Walden's
CONVENTION DAILY
A Walden-Mott Publication

Chicago | Wednesday, October 7, 2009 | Exhibit Booth 1125

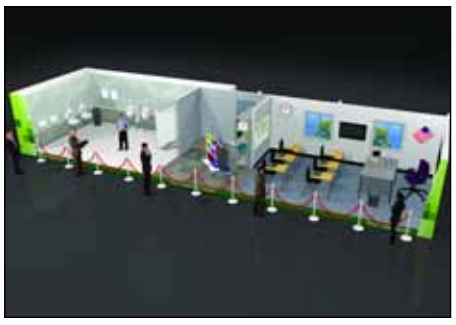
Bright Ideas Shine at ISSA/INTERCLEAN

The needs of today's cleaning industry are wide and varied, and this year's ISSA/INTERCLEAN® North America has been specially designed to help business leaders meet those needs—offering access to the most valuable contacts available to help businesses succeed, including many top executives and technical experts not normally seen in the field. The event will bring together more than 650 exhibitors, virtually countless networking opportunities, and more than a little fun to the show floor at McCormick Place South, Chicago, IL, USA, October 6-9.

In addition, ISSA has scheduled another powerful educational conference, featuring sessions in economic forecasting, leadership in tough times, sales savvy, infection control, diversification, doing more with less, and, of course, green cleaning.

NEW Green Connections Center

The latest proof of ISSA's desire to keep its members informed and on top of customer hot buttons can be seen in a brand-new educational attraction located right in the middle of this year's exhibit



hall: the Green Connections Center. Here, you'll witness the association's commitment to bringing together science, cleaning, and the impact of cleaning on occupant health, manifested in round-the-clock live demos in a fully functional mock restroom. There'll be a mock classroom here as well, to help showcase ISSA's latest initiative to research a clean standard for K-12 schools.

The Green Connections Center will also contain a Green Product Showcase, an easy-to-take-in display of the very latest cleaning-industry innovations.

There will also be a Resource Library in the center, offering case studies, white papers, and research results from players across the industry that you can take back to the office for your team to review.

Plus, the center will feature information on the new ISSA Green Cleaning University (GCU), a sales-education program designed to help sales professionals gather the necessary skills to assess a customer's operation and provide the right environmentally preferable solutions. Those who pass GCU's exams receive the designation of ISSA Green Cleaning Professional.

Bright Ideas

It takes just one good idea to change your business, which is why "Bright Ideas" is the theme of this year's show. The keynote speaker, Donny Deutsch, has made a living out of finding the absolute best ideas to help businesses, and he'll share these ideas on October 8, at 8:30 a.m. In addition to helping a number of Fortune 500 companies launch groundbreaking campaigns, this legendary ad man has interviewed the top

Donny Deutsch

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H1N1 Viewed as Unstable... a Key Cause for Concern — Workplace Advisory

According to a recent conference of health experts in Chicago, a big concern about the H1N1 influenza, also referred to as swine flu, is that it is "unstable." This is because the experts say they are unsure of the disease's direction and what age groups will be most impacted.

Currently, H1N1 has not been as severe as predicted. However, it is inflicting younger people much more than other segments of the population, which is a bit surprising. "This may be because people over 50 may have some natural immunity to the virus," said Dr.

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ISSA Exhibitors List with booth numbers. (pages 34, 36, 38)

Education Theater (page 37)

ISSA Tradeshow Hours:

Educational Conference 8:45 - 11:45

Wednesday: 10:00 a.m - 5:30 p.m.
Education Theater 11:30 - 4:30 p.m.

Thursday: 10:00 a.m. - 4:30 p.m
Keynote Address - Donny Deutsch
Bright Ideas 8:30 a.m. - 10:00 a.m.
Education Theater 10:30 - 3:30 p.m.
Show Floor Happy Hour
4:30 p.m. - 5:30 p.m.

Friday: 9:00 a.m. - 1:00 p.m.

Kruger Products: Rooted in Sustainability

Environmental innovations have been good for business

More companies now than ever are using the terms "sustainable" or "green" to describe their products or their company-wide practices. In 2007 and again in 2009, TerraChoice Environmental Marketing undertook a study to better understand this increase in "green"

Genesis Dispensers

claims. What TerraChoice found was this: the total number of "green" products more than doubled between 2007 and 2009 and over 98 per cent of the 2,219 products surveyed in North America were making false or misleading environmental claims. In other words, they were greenwashing.

At Kruger, we understand that the "green" landscape is difficult to navigate and we want to help. We encourage you to learn about our journey toward sustainability and how Kruger is legitimately environmental by choice.

For nearly 100 years we have consistently shown our commitment to the environment. Some call it our culture of caring, others call it good business sense.

Kruger Products

Our first reforestation program dates back to 1948. As managers of forest lands in Newfoundland, Quebec, Ontario and British Columbia, Kruger employees help protect and promote resources and biodiversity while contributing to the growth of communities connected to these forest lands.

We also take our recycling programs seriously. We look for ways to reduce excess weight and waste and encourage suppliers to do the same. We reuse water taken from supply sources. We recover fiber and we recapture energy inherent in effluent for reuse in papermaking. We broke ground with our production of 100 per cent recycled linerboard in the 1960s. Kruger is proud to be the leading recycler in the North American sanitary tissue industry.

Environmental innovations have also been good for business. When we began using cottonwood trees in our British Columbia operations instead of harvesting softwood fiber from more commercial lumber sources, we reduced costs. Reduced packaging and increasing pack sizes have also resulted in a cost benefit to the end-use customer.

Today, many of our products contain

Continued on page 31

ISSA Speaks Out on Health-Care Reform

"ISSA supports comprehensive, market-based health-care-reform legislation that controls costs, expands coverage and access to health care, and improves the quality of care," said ISSA Director of Legislative Affairs Bill Balek in a formal statement delivered to all members of the U.S. Senate and House of Representatives on September 1.

ISSA's statement was timed to hit the desks of members of Congress just as they return to Capitol Hill after Labor Day to resume the vigorous debate over health-care reform. In communicating with the federal legislators, ISSA expressed its concern with the health-care-reform measures now making their way through the legislative process. Specifically, ISSA objected to the highly controversial government-run health plan because it will unfairly compete with private plans, driving many if not all such plans out of the marketplace. This scenario can only lead to reduced or nonexistent consumer choice in health care, forcing millions of Americans to lose the coverage they now have and leading to the demise of private health-insurance plans.

ISSA also opposed any new or increased taxes on business, or any new taxes on employer-paid health care to pay for what is estimated to be a US$1 trillion-plus price tag for reform. ISSA

Continued on page 37

Trebor! Tissue! Booth #1067

ISSA to Acknowledge Industry Achievers at ISSA/INTERCLEAN North America 2009

ISSA, the worldwide cleaning-industry association, will honor achievers in the professional cleaning industry during ISSA/INTERCLEAN® North America, at McCormick Place South, Chicago, IL.

The Star 40 Awards will be presented at the recipients' booths during the week of the show. The Jack D. Ramaley Industry Distinguished Service Award and the Manufacturer Representatives' Distinguished Service Award will be presented at the ISSA General Meeting (open to all ISSA members) on Friday, October 9, 8:00 a.m.-9:00 a.m. The YES Industry Special Achievement Award will be presented at the YES Networking Reception on Thursday, October 8, 5:00 p.m.-7:00 p.m., at the Hyatt Regency Chicago.

In addition, the Best Customer Service Awards program will continue this year but with a twist: ISSA/INTERCLEAN North America attendees will have the full three days of the Chicago tradeshow to visit with exhibitors; afterwards, attendees can submit their picks for the three exhibitors who they feel provided the best customer service.

The popular ISSA Innovation Awards program is being redesigned for an online format to debut in 2010, but this year's all new, centrally located Green Connections Center, Booth 2446, will feature some of the most innovative environmentally friendly products on the market today in its Green Products Showcase.

Awards & Recipients

The Star 40 Awards recognize member companies that have participated as exhibitors in the annual ISSA/INTERCLEAN North America show for at least 40 years. This year's award recipients are **Theochem Laboratories, Inc., Tampa, FL, Booth 4212; Quest Chemical Corp., Houston, TX, Booth 2463; and Impact Products, LLC, Toledo, OH, Booth 1218.**

The Best Customer Service Awards acknowledge exhibitors that display outstanding customer service to attendees visiting their booths during tradeshow-floor hours. Three winners will be selected for booths 400 square feet or more, and three will be chosen for booths 300 square feet or less.

The Jack D. Ramaley Industry Distinguished Service Award honors a person who has demonstrated leadership, professionalism, and exceptional service through his or her innovation, elevation of industry standards, and promotion of the association's growth and development. This year's award recipient is **Mattie Chinks, Avmor Ltd., Laval, QC, Canada.**

From the beginning of his professional career, Mattie Chinks has worked as a member of the family owned maintenance and cleaning products manufacturer Avmor Ltd. Since 1996, he has been company president, overseeing overall growth and expanding Avmor to an international level. He has past experience in distribution and is a hands-on company leader, researching and developing new products, fostering supplier and customer relationships, and building a strong future for Avmor. Chinks is also an active member of ISSA and a familiar face within the association, having been a district director for Canada (1997-99), vice president (2004), president (2005), and international director (2006). In addition, he is a 2002 recipient of the Membership Development Award and was instrumental during his tenure on the ISSA board in opening association membership to the facility service provider.

The Manufacturer Representatives' Distinguished Service Award recognizes a person within the industry who has had a positive impact on the industry and the association, and who has been supportive of manufacturer representatives. This award is presented on behalf of all independent manufacturer representatives. This year's award recipient is **Don Lees, Big D Industries, Inc., Oklahoma City, OK.**

President of odor-control-product manufacturer Big D Industries, Inc. since 1984, Don Lees is a former practicing attorney who has been closely involved with ISSA for many years. He has been a district director (1993-96), board representative to the exhibitors committee (1995), chairman of the convention committee (1996), vice president/president-elect (1998), president (1999), and international director/immediate past president (2000). He has also served on the ISSA Foundation Board (2004-09), and in 2002, he received the Jack D. Ramaley Industry Distinguished Service Award. In addition, Lees has served in leadership positions for the Southwest Paper & Sanitary Supply Association and the Manufacturers' Association of Sanitary Supplies. At a time when some other companies are looking for ways to reduce commissions or find other means to advantage themselves over their reps, Big D, under Lees' stewardship, has been steadfast in support of its reps.

The YES Industry Special Achievement Award honors an individual or company from our industry who has made substantial contributions to the advancement of the cleaning industry and our association and who has demonstrated strong support of YES. This year's award recipient is **W. Grant Watkinson, Coastwide Laboratories, Inc., Wilsonville, OR.**

W. Grant Watkinson is president of Coastwide Laboratories, Inc. (part of the Staples, Inc. family). For ISSA, he has been a district director (1991-92), vice president/president-elect (1997), president (1998), and international director/immediate past president (1999). He has also served on the ISSA Foundation Board (2003-06)—including as chairman in 2005—and he received the Jack D. Ramaley Industry Distinguished Service Award in 2001. Watkinson, who served on the first YES coordinators committee when it was formed in 1982, has shown strong support of YES over the years, sponsoring its networking reception and scholarship fund as well as encouraging his own employees to participate in YES. ■

Your Customers Now Demand Safer, Greener Cleaners.

WITH ENVIRO-SOLUTIONS, YOU'LL HAVE THEM.

BOOTH #4001

green connections ISSA SUPPORTER 2009

Grow Your Sales, Market Share and Customer Satisfaction
Greater quantity and quality of resources to help better develop your team.

Products That Work
Proven to work as well as - or better than - traditional products.

Offer One Stop Shopping
Our full complete program features 70+ Green products and over 300+ SKU's, 12 certified by Green Seal™ and 40 certified by EcoLogo. The broadest line on the market.

Put Experts On Your Side
For nearly 15 years, we've been exclusively all about Green. Our specialization provides you with a proven competitive advantage.

Solid Track Record/References
Quality products, competitive prices and significant added value have built a strong, loyal roster of long-term customers and distributors.

Visit our highly informative and user friendly website:
www.enviro-solution.com
AND see the "Best In Class" for yourself.

ENVIRO Solutions
Good Clean Products

Enviro-Solutions Adds Two New Distributors

Enviro-Solutions, a leading manufacturer of Green cleaning chemicals and products, has retained two new U.S. distributors. These new partners will represent the company in the Midwest and the mountain states respectively. The new distributors are:

- Metro Professional Products, Chicago, Illinois
- Green Sol, Denver, Colorado

"We are very pleased to have distributors add our product line during these tough economic times," says Mike Sawchuk, Vice President and General Manager for Enviro-Solutions. "It's a vote of confidence in our products, in the quantity and quality of our product line, and that we can assist them growing incremental sales and market share."

Enviro-Solutions, with offices in both the U.S. and Canada, has been manufacturing only environmentally preferable cleaning chemicals for more than 15 years, making it an industry pioneer when it comes to manufacturing Green cleaning products. ■

nice curves!

Introducing the Genesis™ line of dispensers for our Ultimate Washroom® suite of products. Stylish Design, Quality and Cost Effectiveness are the hallmarks of the Ultimate Washroom. Check out our Curves at booth 819.

Genesis™ collection featuring Titan™2 towel dispensers,
Mini-Max®2 and Micro-Max®2 bathroom tissue dispensers,
and HandsFresh® foam soap dispenser.
Also available in white.

Kruger Products

www.krugerproducts.com/afh

GENESIS™ TITAN2 MINI-MAX-2 MICRO-MAX-2 Hands Fresh®

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Learn MMOR about THE UNITED GROUP at Booth 3643

THE UNITED GROUP, Monroe, La., is hosting Booth #3643 at ISSA/INTERCLEAN®. Visitors at TUG's booth will learn about the MMOR program: Maximized Member OutReach.

To communicate with member stockholders one-on-one and in real time, TUG staff is utilizing cutting-edge web-based video-conferencing software. Member stockholders learn about program updates and preferred-supplier product promotions as they occur.

Tobie F. McKown

David Calloway

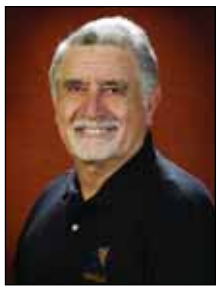
Via web-based technology, member stockholders meet multiple times a year with an assigned TUG staff person to review reports, discuss current product promotions and newly released products, and assess enhancements to TUG's interactive website, www.unitedgroup.com. The website delivers supplier information to the members, provides a forum for idea and information exchange, as well as posts United Connects, TUG's 68-page, four-color news and marketing trade journal.

