

# Walden's CONVENTION DAILY



A Walden-Mott Publication

Chicago

Thursday, October 27, 2016

Booth 3514

## Kruger Products' Newest NOIR Paper Towel Dispensers a Hit with ISSA Interclean Attendees!

Kruger Products Away From Home (AFH) Division has two new paper towel dispensers, currently being showcased in their booth, #2413, which have been very well received by ISSA Interclean® attendees. The Easy-Flow® Roll Towel Dispenser and the Multifold CounterTop

folio, have been praised by visitors to the booth for their good looks and functionality.



**NOIR Multifold**

"We are very pleased with the response so far," said Rob Latter, Corporate Vice-President, AFH Business and Strategic Planning, Kruger Products AFH L.P., who is attending the show. "People have been trying out both dispensers for themselves and have commented on the terrific design, ease of use and appear-

*continued on Page 02*



This year Kruger Products is showcasing a number of new product offerings at their booth 2413.

Dispenser, both in the Kruger NOIR port-

## NETWORK IS DESIGNED FOR GROWTH

As part of its overall global expansion strategy, NETWORK® proudly added The Allia Group to its supply chain system on July 8, 2016. Allia, ([www.allia-higiene.com.br](http://www.allia-higiene.com.br)), a group of independent, professional hygiene and cleaning dis-

tributors, founded by MaxClean, Mpires, RL Higiene, and Copapel, services and supports the entire country of Brazil, and has plans to expand throughout South America, bringing other distributors to the group. With a focus on eight core mar-

ket segments; corporate offices, industrial, healthcare, education, foodservice, hotels and tourism, retail, and leisure and fitness clubs, Allia aligns well with the core markets NETWORK serves.

With INPACS and its European-based distribution locations, NETWORK now has presence and service capabilities in 46 countries, including the United Kingdom, Europe, Australia and Russia. NETWORK will continue to expand its geographical coverage to support current and future global accounts. According to Kevin Rudd, Chief Sales and Marketing Officer,

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



Keith Marcoe, NETWORK, Alan Tomblin, NETWORK President & CEO, Stan Bikulege, NOVOLEX CEO, Bob Mitchum, outgoing NETWORK President & CEO and Chris Butterfield, VP Heritage Bag Sales pictured at their breakfast.

tributors, founded by MaxClean, Mpires, RL Higiene, and Copapel, services and supports the entire country of Brazil, and has plans to expand throughout South America, bringing other distributors to the group. With a focus on eight core mar-

## Nilfisk and Carnegie Robotics to Preview Industry-Changing Advance Liberty A50 Autonomous Scrubber/Dryer at ISSA 2016

*Visit booth #1222 to get a sneak peek at the commercial cleaning industry's most innovative new technology*

Advance, the brand known and trusted to introduce productivity-enhancing innovations in the commercial cleaning market, proudly introduces the Advance Liberty A50 Autonomous Scrubber. The Advance Liberty A50, designed in partnership between Nilfisk and Carnegie Robotics, LLC, a leading provider of advanced robotics sensors and software, is specifically designed to leverage today's most advanced autonomous technologies to make commercial floor care in such settings as retail, hospitality, education, healthcare, and more, more productive, safer and easier than ever.

"We are thrilled to launch the most advanced and easiest to use scrubber/dryer in the commercial floor care industry," said Jonas Persson, president and CEO of Nilfisk. "Nilfisk has an unprecedented legacy of bringing ingenuity and innovation to market by way of products that improve and advance the industry. The Advance Liberty A50 is our most important product innovation yet, and it will set the standard and lead the way for intelligent equipment going forward in the commercial cleaning industry."

The Advance Liberty A50 is the cleaning industry's only stand-on scrubber/dry-

er that can be operated autonomously or manually, providing cleaning professionals with unprecedented flexibility based on their cleaning needs. With its proprietary sensor suite, software and camera, the scrubber/dryer recognizes unknown obstacles as small as a tennis ball and then



**Advance Liberty A50**

automatically maneuvers around them, making the Advance Liberty A50 safe to use in open or congested spaces. And, a proprietary mix of technology, including cameras, sensors and lasers, allow the Advance Liberty A50 to accurately track its cleaning path and clean close to obstacles

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## Forge New Connections at These Thursday Events

In addition to building your brain with the reimagined educational sessions at ISSA/INTERCLEAN® North America 2016, you can engage with your peers at the industry's most exclusive networking events.

**ISSA Fourth Annual LinkedIn Reception Today: 4:00 p.m.-5:00 p.m.**

**ISSA Resource Center, Booth 5269**

For the fourth year in a row, attendees can enjoy the ISSA LinkedIn Reception. This networking event takes place right on the show floor, and includes free drinks and prize giveaways. If you're not an ISSA LinkedIn group member, come on over anyway and learn why you should join the group!

**ISSA International Member Meet-Up Today: 4:00 p.m.-5:00 p.m.**  
**International Business Lounge: Booth 315**

Have a glass of wine with the new EU Council Chairman Michel de Bruin and meet the ISSA EMEA Director Dianna Steinbach to learn about the latest features of your ISSA membership. ■

### ISSA/INTERCLEAN Trade Show Hours

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



# Trebor Tissue!

**Booth #5428**

## Kruger Products' New NOIR Paper Towel Dispensers a Hit with ISSA Attendees!

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ance.”

“We are thrilled to be exhibiting again at ISSA Interclean® North America and showcasing some of our new products,” said Sandra Garcia, Marketing Manager, AFH Division, Kruger Products L.P., who is also attending the show. “Kruger is committed to creating new products that exceed our customers’ expectations with their function and form and we believe our two new paper towel dispensers will do just that.”

The new Easy-Flow® Roll Towel Dispenser features a small footprint, making it ideal for under counters or tight spaces where wall space is limited. It also provides touchless operation, a free-hold dispensing system with an unrestricted paper length, and a precision cutting edge for a clean and easy tear. “The new Easy-Flow® Roll Towel Dispenser has a modern and sleek design that’s distinctive of the NOIR dispenser portfolio, and is available in both black and white color options,” said Garcia. “Plus, it comes at an economical price point that should definitely please cost-conscious buyers.”

The new NOIR Multifold CounterTop Dispenser is a welcomed alternative to baskets on restroom counters. It features one-at-a-time sheet dispensing, which de-

ters customers from grabbing handfuls, resulting in both cost-in-use savings and less chance of a mess on washroom floors. As well, its easy top loading and ability to hold a complete package of Kruger Multifold Towels (up to 334 towels) makes servicing the dispenser quick and trouble-free.

“The new NOIR Multifold CounterTop Dispenser also delivers touchless operation and has a spring-loaded base to ensure towels are always ready for customers to grab,” said Garcia. “Its indicator window signals when a refill is required, for convenient maintenance, and it comes in



**NOIR Easy-Flow Roll Towel Dispenser**

a choice of contemporary colors -- both in black and in stainless steel look -- to suit all décors.”

Visit Kruger Products’ booth, #2413, situated at the ISSA Interclean® North America trade show for more information about these new dispensers and to check out other exciting new products like Kitchen Towel Poly Pack Bundles and Semi-Recessed Stainless Steel Electronic Roll Towel Dispenser wall unit, or visit [krugerproducts.com/afh](http://krugerproducts.com/afh). ■

## The ISSA Mobile App: Your Guide to ISSA/INTERCLEAN 2016

**Question:** Where can you find convenient access to the full list of exhibitors and the complete educational schedule, along with built-in networking tools?  
**Answer:** The ISSA/INTERCLEAN Mobile App sponsored by R3 Reliable Redistribution Resource.

Here’s a peek at how the app will help you make the most of ISSA/INTERCLEAN® North America 2016. You’ll find:

- The complete seminar schedule
- An up-to-the minute exhibitor list, with interactive maps of the trade

show floor

- If you’ve used My Show Planner (<http://www.issa.com/MSP>), your choices will automatically show up in the mobile app.
- ISSA Innovation Award Voting, using the app’s built-in QR code scanner
- The ability to connect with other attendees

Just go to [issa.com/app](http://issa.com/app) and download the app onto your Internet-enabled mobile device. It’s everything you need, in the palm of your hand. ■

## End the ISSA Show on a High Note

Make sure you cap off your week at ISSA/INTERCLEAN® North America 2016 by attending the Friday events. Once again we’ve saved the best for last.

### Vote on the ISSA-ARCSI Merger

Kick off your Friday by attending the ISSA General Meeting from 8:00 a.m. to 9:00 a.m. in room S102. ISSA members will vote on the proposed merger with the Association of Residential Cleaning Services International (ARCSI).

ISSA and ARCSI announced on September 23, 2016, that the ARCSI board of directors had unanimously approved a move to merge with ISSA. Under the agreement, ARCSI members will retain their ARCSI memberships, but those memberships will expand to include global ISSA membership and benefits.

### Applaud Innovation

Find out who rose to the top in the 2016 Innovation Award Program. The ISSA Innovation Awards Ceremony takes place at noon at the Innovation Award Showcase (Booth 4606).



**The winners of the online voting for the 2016 ISSA Innovation Award**

A special guest will present the ISSA Visitors’ Choice Award and the ISSA Innovation of the Year.

The ISSA Visitors’ Choice Award will go to the top five products that receive the most qualified votes on site from October 26 to 27 via the ISSA/INTERCLEAN Mobile App sponsored by R3 Reliable Redistribution Resource. By voting, attendees will be entered to win one of two prizes.

- A trip to ISSA/INTERCLEAN North America 2017 in Las Vegas, NV
- A \$500 Amazon gift card

And—new for 2016—one company will garner the overall ISSA Innovation of the Year. A panel of judges will pick the overall winner using a weighted rating system based on the online and on-site voting results. The panel of judges consists of industry experts, media, and member representatives.

So make sure you vote for innovation in the industry, then join your colleagues to honor the winners!

### Go for Great

Silicon Valley icon Steve Wozniak, co-founder of Apple, will close out the show from 1:00 to 2:00 p.m. in the Grand Ballroom.

