

OFFICIAL SHOW DAILY FOR THE ISSA SHOW 2018

Sofidel Tissue Company Opens Manufacturing Plant In Circleville, Ohio, Its Largest Worldwide

Sofidel opened a 280-acre plant on October 3rd, its first integrated paper plant built from the ground up in the United States. Sofidel's new Circleville, Ohio, plant is one of its most technologically and environmentally advanced tissue paper plants in the world,



From left to right: Ryan Scribner - Pick-away Progress Partnership Executive Director; Emi Stefani - Sofidel Group President; Luigi Lazzareschi - Sofidel Group CEO; Brian Lenihan - SelectUSA Executive Director; Kenny McDonald - Columbus 2020 President and Chief Economic Officer; Glenn Richardson - Jobs Ohio Managing Director

with innovative machinery that increases both the quality of its products and the energy efficiency of its operations.

"The United States is a crucial market for us and is where we intend to grow," said Luigi Lazzareschi, CEO of the Sofidel Group, which owns subsidiaries in 13 countries, including Sofidel America. "This plant will help us fuel our growth significantly and further our commitment to sustainable, environmentally responsible development."

Sofidel has invested about \$400 million in the site and, once running at full capacity, the facility will employ approximately 700 people.

continued on page 8

Spartan Receives Navigator Recognition from Strategic Market Alliance Group

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, was recognized by Strategic Market Alliance (SMA) and presented the Navigator award for Supplier Achievement in Field Sales Excellence as judged by survey of SMA Member Distributors.

SMA's Navigator recognition program acknowledges top performanc-



Strategic Market Alliance (SMA) Presents the Navigator Award for Supplier Achievement to Spartan Chemical

es in a number of important quantitative performance categories for the

continued on page 8

Power Up at the ISSA Resource Center

ISSA Show North America is but one program produced by ISSA, the premier trade association for the global cleaning industry. Stop by the ISSA Resource Center (Booth 1553) to discover how ISSA is helping you change the way the world views cleaning with invaluable tools and resources both onsite and online at issa.com. Explore publications, certification programs such as CIMS and CMI, business calculators, the Value of Clean, and more. Plus, pick up your show-exclusive ISSA backpack, in which you can store all your great takeaways from the show floor!



of-the-Industry panel discussion just for you right here. Join your peers as you learn about emerging trends, best practices, key opportunities, and potential threats affecting your corner of the industry. State-of-the-Industry panels will all take place in the Education Theater (booth 1051):
Distributor Panel (sponsored by Essendant), Wednesday, 2:30 - 3:15 p.m.
Residential Cleaning (brought to you by ARSCI, a Division of ISSA),

continued on Page 2

Multiple Views on the State of the Industry

From manufacturers and distributors to facility managers and frontline workers, regardless of where you are in the supply chain, you'll find a State-

Exhibit Hall Hours

WEDNESDAY, OCTOBER 31

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

THURSDAY, NOVEMBER 1

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

Cascades PRO Launches the New Era of Clean

New and innovative products unveiled at ISSA Show North America 2018

Cascades PRO, a leader in the manufacturing of towel and tissue products, is proud to announce the launch of the New Era of Clean at the ISSA Show North America 2018 in Dallas, Texas.

Cascades PRO is taking innovation to a new level with the New Era of Clean, a multi-year period of new product introductions designed to raise the bar on hygiene. This year at ISSA Show North America, Cascades PRO will unveil a stunning new family of Cascades PRO Tandem™ dispensers for hand towels and toilet paper, as well as, introduce an



New and Improved Cascades PRO Tandem™ Dispensers

expanded range of high-end Cascades PRO Signature™ toilet paper and facial tissue products. Additionally, to support the new innovations, the company will launch the Cascades PRO Make it Easy™ program designed to simplify the ordering and shipping process of dispensers.