Bob Klief

Debbie Norred

"The advantages and benefits to the program have included MMOR contact, MMOR timely communication, MMOR information and MMOR money to each member stockholder's bottom line," state David Calloway, vice president, and Bob Klief, vice president sales and marketing, TUG. "The program has increased member participation in group activities at all levels, as well as year-to-date financial results for individual member stockholders and the group as a whole."

Jane W. Seybolt



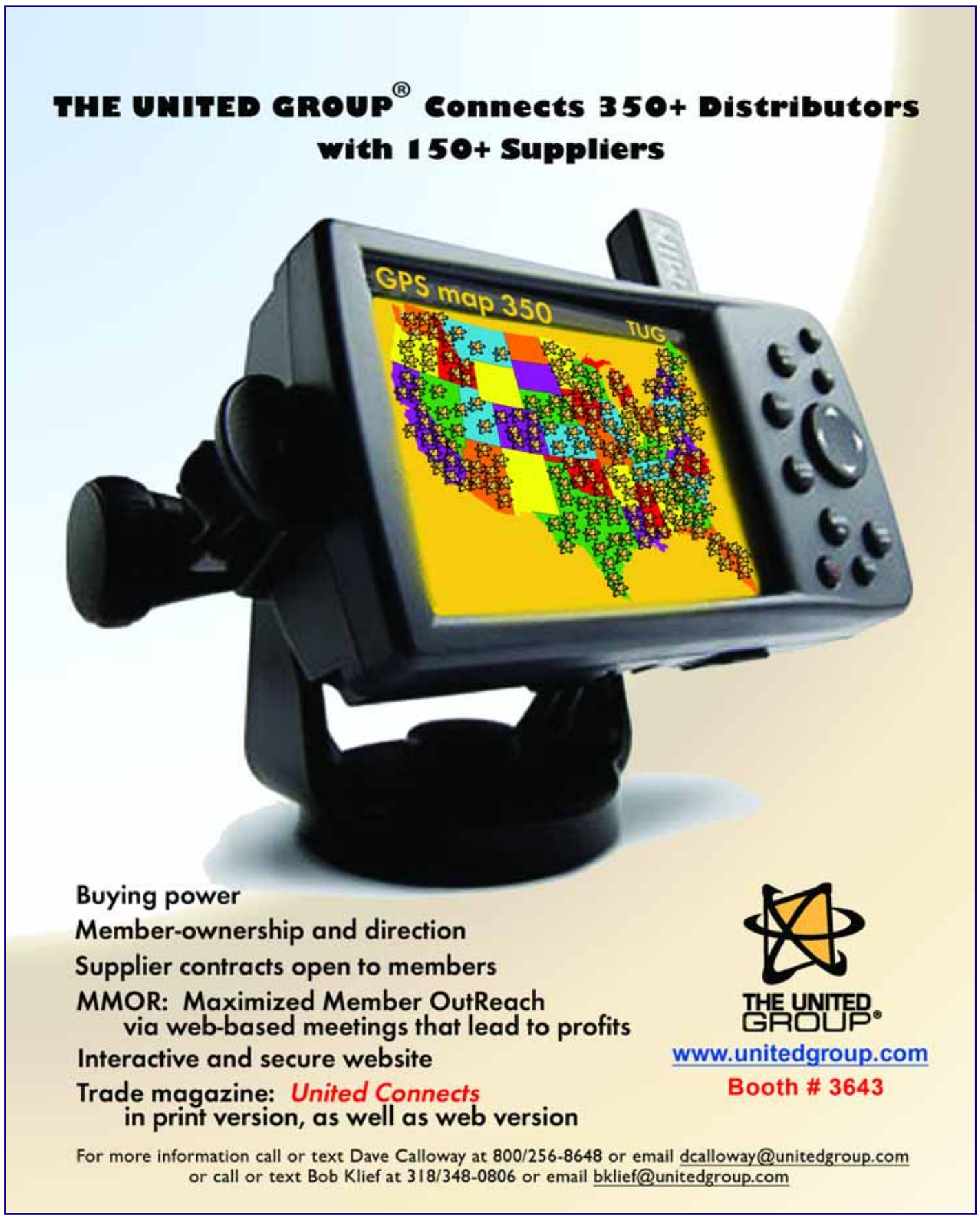
Maurice Brosio

Please stop by and see members of TUG's Board of Directors, along with the following headquarters-staff personnel:

- Tobie F. McKown, president and chairman of the board
- David Calloway, vice president
- Bob Klief, vice president sales & marketing
- Debbie Norred, senior vice president of vendor relations
- Jane W. Seybolt, director of public relations and editor/publisher *United Connects*
- Maurice Brosio, business development consultant

THE UNITED GROUP is a national marketing-and-sales organization created in 1983 and now comprised of and owned by over 350 distributors of Janitorial/Sanitary,

Foodservice, Industrial-Packaging, and Safety products. The independent distributor members, who are equal stockholders and direct the group through their elected representatives, purchase from more than 150 selected suppliers, and then receive marketing allowances on the purchases. ■



Now Available Lite'n Foamy Citrus Fresh

The response to Spartan's Lite'n Foamy hand soaps has been phenomenal. End-users love the products, fragrances, and value they get by using Lite'n Foamy. We are pleased to announce the immediate availability of

Lite'n Foamy Citrus Fresh

Lite'n Foamy Citrus Fresh Hand, Hair and Body Wash.

Lite'n Foamy Citrus Fresh is Spartan's second bio-based, Green Seal Certified, foaming hand soap with 85% bio-based content. Ideal for schools, office buildings, businesses, government agencies and more.

Spartan Chemical Company is an international manufacturer of a full line of speciality products for commercial, institutional and industrial accounts. Spartan Chemical products are sold exclusively in all fifty states through authorized distributors. ■

TORK® Elevation™

Tork Elevation dispensers simplify and complement any environment, providing a clean, hygienic appearance. Our new design ensures easy and intuitive maintenance, refilling and low cost-in-use. The dispensers are a unique combination of design and functionality that can **lift washrooms to a new level.**

For more information visit www.torkusa.com/elevation

Georgia-Pacific Professional Introduces a Smarter Soap Dispenser and a Line of Foam Soaps and Sanitizer

New System Promotes Hygiene While Offering Cost Savings

Georgia-Pacific Professional introduces a new touchless hand washing experience with the launch of the enMotion™ Automated Touchless Soap Dispenser, foam soaps and sanitizer. For the first time, a touchless soap dispenser has an adjustable portion control setting of 0.4 mL and 0.7 mL - providing cost savings through prolonged product life between refills and reduced maintenance visits.

The dispenser helps reduce maintenance time with an at-a-glance sight window that allows maintenance staff to easily check soap levels. Additionally, the high-capacity system prolongs the time between refills, thereby helping decrease the need for frequent maintenance visits. Each enMotion™ Automated Touchless Soap Dispenser holds 1,200 mL of soap providing up to 3,000 uses, or 1,000 mL of sanitizer providing up to 2,500 uses. The dispenser features a shut-off button to temporarily deactivate dispensing, allowing for easy cleaning while helping to eliminate waste and mess.

"Georgia-Pacific Professional designed a truly innovative soap dispenser with smarter functionality," said Nick Trainer, VP and GM for the Tissue and Soap Category at Georgia-Pacific Professional. "The enMotionTM Automated Touchless Soap Dispenser raises the bar in hygiene because of its gentle, germ-fighting foam soap and adjustable dispensing options. Further, the system makes maintenance a breeze, which helps improve operational efficiency. Benefits such as these are testaments to the cutting-edge standards that away from home customers have come to expect from us."

The enMotion™ Automated Touchless Soap Dispenser provides fast response, no-touch dispensing to help reduce cross-contamination with germs commonly found on washroom surfaces. Available in the classic enMotion® brand colors - smoke and splash blue - the dispenser's stylish, slim design protrudes less than four inches from the wall to meet ADA (Americans with Disabilities Act) guidelines. Paired together, the enMotion™ Automated Touchless Soap Dispenser and enMotion® Automated Touchless Towel Dispensers offer a sleek, hygienic washroom.

The dispenser's corresponding line of gentle soaps and sanitizer is formulated with aloe and other conditioners helping to protect against dry skin typically associated with frequent hand washing.

Each product comes in a hygienic closed system to minimize the risk of bacterial growth. Georgia-Pacific Professional offers three product types for use in the enMotion™ Automated Touchless Soap Dispenser:

- **enMotion™ Gentle Foam Soap with Moisturizers** is exceptionally mild and infused with conditioners to help users endure frequent washing. Available in a fragrance free/dye free version that has the EPA's Design for the Environment recognition* or with a trademarked fragrance, Tranquil Aloe™, that consumers prefer.
- **enMotion™ Antimicrobial Foam Soap with Moisturizers**, kills common germs that may cause disease while reducing bacteria on the skin. This soap is available in a fragrance free/dye free version, which is registered with the NSF International as an E2 rated soap, making it ideal for the food processing industry. The soap is also available with the Tranquil Aloe™ fragrance.

the enMotion™ Automated Touchless Soap Dispenser in booth 611

- **enMotion™ Foam Hand Sanitizer with Moisturizers**, ideal for use on visibly clean hands when water is not available. Available in a fragrance free version with a NSF E3 rating, this product is recommended for use in food processing applications after hands are properly washed. The foaming sanitizer kills germs on contact and contains aloe and moisturizers to help smooth dry skin.

To find out more information on enMotion® products, including the enMotion™ Automated Touchless Soap Dispenser and authorized distributors, please visit www.gppro.com.

ABOUT GEORGIA-PACIFIC PROFESSIONAL

Georgia-Pacific Professional is a provider of hygienic dispensing systems, towels, tissues, soaps, air fresheners, wipers, cups, cutlery and napkins. Two business groups operate under the Georgia-Pacific Professional business. The Washroom and Wiper Solutions group provides the full range of products to market segments including office buildings, healthcare, manufacturing, and lodging facilities. The Georgia-Pacific Professional business features such well-known product brands as enMotion®, Compact®, Dixie®, EasyNap®, SmartStock® and Brawny Industrial™. For more information call 1-866-HELLO GP (435-5647) or visit www.gppro.com.

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VISIT US AT BOOTH #930 at the ISSA Show

for our complete line of food, janitorial and safety products, visit us at www.r3redistribution.com

Disinfection and Decontamination Seminars Take on New Importance

Seminars to IEHA Chapters and U.S. Government Agencies

Even though news about the swine flu epidemic is not making headlines for now, Mark Warner, Product Manager, Disinfectants and Sanitizers for Enviro-Solutions, says interest in infectious disease control has grown significantly.

In the past few years, Warner has conducted more than 100 disease Disinfection and Decontamination (DEFCOM) seminars for all types of businesses and organizations including jansan distributors and their clients throughout North America.

Mark Warner

Currently, he is presenting the program to chapters of the International Executive Housekeepers Association (IEHA), members of the Canadian Sanitary Supply Association, and facility managers of major schools, airports, and large facilities throughout North America.

This summer, he will meet with facility managers of several key government agencies including the U.S. Supreme Court and the U.S. Library of Congress, both in Washington, D.C., educating them how to plan for, prevent, and deal with a major health-threatening outbreak in their facilities.

"Essentially the program allows the [facility] managers to determine if a threat exists and, if so, the level of threat," says Warner. "Then, we bring in the proper chemicals and procedures necessary to address the problem."

According to Warner, the DEFCON program includes a four-pronged decontamination ranking system based on the health threat to a community or particular facility. The four DEFCON levels are:

- DEFCON1: There is essentially no infectious disease threat to the facility. Cleaning procedures are normal.
- DEFCON 2: A contagious disease or virus is present in the community; neutral cleaners are replaced with disinfectants; there is greater focus on floorcare, countertop cleaning, and disinfection cleaning of high-touch areas.
- DEFCON 3: An infectious disease contamination such as a MRSA* outbreak or swine flu is present in a facility/community, and complete disinfection and decontamination procedures of the entire facility must be implemented.
- DEFCON 4: The threat is the result of a weapons-grade pathogen, bioterrorism attack, or similar extreme emergency; at this point, trained professionals are brought in to address the problem.

"The jansan industry plays a crucial role in helping to protect public health," says Warner. "And with all the public health concerns of the past decade, this role has become significantly more important." ■

Spartan Announces Executive Vice President Promotions

Stephen H. Swigart, President and Chairman of the Board of Spartan Chemical Company, Inc., has announced the promotions of John Willis Swigart to Executive Vice President, and James R. Lenardson, to Executive Vice President, Operations.

Recognizing the vast contributions by both John and Jim, Mr. Swigart stated their promotions and titles are effective immediately.

John Swigart

In addition to his new position as Executive Vice President, John Swigart's duties include maintaining his seat on Spartan's Board of Directors, overseeing Spartan's U.S. distributor relations, including day-to-day Sales and Operations businesses, as well as representing Spartan internationally which includes overseeing Canadian distribution and Spartan's wholly-owned subsidiary in Brazil. John graduated from Austin Peay State University in Clarksville, Tennessee, and continues to be actively involved with ISSA YES Committee (Young Executive Society), where he is currently YES Executive Coordinator and the former YES Chairperson. John also is a member of the Toledo Mud Hen's Advisory Board.

A 33 year veteran of Spartan Chemical Company, Inc., James R. Lenardson has been promoted to Executive Vice President, Operations. Jim has served Spartan in many capacities starting his career as a member of the production team in the manufacturing plant. Jim's performance and work ethic earned him promotions over the years including, Plant Manager, Director of Plant Operations, and Vice President of Operations. Jim maintains his seat on Spartan's Board of Directors. Over the years, Jim has served various community organizations including being a member of the Board of Directors for St. Luke's Hospital, and as a past Associate Trustee for the Boys and Girls Clubs of Toledo. ■

James Lenardson

SparClean™ Warewash Products

Spartan®

SparClean Warewash products bring legendary Spartan service and support to warewashing with competitive economy and stellar results.

*Formulated with the latest technology, these products do NOT contain phosphates, NPEs or EDTA, making SparClean more **environmentally preferable** than traditional warewash products.*

Visit Spartan Chemical Company, Inc. at booth #4030 to learn more about the savings and profit opportunities that SparClean provides!

- **50** All Temperature Detergent
- **51** Chlorinated Detergent
- **52** High Temperature Rinse Aid
- **53** Low Temperature Rinse Aid
- SparCHLOR Chlorinated Detergent (**54** Sanitizer ***Coming Soon!***)
- **55** Delimer
- **56** Pot and Pan Detergent
- **57** Silverware Pre-soak

Spartan

Spartan Chemical Company, Inc.
1110 Spartan Drive / Maumee, OH 43537
1-800-537-8990 / www.spartanchemical.com

©SCC9/09

DPA Awards Distributor and Supplier of the Year

Peter Homan, Abel Industries (right) presents 2008 Distributor of the Year Kathy & Rick Haskins, Lebanon Chemicals, Inc.

