and efficiently to digest chemical and organic wastes with no odor or noxious gas.

Strategies for Improving IAQ

Proper Ventilation: Ensure that ventilation systems are well-maintained and provide a steady supply of fresh outdoor air. Regularly change filters and consider using air purifiers where

needed.



Moisture Control: Address water leaks promptly to prevent mold growth. Implement moisture-resistant construction materials and practices.

Reducing VOCs: Choose low-VOC building materials, paints, and cleaning products. Use them in well-ventilated areas and during times when the facility is unoccupied.

Air Quality Monitoring: Invest in IAQ monitoring systems to detect and address problems promptly. Real-time monitoring allows for proactive measures.

Education and Awareness: Teach students and staff about the importance of IAQ and the steps they can take to improve it. Encourage good habits like proper ventilation and reducing clutter.

Policy and Regulation

1. Advocating for strong IAQ policies in schools and close proximity facilities is crucial. Governments and educational institutions should:
2. Establish IAQ standards and guidelines for schools.
3. Allocate resources for IAQ improvement projects.
4. Regularly inspect and maintain HVAC systems.
5. Promote the use of green building materials and practices.

Improving Indoor Air Quality in schools and close proximity facilities is a vital investment in the health and well-being of students, staff, and occupants. By addressing common IAQ issues and implementing proactive measures, we can create learning and working environments that promote health, productivity, and overall quality of life. It's time to take a breath of fresh air and prioritize IAQ for the sake of our future generations.

Spartan Chemical Receives Exceptional Sales Support Award from Aramsco

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, was recognized by Aramsco with the Exceptional Sales Support Award. The Award represents the dedication that Spartan provided to Aramsco in 2022.

"We rely on our suppliers for innovative products and solutions, as well as field sales support to open new revenue opportunities," said Paul Gonzalez, product category manager,

Aramsco. "With the support we get from Spartan, choosing them as the recipient of this award was a no-brainer for us!"

The award was presented to Spartan Chemical during Aramsco's NeXus 2023 event; the company's annual trade show at The Mirage in Las Vegas, Nevada. The award was accepted by Bryan Mangum, vice president, sales, David Muhr, divisional manager and Tarren Wethington, divisional manager, Spartan Chemical Company.

GP PRO Seeks ISSA Innovation Award for Tissue Dispenser that Optimizes Productivity, Waste Reduction, and Hygiene

See the new Compact Quad® Plus Toilet Paper Dispenser at GP PRO Booth #3240 and ISSA Innovation Booth #2247



GP PRO, a division of Georgia-Pacific and a leading maker of advanced dispensing solutions for commercial facilities, is excited to announce that it is seeking an ISSA Innovation Award for its newest tissue dispenser at ISSA Show North America 2023.

The Compact Quad® Plus Toilet Paper Dispenser, which is launching in Q1 2024, was developed with direct input from maintainers to address their continued need for restroom equipment that helps optimize productivity, waste reduction, and hygiene, as well as with anthropometric data to improve the overall user experience.



Compact Quad® Plus Toilet Paper Dispenser

Notable features of the new dispenser include a roll spindle system with four independent roll holders that drop into the loading position when the dispenser is open and the holder is empty, which helps reduce load time by 40% compared to the previous model (CBT-23-1083853); a patented tissue roll lock mechanism that helps prevent stub roll waste and, when used with Compact® Coreless Toilet Paper, allows for nearly 100%

roll usage; translucent sliding doors that help protect rolls not in use from cross contamination while informing the user of a ready supply; and a new push lock that is relocated to allow easier maintainer access when an ADA-compliant grab bar is present. Similar to its predecessor, the Compact Quad Plus Toilet Paper Dispenser holds up to 6,000 two-ply sheets, helping to reduce roll changes and ensure a steady supply.