"Innovation is a major driver for everyone at Cascades, and new products will represent 20% of our sales by 2020" said Jean Jobin, President and COO of the Cascades Tissue Group. "We're thrilled to

continued on page 2



Trebor Tissue!

Booth #6454

Power Up at the ISSA Resource Center

continued from Page 1

- Wednesday, 3:30 - 4:15 p.m.
Building Service Contractors
(sponsored by Whittaker), Thursday, 10:30 a.m. - 11:15 a.m.

A Halloween Party Like No Other

Join us Wednesday night for the most rockin' party in Dallas—the first ISSA Backlot Bash! Taking place 5:30 p.m. - 7:30 p.m. at Omni Restaurant Row, this street fest features live musical entertainment from the Chris Watson Band and award-winning country artist Jack Ingram, plentiful food and drink, the opportunity to meet the Dallas Cowboys Cheerleaders, plus special surprises. This industry-exclusive get-together promises to be the biggest networking event of the year. Tickets are a mere \$99—a portion of which benefits ISSA Charities.

Cleaning Technology at its Finest

If you have not visited yet, make a point to stop by the Innovation Marketplace, booth 3405, during exhibit hours. This special booth features more than 40 leading-edge products that have been nominated for the prestigious ISSA Innovation of the Year. On ThurSTAY at 1:00 p.m., the Innovation Marketplace hosts the

highly anticipated announcement of the 2018 recipient of the prestigious ISSA Innovation of the Year award.

An Audience with the President

This election season, enjoy the rare opportunity to hear the thoughts and leadership lessons from a former President of the United States. On Thursday morning at 9:00 a.m., George W. Bush sits down with ISSA Executive Director John H. Barrett for a fireside chat that will delve into the former president's leadership philosophy, perspective on world events, and thoughts on how America can evolve toward a more unified nation.

Expand Your Network

Just as valuable as what you'll learn this week, is who you'll meet. With more than 16,000 industry colleagues present, networking at ISSA Show North America is not only productive, but fun and energizing. Whether you represent health care, hospitality, education, residential, food service, or another industry, you'll find plenty of peers—and prospective partners—



Cascades PRO Launches the New Era of Clean

continued from Page 1

release this first wave of innovations as part of the New Era of Clean. We are taking hygiene to another level and are continuing to focus on delivering the Cascades PRO feel good experience."

New and Improved Cascades PRO Tandem™ Dispensers

Sleek, modern and seamless. This is the DNA of the new Cascades PRO Tandem Dispensers. Available in stylish pure white and dark gray options, these dispensers are built for better hygiene and created for optimal performance. Every feature of these lean, clean machines has been tested,

here in Dallas. ISSA has created a number of places on the show floor where you can meet fellow attendees, relax, refuel, or just review your strategy.

- ISSA Resource Center, Booth 1553
- ISSA Bistro, Booth 200
- ISSA Food Service and Lounge, Booth 2248
- ISSA Cleanbucks Coffee Lounge, Booth 4646 (Sponsored by Marcan Tissue)
- ISSA Sports Bar, Booth 6321 (Sponsored by Spartan Chemical Co. Inc.)

Lessons that Last

Plenty of top-notch education remains on tap over the final two days of the show and beyond. These sessions present a host of relevant lessons and best practices that will help you reach your business goals, improve staff performance, and drive profitability. Among the many and varied sessions are:

- Commercial Cleaning Trends, Challenges, etc.
- Think Big and Unlock Your Business' Potential
- It's Time for Data-Driven Facility Management
- Commercial and Residential Carpet Cleaning: Learning How to Avoid and Solve Issues in Cleaning
- The Balancing Act of Cost and Quality
- The Not So Subtle Art of Waste Management
- Residential Cleaning Companies: Stages of Growth
- Ten Mistakes BSC's Make When Bidding
- New Flooring Sales Impact Traditional Floor Maintenance

See session abstracts, locations and other details in the Show App or in the My Show Planner available at issa.com/mys2018.