Zac Haines, DPA Ex. Director (left) presents 2008 Supplier of the Year Scott Andersen & Jason Pierce, The Andersen Co.

Distributor Partners of America (DPA) a member-driven buying & marketing group, announces recipients of 2008 DPA Distributor and Supplier of the Year at the group's March 2009 Buying & Networking Conference in Tucson, AZ. These prestigious honors recognize sales quotas achieved and continued support of DPA. 2009 Award Winners will be announced at DPA's 2010 Conference. Congratulations to Lebanon Chemicals, Inc. and The Andersen Company.

Next year's DPA show will be March 14 - 20, 2010 in Sanibel Island, Fort Meyers, Florida. Visit www.dpadirect.org.

DPA Safety Awards Distributor and Supplier of the Year

John Matarazzo & Joe Lear, Miller Safety & First Aid receives the award from Zac Haines, DPA Safety Executive Director (center)

John Schuler & Jim Wilson, West Chester Holdings, Inc. receives the award from Zac Haines, DPA Safety Executive Director (left)

Distributor Partners of America (DPA) a member-driven buying & marketing group, announces recipients of the 2008 DPA Distributor and Supplier of the Year at the group's 1st Annual Buying & Networking Conference in Tucson, AZ, March 2009. These prestigious honors recognize sales quotas achieved and continued support of DPA. 2009 Award Winners will be announced at DPA's 2010 Conference. Congratulations to Miller Safety & First Aid and West Chester Holdings, Inc. Visit www.dpasafety.com for more information. ■

Looking for a few good distributors to Travel with!

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xpedx Helps U.S. Property Managers and Owners Seeking to Achieve, Maintain LEED Certification

LEED-accredited professionals now available for consultation; xpedx products and programs contribute credits needed to obtain as well as maintain certification

xpedx helps building managers document LEED-eligible purchases, reducing administrative workload

xpedx® is helping building owners and managers across the U.S. achieve and maintain LEED certification for their existing properties.

xpedx, one of the largest U.S. distributors of cleaning and maintenance supplies and equipment, now has LEED-accredited professionals on staff to help building owners and operations managers pursue this important environmental certification. The company also provides LEED-eligible purchase reporting capabilities, which are essential to maintaining certification.

"Making buildings sustainable is a big challenge today for many property owners and managers," said Michael Feenan, vice president of marketing for xpedx. "We have developed new programs and services for our customers across the U.S. to help customers obtain certification-and have worked diligently to match our reporting tool to the LEED reporting requirements."

Registrations for LEED for Existing Buildings (LEED-EB) have increased three-fold in the past two years and demand is expected to remain strong, according to Bethesda, MD-based real estate information provider CoStar Group.

xpedx launched an initiative this year to increase the number of its sales representatives as LEED accredited professionals. These accredited xpedx employees serve building owners and operations managers in the commercial, education, medical, retail, industrial and hospitality markets. "Our initiative to certify more employees as LEED-accredited is an important step in helping our customers become more sustainable, cost effective- and more profitable," said Feenan.

The company's certified experts consult with building owners, showing them how they can qualify for credit under six of the seven building standard's policies: Sustainable Sites, Water Efficiency, Materials and Resources, Indoor Environmental Quality and Innovation in Operations.

Throughout the process, building owners also learn how to reduce total operating costs through streamlined procurement, waste reduction and budget controls, as well as product standardization and training.

xpedx also recently launched LEED-EB product procurement reporting capabilities to minimize administrative-intensive work related to certified product tracking. LEED reporting is available to customers via the company's business-to-business site at xpedx.com.

"With a few clicks on xpedx.com, customers generate reports that can be submitted to the U.S. Green Building Council," said Feenan. "These reports help them obtain or maintain their LEED certification by documenting their purchase of eligible products while reducing administrative burden."

These same reporting capabilities can assist all customers with their corporate sustainability marketing. Users will be able to generate reports on purchased products containing certifications from, or meeting guidelines of the U.S. Environmental Protection Agency (EPA), U.S. Green Building Council (LEED), Green Seal®, EcoLogo®, DfE (Design for the Environment), GreenGuard®, Forest Stewardship Council® (FSC) and other organizations.

xpedx has also compiled the most current information available about environmentally preferable cleaning products by top manufacturers including Georgia Pacific, 3M, GoJo Industries, Heritage Bag, JohnsonDiversey, Kimberly-Clark, Rubbermaid Commercial Products, SCA Tissue, Tennant/Noble and many more including the company's own brands, Reliable and Regency Professional, creating the xpedx Environmental Solutions portfolio.

The portfolio is a comprehensive resource for any building owner or manager who needs to understand the environmental benefits, attributes and certifications of the products and equipment they purchase most often.

For more information on xpedx LEED initiatives during ISSA/INTERCLEAN 2009, call Lisa Jonas at 513-504-9352. ■

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Ashkin Newsletter Reports on Green Surveys

Two surveys, one formal and one less formal, were discussed in the latest issue of "DestinationGreen," the monthly newsletter of The Ashkin Group, the janitorial industry's leading advocate for Green and sustainable cleaning.

According to Jeff Pease, the Senior Project Manager for The Ashkin Group, a Boston Consulting Group survey released earlier this year reported that despite the economy, "more shoppers deliberately sought [out] and purchased Green products in 2008 than in the year before."

The study also revealed that even in tough economic times, consumers are willing to pay more for environmentally preferable products than they were in the past.

The survey involved more than 9,000 consumers. It also revealed:

- Thirty-four percent "systematically look for and select Green products," up from 32 percent in 2007.
- Even if Green products cost more, 24 percent said they would select them, up from 20 percent a year earlier.
- The most popular Green or perceived Green products are organic foods and environmentally friendly household cleaning products.

Informal and Distributor Focused

The other study reported in the newsletter involved North American janitorial distributors regarding their experiences selling Green cleaning products to facility managers, building service contractors, and other building professionals.

According to Pease, compared to the prior year, the survey revealed:

- Sales of green product are up 12 percent versus the sales of traditional products, which were either flat or down about 5 percent.
- Inquiries about Green cleaning products are up 23 percent.
- The number of customers converting to Green cleaning products is up 10 percent.
- Green product sales are generating 3 percent to 5 percent greater gross profits compared to traditional products.

"The numbers don't lie," says Pease. "There has been a 'cultural shift' in North America toward Green and sustainable products. And this [move toward Green products and increased sustainability] is happening all over the world." ■

Cascades completes the acquisition of Atlantic Packaging's tissue division

Cascades Inc. (CAS on the Toronto Stock Exchange), a leader in recovery and in green packaging and tissue paper products, announces that it has completed the acquisition of the tissue division of Atlantic Packaging Products Ltd.

The estimated value of the transaction is approximately $60 M. This acquisition will enable Cascades to increase its annual production capacity by 55,000 short tons of recycled paper and its converting capacity by approximately 70,000 short tons adding close to $100 million in sales per year.

According to Suzanne Blanchet, President and CEO of Cascades Tissue Group: "Cascades Tissue Group has dedicated considerable resources to the development of the Cascades Enviro100% recycled brand, to the point where it is now considered to be the number one green brand in the country, according to AC Nielsen. This transaction will enable us to further the development of the Cascades Enviro100% recycled brand particularly in central and western Canada by bringing us closer to our customers who are located west of Québec."

Suzanne Blanchet

In commenting on the transaction, Alain Lemaire, President and CEO stated: "This acquisition which allows us to further consolidate our position as a leader in the development of environmentally responsible products. Atlantic Packaging Products Ltd. has been using recycled fibres to manufacture its products for many years. Building on this experience, Cascades will ensure that its environmentally sound principles are applied to existing processes, namely, with regards to green chemistry and minimal consumption of water and energy."

Cascades products can be obtained in Ontario at Wal-Mart, Canadian Tire and Costco, and under the Metro banners (A & P, The Barn, Ultra Food and Drugs, Loeb, Dominion).

Founded in 1964, Cascades produces, converts and markets packaging and tissue products composed mainly of recycled fibres. Cascades employs nearly 13,000 men and women who work in some 100 modern and flexible production units located in North America and in Europe. Cascades' management philosophy, its more than 45 years of experience in recycling, its continuous efforts in research and development are strengths which enable the company to create innovative products for its customers. The Cascades shares trade on the Toronto Stock Exchange under the ticker symbol CAS. ■

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Advance's Adphibian extractor-scrubber helps solve university's toughest cleaning challenge

See the Adphibian demonstrations at Green Connections at 1:30 and 4:00, or at Booth 1223

Eastern Washington University (EWU) is a 125-year-old public institution located about 17 miles from Spokane, WA, in the midst of beautiful mountains, lakes and forests. As the state's fastest-growing public institution, EWU boasts more than 10,000 students and many cleaning challenges. When asked to describe his toughest cleaning challenge, the custodial manager at EWU, Ray Godin, says: "By far, our toughest cleaning problem is maintaining all of our carpets and a wide variety of hard-surface floors." With approximately two million square feet of hard and soft flooring to maintain on a daily basis, Godin was searching for an alternative to using separate pieces of equipment for cleaning each type of flooring. He recently found a one-machine solution in the Advance Adphibian™ extrac-tor/scrubber that cleans both soft and hard surface floors.

Robert Lee, a maintenance custodian with EUW uses an Advance Adphibian scrubber/extractor

"Because we're a university, we have many different types of flooring - brick, concrete, terrazzo, tile and a lot of long carpeted hallways," says Godin. "In the past we had to use four different machines to clean these varied surfaces - from a small spotter to a deep extractor to a large auto scrubber or truck-mounted carpet cleaner. Now, the Advance Adphibian is taking the place of all these machines. We use it as a spotter and a deep carpet extractor - or with the touch of a button and a change of hose, it becomes a hard-surface floor scrubber. We estimate the Adphibian is saving us up to two hours of labor per shift while delivering better performance."

School sees better cleaning performance

Along with time and labor savings has come better overall performance. Eastern Washington University previously used large, truck-mounted carpet extractors for a majority of its carpet cleaning. Now, with the time saved from using smaller equipment and fewer machines, the university is not only able to clean more frequently, but it has actually seen better results, too. "We're able to keep up with the cleaning more frequently because of the ease," Godin says, "but I couldn't believe how deep the cleaning is with the Adphibian. It's actually increased our cleanliness standard."

With a push of a button and a no-tools hose change, the operator moves from hard-surface floor scrubbing to carpet extraction with the Advance Adphibian

More frequent cleaning has also contributed to the university maintaining cleaner floors. The versatility and maneuverability of Adphibian has eliminated the need for different machines and additional set-up time, allowing Godin's staff to clean more frequently. By keeping floors cleaner, there is less dirt and grit to abrade the finish under foot traffic. "With the brush element in the Adphibian, it works great for tile or hard-surface floors and actually maintains the wax longer so we don't have to recoat as often. It does a great job of lifting the dirt and grime out of the grout lines instead of just going over them and letting the dirty water settle into them."

More frequent cleaning extends surface life

In addition to time savings, Godin says they have reduced the university's costs of stripping and resurfacing to extend the life of floor coatings by six months. "Our normal schedule was about two times a year. By cleaning regularly with Adphibian, we now only need to strip and resurface floors once a year or every year and a half," he says. More frequent cleaning extends the life of carpeting too, he says. "The truck-mounted carpet extractor we previously used cost $40,000, was not able to be used everywhere and took about an hour to set up each time. With the amount of carpeting we have throughout the campus, it was very time-consuming and we couldn't clean carpets as often."

The university library contained a combination of carpeting and hard-surface flooring that was impossible to access with the truck-mounted carpet extractor. "We now use the Adphibian in the library for carpet extraction and hard-surface floor cleaning. It's actually cleaner now than in the past, and we've extended the surface life with more frequent cleaning," Godin says.

Student traffic requires quick drying

The Adphibian has a dual-cleaning mode that lets Godin's staff choose between a low-moisture or a restoration mode. For daily carpet cleaning, the Adphibian uses an indirect spray that leaves carpets clean and dry in less than 30 minutes. Godin says this is important when cleaning busy corridors that have constant student traffic. Adphibian's pre-spray mode allows him to quickly deep-treat heavily soiled areas by automatically applying and agitating a pre-spray detergent on the carpeted surfaces. Then, the area can be extracted with clean water.

Another advantage cited is the machine's compact size. Godin says that unlike their previous equipment, the Adphibian was able to fit through the doorways to the university's racquetball and basketball courts. "We're now able to take the machine in there to do prep work or even a deep scrub on wood floors. It's been very good for that." Small size and fewer pieces of equipment are also helping with storage issues. As the university's student population has grown, the amount of storage space for cleaning equipment has shrunk.

Keeping a vibrant and crowded university campus clean is a big job, yet custodial managers are finding that multi-surface floor-cleaning equipment like the Advance Adphibian is not only making their jobs easier and more efficient, but also producing better cleaning results.

ISSA attendees can see demonstrations of the Adphibian extractor-scrubber at the Green Connections Center today at 1:30 and 4:00 p.m. and also at the **Advance booth #1223**.

For information on the Advance Adphibian scrubber/extractor, please contact Advance at 763-745-3500 or visit the Advance website at www.advance-us.com

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See us at ISSA, booth #1223, or visit www.advance-us.com.

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Moving Beyond Environmental Certifications in the AFH Tissue Market

The Away-from-Home marketplace is experiencing a "rush to green" with several manufacturers adding eco-certifications to some products. Certifications, by themselves, are an incomplete means of assessing how "green" a product is. Consider just how resource-intensive the tissue manufacturing industry is. According to the US Dept. of Energy, our industry is the 4th most energy-intensive. Furthermore, our industry is among the largest consumers of process water. Of course, paper manufacturing requires a vast amount of wood fiber, putting a high resource value on utilizing recycled fiber in lieu of virgin sources. What all this points to is why a green procurement policy should consider how sustainable a manufacturer's process is, not just which certifications its products carry.

At Cascades Tissue Group, we focus on educating our customers about our environmental processes. As a manufacturer specializing in environmentally preferable products such as our North River® brand, we emphasize how critical it is to use sustainably manufactured products. This is especially critical given the one-time disposable nature of towel and tissue products.

We find our customers are increasingly interested in what "going green" really means. In general, they recognize that recycled fiber is preferable, but have little idea to what extent. Our training, for example, emphasizes the dramatic impact using recycled fiber can have.