You won’t want to miss this opportunity to hear Wozniak’s inspiring stories of entrepreneurship, innovation, and creativity. Learn about his personal vision for the future of technology and how it applies to the facility solutions industry. Plus, discover his secrets to taking the initiative to ensure that you are always going for great. ■



**ISSA, Amsterdam RAI, and co-location partner dignitaries officially open ISSA/INTERCLEAN® North America 2016 during the Ribbon Cutting Ceremony on Wednesday, October 25, 2016.**



**ISSA Director of Facility Services Dan Wagner recognizes the newest class of cleaning organizations certified to the ISSA Cleaning Industry Management Standard Wednesday morning, prior to the kickoff ISSA Keynote Address. This latest group of certifications brings the total number of organizations that have achieved CIMS certification to more than 250.**



**Trebor pictured above with Robert D. Glidden Jr., Chairman, Peter C. Stairiker, Sr. VP Sales, Donald Glidden, President, Don Glidden and Ron Trinka, Western Regional Sales at booth 5428.**



# YOUR CUSTOMERS DESERVE A BETTER HAND DRYING EXPERIENCE.

**When only air dryers are present, 62% of people either seek alternate methods or only partially dry their hands.\***

When given the choice, 75% of people choose paper towels over air dryers to dry their hands in public washroom facilities.\* Give your customers the hand drying experience they prefer by providing paper towels instead of air dryers.

For more information visit [ChooseKrugerTowels.com](http://ChooseKrugerTowels.com)



AWAY FROM  
HOME



EMBASSY  
ULTIMATE LUXURY

\* Based on results of Kruger Products' 2016 online survey of 1,009 English speaking Canadians age 18+. © 2016, ® Registered and ™ Trademark of Kruger Products L.P.

## Cascades Invests in the Construction of a Major Tissue Converting Plant on the American West Coast

Cascades Inc., leader in the recovery and manufacturing of green packaging and tissue products, is pleased to announce that



Jean Jobin, President and COO, Sandra Hudon, VP Sales and Benoit Alain, Executive VP Away-from-Home Products of Cascades Tissue Group announces new name Cascades PRO at their customer reception.

it will build a new tissue converting plant in Scappoose, Oregon, USA. The US\$64 million investment includes new state-of-the-art converting lines that are scheduled for commissioning at the end of the first quarter of 2017.

This new, modern and automated converting plant will create 200 jobs during the construction phase and will employ 80 people once the work is finished. It will manufacture virgin and recycled bathroom

tissue products and paper hand towels for the Away from Home market. The unit will be supplied by the Cascades tissue pa-

per plant located 12 kilometers away in St. Helens, creating considerable synergies. Its production capacity will be close to six million cases per year, or approximately 53,000 tonnes of finished product.

"This new plant is a concrete example of Cascades increasing capacity to service customers on a national scale. This project, which is part of our strategic plan for development, will provide us with a new converting

capacity that will improve our integration rate and coverage of the West Coast. The plant will be strategically located to allow us to better serve our customers and continue to grow in a region that offers potential for our Company," commented Mario Plourde, President and Chief Executive Officer of Cascades.

"This major investment consolidates our presence in Oregon and on the West Coast and allows us to take another im-

portant step toward achieving our objective of expanding into key markets in the southern and western United States. This new plant will be equipped with some of the most modern assets in the industry, which will help us win additional market

share. This investment will also allow us to increase our integration rate and to offer ever greater quality and flexibility," said Jean Jobin, President and Chief Operating Officer of Cascades Tissue Group.

The project is made possible thanks to the incentive programs from local, regional and state governments. Construction will begin once the municipal permit process has been completed. ■

## AFFLINK Recognized as One of CIOReview's 20 Most Promising Supply Chain Technology Solution Providers

AFFLINK, a leading sales and marketing organization for the professional cleaning, healthcare, hospitality, industrial, and other industries and developers of the ELEVATE® process, has just been named to the list of the 20 Most Promising Supply Chain Technology Solution Providers for 2016, published by CIOReview magazine.

This is an annual listing of companies, determined by a panel of experts and members of CIOReview's editorial board, with the goal of recognizing and promoting technology entrepreneurship.

"We are proud to include AFFLINK as one among the 20 Most Promising Supply Chain Technology Solution Providers in 2016," says Jeevan George, managing editor of CIOReview. "AFFLINK's ELEVATE process allows clients to identify the needs of their facilities, find products and solutions that address those needs, and uncover a variety of cost savings."

This is just one of several accolades AFFLINK has received for its ELEVATE process since it was introduced a couple of

key components, according to Dennis Riffer, president and CEO of AFFLINK who was actually on the publications magazine cover:

**The Discover Phase:** In this first phase, the process identifies and verifies a customer's unique business priorities.

**The Explore Phase:** The second phase entails a virtual "peeling back of the roof" on a facility so customers can view recommended products and solutions for every area of their facility.

**The Evaluate Phase:** Using the customer's data and proprietary algorithms, the process can highlight ways the customer can reduce costs, taking advantage of ordering, invoicing, warehousing, and labor savings.

**The Conclusion:** In this final phase, the process provides a recap of its recommendations and then suggests an on-site consultation to help the client implement those recommendations.

"We are not just focused on products that can perform certain tasks," says Riffer. "The aim of the ELEVATE process is to look beyond to identify savings in ordering, inventory, and labor usage."

Riffer adds that one reason AFFLINK received this honor is because it is becoming very clear that the supply chain landscape is changing and

that "technology will play a critical role in this evolution." ■



AFFLINK in room N127 at ISSA with Michael Wilson, VP Marketing, Lauren Gross, Marketing Manager and Bill Callaghan, Member Development Manager Eastern Region.

years ago.

The ELEVATE process is a free, online service that includes the following four

## Spartan Chemical Expands National Accounts Program

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, today announced the expansion of the national account team, effective October 17, 2016.

As the industrial and institutional cleaning industry evolves, buying groups, purchasing organizations, and national corporations are playing a growing role, affecting an increasing percentage of purchase decisions. As a result, Spartan Chemical has appointed Courtney Clark and Ryan Leadingham as corporate account managers in the company's national account team, led by David Reed, vice president, National Accounts.

"Increasingly, we are seeing more and more national account opportunities," said John Swigart, president, Spartan Chemical. "In response to this important market dynamic, Spartan is expanding our team, enabling incremental growth across our distribution network."

Courtney Clark joins Spartan from Provista, a Vizient Company (previously Novation and Med Assets) where she started in 2011 in the contracting division. She then moved into outside sales as corporate

account executive where her responsibilities included new member recruitment and



Courtney Clark Ryan Leadingham

overall business development within various market segments. Clark is a graduate of the University of Oklahoma, Norman, Oklahoma with a Bachelors in public relations.

Ryan Leadingham joins the national account team as corporate account manager, west coast. Leadingham holds a bachelor's degree in organizational communication from California State University, Sacramento, California. With over 11 years of experience in the janitorial/sanitation industry, Ryan has had extensive industry experience, most recently serving as manager for Spartan's building service contractors program. ■

## NETWORK IS DESIGNED FOR ONGOING SUCCESS

On November 1, 2016, Alan Tomblin, former President and Board Member of ISSA, will be assuming the role of President and CEO at NETWORK. Tomblin joins NETWORK after serving 35 years with Procter & Gamble in various sales and marketing leadership roles. For the last eight years, he has lead the North American Commercial side of P&G Professional. This role covered a range of market segments, including; hospitality, foodservice, healthcare, and retail.

"Alan's passion for winning, and his strong leadership presence will continue



Alan Tomblin

to foster NETWORK's success, and build a future vision of growth and long term viability in the marketplace," commented Mike Olthoff, NETWORK Board Chairman.

For more information about NETWORK, visit [www.networkdistribution.com](http://www.networkdistribution.com). ■

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[www.torkimagedesign.com](http://www.torkimagedesign.com)



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Using **ELEVATE**,  
Zodiac Aerospace  
uncovered more  
than \$600,000 in  
supply chain savings  
in just 7 months.

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**\$634,900**

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Come see what  
the buzz is about  
in room N127  
at ISSA or visit  
[AFFLINK.com](http://AFFLINK.com)

## Zodiac Aerospace Case Study on ELEVATE

Zodiac Aerospace, based in France and with locations throughout the United States, is considered one of the world's leading manufacturers of aerospace equipment and systems used on commercial, regional, and business aircraft as well as helicopters. They are also regarded as one of the leaders in aviation technology first working with hot air balloons in the early part of the 1900s and going on to invent the concept for the first airships or dirigibles.

Today the company works with clients all over the world and employs more than 30,000 people located in 100 offices from North America to Africa and from China to Brazil. As you can imagine, a vast quantity of supplies ranging from restroom cleaning products—hand towels and other paper products, cleaning tools and equipment, and liners—to packaging materials are needed to support the company's many locations and employees.

Managing and purchasing this array of products can be a monumental task and if administrators are not careful, costs can go through the roof. To help manage and even lower their supply chain costs, Zodiac Aerospace – Cabin and Structures turned to AFFLINK, a global leader in supply chain management, and their web-based technology ELEVATE. The ELEVATE tool is designed to give clients the ability to manage, evaluate, and improve their strategic sourcing initiatives.

“The ELEVATE system uncovers hidden purchasing opportunities,” explains Michael Wilson, VP of Marketing & Communications explains. “It also analyzes supply chain decisions and purchases which is how Zodiac Aerospace and other users of the system is able to better manage supplies and lower costs.”

With the ELEVATE process, Zodiac Aerospace – Cabin and Structures has reported a 17 percent savings across 14 of their North American manufacturing locations amounting to more than \$634,900.00 in supply chain savings.

It's because of successes like Zodiac Aerospace that AFFLINK was selected as one of the CIO Review's 20 Most Promising Supply Chain Technology Solution Providers in 2016. To learn more about how you can help your clients using ELEVATE visit [ELEVATEProcess.com](http://ELEVATEProcess.com) or room N127 at ISSA.