Thank you for joining us for ISSA Show North America 2018 Dallas! We hope you achieved all of your goals. See you next year in sunny Las Vegas!

fine-tuned and given the thumbs-up by real humans with real needs, from start to finish. The new designs are 99.9% jam-free* to make sure things keep on rolling smoothly.

The new Cascades PRO Tandem family of dispensers is hygienic, reliable and cost-saving. They not only boost customers' productivity, but also their image. The new Cascades PRO Tandem collection of dispensers will be available in the following options to meet a variety of customer needs:

- Mechanical No-touch Roll Towel Dispenser
- Jumbo Toilet Paper Dispenser, Single Roll
- Jumbo Toilet Paper Dispenser, Double Roll
- Electronic Roll Towel Dispenser
- Multifold Hand Towel Countertop Dispenser
- Top Bottom High Capacity Toilet Paper Dispenser
- Side-by-Side High Capacity Toilet Paper Dispenser
- Four Roll High Capacity Toilet Paper Dispenser

* Please visit cascadespro.com for more details.



Cascades PRO Make It Easy™ Program

The Cascades PRO Make It Easy program offers customers a streamlined, fuss-free service program for their Cascades PRO Tandem roll towel and toilet paper dispensers. Customers will now have access to a more simplified ordering process as they can now easily place their orders online on the www.cascadespro.com portal and enjoy direct shipment**, installation support** and anniversary check-ups**.

** Terms and conditions may apply. Please visit cascadespro.com for more details.



New Cascades PRO Signature Toilet Paper and Facial Tissue Products

The Cascades PRO Signature line will expand to include four new premium products including a standard toilet paper, a high capacity toilet paper, a cube box facial tissue and a flat box facial tissue that will add a touch of luxury to any space.

For more information about the new product offerings from Cascades PRO, visit us at ISSA Show North America 2018 in Dallas at Booth #2609 or visit www.cascadespro.com

ServClean®

introducing

DRAIN CL

DEEP DRAIN FOAM CLEANER

- Cleans instantly
- Effectively improves sanitary conditions in drains
- Odor eliminator
- Powder for ease of application
- Convenient cap measurement system
- No dye, no fragrance
- Item # 19320-4

Visit us at ISSA Booth #6607

CHARLOTTE™
PRODUCTS LTD.

Peterborough, ON
K9J 6X6 Canada

T: 705.740.2880 TF: 1.877.745.2880 E: info@charlotteproducts.com
www.charlotteproducts.com

FOLLOW US: [in](#) [f](#) [t](#) [y](#)

Turning heads everywhere it goes.



Our new family of dispensers is built for better hygiene so that users and staff can all feel good.

Discover the whole collection at cascadespro.com

Cascades PRO

Tandem

All clean.
All good.™

Bring on the Crowds with Tork PeakServe Continuous Hand Towel System

By Charishma Kothari, Product Management Director Hand Towels, Essity Professional Hygiene

This year at ISSA Show North America, Tork's PeakServe® Continuous™ Hand Towel System is on display, showing off its revolutionary dispensing technology designed to better-equip high-traffic restrooms for large crowds. Neither a folded towel nor roll towel system, Tork PeakServe sets a new standard for one-at-a-time dispensing via a continuous flow, without interruption, tabbing or jammed dispensers.

Our latest research shows that dirty



traffic venues, and bad restroom experiences are all too common. Guests don't want to be delayed in a restroom, and this negative experience can impact their impression of the venue and result in lost customers. Whether you run a stadium, concert hall or airport, speeding up the restroom experience is key to improving your business.

But it's not all about speed. Our research shows that 1 in 3 guests who avoid going to the restroom limit how much they eat or drink to do so, which, over time, can significantly impact sales at venues such as stadiums or airports.

Large crowds put heavy stress on restrooms, the cleaning staff, and their equipment. Refills such as soap and paper run out fast, and cleaners have a hard time keeping up with cleaning needs during periods of heavy traffic flows.