"From day one, GP PRO has approached product design with the maintainer in mind and with an emphasis on hygiene, productivity, and waste and cost reduction," said Ronnie Phillips, senior director of Wash-room Innovation at GP PRO. "The new Compact Quad Plus dispenser is our latest example of this and of how our innovative thinking can result in a product that, though seemingly ordinary, is quite extraordinary in its design, functionality, and benefits."

Added Phillips, "We are thrilled to showcase the new Compact Quad Plus dispenser at ISSA Show North America 2023 and are extremely proud to introduce a product whose innovation, we believe, is worthy of recognition."

ISSA Show North America 2023 attendees can vote online for the Compact Quad Plus Toilet Paper Dispenser through November 14 at 5 pm (PDT). The dispenser will be on display throughout the show at GP PRO Booth #3240 and ISSA Innovation Booth #2247.

The Life of a Respiratory Droplet

The correlation between surfaces and the spread of disease
by Robert Kravitz

The U.S. Centers for Disease Control and Prevention (CDC) has traditionally held that floors—in most situations—are "non-critical" surfaces when it comes to stopping the spread of infection. The organization has long believed that those surfaces we touch with our hands—typically referred to as high-touch surfaces—are those we must be most concerned about.

Consequently, floor hygiene is not that high on the CDC's list regarding infection control and prevention. This is true in all types of facilities, from health care (including pharmaceutical facilities) and education to commercial and office space.

However, even before the COVID-19 pandemic, researchers had begun asking the CDC to reconsider this stance. For instance, a 2017 study published in the American Journal of Infection Control concluded that floors harbor potentially dangerous germs that warrant reclassifying them as "critical" areas for disease transmission. The researchers came to this conclusion based on studies in hospital settings where they found Methicillin-resistant Staphylococcus aureus (MRSA) and vancomycin-resistant enterococci (VRE) on floors.

After health care workers touched

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Spartan Chemical Promotes Hernandez, Stephens and Walters 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, today announced the promotion of Art Hernandez, Matthew Stephens and Frank Walters to the role of regional manager, effective October 1, 2023.

Mr. Hernandez joins Spartan as the regional manager for the Northern California region. Prior to coming to Spartan, Art worked for five years as territory manager for Applied Adhesives in Sacramento, California where he focused on the management of strategic partners across the region including programming, staffing, and implementation, as well as marketing and business development strategies. Art grew his territory to over \$3 million for the first time since Applied began servicing the area. Prior to that, Art worked for five years at VERITIV Corp. in Sacramento, California. In this role, Art responded to and negotiated tax supported agency bids, maintained contractual agreements with those agencies, and pursued new accounts while conducting quarterly business reviews for those accounts. Art established himself as a government segment expert with sales surpassing \$4 million within a year and a half, which earned Art a role as an Enterprise Representative.

Art attended California State University, Sacramento in California, where he received his Bachelor of Science in Criminal Justice.

Mr. Stephens, who has responsibility for the East Texas region, most recently served as client relations director for Avenna Healthcare in Tyler, Texas for five years. While there, Matthew drove revenue growth and worked with location management to ensure profitability. Additionally, Matthew oversaw sales in multiple departments and provided education to patients, hospital staff, physicians, and community members concerning company services. Prior to that, Mr. Stephens spent ten years as account manager at Dixie Paper Company in Tyler, Texas where he prepared bids, processed orders, provided machine demonstrations, called on accounts, and managed his territory to maximize opportunities for new customers.

Mr. Walters most recently served as district manager for Speedway/7-11 throughout upstate New York for the last five years. Frank was responsible for directly driving sales and profits for a multi-unit area of store locations, as well as overseeing the overall condition of all stores including cleanliness, food services, food sanitation, and merchandising. Prior to that, Mr. Walters spent over six years as director of sales and operations at Global Manufacturing in Albany, New York. Frank was responsible for all areas of business ownership which provided experience in manufacturing, wholesale sales, retail sales and buyer negotiations.