The rise of augmented and virtual reality in the realm of eCommerce is the harbinger of major technology transformations in the supply chain industry. The likes of Amazon and the Chinese eCommerce juggernaut, Alibaba, are reportedly building virtual reality labs to deliver enhanced shopping experiences to the millennial buyers. This will let the shoppers take a ‘virtual tour’ of their favorite shopping destination, view and feel the products they wish to buy and check-out in minutes. These technology advancements have forayed into B2B space as well, with the strategic sourcing personnel expecting similar experiences to that of B2C at the workplace. “Modern-day executives no longer believe in the traditional time-consuming approach to procurement,” says

Dennis Riffer, President and CEO, AFFLINK. “The top level managers in today's environment want access to information online, anytime, from anywhere, and need the ability to make informed decisions that optimize their entire supply chain.”

Based in Tuscaloosa, AL, AFFLINK helps executives make wiser procurement decisions by offering true knowledge about their supply chain – not only in the products they buy, but how they buy them, store them, and even use them. “We have amassed volumes of information from our manufacturing partners across various market channels to create an online consulting tool called ELEVATE™,” affirms Riffer. “And our goal with ELEVATE is simple: to provide free advice to clients looking to maximize their indirect supply chain.” Aligning product acquisition with corporate goals and objectives, ELEVATE also uncovers enterprise-wide savings through an evaluation process that identifies efficiencies in possession and application costs that may normally fall below-the-waterline for some companies.

Over the course of several months CIO Review analyzed hundreds of supply chain solutions to come up with a list of the 20 Most Promising Supply Chain Technology Solution Providers in 2016. AFFLINK's ELEVATE tool made the list! ELEVATE was chosen based on the program's capability to offer cutting edge technology and solutions that add value to the supply chain landscape. “We live our mission of being on the cutting edge of ‘what's next’ in our industry by innovating technologies that drive efficiencies in, and costs out, of our clients' systems,” Riffer adds.

But it's not just industry publications that are taking notice.

One of the pioneers in offering eCommerce to the B2B world, AFFLINK has evolved considerably over a period of 40 years. “When we introduced our first eCommerce platform in the mid-nineties, our customers who had multiple locations across the country could place orders from any branch, with agreed-upon national pricing, and have those items delivered by the local independent distributor in their area. It was truly revolutionary for the time,” says Riffer.

Today, the company continues to thrive with that same spirit of innovation; developing methods that enhance clients' supply chains.

### A 4-Step Approach

Supply chain optimization is an intricate process that demands proper consultation and a series of standards to follow. To help organizations resolve these intricacies, AFFLINK delivers a no-risk, no-cost online consultation through [www.ELEVATEProcess.com](http://www.ELEVATEProcess.com). It is a four-step strategic approach that helps clients measure their indirect supply chain. “The first step begins with identifying and verifying the client's unique business priorities,” explains Riffer. “In this Discover phase, ELEVATE asks a series of questions to uncover these needs and then ranks them in order of importance.”

*continued on page 23*



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*since*

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*1956*

Visit us at **ISSA booth 2026**

## Unlock Your Hidden Potential with Tork Stainless Wash-room Upgrade Solutions from SCA

By Claude Corcos, Marketing Director, Commercial Segment, SCA AfH Professional Hygiene Business

This year at ISSA/INTERCLEAN, SCA is previewing Tork Stainless Washroom Upgrade Solutions, a new offering that provides facility managers with premium, easy and cost-effective alternatives to restroom upgrades.

The condition and appearance of a facility is often a glimpse into the quality of the business that inhabits the space. As a result, facility managers are constantly considering ways to upgrade their spaces to provide guests with a clean, pleasant experience. When making these decisions, restrooms – high-traffic, maintenance-intensive areas – are a top priority. Unclean, poorly-stocked or outdated restrooms leave a negative impression on tenants, visitors and even employees, while a well-maintained facility enhances a business' reputation.

However, although necessary, facility managers are often hesitant to make washroom enhancements as they associate upgrades with costly and complex renovations. That does not have to be the case. With Tork Stainless Washroom Upgrade Solutions, facility managers can select from a suite of recessed solutions that fit

within their existing infrastructure – all while making quick and simple upgrades to any washroom. Highlights from this product range include:



- **Tork Matic® Hand Towel Dispenser Recessed - with Intuition™ Sensor**

– This dispenser easily fits into existing recessed infrastructure, providing a touch-free roll towel system that gives guests the ultimate hand drying experience.

- **Tork Xpress™ Recessed Cabinet Towel Adapters**

– With three size options that are easily attached within a recessed towel cabinet, this is ideal for customers who prefer folded towel solutions. Not only does it ensure one-at-a-time dispens-



### Tork Stainless Washroom Upgrade Solutions

ing, it also prevents product from falling out.

With these products, Tork Stainless Washroom Upgrade Solutions can help customers and end users unlock benefits such as:

- **Savings** – Tork Stainless Washroom Upgrade Solutions fit seamlessly into existing wall units, eliminating the need for costly renovations.

- **Improved Products** – The dispensers and adapters allow customers

to take full advantage of Tork Premium Hand Towels, which feature superior softness and a better experience for end users' hand drying needs.

- **Better hygiene** – Tork Stainless Washroom Upgrade Solutions offers a suite of recessed solutions that provide one-at-a-time dispensing, ensuring that users only touch the sheet that they will use, improving restroom hygiene. Tork Matic® Hand Towel Dispenser Recessed - with Intuition™ takes this one step further by enabling hands-free dispensing.

- **Easier maintenance** – Thanks to Tork Xpress™ Recessed Cabinet Towel Adapters, which fit tightly into recessed dispensers, regulating product flow, cleaning staff no longer have to tidy up after piles of towels that fall onto the floor – or worse – those that fall into wet sinks.

- **Enhanced visitor experience**

– With Tork Stainless Washroom Upgrade Solutions, restroom visitors will experience a modern restroom that combines streamlined aesthetic design with state-of-the-art functionality.

Want to see how you can unlock your restroom's hidden potential? Stop by the SCA booth #1449 to see Tork Stainless Washroom Upgrade Solutions for yourself or visit [www.torkusa.com](http://www.torkusa.com). ■

## American Cleaning Institute Statement on FDA Consumer Rule on Antibacterial Soaps

The American Cleaning Institute (ACI) released the following statement in response to a final rule issued by the Food and Drug Administration concerning consumer antibacterial soaps and washes:

Consumer antibacterial soaps and washes continue to be safe and effective products for millions of people every single day.

Antibacterial soaps are critical to public health because of the importance hand hygiene plays in the prevention of infection.

Washing the hands with an antiseptic soap can help reduce the risk of infection beyond that provided by washing with non-antibacterial soap and water.

The FDA already has in its hands data that shows the safety and effectiveness of antibacterial soaps. Manufacturers are continuing their work to provide even more science and research to fill data gaps identified by FDA.

In the coming year, ACI and its member companies will submit additional safety and effectiveness data on the key ingredients in use in consumer antibacterial soaps today: benzalkonium chloride, benzethonium chloride and chloroxylenol.

It is important to note that this FDA rule does not affect consumer hand sanitizers, antiseptic products used in healthcare settings, and antiseptics used in food handler settings.

Consumers can continue to use antibacterial soaps with confidence as they have for decades in millions of homes, offices, schools, daycare centers and other commercial settings. ■

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## Cascades Pro Introduces Tandem Electronic Hybrid and Double Jumbo Roll Tissue Systems

Cascades Pro™, a leader in the manufacturing of towel and tissue products, has introduced two new Cascades Pro Tandem™ dispensing systems: Cascades Pro Tandem Electronic Hybrid and Double Jumbo Roll Tissue (JRT) dispensers. Both units have been designed to encourage healthier people, businesses and bottom lines.

“The availability of paper hand towels and bath tissue should never be a concern for business owners or customers,” said Andre Daviault, Marketing Director, Cascades Pro, Tissue Division. “With that in mind, we created the Cascades Pro Tandem™ Electronic Hybrid and Double JRT Systems, two products that will reduce costs and maintenance time associated with towel and tissue dispensers. We are confident that both units will provide supreme reliability and efficiency.”

### Cascades Pro Tandem Electronic Hybrid - Versatile Design

Deliver a healthy, clean environment with a hand towel dispenser that seamlessly adapts to the needs of customers. Three versatile settings combine to make this one of the most adaptable towel dispensing systems on the market.

- **Hidden Towel:** Hygiene focused, cus-

tomers simply put their hands under the dispenser to activate sensor

- **Exposed Towel:** High-traffic reliable, when many customers need paper towels quickly
- **Motor-Assist:** Energy-efficient, ensuring that a paper tail is always out and in-sight to keep traffic moving



The Cascades Pro Tandem Electronic Hybrid dispenser's extended battery life and stub roll feature provides increased sustainability, while decreasing labor costs and

reducing waste.

The dispenser's capacity for a 1050' roll decreases inventory by drying more hands per roll, while the 10" precut towels reduce waste. All of these new features make the Cascades Pro Tandem™ Electronic Hybrid the most efficient and versatile towel dispenser on the market.

### Cascades Pro Tandem Double JRT-Superior Capacity

Create a more productive workplace with the largest capacity on the market. Ideal for high-traffic bathrooms, the industry-leading 2800' capacity requires 28% fewer roll changes compared to tra-

ditional models. The sleek design supports two 1400' 2-ply jumbo rolls and offers 40% more capacity than a universal double JRT dispenser.

This durable dispenser limits overspin to help reduce waste, save inventory and minimize maintenance time. Simply put, “running out of bath tissue” will be a concern of the past with this superior capacity bath tissue dispenser.

The Cascades Pro Tandem Electronic Hybrid and Tandem Double JRT dispensing systems help businesses improve hygiene and lower operating costs. Sleek, stylish, and designed for performance, these dispensers meet the challenges of the modern facility and the public demand for sustainability.