What if distributors could assist building ser-



Tork PeakServe

and overcrowded restrooms are the biggest problem for guests at high-

vice contractors in making the lives of their cleaning staff easier and save them from constantly running back and forth across long distances to refill empty dispensers? Tork PeakServe is here to help.

What Tork PeakServe® Continuous™ Hand Towel System Can Do for You and Your Building

- **Easy, Flexible Refilling** – Because the dispenser loads from the bottom and can be topped off at any point, refill flexibility allows cleaners to tackle the task when it suits them and saves time by not having to check refill levels frequently. Continuous towel technology connects the top and bottom of each compressed towel bundle, allowing them to interlock and dispense continuously, serving crowds without interruption, tabbing or jamming which puts dispensers out of service.
- **Focus Your Cleaning Staff on Pressing Needs** – A single dispenser holds up to 2,100 towels or 1,500 feet of toweling – 25 percent more than any other towel system on the market today. By serving up

to 600 more guests between refills than traditional dispensers, it gives staff the peace of mind to focus on important cleaning tasks without fear of product runout.

- **Increase Efficiency** – Compressed hand towels allow cleaning staff to carry double the load, reducing time spent restocking restrooms. The compressed bundles also save storage space increasing your storage efficiency.
- **Decrease Restroom Wait Times** – Guests often face long restroom lines in high-traffic venues. Tork PeakServe serves guests in 3 seconds – faster than jet air drying time – getting visitors in and out quickly.

Visit us today at ISSA

This revolutionary dispensing system is designed to better serve high-traffic restrooms. Neither a roll towel nor a folded towel system, Tork PeakServe is setting a new standard for hand towel dispensing that will improve both end-user and cleaning staff experiences.

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

Network Services Company Positioned for Global Growth

As part of its overall global growth strategy, Network Services Company (NETWORK®) has expanded its service coverage to include more than 750 distribution locations worldwide. Through its relationship with European-based INPACS, Central America-based CEK, Key Química S.A. de C.V. in Mexico, Wood Wyant in Canada, and South America-based The Allia Group, NETWORK now has service coverage in more than 50 countries, and its 8,400 market specialists around the world have access to 35 million square feet of warehouse space and over \$1 Billion in inventory.



NETWORK's North American Distributors gather at its annual ISSA breakfast. Steve Schultz, GOJO is with NETWORK CEO Alan Tomblin and ISSA Executive Director John Barrett.

into as many regions as possible, and cross-selling to expand the product portfolio within existing accounts. For more information about NETWORK visit www.networkdistribution.com.



Leveraging its international scale, NETWORK is well-positioned to service customers seeking an international supply chain solution with centralized business processes. Looking ahead, NETWORK is focused on generating new global Corporate Accounts, expanding existing accounts



www.networkdistribution.com

STOP THE MOP MYTHS OF MOPPING

#4 CHEMICALS ARE THE KEY TO CLEAN.

With the advances in cleaning technology, a mop drenched in cleaning solution, no matter how good it is, is no longer the cleaning solution. Only removal by extraction and proper disposal ensures that a surface is clean. In fact, Kaivac's vacuum-powered systems have been proven to remove 30 times more organic soil than traditional mops in a lot less time.

Visit StopTheMop.com or call 800-287-1136 to learn more.

Come see us at ISSA Booth #6848.

Don't just clean it. Kaivac it.™

When you see this it's too late



Stay ahead with data-driven cleaning

Tork EasyCube® empowers you with real-time actionable data about your cleaning needs. No more unnecessary checks. Know exactly when and where to clean, handling problems before they occur. The future of cleaning is data-driven – our Cleaning Management Software is transforming how our customers work.

Visit Tork booth #6631 at the 2018 ISSA Show to learn more.