On average, compared to virgin fiber, paper made with 100% recycled content uses:

- 44% less energy
- Produces 38% less greenhouse gas emissions
- 41% less particulate emissions
- 50% less wastewater
- 49% less solid waste
- 100% fewer trees

(source: Environmental Paper Network, The State of the Paper Industry)

Once a customer understands the resource impacts of their purchase, the decision to move to an environmentally

preferable product is easy. By learning, for example, that Cascades consumes 80% less water than the North American paper industry average (source: NCASI-National Council for Air & Stream Improvement), a customer is likely to want to partner with us to help achieve a green supply chain. This information is not directly evident from its products' certifications.

The value Cascades brings to our customers is offering environmental benefits through our towel and tissue products. Using our environmental calculator, customers can quantify the benefits of switching to North River. In turn, we help end users promote their commitment through on-dispenser messaging, point-of-use materials and joint press releases. The customer benefits by being recognized for making a responsible purchase decision.

Using Wind Energy to Avoid Millions of Pounds of Greenhouse Gas Emissions

Cascades is also moving beyond certifications by addressing the impacts of greenhouse gas emissions. Our Away from Home Division purchases Green-e® certified wind energy RECs (Renewable Energy Certificates) to offset 100% of the electricity used to make North River towel and tissue products. This purchase avoids the annual release of 15 million lbs. of CO2 per year, which is equivalent to planting 1.85 million trees or not driving 17 million miles.

North River is the first and only brand in our marketplace to offset 100% of its electricity usage with Green-e certified wind energy.

While many competitors offer 100% recycled products, few directly tackle the issue of greenhouse gas emissions. According to the US Energy Information Administration, the paper industry is the 4th largest industrial emitter of green-

house gases, contributing 9% of total CO2 emissions. Given Cascades sustainability focus, we saw an obligation to pioneer the use of certified wind energy RECs under the North River brand.

Customer Benefit

For every 100 cases of North River product purchased, one ton of CO2 emissions are avoided.

This message resonates very powerfully with our end use customers, many of whom are mandating carbon emission reductions and are increasingly looking for the same from their supply chains.

Through initiatives such as this, Cascades is focused on maintaining environmental leadership in the industry by meeting needs for truly sustainable products.

For more information on the North River wind energy initiative, please visit: www.northriverwind.com ■

Put the Power of PURELL to Work in Retail Stores

PURELL Sanitizing Wipes Station for customers focuses on cleanliness

Cleanliness is the #1 influencer for customers when choosing a grocery store. It's what brings in new customers, and it's key to keeping them loyal.

GOJO Industries PURELL Sanitiz-ing Wipes Station lets customers know cleanliness begins at the start of their shopping experience and continues throughout their visit to a retail store.

The PURELL Sanitizing Wipes Station, a bracketed stand that holds a case of PURELL Sanitizing Wipes, is ideal for use at store entrances and anywhere shoppers touch fresh food, store packages and even shopping carts. Customizable signage for the station is available.

Visit GOJO in booth 1815

Cleanliness is the #1 influencer for customers when they choose a grocery store, and this sanitizing wipes station gives retail managers a change to make a statement about cleanliness. For distributors, it presents an opportunity to introduce a value-added concept to their retail customers.

Benefits include:

- The PURELL Sanitizing Wipes Station holds an entire case of PURELL Sanitizing Wipes
- High capacity station ensures that sanitizing wipes are always available
- Saves time and allows restocking when it's convenient for store personnel
- Controls inventory by dispensing the sanitizing wipes one at a time.

Distributors find that the sanitizing wipes station gives them an opportunity to introduce a value-added option for the front of the store to their retail store customers, especially because the station features such a well-known brand. PURELL is the #1 instant hand sanitizer in America. It's the instant hand sanitizer that people know and trust to kill 99.99% of the most common germs that may make you ill.

PURELL at the entrance to a store and in strategically placed locations throughout the store communicates premium quality, high standards and a commitment to customers.

For more information, visit **ISSA booth 1815**, visit www.GOJO.com or call 1-800-321-9647.

About GOJO

GOJO Industries, inventors of PURELL® Instant Hand Sanitizer, distributes PURELL in away-from-home markets throughout the world. In addition, GOJO manufactures and distributes a full line of products under the GOJO® and PROVON® brand names. GOJO has a 62-year history of leadership in improving well-being through hand hygiene and healthy skin. GOJO has products and programs to kill germs on hands and solve skin care-related problems in a variety of markets, including healthcare, foodservice, food processing, manufacturing, automotive, education, government and military. GOJO is a privately held corporation headquartered in Akron, Ohio, with offices in the United Kingdom, Japan and Brazil.

PURELL is a trademark of Johnson & Johnson and is used under license. ■

north river®

Cascades

Powered by the

Wind of change

Certifications only tell part of the story. 100% recycled North River Products deliver sustainable solutions, backed by Cascades' culture of environmentally responsible practices.

North River towel and tissue are manufactures with one goal – delivering quality while minimizing our environmental impact:

- 100% recycled with 60-100% post-consumer material*
- Prevent over 24 million lbs. of CO_2 emissions annually through use of 100% wind-generated electricity
- Helped Cascades preserve over 37 million trees in 2008
- Consume 80% less water than the North American paper industry average

North River paper towels and bathroom tissue also carry the most third party eco-certifications.

Cascades

GREEN BY NATURE®
1 800-246-0711 (USA)
1 800-361-4070 (CAN)

Visit www.northriverwind.com to calculate your environmental savings with North River products.

*Certain exceptions apply

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SCA Tissue Unveils New Tork Elevation Dispenser Line at ISSA 2009

SCA Tissue is excited to announce its new Tork® Elevation™ global dispenser line at ISSA 2009. Stationed in booth #1530, the new line showcases Tork's commitment to hygiene, sustainability, innovation and efficiency and is designed for a wide variety of public and office washroom environments in any industry.

See the new Tork Elevation dispenser line in booth # 1530

Visit the Tork booth to learn how the Elevation line - SCA Tissue's largest washroom dispenser launch in ten years and the newest complete family of Tork dispensers - improves functionality and simplifies daily use. The Elevation line is the newest complete family of Tork dispensers, including towel, bath tissue and soap - all offered in black and white. The line's sleek and Functional Design™ enables the dispensers to operate efficiently, lifting washrooms to a new level.

After learning how Tork can improve your washroom's efficiency, get up close and personal with Elevation's sleek design elements, which are simple, organic, soft and neutral. Together, they create smooth and seamless dispensers that provide a hygienic and efficient washroom environment for your customers. Since the Elevation line has a modern aesthetic, its unobtrusive design complements any décor and fits seamlessly into a variety of washroom environments, including foodservice, education, healthcare and public facilities.

"With the new Tork Elevation dispenser line, we will provide the most innovative, hygienic and functional systems the industry has ever seen. This will be our biggest washroom dispenser launch in a decade and we are excited about what Elevation has to offer to our customers," said Don Lewis, SCA Tissue president.

Understanding the crucial role that a washroom's aesthetic has on a business, Tork invited internationally known designers to submit entries in a product-design competition. Tork awarded the winning concept to Thomas Meyerhoffer, a Swedish-American designer who has worked with brands such as Apple®, Nike® and Porsche® because his concept's modern, efficient design catered best to Tork's customer needs.

Tork Elevation dispensers have already received global recognition from top design critics, including the iF Design Award for the dispenser's combination of efficiency, convenience, aesthetics and innovation. The Elevation line also received the Red Dot Design Award, the largest and most renowned design competition in the world, for its impressive degree of innovation, functionality and formal quality.

To learn more about how the Elevation line can make your washroom green and hygienic, stop by **Tork booth #1530**. ■

Restroom Cleaner Is Green, Clean and Leaves a Shine

ES 51 from Enviro-Solutions effectively cleans urinals, toilets, sinks, counters, floors, and other washrooms surfaces.

Perfect for daily restroom maintenance, ES 51 is proven effective-performing as well as if not better than conventional restroom cleaning chemicals-and even leaves a shine on restroom surfaces.

And because it contains Envirocide, it kills foul odors as well.

What's more, ES 51 is Green certified by both Green Seal® and EcoLogo™, making it the healthy choice for facilities that want to protect the health of cleaning workers, building occupants, and the environment.

ES 51 Leaves a Shine

For more information, visit **booth 4001** or look at the Product Selection tab at www.enviro-solution.com, or call toll-free: 877-674-4373.

Enviro-Solutions is a leading manufacturer of environmentally preferable cleaning products. An ISO-9001 certified company, Enviro-Solutions was established in 1994 with very focused goals: To develop and market a superior line of environmentally preferable cleaning products and solutions. Using advanced technology, the company manufactures products that offer proven safety, health, and environment benefits without sacrificing product performance and are competitively in price. ■

Emerson Acquires ProTeam, a Manufacturer of Innovative Commercial Backpack Vacuums

ProTeam, a leading provider of commercial vacuums, announced Emerson has acquired the Boise-based company, effective September 2, 2009.

"This is the partnership of two very successful companies. This strategic acquisition will strengthen and broaden Emerson's line of products, while providing ProTeam with new growth opportunities and synergies through complementary product portfolios, channels and operations," said ProTeam President Matt Wood.

"ProTeam's outstanding reputation for products and service is a perfect fit for helping us build the Emerson Professional Tools platform," said Tim Ferry, president of Emerson Tool Company, the world's leading manufacturer of wet/dry utility vacuums.

ProTeam, the world's largest provider of innovative commercial backpack vacuums, will become part of the globally operating Emerson Professional Tools platform.

About ProTeam

ProTeam, headquartered in Boise, ID, is the world's largest manufacturer of commercial backpack vacuums, serving the commercial cleaning, janitorial and sanitation, hospitality, educational, industrial, and healthcare markets. It has an unsurpassed reputation for high performance and high quality innovative product offerings, with an unmatched focus on training and education for end users, increased cleaning productivity, indoor air quality, and green cleaning. For more information, visit www.pro-team.com.

About Emerson

Emerson (NYSE:EMR), based in St. Louis, Missouri (USA), is a global leader in bringing technology and engineering together to provide innovative solutions to customers through its network power, process management, industrial automation, climate technologies, and appliance and tools businesses. Sales in fiscal 2008 were $24.8 billion and Emerson is ranked 94th on the Fortune 500 list of America's largest companies. For more information, visit www.emerson.com. ■

Saalfeld Redistribution Expands Value Brand Spring Grove Line — Now Includes Napkins, Film And Foil

Foodservice distributors say they need quality products at value pricing from their top suppliers.

Saalfeld® Redistribution has expanded its Spring Grove™ line to include napkins, film and foil to help them grow and profit during tougher economic times. The company will discuss the expanded line at booth 1051 during ISSA Interclean 2009.

The expansion builds on the company's well-received, high-value Spring Grove towel and tissue line to help distributors better serve the foodservice market.

"The current economic climate calls for solid performing, competitively priced products for foodservice distributors and their customers," said John Siegel, director of marketing for Saalfeld. "The addition of napkins, film and foil to our Spring Grove line shows our commitment to meeting that need."

Spring Grove Foil Wrap

Today, Spring Grove offers 40-plus SKUs including folded and roll towels, bath and facial tissue and associated dispensers. It also offers napkins-beverage, lunch, dinner, off fold and tall fold-cutter-box film and foil rolls and interfolded foil sheets.

The napkins and towel and tissue products meet EPA guidelines for recycled and post-consumer content. Its towel and tissue products are available in both natural and white and are sourced in North America.

The complete Spring Grove line is available coast-to-coast from Saalfeld's 10 distribution centers.

Saalfeld Redistribution offers more than 6,000 SKUs of foodservice disposables, sanitary maintenance products, packaging/shipping supplies and office products.

Manufacturers represented include Rubbermaid, JohnsonDiversey Consumer, Kimberly-Clark, SCA Tissue, Procter & Gamble, GOJO, Solo Cup, Dixie Foodservice Solutions, Georgia-Pacific, Heritage Bag, Pactiv, Reckitt Benckiser, 3M, Dart Container, Genpak, Clorox and many others.

Saalfeld maintains a 99% on-time record, a 98% order accuracy rate and a 97% availability rate. Saalfeld serves distributors across the U.S. from its Southeast, California, Southwest, Mid-Atlantic, Midwest, South Plains, Mid-American, Northwest, Florida and New England locations.

For more information about Saalfeld or to locate your nearest representative, phone 877-482-5607 visit the web at saalfeldredistribution.com. ■

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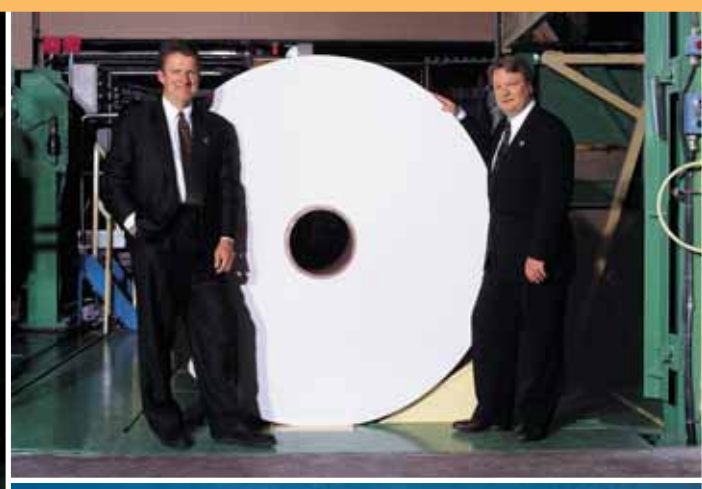

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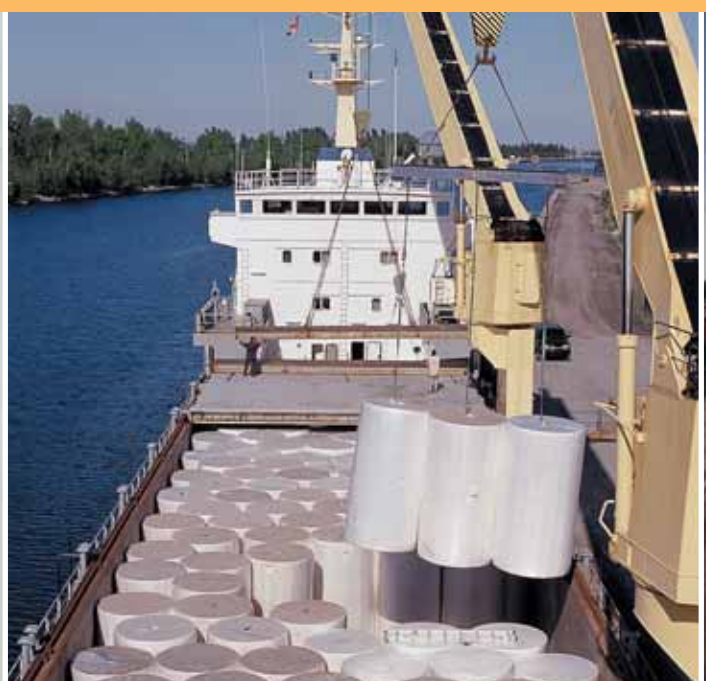