For more information about Cascades Pro and to explore our new website, please visit [www.cascadespro.com](http://www.cascadespro.com) ■

## Sofidel Releases Free e-book on Hygienic Paper Benefits and Selection

From clogged toilets to inefficient hand dryers, there are a number of issues that can ruin the restroom experience. To help businesses clean up their restrooms, Sofidel, a leading global provider of paper for hygienic and domestic use, released a free e-book, “Protecting Your Reputation with Hygienic Paper Products.” The e-book discusses public perceptions of cleanliness, analyzes the pros and cons of hand driers versus paper towels and reviews today's paper product options.

“A company's reputation and profits can be flushed away if a restroom lacks a pleasing appearance, cleanliness and the appropriate products,” said Fabio Vitali, Vice President AFH Marketing & Sales for Sofidel America. “Our latest e-book highlights valuable information and industry research to make it easier for managers to determine which products will enhance their restrooms and protect their bottom line.”

Because the condition of restrooms can

deter guests from returning to a business, careful product selection is key. Otherwise, an organization may unknowingly purchase products that are not durable, cause pipe blockages, frustrate guests and create greater hygienic risks. Sofidel's e-book is not only a resource for building owners and managers, but distributors looking for innovative products that will impress their customers and prospects.

Sofidel, headquartered in Italy, offers a complete line of paper products, including toilet tissue and paper towels. Leading brands around the world, from universities to cruise lines, trust Sofidel to protect their guests, workers and reputations. The company will be launching a new brand for its away-from-home product line at the ISSA/INTERCLEAN North America tradeshow in October.

To download the free e-book, visit [www.papernet.com/americas](http://www.papernet.com/americas).

For more information about Sofidel, visit [www.sofidel.com](http://www.sofidel.com). ■

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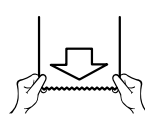
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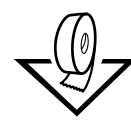
JUMBO ROLL TISSUE  
DOUBLE DISPENSER



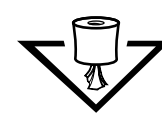
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## DPA Recognizes 15-year Members

The DPA Buying Group recognized its 15-year JanSan distributor members at the DPA Buying and Networking Conference

in Orlando, FL. Sixteen companies were honored with special 15-year member milestone pins at the group's award luncheon on May 11, 2016.



Abel Industries, Inc. – Lawrence Greene & Peter Homan (Dumfries, VA), Allegheny Supply – Mike Carney & John Weakland (Duncansville, PA), Bade Paper Products – Ed Zima (Wheeling, IL), Beacon Distributors, Inc. – David Champagne (Lincoln, RI), Cleanergy Supply Co., Inc. – Nataly Daskalakis (Dayton, OH), Colker Company – Greg Colker & Jeff Tishko (Pittsburgh, PA), Expert Chemical & Supply, Inc. – Dan Burrows & Marian Burrows (Hazel Crest, IL), Gem Chemical Company – Brian Magazine (Evansville, IN), Miner Supply – Jim Manni, Jr. (Wyoming, MI), Ohio Valley Supply & Maintenance Co. – Jodie Kopp & Timothy Kopp (Cleveland, OH), R.H. Crown Co. – Rick Reynolds (Johnstown, NY), State Janitorial Supply – Chris LeBendig (Dover, DE), Stigler Supply Co. – Tim Rohling & John Tenhundfeld (Cincinnati, OH), Superior Supply, Ltd. – Jordan Steller (Baltimore, MD), Tucker Janitorial Supply – Jimmie D. Tucker (Tulsa, OK), United Sanitary – Beth Brown (Baltimore, MD)

## DPA Buying Group Welcomes New Distributors & Suppliers

The DPA Buying Group is pleased to welcome six new distributor members to its janitorial products division: Advantage Industrial Supply (Philadelphia, PA); ChemCo, Inc. (Lihue, HI); Cherokee Janitorial Supply (Stone Mountain, GA); Leonard Sanitation Supplies (Saint John, NB, Canada); Pro Chem, Inc. (Alpharetta, GA); U.S. Business Products, Inc. (Dothan, AL).

DPA also added two new preferred suppliers: Acme Sponge & Chamois (Tar-

pon Springs, FL) and Westpak USA, Inc. (Anaheim, CA).

The DPA Buying Group is a North American buying and networking organization comprised of more than 700 distributors and 200 preferred suppliers in the Janitorial, Industrial, Safety, Packaging and Restoration product industries. For more information about The DPA Buying Group, please visit [www.DPAJanSan.com](http://www.DPAJanSan.com) or call (800) 652-7826. ■



## GP PRO and Atlanta Airlines Terminal Corporation Win Sustainable Packaging Award for Waste Reduction

*Sustainable business practices at world's most traveled airport supported by innovative packaging design of Compact® Coreless Bath Tissue*

GP PRO, a leading provider of integrated restroom and food service solutions for commercial facilities, and Atlanta Airlines Terminal Corporation (AATC) were awarded the "Sustainable Packaging Award" for reducing packaging waste by the City of Atlanta's Department of Aviation. The award recognizes the environmental impact of GP PRO's Compact®

Coreless High Capacity Bathroom Tissue for reducing waste at Hartsfield-Jackson Atlanta International Airport and promoting sustainable business practices.

Hartsfield-Jackson Atlanta International Airport uses thousand of cases of Compact® White Coreless High Capacity 1-Ply Bathroom Tissue annually, preventing nearly 200,000 pounds of waste from entering the landfill stream.



"It can be easy to take bathroom tissue and its packaging for granted. But the impact in places like the world's busiest airports can't be overstated," said Nick Trainer, vice-president of commercial tissue, GP PRO. "We are honored to be recognized with AATC for our combined effort in providing travelers with products that are dependable and also incorporate economic and functional dimensions of sustainability."

Compact® Tissue is designed to help reduce the environmental footprint of public facilities, especially those with high traffic. The product features no cardboard cores, inner wraps or outer corrugate which amounts to 95 percent less packaging waste compared to Georgia-Pacific's standard bath tissue. It contains at least 25 percent post-consumer recycled fiber, is EcoLogo™ Certified and is EPA-compliant, making it an ideal restroom option for environmentally-conscious customers.

"Sustainability is an important consideration in AATC's operational decision-making, and we are pleased that the City of Atlanta recognizes our efforts to responsibly improve and care for our community," said Rod Ozust, Deputy Director of Operations for AATC. "Utilizing Compact® Coreless Bathroom Tissue has enabled us to enhance not only the experience of airport travelers, but also preservation of the environment." ■

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## NETWORK SERVICES COMPANY HONORS AWARD RECIPIENTS

Network Services Company (NETWORK®) honored its distributors for outstanding performance and support during the organization's annual Stockholders meeting in Toronto, Canada.

- NETWORK's highest honor, the **Member of the Year** award was presented to **Oakland Packaging** (<http://www.oakpackaging.com>) a paper and packaging distributor based in Northern California. The award acknowledges a distributor's outstanding performance and support of all NETWORK programs and initiatives which contributes to the organization's formidable strength in the industry.

- The **Sales Member of the Year** award honors a distributor that provides outstanding support and service to NETWORK corporate accounts. Two companies were recognized with this award for their dedication to providing outstanding service and expertise, **Dade Paper** ([www.dadepaper.com](http://www.dadepaper.com)) distributor of foodservice disposables, janitorial and sanitation supplies and equipment based in South Florida, and **Penn Jersey Paper** (<http://www.pjponline.com>) headquartered in Philadelphia, PA providing packaging and supply solutions for the food service, supermarket, healthcare, hospitality, and janitorial industries.

- NETWORK's **Business Development Award** recognizes a distributor for outstanding performance in securing new Corporate Accounts. This award was pre-

sented to **Acme Paper & Supply Co.** ([www.acmepaper.com](http://www.acmepaper.com)) a leading foodservice, janitorial/sanitation, and packaging supplies and equipment distributor based



**Mike Olthoff, Chairman of NETWORK's Board of Directors (left), and President & CEO Bob Mitchum (right), present Greg Basso, Exec. Vice President of Oakland Packaging the organization's Member of the Year Award**

in the mid-Atlantic region.

- The **Purchasing Performance Award** recognizes those who provide exceptional support of NETWORK Suppliers. The 2016 award was presented to **Dade Paper** ([www.dadepaper.com](http://www.dadepaper.com)) Miami, FL and **Nichols** ([www.enichols.com](http://www.enichols.com)) a leading provider of solutions for clean and healthy facilities and the safe shipment of products headquartered in North Shores, MI. ■

## New Offering from Spartan Chemical Delivers Aggressive Cleaning and Superior Rinsability

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced today the availability of High Performance Alkaline FP, a highly concentrated, all temperature detergent used for brewery cleaning, fryer boil-out and CIP/COP applications.

Sanitation is the first step in a great brew process and a step that must be repeated as necessary throughout the process to protect your brand. A managed sanitation program including the right cleaners, sanitizers, and staff training tools is paramount to ensure a quality glass of beer every time.

High Performance Alkaline FP is a highly concentrated alkaline detergent used for brewery cleaning (ex. brew kettles, fermenters, conditioning tanks, and filters). Effective at removing tough soils, High Performance Alkaline FP removes, carbohydrates, sugars and other stubborn soils found in breweries and other food processing applications.

"At a lean dilution, High Performance Alkaline FP, targets carbohydrates, proteins and fats aggressively and offers incredible rinsability -- making it a great product for breweries or any clean-in-place application including fryer boil outs," said



**Spartan High Performance Alkaline FP**

Chris Celusta, Manager, Food Processing Sanitation Program, Spartan Chemical. "The non-foaming formula provides film-free rinsing and no residual for CIP/COP applications. This means labor and time savings, as well as clog free equipment and filters."