Learn more about Tork EasyCube at torkusa.com/easycube or email us at TorkEasyCube@essity.com



torkusa.com
866-722-TORK

Tork, an Essity brand

© 2018 Essity Professional Hygiene North America LLC. All rights reserved.
®Tork is a registered trademark of Essity Professional Hygiene North America LLC or its affiliates.

Todd Seabert Recognized as Nichols 2017 Supplier Representative of the Year

Spartan Chemical Company, Inc. a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced Todd Seabert, Spartan regional manager, was named Nichols 2017 YOU FIRST Supplier Representative of the Year.

On a quarterly basis, Nichols sales representatives and management team are surveyed about their supplier representatives. At the end of each year, they select one representative based on the results of this survey. This year, Spartan regional manager, Todd Seabert, was awarded the prestigious YOU FIRST Supplier Representative of the year award.

"We base this award on responsiveness, joint calling, product knowledge, creative solutions, motivation, and

sales goals," said Hal Grossman, Nichols sales manager. "Todd consistently scores high on all of the criteria; we



Award was presented to Spartan's Todd Seabert by, Mike Olthoff, Nichols CEO, Kevin Rahrig, Nichols COO and Hal Grossman, Nichols Sales Manager

are so happy he won this year!"

The award was presented to Todd Seabert by, Mike Olthoff, Nichols CEO, Kevin Rahrig, Nichols COO and Hal Grossman, Nichols sales manager during the Nichols supplier recognition dinner.

Spartan Chemical Voted NETWORK'S 2018 Supplier Innovation Award Winner

Spartan Chemical Company, a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, was awarded the 2018 Supplier Innovation Award for its CleanCheck®, Learning Management System.

NETWORK Suppliers were asked to submit innovative products and services that gave their members competitive differentiation. CleanCheck was selected as NETWORK's 2018 Supplier Innovation Award winner in the Janitorial Supplies and Equipment category for outstanding innovation as voted by the Supplier Program Steering Committee.

"CleanCheck is not only a valuable training tool for custodial operations, it also provides unique value that enables Spartan's NETWORK partners to retain business and open doors to new opportunities," said John Swigart, President, Spartan Chemical Company. "Innovation is a continuous

focus at Spartan, and we are proud and honored to be recognized for such."

The award was presented to Spartan by Warren Noble, Vice President



Spartan Chemical represented by John Swigart, President, Greg Ford, Vice President of Sales, Bryan Mangum, General Sales Manager, David Reed, Vice President of National Accounts, Doug Peterson, National Account Manager and Cali Sartor, Director of Marketing

of Supplier Relations, Network Services Company and Julie Vidor, Senior Manager of Supplier Programs, Network Services Company during the Network Supplier Trade Show in Las Vegas, Nevada. Spartan Chemical was represented by John Swigart, President, Greg Ford, Vice President of Sales, Bryan Mangum, General Sales Manager, David Reed, Vice President of National Accounts, Doug Peterson, National Account Manager and Cali Sartor, Director of Marketing.

TSH New Associate Announcement

We are very pleased to inform you that effective October 1, 2018, Keen Umbehr, II will be joining T-S Holdings, Inc., as our Corporate Vice President of Sales & Operations. As most of you are aware Keen has been a member of the Triple S family, serving as the V.P. of Business Development, since February of 2018.

Keen has a proven track record in the areas of Sales, Operations and Administration. Keen gained his sales experience working as a Regional Manager for a wholesale distribution company and as the National Sales Manager for ABC Compounding. He further honed his sales skills and gained administrative and operational skills while assisting with a family business and during his time at Nissco. Keen joined Nissco as their VP of Business Development, was promoted to Executive VP after about 2 years and was then promoted to President and CEO 2 years later.

Keen is a highly energetic individual that is quick to engage and identify the fundamental tenets necessary for success. We are very confident that he will prove to be a valued asset as he provides support to our Branch Management, sharing best practices, from

branch to branch, and optimizing our sales and operations platforms.