Frank Walters



Art Hernandez

DPA Vice President Recognized with Forty Under 40 Award

Jarred Kennedy, DPA Buying Group, Vice President was recognized as a 2023 Forty Under 40 award recipient by the Cincinnati Business Courier. The awards reception took place at the MegaCorp Pavilion at Ovation in Newport, Kentucky on September 28th. The award honors individuals who are making a difference in their profession and in the community. The emphasis is on leadership and potential leadership- whether it is in business, politics, the arts, non-profits, education, healthcare or public service.

"Jarred Kennedy plays an integral part in DPA's growth, and we

Frank attended Arizona State University in Phoenix, Arizona where he received his Associate of Arts in Business Administration and Management and a Bachelor's degree in Political Science and Government.



Jarred Kennedy



DPA BUYING GROUP

are thrilled that he was honored with this award. His work ethic is second to none. Jarred also possesses natural 'people skills' which further compliment his drive and determination. Jarred is totally committed to helping DPA and our member companies grow and succeed. He is very deserving of this recognition." Zac Haines, DPA CEO.

The DPA Buying Group is a member-driven marketing and procurement organization of independent distributors and national suppliers in the Janitorial/Sanitary, Safety Equipment & Clothing, Industrial, Packaging and Restoration industries. DPA distributors work with the group's preferred supplier partners for mutual sales and growth opportunities.

To learn more about DPA Buying Group please visit www.DPABuyingGroup.com or call (800) 652-7826.



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To learn more, and to make your own tax deductible donation, visit: www.issacharities.org

Visit the ISSA Charities booth 647 to help us reach our goal of \$100,000 in donations to celebrate ISSA's 100 Year Anniversary!

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The Life of a Respiratory Droplet

continued from Page 16

The U.S. Centers for Disease Control and Prevention (CDC) has traditionally held that floors—in most situations—are “non-critical” surfaces when it comes to stopping the spread of infection. The organization has long believed that those surfaces we touch with our hands—typically referred to as high-touch surfaces—are those we must be most concerned about.

Consequently, floor hygiene is not that high on the CDC’s list regarding infection control and prevention. This is true in all types of facilities, from health care (including pharmaceutical facilities) and education to commercial and office space.

However, even before the COVID-19 pandemic, researchers had begun asking the CDC to reconsider this stance. For instance, a 2017 study published in the American Journal of Infection Control concluded that floors harbor potentially dangerous germs that warrant reclassifying them as “critical” areas for disease transmission. The researchers came to this conclusion based on studies in hospital settings where they found Methicillin-resistant Staphylococcus aureus (MRSA) and vancomycin-resistant enterococci (VRE) on floors.

After health care workers touched objects that had been in contact with the floors, MRSA was found on the hands of 18% of the workers and VRE on 3%. But how did these and other pathogens get on the floor? There are many ways, but one of the most common is through the transmission of respiratory droplets from infected people.

Understanding human droplets and aerosols

Before we begin our exploration, we should clarify that in May 2021 the CDC categorized three ways people

could be infected by the coronavirus SARS-CoV-2 and its variants that cause COVID-19 disease:

Inhalation of air carrying very small droplets and aerosol particles that contain virus.

Deposition of virus carried in exhaled droplets and particles onto exposed mucous membranes in the mouth, nose, or eye.

Touching mucous membranes in the mouth, nose, or eye with hands soiled by exhaled respiratory fluids containing virus or from inanimate surfaces contaminated with virus.

With that said, typically, the life of a respiratory droplet starts with the following activities, cited in a classic study in the Edinburgh Medical Journal:

Normal breathing from the nose—none to a few droplets are released into the air

Talking loudly—a few dozen to a few hundred droplets

A single cough—up to a few thousand

A single sneeze—a few hundred thousand to a few million.

Along with knowing what human activities release the most droplets or aerosols, we need to understand trajectories. If an infected person exhales, talks loudly, coughs, or sneezes, the respiratory droplets turn into aerosols and can travel as far as six feet from their source. During this time, they can be inhaled by others, spreading infection.

However, these droplets are generally not in the air for a long time. Instead, they soon land on nearby surfaces, including floors. But this is not necessarily their final resting ground.