High Performance Alkaline FP is available through Spartan's select distributor network. For more information or to find a distributor near you, visit [www.spartanchemical.com](http://www.spartanchemical.com). ■

## PURELL HAND SANITIZER AND HAND SANITIZING WIPES IN WORKPLACE HELPED REDUCE HEALTHCARE INSURANCE CLAIMS FOR COLD AND FLU BY 24%

*Study findings are significant as employers try to improve the health of the workforce and reduce healthcare costs*

A workplace outcome study published in The Journal of Occupational and Environmental Medicine (JOEM) found that offices equipped with alcohol-based hand sanitizers and hand sanitizing wipes throughout the building and at employees' desks resulted in 24.3 percent fewer healthcare insurance claims for hand hygiene preventable illnesses – such as cold, flu and respiratory illnesses – than the office and employees in the control group without these products.

"This study builds on the decades of science demonstrating the effectiveness of a comprehensive hand hygiene program when PURELL™ products are used in real-world settings," said Jim Arbogast, Ph.D., the lead author of the study and vice president of hygiene sciences and public health advancements at GOJO. "With this study, the evidence is clear that PURELL™ products in a workplace can directly reduce hand hygiene preventable illnesses tied to doctors' visits by more than 24 percent."

The study, "Impact of a Comprehensive Workplace Hand Hygiene Program on Employer Health Care Insurance Claims and Costs, Absenteeism, and Employee Perceptions and Practices," was published on June 9 in JOEM. The study evaluated a comprehensive hand hygiene program with PURELL® Hand Sanitizer and PURELL® Hand Sanitizing Wipes and its impact on actual medical insurance claims

tied to doctors' visits. The study found in the first year of having PURELL™ products available at an employee's workspace as well as throughout the building, there was a statistically significant 24.3 percent lower incidence of hygiene preventable medical insurance claims compared to the control group.

GOJO and Medical Mutual of Ohio began collaborating on the study in 2013. The study, funded by GOJO, began in February 2014. The Medical Mutual Strongsville, Ohio, and Toledo, Ohio, offices were equipped with a comprehensive hand hygiene program, including alcohol-based hand sanitizer and hand sanitizing wipes. Medical Mutual's downtown Cleveland headquarters served as the control group. Al Parker, biostatistician at the Center for Biofilm Engineering at Montana State University, provided the statistical analysis.

"As a health insurance company we look for ways to help employers improve the health of their workforce," said Kathy Golovan, chief health officer and executive vice president for Medical Mutual. "The significance of this study is that it demonstrates an immediate health solution for employers that is easy to implement, cost effective and one that employees clearly value. Employers often focus on long-term chronic diseases like diabetes, heart health and weight loss of their workforce, but short-term solutions like a hand hygiene

program can be impactful because it can quickly improve the health and wellness of their employees without economic stress to the organization."

The major findings of the study included:

- 24.3% lower incidence of hand hygiene preventable insurance claims compared to the control group
- 13.4% fewer sick episodes or unscheduled paid-time-off (PTO) in 2014-2015 in the intervention group compared to the previous year
- 8 in 10 employees indicated having PURELL™ products throughout the office positively impacted their impression of their employer

"As a physician, I am a strong advocate for hand hygiene," said William Jarvis, M.D., co-author of the study and former acting director of the Hospital Infections Program at the Centers for Disease Control and Prevention. "Doctors and other health professionals have been telling people for years the benefits of the healthy habit of hand hygiene, but some need proof that it makes a difference. This well-designed 13-month real-world environment study, with thorough analysis of four years of retrospective data, shows that when people use PURELL™ products only a few times a day, it can reduce sickness and ultimately reduce a trip to the doctor's office. Improving the health of workplace employees should be every employers' top priority." ■

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## Spartan Chemical Named NETWORK'S Member Choice

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, was awarded the exclusive honor of being named NETWORK'S Member Choice for all-around service provider as voted by the NETWORK Members for 2015 performance.

"Each year, Spartan ranks among the top suppliers by our membership," said Warren Noble, VP of Supplier Relations, NETWORK. "The award is based on customer service, operational efficiency, and overall sales support; it truly is an indication of the dedication that Spartan has to our members' success."

"We are extremely proud and thankful to NETWORK and our distributor partners for this recognition," said John Swigart, President, Spartan Chemical, "as it is a member's choice award and encompasses every facet of Spartan, it is special

and one we share with the entire Spartan organization."

The award was presented to Spartan Chemical by Robert Mitchum, CEO, Network Services Company and Michael Olthoff, CEO, Nichols during the 2016 NETWORK Supplier Trade Show in Las



Spartan Recognized by NETWORK

Vegas, Nevada. Spartan Chemical was represented by John Swigart, President, Greg Ford, Vice President of Sales, Bryan Mangum, General Sales Manager and Cali Sartor, Director of Marketing. ■

## Deb Group Offers Tips to Limit Absenteeism This School Year

As millions of students have headed back to school, chances are just as many germs will be tagging along as well. Research from Johns Hopkins University suggests that as many as 7.5 million students miss a month of school each year. To help keep faculty and students healthy this school year, Deb Group shares illness prevention best practices.

"Illness prevention might seem like an easy concept; wash your hands, cover your nose and mouth when sneezing, and stay home if you are sick," said Isabelle Faivre, Vice President of Marketing, Deb North America. "But many students and faculty don't follow proper protocol, which can result in bacteria and infection spreading quickly throughout a school."

The following best practices for illness prevention can help limit the spread of germs within a school:

- 1. Include hand washing time in student schedules.** In order to stop germs from ever entering the body, hand washing is key. The CDC recommends scrubbing hands for at least 20 seconds. Hand washing time should be added before lunch, after recess and after engaging in other activities that contaminate the hands. Adding hand sanitizing stations in hallways and cafeterias can add another level of protection.
- 2. Implement flexible sick leave policies for faculty.** According to a recent study, nearly 90 percent of workers surveyed admitted to showing up for work despite knowing they were contagious. Adding additional sick days for faculty, especially during cold and flu season, or allowing sick time to roll over from year to year, might reduce the number of contagious faculty members roaming the hallways.

**3. Avoid the use of perfect attendance awards.** A sick student may decide to go to school for fear of losing their perfect attendance status. A better option for schools could be implementing an "Excellence Attendance Award" that is attainable with a 95 percent attendance rate compared to a strict 100 percent.

**4. Provide adequate hygiene supplies, including clean and functional hand washing stations.** According to a recent study from the University of Arizona, about 25 percent of public restroom dispensers are contaminated with fecal bacteria. Soap dispensers are constantly touched by dirty hands, so it's important to disinfect dispensers as part of an overall cleaning program. Schools should also look into manufacturers with added protection on their dispensers. Deb Group dispensers are protected with BioCote, a silver-based antibacterial agent that inhibits the growth of bacteria and molds.

**5. Include hand hygiene in curriculum.** School-based hand hygiene programs increase student knowledge, improve health and decrease absenteeism. Educating students at a young age on proper hand washing techniques will also help them establish lifelong hand washing habits.

To promote proper hand hygiene in schools, Deb Group recently launched its Happy Hands Contest. Schools and teachers are given access to a wide range of educational materials to promote proper hand hygiene and students are asked to submit a dispenser design that communicates the importance of good hand hygiene. The winning designs will be custom printed for free on up-to 500 manual Deb soap/sanitizer dispensers for use at the stu-

## SMA Welcomes New Members

Strategic Market Alliance (SMA), the member-owned cooperative of leading Commercial wellness and Foodservice distributors, recently celebrated its tenth anniversary in fine style with the addition of twelve new members to the group. "SMA has enjoyed unpredicted success and longevity, largely because we are comprised of many of the industry's leading distribution organizations," said Richard McGann, SMA's President and Chief Executive Officer. "The presence of every one of our new members is an exciting addition to the stable foundation and growth potential of Strategic Market Alliance. We are particularly excited by our expansion north of the border, welcoming several preeminent Canadian distributors to significantly enhance SMA's distribution service capability across North America."

### Meet SMA's new members!

- **Elkins Wholesale, Inc.** has been a Mississippi family owned and operated small business since 1956. With offices in Laurel and Jackson, the company offers free same day or next day delivery of paper, janitorial, laundry, dishwashing and cleaning equipment and supplies to most of Southern and Central Mississippi.
- Founded in 1929, **The Boelter Companies** has expanded from its origins of selling bar and janitorial supplies to taverns and rooming houses in Milwaukee, to sales of not only foodservice and janitorial supplies, but institutional foodservice equipment and food preparation facility design. Boelter operates from seven locations throughout the United States.
- **Roy Turk Industrial Sales** is Toronto's premier janitorial supplies company. A family-owned business, Roy Turk Industrial has been serving hundreds of businesses throughout the southern Ontario region supplying wide range of cleaning supplies and equipment for nearly 50 years.
- **Mr. Janitorial Supplies** has been servicing the Greater Toronto Area since 1988. Operating from modern facilities in Newmarket, Ontario, the company is ISO-901 and 14001 registered, with a distribution focus on paper products, cleaning chemicals, garbage bags, health and safety products, matting, personal care products, and packaging & shipping supplies.
- Based in Montreal, **Lalema** brings ISO-901 certification and emphasis on quality management for their distribution of green cleaning products, equipment, and consulting services for sanitary maintenance to customers throughout Quebec.
- Serving Calgary and the surrounding areas since 2005, **Clean Spot, Inc.** was founded by Scott Reid and Dan

students' school. The contest will also award the winning student in each category – elementary, middle and high school - with a \$200 gift card. Each winning students' school will also receive a \$500 donation. For more information about Deb Group, visit [www.debgroup.com](http://www.debgroup.com). ■

Taylor, formerly of CnS Supplies and Dual Clean, respectively. The company expanded through the acquisition of Classic Cleaning Supplies in August 2014, a well-known supplier for 35 years in Calgary.