Keen obtained his Bachelor's Degree from Kansas State University and his post grad Masters in Business Administration from Texas A&M. He will continue to operate out of Alvin, Texas, where he resides with

his wife Tiffany and their two young children. His new e-mail address will be keen@tsh-inc.com. He can also be reached by phone at 832-336-1109.

As we build out the Triple S Holdings corporate team, we are better able to drive the financial performance necessary to support our continued growth. Having Keen onboard and focused on our sales and operations initiatives will allow me to better focus on the administrative tasks required to support the continued development of the company as well as provide more time for the review and analysis of future acquisitions.

Please join me in welcoming Keen to the Triple S Holdings team.

For additional information concerning Triple S Holdings please e-mail us at: info@tsh-inc.com or call 978-435-2700.

Zephyr®
EXCEPTIONAL
✓ SERVICE
✓ PRODUCTS
✓ SELECTION
100
ANNIVERSARY
1927-2017
Your One Stop
Source for Quality
Cleaning Products®
800-821-7197 – U.S. & Canada
660-827-0352 – International
SEDALIA, MO – USA
COME SEE US IN
BOOTH 6354
R.J. Lindstrom
President
ABMA SSWA ISSA MEMBER
www.zephyrmfg.com

CUSTODIAL MANAGEMENT made simple[®]

See for yourself at ISSA booth **6037**

Learn more today at www.spartanchemical.com



Sofidel Opens New Manufacturing Plant

continued from Page 1

The Circleville plant is an integrated facility that incorporates a paper mill, where pulp is transformed into paper, a converting plant that produces the finished product, and a state-of-the-art warehousing facility. The plant has a total production capacity of 140,000 tons a year.



The facility is equipped with two Advantage New Tissue Technology (NTT) 200 paper mill machines, each machine can produce 2,000 meters of 5.5-meter-wide paper sheets per minute and 10 lines for producing the finished products.

Guided by the principle "Less is More," Sofidel's Circleville develop-



Luigi Lazzareschi, Sofidel CEO Speaking at Circleville Plant Opening

ment strategy focused on sustainability. Sofidel was the first global tissue company to join the World Wildlife Fund (WWF) Climate Savers program.

In addition, the plant has an automated system transfers paper reels from the paper mill to the converting lines using laser guided vehicles (LGVs). An automated Smart Store warehouse is capable of handling more than 50,000 pallets of finished product, creating a space savings of up to 40 percent.



WHERE YOU SEE PAPER
WE SEE THE FUTURE
OF THE PLANET AND PEOPLE

Maybe you haven't heard of us, but in the world of paper, when you hear about sustainable growth, our name will immediately sound familiar. We are Sofidel, and we have always been mindful of building a sustainable future for the planet and people. For many years we have been committed to fighting climate change, increasing the use of renewable energy, the responsible procurement of raw materials, and the promotion of health and responsible consumption. In line with the **UN goals for Sustainable Development**, we have now renewed our commitment, establishing an important and significant partnership with **WaterAid**, an international non-profit organisation whose mission is to transform the lives of the poorest and most marginalised people, improving their access to drinking water and sanitation services. The careful attention to water resources, as a fundamental vehicle for health and well-being, added to the work we have taken forward in our production processes, has led us to the point where our water usage now is well below the industry benchmark. www.sofidel.com



Spartan Receives Navigator Award from SMA

continued from Page 1

preceding year by both SMA Member Distributors, and by the group's qualified suppliers. Navigator recognition is also presented to suppliers based on feedback and results from SMA's annual survey of member distributors.

"Navigator recognition is something very special to the associates of SMA," said Dick McGann, President, Strategic Market Alliance. "This recognition conveys our deeply-felt appreciation and respect for the efforts made by all of our supplier partners and member companies in service together to our mutual customers."