Due to room airflow, pathogens may be stirred up and moved from one floor area to another area or surface. Further, pathogens can collect on mops and in the mop water during the floor cleaning process, spreading them from one floor area to another.

They can also be disturbed when someone walks over the floor. The droplets, formerly on the floor, can become airborne, which means that walkers inadvertently carry them a considerable distance, potentially spreading infection.

Eventually, however, they resettle on floors where they can pose a risk to anyone who comes in contact with them, directly or indirectly. This is how the health care workers mentioned earlier came in contact with MRSA and VRE—by touching objects that had been in contact with the floor.

Droplet death

When it comes to the life of a respi-

ratory droplet, there is one final thing we need to discuss—death. Infectious respiratory droplets eventually die, but measuring how long they survive is not always easy.

For instance, the life span of a pathogen is typically measured in a laboratory setting where the indoor environment is controlled and hospitable to growth. A pathogen that may live only a few minutes on a cold, dry office floor may live a few hours, even days, in a warm, moist lab setting.

Furthermore, even though a disease-causing pathogen is found on the floor or any other surface, it does not mean there is enough of the pathogen to make anyone sick.

“If a virus lands on something like a chair or table, it starts dying pretty quick,” explains infectious disease specialist and physician Frank Esper. “We may be able to find some viable virus after a few days, but it’s thousands of times less than what was originally deposited. As soon as the virus hits something that’s not alive and certainly not a human, it’s not going to do very well.”

Our responsibility

Now that we have a better understanding of respiratory droplets, we need to emphasize that cleaning professionals can help minimize contact with disease-causing droplets and keep building users healthy. It is our duty and our industry’s calling. It starts with having an effective infection prevention and control program in place.

“Infection prevention in a facility must be holistic,” said Patricia Olinger, executive director of the Global Biorisk Advisory Council™ (GBAC™), a division of ISSA. “It is important that we complete a site and program risk assessment identifying the points of concern—items such as where are the touch points that you should focus on. We need to ensure that we are cleaning for health, what we are doing is making a difference, and measuring it. We must be putting in place a scalable response to become resilient.”

Critical components of an effective infection prevention program include:

Recognize that all usable areas of a facility may be “critical” when it comes to preventing the spread of infection. We can no longer wait for the CDC to recognize this fact about floors.

Identify and record—in writing—all high-touch areas that need to be cleaned and disinfected, and how frequently. Formalizing this in writing helps to ensure these areas are cleaned and disinfected.

Bring in a third party to walk through the facility to look for high-touch areas. A fresh set of eyes can find areas that are often overlooked.

Know how and who uses a facility. Do children or older adults use the facility? If so, more intensive cleaning and infection control measures are necessary because these building users have weaker immune systems. Conversely, intensive cleaning may

not be required in an office building with few children or older patrons.

Select cleaning solutions, systems, and methods that have been proven to remove pathogens from surfaces.

Floor mopping is the fastest and most efficient way to clean floors. However, mopping can spread contaminants. To prevent this, change mops and cleaning solution frequently, as often as after every floor area/room is cleaned. Consider the use of dual-bucket floor cleaning systems—one bucket houses cleaning solution and the other holds soiled water to help prevent the spread of contaminants.

Finally, test and test again. According to Steve Ashkin, president of The Ashkin Group and advocate for green and sustainable cleaning, the new Safety First credit from the U.S. Green Building Council’s LEED program requires the use of adenosine triphosphate (ATP) meters to evaluate surfaces to help ensure they are free of contamination. “The credit instructs cleaning professionals to prioritize spaces and surfaces. This can help cut down on the costs of using ATP meters [but still] ensure proper cleaning is performed when and where needed. These meters are key to an effective infection control program.”

Understanding the life of respiratory droplets and aerosols can help us in the fight against COVID-19 and other infectious diseases. As cleaning professionals let us continue to incorporate what we learn to help keep our customers and buildings free from contamination as best we can.

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