- **Corporate Facility Supply** was established in 1980 by Cecil Rogers, following in the footsteps of his father, Maurice, who sold sanitation supplies to commercial and consumer markets since the 1930's. In 2005, the third generation of the company began with Chris Rogers taking the reins of the St. Catharines, Ontario-based distributor.
- **Les Emballages Ralik, or Ralik Packaging,** is a Quebec company founded in 1997 specializing in the distribution of a wide range of products, including household products, food packaging and industrial packaging. Located in the industrial area of Blainville, Ralik serves customers in the greater Montreal area, Quebec and Ontario provinces, and throughout eastern Canada.
- Started in 1989, **Solutions Sherby** offers solutions to greater Montreal customers in the areas of sanitary products, industrial packaging, food-service, small-wares and catering, as well as health and safety related products. Sherby's expertise also covers the sales, installation, repair and preventative maintenance of equipment used in these sectors.
- **Servicorp** has focused on enabling success for customers in Quebec since 1991. Servicorp augments a wide range of cleaning and packaging product sales with specialized training programs, and the company demonstrates deep and sustained commitment to community programs and local charities.
- **American Osment** started as a small truck-cleaning company called Expert Power Cleaning in 1972. After merging in the mid-'70s with Industrial Cleaners, a local Alabama chemical and pressure washer dealer, and re-branding to American Chemicals and Equipment, the company acquired Osment Paper in 1988, creating American Osment. Through acquisition and category development in the years since, American Osment has grown to become the leading distributor of sanitation, janitorial, foodservice, packaging and auto care products and supplies in Alabama.
- **Edmar** opened its doors in 1972 dedicated to operating with accountability, honesty, integrity and responsibility, and in the 44 years since has become one of the largest distributors of cleaning and janitorial supplies and sanitary equipment in the Northeast, United States. The company serves the five New York City boroughs, Long Island, Connecticut, New Jersey and Philadelphia from their 60,000 square foot distribution center in Queens.

The Members, Staff and Supplier Partners of Strategic Market Alliance warmly welcome these fine organizations to SMA, and look forward to many years of mutual growth, partnership and success. ■

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## SCA and WSSCC issue Joint Global Report on Hygiene Matters

*Convene with Influencers during a side session of the 71st United Nations General Assembly in New York*

As part of its ongoing support of the United Nations Sustainable Development Goals, leading global hygiene and forest products company SCA, in partnership with The Water Supply and Sanitation Collaborative Council (WSSCC), a United Nations entity devoted solely to the sanitation and hygiene needs of the most vulnerable people around the world, announced the launch of a joint research report on hygiene practices worldwide, the Hygiene Matters report. The initiative was established by SCA in 2008 to raise awareness of the connection between hygiene, health and wellbeing.

The latest edition of the Hygiene Matters report, which was launched during a special side session of the 71st United Nations General Assembly today, is based on a survey with 12,000 respondents in twelve countries. The survey explores three themes: an economic perspective on the value of hygiene, a social perspective focused on taboos and stereotypes around hygiene and the role hygiene will play in social and economic development in emerging and developed markets in the future. The special side session during the General Assembly brought together stakeholders and influencers from around the world to provide recommendations

for policymakers in both developed and developing countries to address hygiene challenges meaningfully and systematically. Since 2008, SCA has conducted a total of five surveys to gather insights about global hygiene perceptions, issues and behaviors to contribute to a knowledge-based public debate with the goal of improving hygiene for people everywhere and breaking taboos around incontinence and menstruation.

"SCA offers hygiene products that make life easier for millions of people around the world. We share our expertise and educate on the importance of good hygiene practices and engage in activities across the globe such as educating young women about menstruation and children about the importance of proper hand hygiene. In 2014, WSSCC and SCA started working together to break the silence on Menstrual Hygiene Management, a partnership that has evolved and now includes the entire human life cycle. Today, we're announcing the next step in our efforts to raise hygiene standards globally," said Magnus Groth, President and CEO, SCA.

"Partnerships are one of the United Nations Sustainable Development Goals and by pairing WSSCC's technical expertise on sanitation and hygiene issues in devel-

oping countries with SCA's global brands, knowledge and commitment to sustainability, education and innovation, we will increase awareness around taboos surrounding personal hygiene and make a meaningful difference," Magnus Groth continues.

At any given time, 800 million women are experiencing their period. Yet, even in the US, women face limited access to education, products, school and work environments that make it possible to participate fully in society when menstruating. According to the Hygiene Matters report, more than half of the female populations

in the majority of countries surveyed say they feel uncomfortable in social situations when on their period – a discomfort that's strongly connected to norms and social stigma.

"Public-private partnerships are essential to global progress related to personal hygiene," said Amina Mohammed, chair of WSSCC. "By working together, we can more effectively inspire decision-makers and champions to act, whether on policy, practice or even advocating for hygiene."

With the launch of the Hygiene Matters report, SCA and WSSCC continue a global conversation around hygiene issues and opportunities across organizations, sectors and countries, sharing successes and opening the dialogue on what is often an unspoken topic: personal hygiene.

Learn more: [www.hygienematters.com](http://www.hygienematters.com)

### Jason Watson Promoted to Sales Manager for WAXIE

Jason Watson was recently promoted to Sales Manager for WAXIE Sanitary Supply's Idaho market. Jason joined WAXIE twelve years ago, and quickly demonstrated his skills in growing new accounts and creating lasting customer relationships. Throughout his career with WAXIE Jason has consistently achieved yearly sales growth and has gained a great deal of recognition for his accomplishments. He has expanded the clientele to include several large accounts and was one of the first to embrace WAXIE's inventory technology tools to help him streamline his process



Jason Watson

and maintain client satisfaction. "Jason is uniquely qualified to fill this management role," stated Greg Taylor, Regional Sales Manager of WAXIE Salt Lake City. "He understands the Idaho market and has the experience to take WAXIE to the next level. I look forward to his continued contributions to our team." ■

### Triple S Appoints New President

Triple S has promoted Eric Flinton from Executive Vice President Sales and Marketing to President. As former President, Alan Sadler moves to the role of Chief Executive Officer. "The Board of Directors and I have every confidence in Eric's ability to lead Triple S into the future. Eric has demonstrated a keen ability to learn the intricacies of our industry and the role of Triple S as a national distribution networking, sales, marketing and logistics organization. Eric quickly developed a passion for our industry and the role Triple S plays in support of independent jan/san distribution and our supplier community", stated Alan Sadler.

"Eric's ascension to the presidency will allow Alan to dedicate the majority of his time in support of our latest strategic initiative, Triple S Holdings. Alan will continue in his role as president of Triple S Holdings. We ask that the extended Triple S family join us in congratulating Eric on his well-earned promotion", stated Ken Crutcher, Triple S Chairman of the Board. ■



Eric Flinton

### Impact Products announces promotion of Chris Tricozzi to Vice President, Sales

Impact Products, (a division of S.P. Richards Co., Atlanta, GA), announced they have promoted Christopher R. Tricozzi to Vice President, Sales.

Tricozzi, 53, has been in the Jan/San industry for over 30 years, beginning his career with Medi-Dyn, Inc, a provider of health care support services. Chris has held executive sales and marketing positions with Huntington Laboratories, Glit/Microtron, BETCO and the Crown Mats & Matting Division of Ludlow Composites. Chris has a proven track record of using his skills to plan, develop and implement strategic and tactical sales plans for the effective sales of Impact products.



Chris Tricozzi

Chris's previous position at Impact Products was as Manager, Strategic Accounts. His responsibilities were varied and included managing multiple accounts for such companies as Veritiv, Dade Paper, Eastern Bag and R.J. Schinner. He has worked closely with all departments of the Impact family to maximize customer satisfaction and to Impact Everything... Easier, Safer & Better. ■

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## How Your Distributor Can Help Make Facilities More Sustainable

A quick flashback: It's 2006, and cleaning contractors and in-house cleaning professionals are finding that more of their customers and building managers are serious about adopting a Green Cleaning program in their facilities. While contractors and in-house pros have certainly heard of Green Cleaning, implementing such a program and understanding all that it entails is not quite on their radar screen.

So what do they do?

What happened a decade ago was that cleaning contractors and in-house cleaning professionals turned to their distributors for help. Distributors were the ones with the "green" products; they were the ones taught by manufacturers how to use these products; and, in most cases, they were the ones that had attended the early seminars with industry advocates such

as to go a step further and incorporate sustainability into the mix. Similar to how implementing a Green Cleaning program a decade prior wasn't on the radar screen of cleaning contractors and in-house cleaning professionals, helping a facility reduce its environmental footprint and become more sustainable is more than likely something few cleaning professionals have thought about.

So once again we ask, what do they do? Cleaning professionals are now turning to janitor distributors for advice and direction in implementing a sustainability program for the facilities they clean.

### No Blame

In all fairness to cleaning pros, whereas "greener" cleaning products and forms of Green Cleaning were implemented as far back as the 1970s, sustainability issues are

protecting natural resources, but it also involves such things as how a business treats its staff; the role it plays in helping the community that it serves; and ensuring that profits are the result of responsible leadership, use of natural resources, and long-term strategies to ensure the viability of the company.

### Sustainability Action Steps

For our purposes here, when it comes to sustainability, cleaning professionals are likely to turn to distributors for help with the following:

- Helping the facility clearly define what sustainability is, what it means in this specific facility, and exactly what the facility's needs are as it pertains to sustainability and the procurement of sustainable cleaning products.
- Helping the facility select Green-certified cleaning solutions, products, and equipment; in most cases, Green-certified cleaning solutions are made from renewable resources.

ity, and promote sustainability; most of these guidelines and best practices have been developed by ISSA's CIMS-GB (Green Building) program.\*\*\*

- Helping the facility manager select product alternatives to the traditional cleaning and paper products used in the facility. In some cases, the distributor will have access to the web-based dashboard systems mentioned earlier to help facilitate this process.
- Verifying the performance of the cleaning products selected and continually looking for new products that may help promote the health of the facility along with sustainability.
- Having the team become stewards of the program, and ensuring the sustainability program is implemented, evolves, and changes when and where necessary.