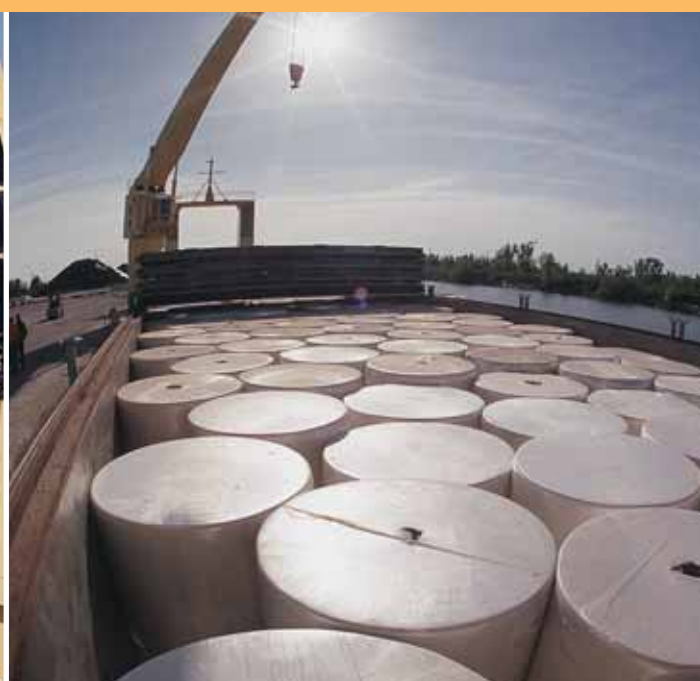

Clarke introduces TFC 400: cross-functional versatility and touch-free cleaning

Clarke has added touching-free cleaning to its impressive line-up of commercial cleaning equipment. Clarke's new TFC 400 offers cleaning professionals a powerful and versatile touch-free cleaning tool capable of handling a variety of cleaning tasks. Packed with a powerful wet-vac and 400 psi of power-spraying punch, the TFC 400 gives users the ability to blast away grit and grime without actually having contact with it. In the wake of the H1N1 Pandemic, Clarke is confident that touch-free cleaning will be on the minds of anyone with the charge of cleaning public places.

Clarke's new TFC 400

"The TFC 400 is a very versatile machine that will make some very unpleasant jobs a lot more agreeable" said Ted Hershey, Product Development Manager. "The 400 psi spray gun, large recovery tank and ease of set-up are going to make it a lot easier for anyone who has to clean public spaces where germs and bacteria might be a concern; bathrooms, and locker rooms for instance."

Clarke is quick to point out that when combined with the optional Vac-Wand extractor attachment the TFC 400 transitions easily from hard surfaces to soft surfaces. That feature saves operators time and eliminates the need for an additional piece of equipment. The TFC 400 sets up quick, breaks down quick and is loaded with storage and organizational features that keep towels, components and attachments uncluttered and nearby.

Clarke expects the TFC 400 to be a popular option with schools, health care facilities, parking enclosures or other facilities with bathrooms or main entrances.

TFC feature and benefits:

- Touch-free cleaning with 400 psi
- 20-gallon capacity and 13-gallon recovery tank
- Removable tool caddy keeps everything within reach
- 5ft of hose for added reach
- Solution intake system allows for choice of cleaning solutions
- Wet-vac/Vac Wand attachments add soft surface versatility
- Convenient attachment saddle-bag saves trips and reduces closet clutter

Clarke® manufactures rugged automatic floor scrubbers, floor polishers, burnishers, sweepers, wood floor sanders, carpet extractors and vacuum cleaners for the commercial, industrial, retail, education, hospitality, and do-it-yourself (DIY) markets. ■

Lite'n Foamy Hand, Hair & Body Wash System Touch Free Dispenser

Spartan's new Lite'n Foamy® Touch Free Dispenser is an economical, bulk-fill unit that releases thick, foamy hand soap. It is easy to clean and easy to fill. Use with Spartan's quality Lite'n Foamy products:

- Cranberry Ice
- E2 Hand Wash and Sanitizer
- PearLux®
- Sunflower Fresh

Just say "no" to the hidden costs of expensive cartridge-load, automatic dispensers. Save time and money by making the change to bulk-fill convenience.

The new Touch Free Dispenser features include:

- Screw on/off cap = closed system
- 1000 mL removable reservoir
- Site window displays product level
- Made with tough ABS plastic
- Battery light indicator
- Adhesive back or screw mounting
- Automatic shut off when dispenser is opened
- Replaceable pump/tank
- Removable key lock

This product meets Green Seal's environmental standard for industrial and institutional hand cleaners based on its reduced human and aquatic toxicity and reduced smog production potential.

Lite'n Foamy SUNFLOWER FRESH is certified by a third party to contain 85% biobased material. This seal guarantees the percentage of ingredients that are made from renewable resources. ■

AFFLINK - A Member-Driven Model of Success

More than a 'buying group', AFFLINK exists today to offer the tools, programs and technologies that create competitive advantages and generate top-line growth for its business partners.

Challenged by the Membership to continue adding more value, the AFFLINK direction is clear moving into 2010-to focus on growing top-line revenue and providing programs and services that differentiate its Members in the marketplace.

How is the leading sales and marketing group going to accomplish this task? According to their Show Campaign this year, these goals will be achieved through - a Strong Direction, a Clear Vision and the Most Tools found anywhere in the industry.

A Strong Direction

As the Member-driven organization in the industry, AFFLINK is leading change through the collective direction and input of its Membership. In 2009, Member engagement grew more than 20 percent, where today nearly a quarter of all Distributor Members are involved in the strategic direction and planning of the organization through one of the company's eight Steering Committees and Advisory Board.

A Clear Vision

Charged with delivering top-line growth and market differentiation, AFFLINK's vision is to be the preeminent provider of business solutions for all its business partners. By providing more sales resources to help Members generate revenue at the street level, AFFLINK is dedicated to bringing new business to its Members and driving more growth for its Preferred Suppliers.

The Most Tools

Whether it is diversified channels of distribution, a comprehensive array of business services, dedicated sales support, or private branding opportunities, AFFLINK Members may choose to profit and prosper through the most comprehensive programs and services found anywhere in the industry.

Stop by the AFFLINK **booth #1262** this week to learn more about how this organization is redefining the traditional buying group model, and ask about getting the "tools" you need to keep your business competitive. ■

Georgia-Pacific
Professional

$$x = \{q + [q^2 + (r-p^2)3]^{1/2}\}^{1/4} + \{q - [q^2 + (r-p^2)3]^{1/2}\}^{3/4} + p$$

INTRODUCING A SMARTER SOAP DISPENSER.

Stylishness meets engineering with this new high-capacity, touchless soap dispensing system from the enMotion® family. It's all the brainpower of the enMotion® towel dispenser, channeled into soap. Every bell and whistle you need to help keep maintenance down and people happy. Including a sanitizer and soaps with aloe so hands feel soft and clean. Call 1-866-HELLO GP to learn more.

Or, see for yourself at GP Booth 611.

enMotion
soap
DISPENSER™

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Kruger Introduces Genesis Style of Dispensers for The Ultimate Washroom

Kruger Products is pleased to introduce the Genesis™ style of dispensers for the Ultimate Washroom®. The Genesis design features more curves and rounded lines creating a feeling of movement and a vision of elegance. Genesis reflects the new look of the Kruger Ultimate Washroom suite of products. The Ultimate Washroom represents Stylish Design, Elegance, Quality and Cost-effectiveness. The Genesis style features Titan2 towel dispensers including Touchless electronic - Wave and Touchless mechanical models. In Bath tissue the popular Mini-Max®2 (now each roll is 750' long) and smaller Micro-Max®2 (each roll is 475' long) provide maximum roll capacity with a minimum amount of space used. The Genesis line is available in either White or Black and features a functional, concave viewing window for visual refill checks by maintenance staff. The Genesis style of dispensers will enhance the décor of any restroom and transform "Stalls of Shame" into "Stalls of Fame"! The Ultimate Washroom - Genesis - TITAN2 Dispenser line also features a broad selection of products ranging from the top quality Embassy Supreme® TAD towels to Esteem® 100% natural towels, offering roll products 600' - 1200' long.

Genesis Dispensers

Wave Goodbye to Germs!

Announcing the introduction of HandsFresh® Alcohol-Free Foam Hand Sanitizer. HandsFresh Sanitizer kills 99.9% of the most common germs on contact with a wave of your hand. HandsFresh Brand #03570 is compatible with the HandsFresh Touchless dispenser Brand #09450. Each boxless cartridge contains 1000ml, or 2500 hand-washes. Our HandsFresh dispenser features battery life up to six times longer and dispenses up to 33% less per hand-wash than the competition. The HandsFresh Touchless system also includes GreenSeal Certified luxury foam soap and an antibacterial formula with moisturizers. HandsFresh is the quality hygieneChoice® product that improves cleanliness, hand-washing compliance and end-user satisfaction.

MICRO-MAX®2

TITAN®2 Kruger

MINI-MAX®2

EMBASSY®2 Supreme

Hands Fresh

Introducing Embassy Supreme 1000' TAD Towels

Embassy Supreme the softest through-air-dried (TAD) Towel in the market, just got longer…66% longer! Now each roll is 1000' long, which reduces maintenance refill trips, and service run-outs, while increasing customer satisfaction. Embassy Supreme Ultra Long Towels combine the ultimate quality with reduced operating costs and packaging.

Mini-Max®2 gets longer!

Mini-max2 the leading 7" diameter jumbo roll format bath tissue just got 7% longer. Beginning in October each roll will be 750' long, an additional 50 feet per roll or 900' per case! The new case pack will be 18 rolls x 750 Feet. This change will result in 7% less packaging being used and will result in waste stream reduction.

Visit Kruger at **Booth 819** or go to www.Krugerproducts.com/afh . ■

THE UNITED GROUP Elects New Member of Board of Directors

THE UNITED GROUP, Monroe, La., announced the election of Thad Ellington, president, PFS Sales Co., Raleigh, N.C., to its Board of Directors. The election took place at TUG's Annual Stockholders Meeting, May 7, 2009, during the group's National Conference at the Gaylord National near Washington, D.C.

Thad Ellington

As president of PFS Sales, Ellington joined TUG May 1, 1997. He has been an active participant in each of the group's yearly conferences since he joined. In addition, Ellington has taken part in the vendor-selection-and-review process, representing Member Stockholder companies in TUG's Foodservice Market Segment. He has held the position of TUG Executive Vice President, Foodservice Committee, from 2007 to the present.

"When people who are president of their own company generously agree to serve five years as a member of TUG's Board of Directors, they bring their individual management style to a very diverse board," states Tobie F. McKown, TUG's president and CEO. "It is this diversity that blends into the existing board to make a strong, effective management team."

THE UNITED GROUP is a national marketing-and-sales organization created in 1983 and now comprised of and owned by over 350 distributors of Janitorial/Sanitary, Foodservice, Industrial-Packaging, and Safety products. ■

U.S. Battery Releases Industry's Only True Deep Cycle Batteries

U.S. Battery is pleased to announce the development and release of the industry's only true deep cycle group 27 and 31 batteries. For some time now, batteries being sold as deep cycle, but intended for use in marine and light duty applications, have been sold for use in heavier applications such as sweeper and scrubber. While this lighter duty design is sufficient for weekend trolling and minor storage applications, the rigors of the cleaning industry have forced these batteries to work much harder than the design intended causing premature failure.

U.S. Battery has been one of the primary suppliers into the cleaning industry for many years now and has seen the need for a more robust battery growing. Smaller machines are on the rise and requirements are becoming more critical. With that in mind, we have designed our 27DCXC and 31 DCXC upon the same principals as our top rated deep cycle line of batteries. Building upon technology that has positioned the company as an industry leader, guarantees that the consumer can expect the same great quality and performance from our newest line of deep cycle batteries. Additionally, we have incorporated the "Xtreme Capacity™" Diamond Plate Technology® into these batteries. Xtreme Capacity™ adds to the battery, increased capacity, increased initial capacity, longer cycle life, enhanced recharge-ability, and improved energy density.

Other batteries of this size generally have improperly sized plates, incorrect chemical makeup and inexpensive separators. While they can and do cycle better than starting batteries, deep depth of discharge requirements, typically seen in cleaning equipment, take their toll on this mismatched design. The cost of the premature failure is experienced when replacement batteries must be purchased much earlier than expected.

Deep Cycle Group 27 & 31 Batteries

Don't settle for the status quo. Experience the "Xtreme Capacity™" that only U.S. Battery can provide! ■

10 Ways to Become a Greener Building Service Contractor

Many building service contractors (BSCs) are now going Green, but just like their customers, many are baffled as to what Green entails and what steps they should take.

One of the first issues to contend with is what to do with all the old and not-so-Green cleaning tools, products, and equipment.

Although it may come as a surprise, experts generally agree that the most environmentally responsible thing to do is use up all the conventional products with the exception of those that might have the greatest negative impact on health or the environment.

As to equipment, Michael Schaffer, President of Tornado Industries®, suggests replacing conventional vacuum cleaners after three years of service and floorcare equipment within five years or sooner, if possible.

Otherwise, Schaffer suggests the following top 10 ways BSCs can go Green:

1. Use only Green-certified cleaning chemicals.
2. Choose vacuum cleaners bearing the Seal of Approval from the Carpet and Rug Institute.
3. Group cleaning routes by geographic area to save on fuel.
4. Have workers carpool to job sites.
5. Select floor machines with built-in vacuum systems to help protect indoor air quality.
6. Use cleaning chemical auto-dispensing systems.
7. Encourage clients to install high-performance matting systems.
8. Transfer to cylindrical-brush floor machines, which use less water and chemicals.
9. Extend floor refinishing cycles; some conventional floorcare chemicals can be harmful to the environment.
10. Recycle, reuse, reduce, everything.