We should note that, while a Green-certified cleaning solution is likely manufactured with renewable resources and does promote sustainability, there are other things to consider, such as the product container size. Most Green Cleaning solutions can be selected in larger, five-gallon sizes, making them much more sustainable than traditional cleaning solutions packaged in smaller containers. This is because the product is typically highly concentrated, so it lasts longer, which in turn reduces transport and fuel needs, lessens the amount of greenhouse gases released due to fuel and transport, and reduces the use of paper, plastic, and other packaging materials.

Additionally, a sustainability program will have guidelines designed to help eliminate cleaning solutions that are no longer used or needed. One way this can be accomplished is through a "consolidation" of purchases, referenced earlier. This is a process of selecting products that, for instance, can be used on multiple surfaces for the same purpose or for multiple purposes, eliminating the need for current solutions that serve just one purpose. In addition to enhancing sustainability, using fewer products can help reduce training needs, improve cleaning efficiencies, and promote safety, all of which fall under the umbrella of an effective sustainability program as well.

\*In layman's terms, the Standard and Poor's (S&P) 500 is a stock market index made up of 500 different companies. These 500 businesses are selected based on their size, liquidity, profitability, and industry. Their economic health is often viewed as a barometer for the entire economy.

Securities and Exchange Commission (SEC) filings are reports on a business's liquidity, profits, liabilities, corporate direction, and other information.

\*\*An example of a "cost-of-use" issue is selecting a cleaning solution that may cost less to purchase than a comparable product but, due to dilution ratios, ends up costing more to use than the more costly cleaning solution.

\*\*Cleaning Industry Management Standard (CIMS) is a consensus-based program that focuses on cleaning best practices that improve customer satisfaction, cleaning quality, and cost savings. CIMS-GB helps cleaning professionals accomplish this with the use of environmentally preferable products and procedures. ■

### Sustainable Distribution

*In-house facility managers and building service contractors (BSCs) now expect more from their distributors when it comes to providing sustainable solutions. Large end customers, in particular, may require distributors to take such steps toward "sustainable supply chain management." As a facility manager or BSC, what steps can you expect your distributor to take to help make your facilities more sustainable? This article will outline a number of new and useful sustainability initiatives distributors are undertaking to help the customers they serve.*

as Stephen Ashkin and others on how to design and implement a Green Cleaning strategy. At a time when many distributors were uncertain about their industry's viability, the advance of Green Cleaning strategies was one of the best things that ever happened to them and their industry. It convinced many distributors, especially those involved with national sales and marketing organizations, that their business model and role had changed, from product seller to cleaning advisor.

Now let's fast-forward 10 years. It's 2016, and customers and building managers have already adopted an effective Green Cleaning program. Today the goal

relatively new. A perfect example of this is the fact that, just three years ago, only 5 percent of the S&P 500 companies included environmental and sustainability issues in their annual SEC filings; today, more than 25 percent include such information with their filings.\*

We should also note that the definition of "sustainability" has been evolving, causing some confusion. At one time, it just referenced the use of natural resources in such a way that their consumption today would not hinder future generations from accessing these same natural resources.

Today, sustainability has much broader interpretations. Not only does it concern

- Assisting the facility in enhancing operational efficiencies and realizing cost reductions; often this is accomplished by streamlining product ordering, using web-based dashboard systems to compare products based on costs and cost-of-use,\*\* consolidating purchases, ensuring ordering accuracy, and other measures.
- Reducing the facility's use of natural resources (e.g., water, electricity, fuel) and its overall environmental footprint by suggesting where consumption reductions are possible.
- Becoming a ready source of information, advice, and help on sustainability.

### Steps in the Sustainability Process

Additionally, distributors can help cleaning professionals incorporate sustainability initiatives using a step-by-step process. This process is very similar to how they helped cleaning pros transfer to Green Cleaning strategies a decade or more ago. In most cases, it involves the following:

- Forming a team made up of building managers, cleaning professionals, and building users, with the goal of defining what sustainability means for the facility and developing an action plan to ensure the sustainability program's development and implementation.
- Communicating to all major stakeholders, such as building staff and users, why the program is being implemented and what it entails. The goal here is to get everyone on board with the sustainability program.
- Training cleaning professionals on the proper use of Green and more sustainable cleaning products along with cleaning procedures that help minimize the impact of cleaning on the facility, protect the health of the facil-

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## GOJO ANNOUNCES ITS 2020 SUSTAINABILITY GOALS AT BIZNGO

*The company's Sustainable Value Strategies and Goals promote leadership and continuous improvement, while delivering innovation in products and the ways the company works.*

AKRON, Ohio, - GOJO, a global leader in hand hygiene and healthy skin and the maker of PURELL® Advanced Hand Sanitizer, announced its 2020 Sustainable Value Strategies and Goals at the 10th Annual BizNGO-Chemical Footprint Project Conference in Boston. These goals, which focus on delivering innovation in products and the ways the company works and creating Sustainable Value for all GOJO stakeholders, demonstrate the company's commitment to leading the industry in sustainable practices and solutions.

"The GOJO Purpose, Saving Lives and Making Life Better Through Well-Being Solutions, continues to inspire our deep commitment to creating Sustainable Value – that is, social, environmental and economic value – for GOJO and our customers and people who use our products, our suppliers, our team members, our collaboration partners and our community," said Marcella Kanfer Rolnick, vice chair, GOJO. "As we have worked to rise up to the challenge of this imperative, we have learned that what is needed and expected by our customers and other stakeholders are new sources of Sustainable Value for today and tomorrow. Our 2020 Sustainable Value Strategies and Goals are a reflection of this, and through customer and industry partnerships, innovation and increased transparency, we will deliver on these goals over the next five years."

The GOJO 2020 Sustainable Value Strategies and Goals are:

- **Innovate to Create Sustainable Value** – GOJO will cut its Chemical Footprint in half; establish and maintain an industry-leading sustainable chemistry policy; double global sales from products with third-party certifications; and source reduce packaging material by 15 percent.
- **Elevate Public Health and Well-Being** – The company's long-term social sustainability goal is to bring well-being to one billion people every day. GOJO will work towards achieving this goal while striving to be the most recognized advocate for well-being through hygiene in our industry.
- **Steward a Thriving Environment** – GOJO will recover and either reuse or recycle 50 percent of dispenser materials from the value chain; migrate 90 percent of GOJO Strategic, Preferred and Collaborative suppliers to meet GOJO Sustainable Value Responsible Sourcing Criteria;



GOJO Product Group

and power its distribution operations by renewable energy.

- **Foster a Culture of Sustainable Value** – Continue to inspire team members to act in ways that deliver Sustainable Value through Sustainable Ways of Working (SWOW<sup>SM</sup>) with positive impact for GOJO, its team members and the communities in which we live and work. All of GOJO core processes will be infused with SWOW, which brings sustainability strategies to everything we do, and all GOJO team members will be engaged in SWOW. "What matters most to us at GOJO is that we continue to connect the people we serve with better health for their businesses, lives and world," added Nicole

Koharik, global sustainability marketing director, GOJO. "We understand that what matters most to our stakeholders will continue to evolve, and we developed our 2020 Sustainable Value Strategies and Goals with this in mind. This is also why we wanted to share them at BizNGO – sharing the sentiment with fellow sustainability thought leaders that sustainability is an ever-evolving journey of continuous learning and improvement."

"Chemical footprinting provides a clear pathway for measuring progress to inherently safer chemicals," highlighted Mark Rossi of Clean Production Action. "Now we have GOJO demonstrating authentic leadership by stepping up and being the first company to publicly state a goal of reducing its chemical footprint. We look forward to working with other companies in measuring their progress to sustainable and healthy chemicals."

To learn more about the GOJO sustainability commitment, visit [www.GOJO.com/sustainability](http://www.GOJO.com/sustainability). ■

### Bullen Innovates Again! Perfect-02 and the Re-invention of Peroxide Cleaners

From the makers of Activ 8, the first non butyl cleaner. And Dual, the first sanitizing carpet cleaner comes the next generation of peroxide cleaners. The strongest Ready-To-Use Peroxide cleaner available today.



Bullen PERFECT-02

Bullen has resisted the bandwagon craze to manufacture a peroxide product. Why? Until now, most available formulations have delivered great marketing hype but were short on cleaning results. The Bullen research & development team has harnessed peroxide formulating technology that surpasses the cleaning performance and claims of competitive brands. Introducing, PERFECT-02. Now certified under EPA's Safer Choice!

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- Fresh clean scent and natural odor control

Part of the BYOB - Be Your Own Brand program. Get Perfect-02 under your brand and the Safer Choice certification. ■

## Zodiac Aerospace on ELEVATE

*continued from page 6*

In the Explore phase, clients are able to then peel back the roof and perform a "virtual audit" of their entire facility. A guided, room-by-room tour allows users to view recommended solutions that align with their priorities outlined in the previous section. "This second step is a true knowledge portal, where visitors can gain insights on thousands of products that have been selected based on their specific needs."

The third phase, Evaluate, emphasizes the client's supply chain processes. Using the customer's own data, the proprietary algorithms within ELEVATE highlight potential cost savings in ordering, invoicing, warehousing and even labor usage to ensure that they are making decisions that take into account the entire spectrum of the supply chain.

Finally, in the Conclude section, clients can view a recap of the recommendations made, and then either request an on-site consultation with one of AFFLINK's experts who will advise them on how to implement the ELEVATE solutions, or they may simply continue on and order any selected products directly from the site as well. "In the end, ELEVATE does just as its name suggests—'elevates' the client's expectations to focus on complete supply chain optimization," explains Riffer.

### Focusing on Indirect Costs

From healthcare and hospitality to industrial and commercial, AFFLINK serves companies across various market verticals. "While these industries are vastly different in nature, they share some commonalities, most notably the rising costs associated with their supply chain," comments Riffer. Most businesses today are focused primarily on direct supply chain costs, such as raw materials, freight and logistics. AFFLINK's ELEVATE process helps clients understand the indirect, commodity and consumable products as well. It's these items that too often fly under the radar but can make up a significant amount of spend for the client. "Our research shows that while all businesses may share similar needs, their order of importance will likely vary from industry to industry, or even company to company," adds Riffer. In a manufacturing plant, productivity may be of utmost importance, while in a healthcare facility, the focus may be on hygiene and safety. "Regardless of the industry segment, we're able to customize supply chain solutions based on specific business needs. We do not provide a one-size-fits-all solution," he adds.

ELEVATE has helped many of its clients drive out costs and increase efficiency. One of AFFLINK's clients, Zodiac Aerospace, saved more than \$650,000

across five manufacturing facilities last year. AFFLINK has also helped Adventist Health System save 20 percent in indirect supply costs through vendor and product consolidations. And by spotting ineffective processes across 32 of Sun Country Airlines' locations, AFFLINK also identified a nationwide plan to increase supply chain efficiency for the regional jet liner.

AFFLINK streamlines procurement practices by consolidating vendors, rationalizing Stock Keeping Units (SKUs), and centralizing procurement to drive down the total cost of operations. "We're not just focused on the products to perform a task, but look beyond to identify savings in ordering, inventory, and labor usage," explains Riffer. "Upwards of 90 percent of a company's maintenance and operations spending can be on components other than products. What we do is put these other areas under the microscope to uncover opportunities that may be buried in the business."

Having served in the supply chain industry for a long time, Riffer opines that the rise of robotics and automation is going to radically shape up the future of supply chain. "The supply chain landscape is going to have to become more agile to cater to the demands of younger consumers and millennial managers in the workforce," he says. "And technology will certainly play a critical role in that evolution." ■

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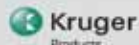
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## Spartan Expands Popular SparClean Warewash Line with Rinse Aid II

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced the availability of SparClean® Rinse Aid II.

Rinse aid solutions are an important step in the warewash process in order to improve water sheeting and ensure spotless plates, glasses and utensils. Highly concentrated, Spartan's Rinse Aid II is an affordable and effective formulation that accelerates the drying of dishware and utensils in all temperature dish machines. With an acidic pH, Rinse Aid II helps to control mineral deposits left by hard water and food soils. The non-foaming formula will help maintain the machine's spray arm efficiency, providing optimal wash conditions for each rack.

"Spartan's warewash products do not contain Phosphates, Nonylphenol ethoxylates (NPEs), or EDTA, making them more environmentally preferable than most traditional warewash products," said John Swigart, President, Spartan Chemical Company. "In addition, the entire line



SparClean Rinse Aid II

is designed for employee safety, with color and number coding, closed container packaging, and product identification aids."

SparClean® Rinse Aid II is available through Spartan's select distributor network. For more information or to find a distributor near you, visit [www.spartanchemical.com](http://www.spartanchemical.com). ■

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# DISCOVER 2017



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**September 11-14, 2017 | Las Vegas**

As the biggest, most comprehensive event for the commercial cleaning industry ISSA/INTERCLEAN North America is more exciting than ever, thanks to its 2017 Las Vegas location and **new Monday through Thursday schedule**. With four power-packed days of education sessions, new product and technology demos, industry insights, and profitable networking opportunities, this year's show will help uncover the critical knowledge you need to power your business and better the bottom line.

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**ISSA/INTERCLEAN NORTH  
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## Sofidel Launches Away-from-Home Paper Brand, Papernet, to the U.S.

*Papernet brand helps organizations protect people and their brands*



**Captain Papernet with Giorgia Giove, Marketing Manager Sofidel launches the Papernet brand in the US at booth 2506.**

Sofidel, a leading global provider of paper for hygienic and domestic use, today launched its away-from-home paper brand, Papernet, to the U.S. market during the ISSA/INTERCLEAN North America show. With headquarters in Italy, Sofidel has been in the U.S. since 2012 and brings a rich history of product innovation and a dedication to sustainability to the market.

"Our Papernet products protect people, and ultimately an organization's brand, through technology and innovation," said Fabio Vitali, Vice President AFH Marketing & Sales for Sofidel America. "The product line is extremely flexible, giving customers a wide range of sustainable hygiene products at different quality levels to choose from."

Papernet products such as hand towels and toilet tissue are now available in the U.S. To make product selection easy, customers can choose from three quality levels:

- Superior – High-quality products for health and wellness best suited for refined and exclusive environments
- Special – Good quality and convenient

such as:

- Dissolve Tech – Reduces the risk of clogged drains and keeps pipes clean, limiting the use of chemical products for sewage system maintenance
- Double Layer Tech – Fuses two different fiber mixtures into one ply to create a product with resistance and softness comparable to a two-ply sheet
- Dry Tech – Absorbs greater quantities of liquids, reducing paper consumption and waste

"Sofidel's mission is to make everyday life cleaner, safer and more practical," added Vitali. "Papernet is an extension of that mission and exceeds it by providing sustainable and hygienic solutions that protect our customers within a variety of environments."

For more information about Papernet, visit booth 2506 at ISSA/INTERCLEAN North America or go to [www.papernet.com/americas](http://www.papernet.com/americas).

For more information about Sofidel, visit [www.sofidel.com](http://www.sofidel.com). ■

products for busy establishments

• Standard – Everyday quality products for any environment, offering strong value

Papernet products maximize efficiency while saving customers time and money. Papernet's sustainable paper products also reduce waste and negative impacts on the environment by applying advanced and exclusive technology,

## Water-based Cleaner is an Excellent Alternative for Stainless Steel in Public Facilities

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced the availability of Stainless Steel Cleaner Ready to Use Handi Spray, a water-based stainless steel cleaner and surface protectant.

Due to its resilience and beauty, stainless steel is becoming a staple for architectural design in facilities such as arenas, office buildings, healthcare, hospitality and education but, it is prone to smudging and finger prints. Spartan Chemical's Stainless Steel Cleaner RTU Handi Spray keeps stainless steel looking radiant.

Stainless Steel Cleaner RTU Handi Spray is a ready to use stainless steel cleaner and surface protectant. The water based formula ensures that no oil residue or build up remains on the surface. Continued use will provide protection from finger prints smudging and dust build up.

"Oil based stainless steel cleaners and

polishes work great, but typically utilize a strong solvent to remove soils," said John Swigart, President, Spartan Chemical Company. "In small spaces like elevators or areas where olfactory sensitivities are of concern, petroleum and other solvents can present a problem. Stainless Steel Cleaner RTU Handi Spray is free of solvents and an excellent alternative for these applications."

Stainless Steel Cleaner RTU Handi Spray is available through Spartan's select distributor network. For more information or to find a distributor near you, visit [www.spartanchemical.com](http://www.spartanchemical.com). ■



**Spartan Stainless Steel Cleaner**

## SC Johnson Returns to the Industrial and Institutional Cleaning Business

*Chairman and CEO Fisk Johnson Announces Return at ISSA/INTERCLEAN*

SC Johnson, the maker of trusted household products like Glade®, Raid®, Pledge® and OFF!®, today announced that it is returning to the industrial and institutional (I&I) cleaning business.

"This is the right time to re-enter the I&I business," said Fisk Johnson, Chairman

"We're bringing great innovation in our new products and attention to quality and service to the industry," said Johnson from ISSA/INTERCLEAN in Chicago.

The company is also introducing the new innovative SC Johnson Professional line during the show.



**Bryan Anderson, Chief Executive, Mike Flagg, Chief Executive North America and Isabelle Faivre, Vice President Marketing - North America with Deb Group at booth 2801.**

and CEO of SC Johnson. "Our purchase of the Deb Group and STERIS Applied Infection Control and the recent move to bring back our SC Johnson-branded products from Sealed Air/Diversey to the new SC Johnson Professional business gives us a lot of momentum to re-enter this space in a big way."

SC Johnson operated in the I&I business starting in the 1930s and eventually spun off its professional business in the late 1990s.

Working with Carnegie Robotics, Nilfisk's Horizon Program is a strategic, long-term initiative to launch multiple products that will provide the full spectrum of autonomous capabilities. Nilfisk's work with Carnegie Robotics is the only partnership in the industry that combines the highest levels of expertise in robotics and commercial cleaning to design and develop state-of-the-art autonomous clean-

ing solutions that truly meet the needs of the commercial cleaning industry. Nilfisk and Carnegie Robotics are previewing the Advance Liberty A50 at the ISSA/INTERCLEAN North American Tradeshow and Conference, taking place at Chicago's McCormick Place from October 26 – 28, in booth #1222. The product will officially launch in the spring of 2017. ■

This agreement will expire in most countries on May 2, 2017. In Australia, New Zealand, Argentina, Chile, Czech Republic and Poland, the agreement expires on January 1, 2017. Professional and institutional purchasers in Asia, Eastern Europe and South America can purchase a broad range of SC Johnson's market leading consumer products direct.

Visit SC Johnson Professional (Booth 2801) at ISSA/INTERCLEAN North America in Chicago. ■

## Nilfisk and Carnegie Robotics to Preview Advance Liberty A50 Autonomous Scrubber/Dryer

*continued from Page 1*

and walls.

"Carnegie Robotics is excited to partner with Nilfisk to bring the most innovative and advanced scrubber to the commercial cleaning market," said Steve DiAntonio,

CEO of Carnegie Robotics. "We've adapted military and space grade technologies to provide the Advance Liberty A50 scrubber with state-of-the-art perception and intelligent navigation that deliver safe and reliable floor cleaning. At the same time, we've engineered a simple to use interface that enables flexible and efficient operation."

The Advance Liberty A50 will be the first product to launch under Nilfisk's recently announced Horizon Program, a pioneering global program that will deliver the most intelligent and technologically advanced cleaning solutions in the in-



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*Visit Booth #1222 to Experience the  
Advance Liberty A50 Autonomous Scrubber*

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