A final tip, Schaffer adds, is to select multitasking equipment, machines that can be used on hard surface floors as well as on carpets. "One machine that does two jobs will save space, save time, save resources, and be more cost effective as well."

Tornado Industries has been designing and engineering quality cleaning equipment for more than 75 years. The company has a long history of developing innovative products and applying the latest technology to increase productivity, reduce costs, and improve safety. Tornado prides itself on always being on the cutting edge of floor care cleaning solutions. ■

Together, we're changing how the world stays well.

Skin Health and Hygiene Solutions
from the inventors of PURELL®.

Visit us at ISSA Booth 1815

www.GOJO.com

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A Green Education

In 2006, Stephen Ashkin, recognized as the leading advocate for Green Cleaning within the jansan (professional cleaning) industry, founded Green Cleaning University. The school, which has taught more than 300 people about Green Cleaning using online, CD, and other home or office based training programs, is credited with helping clarify what Green Cleaning is all about, how it should be implemented, the impact it is having and will likely have on the jansan industry, and, possibly most important, the affect it will have on effective cleaning, human health, and the environment.

Just recently, ISSA, the largest cleaning association in the world, became a partner in Green Cleaning University. The move has been widely viewed within the professional cleaning industry as acknowledgment of the importance of Green Cleaning and the value of Green Cleaning University.

With the news that ISSA is now a partner in Green Cleaning University and the fact that the program has proven to be such as effective training ground, we asked Ashkin to help further educate ChinaClean's readers about the use of environmentally preferable cleaning products, Green Cleaning systems, and how he expects Green to impact China.

Question: When did you first get involved with Green Cleaning?

Ashkin: I have been advocating the use of Green Cleaning products, which I define as those products that have a reduced impact on health and the environment, for nearly 20 years. When I started, there were few Green products made specifically for the professional cleaning industry. Many people called "Green" a fad, and for several years I gave presentations at tradeshows and seminars with only a few people in attendance. There just was not much interest. However, I persisted, and as we see today-especially in North America, Europe, and now moving into Asia, the interest in Green issues, including Green Cleaning, is everywhere.

Stephen Ashkin

What and when was the "tipping point"?

It is almost impossible to determine what one thing caused the excitement about Green Cleaning and environmental issues in general. Most likely it was the fact that over the past several years, we have become more aware of what we are doing to our environment, and governments, private industry, and people around the world have begun insisting we be more environmentally responsible.

As to Green Cleaning specifically, greater interest in environmentally preferable products evolved as the products became both more effective at cleaning and cost effective. When users realized these products perform as well as if not better than conventional products-and the costs were comparable-there simply was no reason not to use them. Further, the independent certification programs that have evolved over the past few years have helped clarify what is and is not Green and have set standards that have helped the consumer tremendously.

You often stress the word "effective" when discussing Green Cleaning products. Is there a reason for this?

"governments, private industry, and people around the world have begun insisting we be more environmentally responsible"

Yes. We cannot rewrite history. Many of the original Green Cleaning products introduced a decade or more ago simply did not perform well. But those days are over. It is part of my job to know what types of cleaning products, Green or not, are available to the industry. Often now, when I see a new Green product tested, I am impressed with how well it performs. We have to keep stressing that Green products are effective, they perform well, they protect health, and at the same time, they have a reduced impact on the environment.

I would also like to honor and acknowledge all the time, effort, energy, and money that jansan manufacturers around the world have put into developing Green Cleaning products. We would not be where we are today, nor would we have high-performing, effective Green Cleaning products, if it was not for their commitment to this concept.

How do you think the use of Green Cleaning products will impact the cleaning industry in China?

Let me answer that by describing what has been evolving in North America and other parts of the world where Green Cleaning has established a foothold. We have seen the industry become more respected, and those in the industry place higher value on what they are doing. The reasons for this is are clear: not only has effective Green Cleaning helped us realize we must be more respectful to our environment, but our role in protecting health, improving worker productivity, enhancing student performance, and reducing absenteeism is now well established. About a year ago, some experts even suggested that the professional cleaning industry should come under the umbrella of the healthcare industry because we do so much to keep people healthy.

Earlier you mentioned cost issues. Do all Green products now cost the same as conventional products?

No, and I do not want to mislead anyone. Some Green products do cost more than conventional products. However, we must analyze these cost factors carefully because often the user is purchasing a higher-quality, healthier product that proves to be a cost savings overall. For instance, high-filtration vacuum cleaners that capture and trap contaminants so that they do not become airborne are often installed on higher-end vacuum cleaners. However, these machines are often better quality, last longer, and do not have the service needs of less expensive vacuum cleaners with relatively poor filtration systems. When you calculate the added longevity of the machine, fewer service bills, and less downtime, it is clear the cost of ownership of some high-filtration vacuum cleaners is actually less than that of inexpensive vacuum cleaners.

As to Green Cleaning chemicals, many are comparably priced. What many contractors and facility managers do as they evolve into Green Cleaning is select cost-compatible Green equivalents they use most frequently, such as all-purpose cleaners and window cleaners. This starts them on their "Green journey," and then they can begin exploring and cost comparing Green products for other tasks.

What advantages are there for cleaning companies in China to begin Green Cleaning?

Again, what has happened in North America can serve as an outline of what is likely to happen in China. Historically, cleaning in the United States has been viewed as a "commodity," which means, at least in the minds of facility managers, that most cleaning companies are alike with price the only differentiator. When U.S. cleaning contractors began offering Green Cleaning, it meant that health, protection of the environment, and improvement of worker productivity and student performance became differentiators. For facility managers, this meant there was an entirely new business model to consider. They could do things the old way-hope for the best at the lowest price-or hire a contractor that could improve the performance of their facility.

We should also mention that Green Cleaning products generally are safer for cleaning workers. This often means there are fewer accidents and injuries, less worker turnover, and reduced absenteeism, which are all a savings for the cleaning contractor.

A recent article in the New York Times (April 19, 2009) reported that China might "backpedal" on environmental issues because of the downturn in the economy. If this happens, do you think it will impact Green Cleaning?

The article referenced that some more costly environmentally responsible projects, such as switching to cleaner fuels for cars, are being reconsidered at this time. Additionally, it mentioned that in an effort to jump-start the economy, environmental impact assessments on new projects, which were allowed 60 days to produce findings, have been reduced to just 5 days, making a thorough examination of a new project next to impossible.

This is unfortunate because my concerns for the environment go far beyond Green Cleaning. I would like to see greater sustainability and environmental responsibility in all aspects of society and in all industries. However, as we have noted before, Green Cleaning products are effective, and the costs are no longer a concern when selecting most Green Cleaning products. Because of this, and because we are all so much more aware of our impact on our environment, I expect Green Cleaning, greater concerns about water conservation, and sustainability to continue to grow in China. ■

Enviro-Solutions Releases New Sustainability Statement

Enviro-Solutions, a manufacturer of professional cleaning products with offices in Canada and the U.S., has just released an updated "Sustainability Statement."

The revised statement recognizes that Green cleaning has evolved in recent years, going from cleaning to protect health with a reduced impact on the environment, to a much broader perspective, one of promoting the "triple bottom line."

Mike Sawchuk

According to Mike Sawchuk, vice president and general manager of Enviro-Solutions, the triple bottom line typically refers to companies that revise their business practices to consider the impact their company has on people, our planet, and profits.

In this case, "profits" recognizes that a company is in business to produce earnings. But it encourages firms to realize that these profits should also benefit the community as a whole.

Sawchuk says that along with taking steps to protect the environment, the new Sustainability Statement means his company is considering the broader economic and social impacts that cleaning, his company's products, and the professional cleaning industry have on the environment.

"For instance, we are renewing our efforts with our distributors and end customers to become more energy efficient, reduce waste, and provide a healthier environment in their business operations," says Sawchuk. "This also can help them cut operating costs considerably."

He adds that the professional cleaning industry, which has proven to be a leader in adopting environmentally preferable cleaning practices, also has an opportunity to be a leader in promoting fair, ethical, and beneficial business practices toward cleaning workers and other employees.

"It demands that we stay current with new technologies that help our business, our distributors' businesses, and their customers become more environmentally responsible and consume less energy and use fewer natural resources."

"We see our pursuit of truly sustainable, responsible business practices as a work in progress," concludes Sawchuk. "It demands that we stay current with new technologies that help our business, our distributors' businesses, and their customers become more environmentally responsible and consume less energy and use fewer natural resources." ■

Perfect match!

Announcing the Embassy®2 Supreme Thru-Air-Dried (TAD) Ultra Long Roll Towel (ULRT®) with an additional 400 feet of premium softness and absorbency. A perfect match for the sleek and curvy new Genesis™ line of dispensers.

Check out the new longer (1000') TAD towel
at booth 819, ISSA Chicago.

Embassy®2 Supreme Thru-Air-Dried Ultra Long Roll Towel®
and Titan™2 dispenser from the Genesis™ collection.

Kruger Products | EMBASSY®2 Supreme

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Is The Cash Flow Squeeze Keeping You Up At Night?

By Davi Tserpelis

It is not unusual for a business to become debilitated by cash flow constraints in today's economic upheaval. Small to mid-sized companies worldwide are commonly experiencing situations such as ongoing negative sales trends, stressed vendor terms, slower receivable and inventory turnover, losses, deterioration in asset values and other depressing circumstances which can set any company into a tailspin. Many businesses are facing even more than one of these challenges. As of May 2009, according to the Discover Small Business Watch, 49% of small business owners say they have experienced temporary cash flow issues in the past 90 days (up 10% from April 2009 and the highest reported since the watch began in August 2006.)

Often the effect of these negative situations is a loss of banking relationships, which can exacerbate an already difficult situation. Most banks and large financial institutions are currently in self preservation mode thus limiting their desire to lend out additional credit. Lines of credit typically incorporate restrictive financial covenants, additional monitoring expenses, and reporting demands which can be burdensome and difficult for the small business owner to live up to, especially during tough times. Banks currently taking in new customers, find themselves with a tremendous volume of borrowing requests allowing them to limit their approvals to profitable companies. Even if a bank might be a good fit for a company's working capital needs, this selective approach leaves many businesses out in the cold. In addition, the company might require additional services in relation to credit risk management and accounts receivable management which add substantial value. These services are typically not provided in conjunction with a line of credit.

IS YOUR COMPANY STRUGGLING TO ACCESS CREDIT?
Accounts Receivable Financing Purchase Order Financing
FRANKLIN CAPITAL NETWORK
Contact Davi Tserpelis at 516-279-4423 davi.tserpelis@FranklinCapitalNetwork.com FranklinCapitalNetwork.com

Without cash flow, how does a business have the opportunity to stop the bleeding, stabilize and get back to its goal of profitability? Positive cash flow is critical for a business to run successfully. And the business is probably finding its vendors and customers with the same issues. Keeping cash flow stable requires juggling most aspects of the operation, including accounts receivables, payroll, credit and inventory. Depending on the business model, industry and assets, there are specialty finance companies that can provide alternative debt products to strained business-to-business companies in a turnaround situation.

Historically, private asset based lenders cater to ailing companies with working capital issues that cannot access bank debt such as young growth companies, companies restructuring the business and businesses in need of debtor-in-possession financing. Asset-based products from specialty finance providers such as commercial invoice factoring and purchase order financing are available to support working capital requirements. These products provide positive cash flow as well as other benefits, providing a great alternative to the onerous task of raising equity and diluting future earnings of the principal owners. Benefits are far beyond liquidity. It is important to understand the benefits of these products and working with a non-bank financial institution prior to assessing what is best for the company.

Commercial invoice factoring benefits:

- Same day advances on invoices speed up cash flow, enabling the company to purchase advantageously from suppliers and improve credit ratings
- Accounts receivable management provides savings through faster collections, elimination of overhead associated with administration, and reduced credit losses
- Credit risk guidance to assess risk of payment based on customers credit ratings
- Online real-time comprehensive status reports on accounts receivable
- Purchase order financing (aka trade finance) benefits
- Fulfill orders and achieve earnings that would not otherwise be possible without the need for cash layout
- Purchase finished goods without tying up or drawing on line of credit
- Negotiate vendor discounts by eliminating credit risk

Regardless of the type of product best suited to provide the company with ongoing working capital, it is vital to access working capital necessary to stabilize the company versus the alternatives so many other companies are faced with today like bankruptcy, distressed sale or diluting equity raises.

KEEP IN MIND, a stressed market opens up opportunity. Companies that are resilient and focused on developing their own businesses will reap the rewards of a less competitive marketplace with exciting opportunities to expand the business and grow the company. Focus on the company's long-term goals and do what's necessary in the short term to get through these confusing economic times. Freeing you from worrying about cash flow will allow the owner and their team to do what they do best - focusing on developing the business

Davi Tserpelis

Davi Tserpelis is the Director of business development with Franklin Capital Network, a nationwide provider of working capital solutions including factoring and purchase order financing for small to mid-sized business-to-business businesses, enabling companies to quickly access liquidity to manage their cash flow. Davi can be reached in booth 4616, at 516-279-4423 or via email at davi.tserpelis@franklincapitalnetwork.com

ProTeam revolutionizes the Industry Again with the Brand New Super HalfVac HEPA

Twenty-two years ago, ProTeam took the Jan/San industry by storm with the invention of the lightweight backpack vacuum-forever revolutionizing commercial cleaning and maintenance. With the backpack vacuum came better ergonomics and maneuverability, more powerful suction and filtration, less impact on the user's body, longer machine and motor life, improved efficiency of use, and increased productivity and cost savings. The backpack vacuum simply made it easier to clean, with better results.

Fast-forward to today, and ProTeam manufacturers a full line of backpack vacuums-in addition to dual-motor uprights and speed canisters-to meet every commercial cleaner's needs. Numerous studies tout the advantages of using backpacks over uprights and canister vacuums-including increased productivity and cost savings from ease-of-use, efficiency and durability.

ProTeam is about to take the industry by storm again. In early 2010, ProTeam will release the first of the next generation of vacuums, called the Super HalfVac HEPA. This ultra-compact hip-style vacuum is the first of its kind, and is about to change the face of commercial cleaning with superior performance and filtration.

Using the next level of design and technology in motors, filtration systems and ergonomics, the Super HalfVac HEPA vacuum is in its own class. A revolutionary, first-of-its-kind Five Level Filtration system allows the Super HalfVac HEPA to take dust capture and retention of microscopic particulates to the next level. With Five Level Filtration, a unique HEPA filter system sits behind the motor, essentially filtering air that has been cleaned by the first levels of filtration in front of the motor. This proprietary HEPA filter system captures carbon dust from the motor, giving a final cleaning to the filtered air that has already run through an intercept micro filter, a micro cloth filter and a dome filter.

ProTeam's Super HalfVac HEPA

No hip-style vacuum on the market comes close to cleaning air the way the Super HalfVac HEPA does. And the benefits don't stop there. The compact design of the Super HalfVac HEPA comes with an ergonomic waist belt and lumbar support that distribute weight evenly for comfort and ease-of-operation. The unit's balanced placement on the user's back and its ability to be worn without shoulder straps ensures maximum ergonomic benefits-honoring the user's alignment, and allowing a natural flow of movement that eliminates strain and stress.

The side-to-side motion of cleaning enabled by the Super HalfVac HEPA-as with all ProTeam backpacks-is proven to eliminate stress and body fatigue by utilizing larger muscle groups. Detail work is a snap with a wand that easily extends for hard-to-reach areas. Though the Super HalfVac HEPA is small, it is still as mighty as ProTeam's larger backpacks, providing superior power and performance for all your cleaning needs.

With the Super HalfVac HEPA, you also get the increased productivity and cost-savings associated with all quality backpacks. Studies show that using a backpack over a single-motor upright reduces the time it takes to clean a 10,000 square foot facility by 2.5 hours and can save up to $5,280 a year in associated costs. Times that by ten for a 100,000 square foot facility and you've just saved up to $52,800 in a single year.

As with all ProTeam vacuums, the Super HalfVac HEPA is built to last, and they do-for years. The durability of ProTeam vacuums make a measurable difference on the environment and your pocketbook: with less moving parts to replace and a longer machine life, less waste goes into our growing landfills and more money stays in your wallet. Add the cost savings you get from a machine and parts you don't have to replace for years to the increased productivity you get from the Super HalfVac HEPA, and you've just made one very smart investment.

The Super HalfVac HEPA is the perfect hip-style vacuum for those who want performance, filtration and an ergonomic lumbar support in a compact vacuum. It's an ideal model for the smaller cleaning worker-but fits all body types-and is an excellent entry point into wearing backpacks. Ideal for commercial offices, education facilities, healthcare centers, retail spaces and contract cleaning, the Super HalfVac HEPA promises to take the efficiency and productivity of your cleaning to the next level.

ProTeam will introduce the Super HalfVac HEPA at the ISSA show, booth # 3116. Come by for a sneak peak, or visit www.Pro-Team.com/redefined for more information. The Super HalfVac HEPA will be available to order in early 2010. ■

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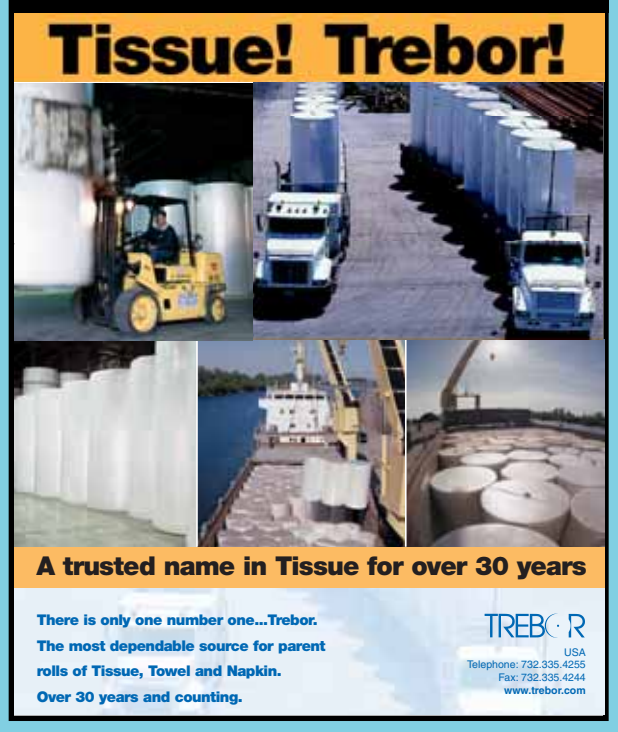
New Product & Exhibitor Highlights

Kruger Products — **Booth 819**

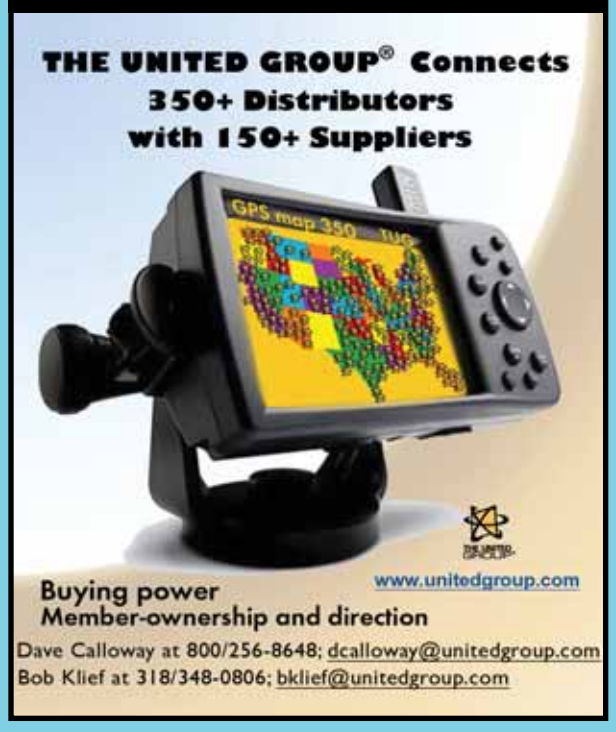
Spartan Chemical — **Booth 4030**

San Jamar — **Booth 3661**

Trebor — **Booth 1067**



The United Group — **Booth 3643**



R3 Redistribution — **Booth 930**

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Saalfeld Redistribution — **Booth 1051**

U. S. Battery — **Booth 2024**

Kruger Products: Rooted in Sustainability

Environmental innovations have also been good for business

Continued from page 1

100 per cent recycled fiber and 88 per cent post-consumer content. Products like the White Swan® Ultra Long Roll Towels reduce packaging, core waste and shipping impacts while providing 50 per cent more product than a standard Long Roll Towel. Our TITANTM Electronic Touchless Towel Dispenser offers four length settings to reduce consumption. The Onliwon™ Mealmate® Napkin Dispenser helps control napkin waste through a "one-at-a-time" dispensing system. Less waste and reduced costs are benefits of the HandsFresh® Touchless Foam Soap Dispenser, which also has a battery life six times longer than the competition, leading to fewer batteries to recharge and recycle.

We have gone further to certify more than 70 of our products under the EcoLogoTM Program, North America's most respected and established multi-attribute environmental standard and certification mark. These tissue products also contribute to the Leadership in Environmental Efficiency and Design (LEED) designation.

Kruger is also thinking about tomorrow today by taking the lead on environmental protection and developing sustainable sources of energy. By partnering with Manicouagan-Uapishka territory representatives and the Canadian Commission of UNESCO, Kruger is helping protect the largest biosphere reserve in Canada. By heading the development of clean energy with 44 wind turbines at the Port Alma Wind Farm in Ontario, Kruger is producing enough renewable and efficient energy to power approximately 30,000 Ontario homes. Kruger Energy will soon double this clean energy output with a second wind farm to be built in the Ontario municipality of Chatham-Kent by 2011; this second wind farm will power an additional 25,000 homes annually. And by generating electricity with biomass produced from diverting mill sludge and other wood residue, Kruger Products is helping to cut greenhouse gas emissions and is helping to secure a healthier, more reliable future.

Kruger's sustainability story is far from over. We want you to experience what "green" really means and invite you to follow our progress at: www.kruger-products.ca/afh. ■

Jansan Manufacturer Suggests 10 Ways to Stay Healthy This Flu Season

We all are getting very concerned about swine flu. But many people overlook practical steps they can take to help protect their health during this challenging flu season and throughout the year. Many of these are simply commonsense

techniques that we should all be familiar with.

To review some of these preventative steps, Kaivac has prepared the Top Ten Ways to Stay Healthy at Home, Work, or School. Below are those suggestions:

1. Proper handwashing is still the most effective way to stop the spread of germs, yet even doctors and nurses often fail to adequately wash their hands as frequently as they should. According to one study, average handwashing compliance of doctors and nurses is about 63 percent.*

2. The use alcohol-based hand sanitizers are effective, but should be viewed as an interim measure. They do not replace the effectiveness of proper handwashing.

3. Get your flu shot and if a vaccine is available for swine flu, get that one too.

4. Discard used tissues in toilets, not trash cans.

5. Keep your immune system strong: eat well, stay active, and get lots of sleep.

6. Do not share pens, mugs, and utensils.

7. Stay home from work if you're sick and keep your children home from school if they are sick or have flu symptoms.

8. Make sure custodial workers regularly and hygienically clean desks, kitchen counters, door knobs and other surfaces, especially commonly and frequently touched surfaces. CIRI** reports that squeegee-based flat surface cleaning systems can eliminate more than 99 percent of all germs and bacteria on desk surfaces.

9. Restrooms are high risk environments, especially during an outbreak. They should be hygienically cleaned on a frequent basis including: fixtures, counters, door knobs, walls, and floors. Using spray-and-vac systems effectively removes soils and pathogens and protects workers from unhealthy contact with contaminated surfaces.

10. Stay alert. Read and listen to credible sources on how to stay healthy through this challenging period. None of us have to be another victim or swine flu statistic.

** Online Journal of Health and Allied Sciences, April 26, 2007*

*** Cleaning Industry Research Institute* ■

New Product & Exhibitor Highlights

Cascades Tissue Group **Booth 3915**

Georgia-Pacific **Booth 611**

GOJO Industries **Booth 1815**

Occidental Chemical **Booth 2267**

SCA Tissue **Booth 1530**

Advance **Booth 1223**

Kruger Products **Booth 819**

Convermat **Booth 1255**

Wausau Paper/Bay West **Booth 2235**

WHERE SCIENCE, CLEANING & HEALTH CONVERGE

The *Green Connections Center* at ISSA/INTERCLEAN® North America 2009

ISSA INTERCLEAN® green connections
Cleaning. Science. Health.

ISSA's new Green Connections Center: the centerpiece of the exhibit hall, where you can learn about the industry's mission to combine science and environmental preferability to improve occupant health.

Visit Booth 2446

Green Connections Supporters—view issa.com/gc for complete listing

VISIONARY SUPPORTERS

Rubbermaid Commercial Products

technical concepts
Innovative Hygiene Solutions

INNOVATIVE SUPPORTERS

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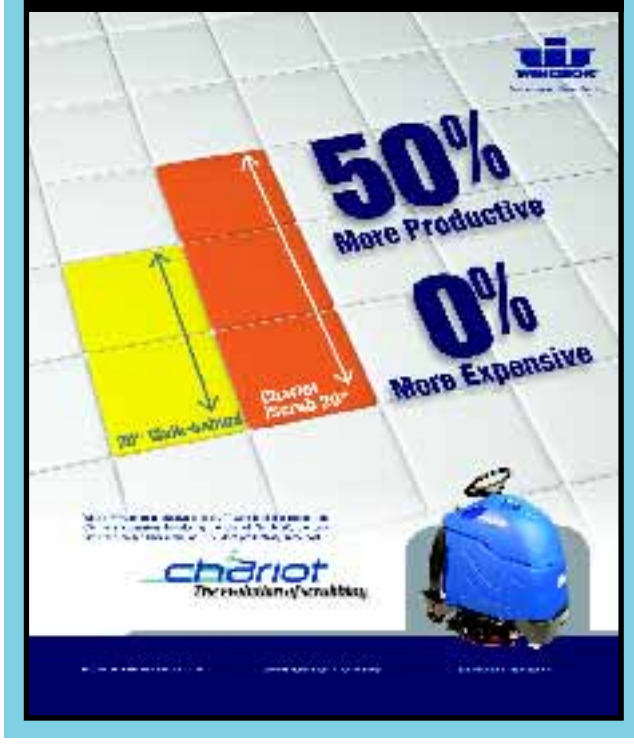
INDUSTRY SUPPORTERS

ABC Compounding
Amano Pioneer Eclipse
The Andersen Co.
Cascades Tissue Group
Colgate Palmolive
Delamu Manufacturing
Dial Corp.
Earth Friendly Products
e-clean products/ division of The Bullen Companies
Eco Concepts
EMSCO GROUP
Electrolux Home Care Products, NA
Enviro Solutions Ltd.
EPA Design for the Environment
Green Seal
Haaga Great Lakes
Holloway House
Lagasse, Inc.
National Chemical Laboratories
PortionPac
Quest Chemical Corp.
Rochester Midland
Roebic International
Stearns Packaging Corp.
Stoko Skin Care
Terrachoice EcoLogo™
Triple S
Webster Industries

New Product & Exhibitor Highlights

Windsor Industries Booth 639



Cascades Wiping Solutions Booth 3915

Clarke Booth 1235

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Ace Janitorial & Surgical Supply Co. 2052
ACI Industries Converting 4908
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Activant Solutions, Inc. 2537
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Activtek Environmental 4438

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Advantage Products Corp. 1852

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Allied West Paper Corp. 1258
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Alpine Aromatics International, Inc. 4460
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Amano Pioneer Eclipse Corp. 2442
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American Express 342
American Sanitary Products 2358
American School & Hospital Facility 2300
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Betco Corp. 3605
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Colgate Palmolive Company, Commercial Customer Group 4405
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Eclectic Products, Inc. 550
Eco Concepts, Inc. 443
EcoForm 1948
Ecolab Inc. 4917
EcoLogo / Terrachoice 1947
EDIC 2458
EG Robot 215
Electrolux Home Care Products, NA 1862
Emerald Professional Protection Products 3637
EMI Yoshi 226
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EMSCO GROUP Commercial Products .2148
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EP Minerals, LLC 4037
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Essential Industries, Inc. 2010
ETC of Henderson, Inc. 4446
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Evolution Sorbent Products LLC 3909
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Filmop USA 605
First Illinois Systems Inc. 2055
Flexaust 2437

Bright Ideas Shine at ISSA/INTERCLEAN

Continued from page 1

entrepreneurs from nearly every field of business on his show, The Big Idea With Donny Deutsch, to discover what moves helped them conquer an array of business challenges.

ISSA will also feature a session—sponsored by Activeion Cleaning Solutions—with none other than former NFL coach Mike Ditka today at 8:45 a.m. In The Leadership ACE—Attitude, Character, and Enthusiasm, "Iron Mike" will impart his wisdom regarding exactly what it takes to lead your team to success against any odds as well as how to personally evolve into the leader that companies seek today.

Mike Ditka

And that's just the beginning. When it comes to the full line-up of education at this year's show, you're bound to find the solutions you're looking for. If sales is your focus, check out Become a Rainmaker, Even in a Drought Market, or take in Economic Forecast 2010—What the Future Holds, with renowned economist and TV commentator Alan Beaulieu. If cash flow is a concern, you won't want to miss Unlocking Trapped Cash With Dead Stock Planning or Turning Buyers Into Investors.

Also scheduled are many customer-focused sessions that your top people should attend to help get inside the minds of every valued account, from infection control and green cleaning to finding out where facilities professionals are looking to cut costs. Try Frugalisms: Creative Concepts in Facilities Leadership, for instance, to help you understand the hot buttons of in-house customers.

Further, there'll be an entire track of green sessions at the conference, designed to help you determine how sustainable your own organization can become as well as how to prepare customers to meet LEED-EB: O&M requirements and many other corner-office green requests.

Of course, you might also find your next bright idea simply by talking to fellow attendees, which is why ISSA has expanded networking opportunities at this year's event. In addition to the popular All-Industry Networking Lunch—on Tuesday, October 6, at noon, with Chicago Board of Trade veteran Maxine Shapiro speaking on The Power of Making a Connection—there will be a new Show Floor Roundtable Lunch, right in the exhibit hall, on Thursday, October 8, at noon.

Time Savers

To assist you in working the show more efficiently, ISSA has programmed each seminar and networking event at www.issa.com as well as in the registration process, so you can download them right into Outlook. This option helps you plug your show schedule right into your PDA. Plus, the interactive exhibit directory at www.issa.com/exhibitors helps you review companies you want to visit and contact to set up appointments. In addition, there will be new Laptop Stations right on the exhibit floor, at Booth 367, allowing you access to your office so you can continue to do business throughout the week. Just bring your laptop and plug in to gain Internet access.

To make the most of your time at ISSA/INTERCLEAN, don't forget the complimentary option to set up your own private meetings with customers or peers at the Show Floor Meeting Rooms, also found at Booth 367. It's where you can sign up for one-hour slots to do business without being too far from your next appointment.

Alliance Events

This year, ISSA celebrates the 10-year co-location anniversary with the International Executive Housekeepers Association. The Association of Residential Cleaning Services International convention also will return to ISSA/INTERCLEAN in Chicago.

The newest co-location partner will be the Building Service Contractors Association International, which will host a special Executive Seminar program on October 9, open to distributors. Not only will you find top management education here, but you'll also network with the leaders in contracting and distribution. This session will feature Smith Bucklin CEO Henry Givray and executive trainer Art Turock, sharing cutting-edge business-growth strategies for today's cleaning executive. For more information, visit www.bscai.org.

Many distributor buying groups and associations will be present at this year's event as well, some hosting their own member events during the week. In addition, ABM Industries will again host its distributor and supplier appreciation event—one that impacts many ISSA members—in conjunction with ISSA/INTERCLEAN.

ISSA is also working with the Healthy Schools Campaign to host a special Educational Facilities Day on October 9, providing special sessions and exhibit-hall demonstrations to help today's strapped schools manage cleaning operations toward healthier, greener outcomes.

Thursday, October 8, 10:15 - 10:45 a.m.

ISSA Resource Center, **Booth 1200**

Donny Deutsch will sign copies of his latest book, The Big Idea: How to Make Your Entrepreneurial Dreams Come True, From the Aha Moment to Your First Million, immediately following his ISSA/INTERCLEAN keynote address, October 8, from 10:15 a.m.-10:45 a.m., at the **ISSA Resource Center, Booth 1200**. Copies of the book will be available for purchase on site.

CIMS-GBPress Conference

Wednesday, October 7
3:00-3:30 p.m. **Booth 3046**

ISSA will host a press conference coinciding with the launch CIMS-GB, the new Green Building designation of the popular ISSA Cleaning Industry Management Standard (CIMS). The press conference will take place in Booth 3046, adjacent to the Green Connections Center on the show floor.

ISSA Best Customer Service Awards

The ISSA Best Customer Service Awards acknowledges exhibitors that display outstanding customer service to attendees visiting their booths during tradeshow-floor hours. Using the ballots provided in their badge holders, distributors, building service contractors, and in-house service providers will have the opportunity to vote for these awards, given to two categories of exhibitors (booths up to 300 square feet and booths 400 square feet or over) in five product categories: chemicals, disposables, powered equipment, supplies & accessories, and services & technology. Awards will be presented at the **ISSA Resource Center, Booth 1200**, on Friday, October 9, at 10:00 a.m. ■

RCP INTRODUCES INNOVATIVE MATERIAL HANDLING SOLUTIONS THAT ARE SMART, RUGGED & TRUSTED

Rubbermaid Commercial Products (RCP), the leader in durable facility maintenance solutions, proudly introduces a new standard of excellence in heavy-duty carts and trucks. This line of heavy-duty material handling solutions has been significantly redesigned and expanded into new categories, new products, and new innovations to help end-users work smarter, faster and safer.

"The new line of smarter Heavy-Duty Material Handling Carts & Trucks consists of 55 products that provide meaningful and unique solutions for top user needs in the marketplace," said Scott Singleton, Global Business Team Leader-Material Handling at Rubbermaid Commercial Products. "Known for industry-leading durability, Rubbermaid Commercial Products' rigorously tests its products to ensure they meet or exceed industry standards, and this new line in no exception. Our Duramold™ structural resin and metal composite structure has the highest strength-to-weight ratio when compared to other metal, wood and solid plastic decks and has been tested to hold and transport up to 2,500 pounds of weigh load capacity-that's almost 40 buckets of sheetrock compound."

Rubbermaid's new Heavy-Duty Material Handling line offers a smart solution for end-users in any commercial environment where you need to move heavy payloads-on a construction site, in a manufacturing plant or within an office building. From Platform Trucks and Utility Carts, to our patent pending Convertible A-Frame and Convertible Platform Trucks, Rubbermaid offers the right material handling products for almost every environment and application.

Rubbermaid's Heavy-Duty Handling line

Smart

Rubbermaid's new Material Handling line consists of a range of application-specific designs that offer superior ergonomics and enhanced maneuverability for improved productivity. "At Rubbermaid Commercial Products, we believe in working smarter and our new line of carts and trucks are designed to help the end-user move loads safely and efficiently," said Singleton. "Our variable grip-height handle on our carts and trucks was designed to not only improve maneuverability, but to help reduce muscle strain for most users, regardless of height. And we've taken the guess-work out of casters by testing and selecting the optimal caster options for each product."

Rugged

Rubbermaid's exclusive Duramold™ technology offers the highest strength-to-weight ratio when compared to metal, wood and solid plastic decks. Duramold™ decks are formed from a precision engineered resin and metal composite structure that is lighter then typical metal and wood products without sacrificing strength, allowing end-users to put their effort into moving their payload not their truck. "From the maintenance side, our Duramold™ decks won't warp, dent, splinter, rust or rot," added Singleton. "And virtually maintenance-free, its resilient surface absorbs impact and is resistant to most chemicals, impervious to water damage and easily cleaned."

Trusted

As the material handling category leader and partner for the smartest solutions for more then 30 years, construction superintendents, material managers and facility maintenance managers count on RCP's breakthrough innovations, best-in-class features and long-lasting products to meet their most demanding heavy-duty material handling needs. ■

For more information about Rubbermaid's Heavy-Duty Material Handling Solutions, visit: http://www.rcpmaterialhandling.com or call your RCP distributor. ■

Exhibitors Listing

FlexSol Packaging Corp. 3461
Flitz International Ltd. 1156
F-MATIC 551
Fogmaster Corp. 2140
Foote-Mats Marketing, LLC,
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ISSA Speaks Out on Health-Care Reform

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argued that such taxes will cause businesses to reduce or freeze their employee rolls as well as work to depress wages, with negative implications for our fragile economy.

Background

The August congressional recess has not been kind to President Obama's plan to overhaul our nation's health-care system. The administration conducted numerous town-hall-style meetings to promote its approach to health-care reform and build public support. However, much to the administration's chagrin, these meetings became rallying points for those highly critical of the Democratic Party's approach to reform and have fueled public anxiety over the issue.

In fact, President Obama's public-approval ratings have hit their lowest numbers yet during his term of office. The president's slide in the polls is largely attributed to his stance on health-care reform and his recent ambivalence as to whether the administration will stick with a public option that would compete with private insurers. On the one hand, the president knows that the public option is an impediment to a bi-partisan package, but abandoning a government-run health plan will jeopardize support from the liberal faction of the Democratic Party. Obama has also been hurt by the lack of a clear vision as to how his proposal will impact those who already have health insurance.

In the absence of strong leadership from the White House, the Senate and House have been casting about for alternatives to the public option, such as a system of nonprofit co-ops run by those who are insured instead of by the government. But no one is quite sure how that approach might work on a national scale. Needless to say, once Congress reconvenes, these subjects will be the center of a national debate.

Business Community Weighs in on the Issue

The business community has weighed in heavily on the issue of health-care reform because the proposals currently under consideration by Congress fail to adequately address the fundamental problem: the skyrocketing costs of health care and insurance premiums. In fact, pending legislation would only exacerbate the problem. Current health-care-reform measures are estimated to cost as much as $1 trillion and would impose substantial taxes on small businesses to help pay for the reform packages as well as impose "pay or play" mandates upon employers.

ISSA encourages members of the cleaning industry to contact their federal legislators and express their concern over the health-care-reform measures currently before Congress. For more information on contacting your senators and representatives, go to www.issa.com/healthcare. ■

Say YES to Networking

The annual YES networking reception and Career Coach seminar at the annual ISSA/INTERCLEAN® North America tradeshow and other YES-sponsored events are excellent opportunities to meet and exchange ideas with your peers. And keep in touch all year with the direct e-mail links in the online YES member directory.

"YES is a wonderful way for young people in the industry to network, expand their knowledge, and expand their reach in the association."

—Mattie Chinks, president, Avmor Ltd., Laval, QC, Canada

Say YES to Education

The YES Scholarship is awarded through the ISSA Foundation for the University of Industrial Distribution educational program. The Career Coach seminar at the ISSA/INTERCLEAN® North America tradeshow provides a forum for YES members to gain knowledge from top industry leaders. The monthly YES e-update provides tips and resources as well as special YES-member discounts on ISSA educational products. In addition, YES members receive ISSA Today and ISSA legislative updates.

"I started in the industry in 1988, but I really didn't learn about the industry until I joined YES."

—Laurie Sewell, president/CEO, Pacifica Consulting Services, Culver City, CA

Say YES to Technology

Special technology programs are pursued by YES and then presented to the ISSA membership. Past programs include the ISSA Bar Code Standard, sales force automation training, electronic bulletin boards, and mobile technology solutions.

Say YES to Tomorrow's Leaders

Joining the YES Coordinators Committee offers valuable leadership experience while helping to improve the YES organization. In addition, the YES Industry Special Achievement Award honors industry leaders who have made substantial contributions to the advancement of YES.

"I truly believe YES is building the future ISSA and industry leaders."

—Kevin Shoupe, partner, Distributor Marketing, Inc., Fairfield, OH

YES Mission

Working in conjunction with the ISSA Board of Directors, the purpose of YES is to provide leadership and networking opportunities for young executives in the cleaning industry as well as to identify and research emerging technologies, present those concepts found to be of worth to the ISSA board, and then promote these concepts to the ISSA membership.

YES Vision

YES will strive to discover appropriate vehicles to allow its members to develop and enhance their skill set, thereby enabling them to better serve the association as a whole. ■

Education Theater

Quality education does not stop at the Exhibit Hall doors. Get more education conveniently located on the tradeshow floor, booth 135. The following sessions are FREE with your tradeshow badge:

Wednesday, Oct. 7, 2009

11:30 a.m. Succeeding in a Difficult Economy
Brought to you by IEHA

12:30 p.m. Greening Janitorial Paper: What Distributors and Facility Service Providers Need to Know to Differentiate From the Competition
Sponsored by Solaris Paper Inc.

1:30 p.m. Unconscious Bias - The Next Challenge in HR

2:30 p.m. Tap Water's Power
Sponsored by Activeion Cleaning Solutions

3:30 p.m. Tips and Tricks to Double or Triple Your Business in Challenging Times

4:30 p.m. Human and Environment Health and Safety of Cleaning Product Ingredients
Brought to you by SDA

Thursday, Oct. 8, 2009

10:30 a.m. Today's Challenges and Opportunities in Retail Facilities Management,
Brought to you by PRSM

11:30 a.m. Integration of Green Chemistry with Sustainability in the Formulation of Consumer Products
Sponsored by Procter and Gamble Company

12:30 p.m. The Changing Face of the Residential Cleaning Industry
Brought to you by ARCSI

1:30 p.m. Creating Healthy, High Performing Schools
Sponsored by Multi-Clean, Inc.

2:30 p.m. Critical Reasons for Clean, Green and Healthy School Environments

3:30 p.m. How to Define, Manage, & Report Your Sustainability Efforts,
Sponsored by Sustainability Dashboards, LLC.

Friday, Oct. 9, 2009

9:45 a.m. New On-line Resource for Cleaning, Health and Disease Control

10:45 a.m. Green Cleaning in Schools and Universities

11:45 a.m. Green Cleaning in Schools: Marketplace and Policy Changes Shaping Today's School Facilities
Brought to you by Healthy Schools Campaign

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H1N1 Viewed as Unstable

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Damon Arnold of Illinois' Department of Public Health.

Because of the "unstable" nature of the disease, Mike Nelson, vice president of Pro-Link, a jansan buying and marketing group, suggests the cleaning industry "and specifically janitorial distributors and facility service providers be vigilant, helping our end-customers minimize the spread of the disease."

Specifically, Nelson advises the following workplace preparedness guidelines:

- Identify a point person who will take the lead regarding influenza issues at their workplace
- Formulate a business plan in the event of a significant increase in absenteeism due to the illness
- Prioritize business functions, determining what tasks must be performed and which can be delayed if there is widespread absenteeism
- If staff members travel as part of their job, have a point person to keep up with H1N1 travel advisories
- Establish an emergency employee/business communication plan to communicate with absent employees, customers, and vendors should H1N1 impact business operations.

The last major influenza epidemic in the U.S. occurred in 1918. At that time, Philadelphia had the most cases and deaths, whereas St. Louis, MO, had relatively few.

Why did this occur?

"Public health experts say it was because St. Louis incorporated a number of preventive measures, such as those mentioned here, that minimized the impact of the disease," says Nelson, "and Philadelphia did not. That is why [these measures] are called for now." ■

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