"Spartan exclusively sells through independent distribution," said John Swigart, President, Spartan Chemical. "This award acknowledges the dedication and partnership we have to this channel and with SMA distributors to secure their value and competitive position in the market."

The Navigator recognition award was presented by Dick McGann, President, Strategic Market Alliance and Jack Dietrich, Chief Operating Officer, Strategic Market Alliance during the Alliance™ Member-Supplier Conference 2018 in Salt Lake City, Utah. Spartan was represented by John Swigart, President, Greg Ford, Vice President, Sales, and Bryan Mangum, General Sales Manager.

3M Introduces New Scotch-Brite Clean & Shine Pad

Product simplifies the floor maintenance process by reducing steps

Floor care is one of the most time-consuming and costly cleaning tasks for facility managers, yet it is completely unavoidable. If floors aren't maintained properly, they start to look dull, putting a building's image at risk. As a result, it's important to implement an efficient and cost-effective maintenance program that both preserves and protects aesthetics. In an effort to provide their customers with a more effective option for floor maintenance, 3M is introducing its first ever Scotch-Brite™ Clean & Shine

continued on page 10

TRAINING made simple[®]

See for yourself at ISSA booth **6037**

Learn more today at www.spartanchemical.com



Introducing GovConnect from SMA!

Selling to “the Government” at any level, be it your home town, all the way on up to Uncle Sam, is hard work! Understanding how public sector organizations procure supplies requires a lot of study and knocking on a lot of doors, and getting those doors to open for access to procurement professionals can be a frustrating goose chase. Then, once you get an audience, and make a compelling case for your products and services, getting approval to buy can take forever! Even the best Distributor Sales Reps can feel that selling to the Government is like an unwinnable war.



But the Member Companies of Strategic Market Alliance have a powerful new weapon in their government-sales arsenal! **GovConnect™** is an innovative resource program from Strategic Market Alliance (SMA) committed to cost-effectively providing the right products, services, solutions to government entities. GovConnect provides SMA distributor sales teams access and training to cooperative purchasing agreements that can be very lucrative and motivating to government customers.

GovConnect further strengthens SMA's fast-growing market position

in the public sector. Also known as **Business-to-Government (B2G)**, public sector commerce in the United



States accounts for approximately \$2 trillion of annual sales, stimulating virtually every sector of the economy. This is an extremely fragmented and challenging maze to navigate, however, with state and local governments, educational agencies, cities and counties, as well as the federal government, among the many varying customer types found in the segment.



Through focus on cost-management insight, and commitment to delivered value, SMA's Strategic Accounts Team and Member Distributors have enjoyed several consecutive years of double-digit sales growth across the span of this market, from K-12 schools, through higher education, military, law enforcement, and municipalities, states and federal agencies.

GovConnect enables SMA members to increase their knowledge and access to national cooperative purchasing contracts, and also garners additional support and information from key manufacturing partners that participate in the program. GovConnect provides training to Distributor sales teams on the ins-and-outs of public procurement, and how to share knowledge and access to relevant contracts and resources with government customers that might not be taking full advantage of important cost-reduction tools at their disposal.

“GovConnect bolsters SMA's public sector offering by educating distributor sales reps on topics that enable them to communicate their company's competitive advantage in-service to the public sector,” said **Martha Renkoski, SMA's Strategic Accounts Manager**, who oversees the Group's Government Sales effort. “And, by partnering with the cleaning industry's leading manufacturers that participate in the GovConnect program, SMA and its Member Distributors are able to greatly differentiate from the competition, growing market share and developing brand reputation as a true public-sector expert!”

Each SMA Member Distributor location features a designated GovConnect Specialist who is charged with being the local expert in creating solutions for the company's public-sector customers. SMA holds an annual

training Expo, which each GovConnect Specialist attends for extensive learning about the latest industry trends, processes, and regulatory developments. “It's our focus on selling preparedness, through information sharing and training, that always differentiates SMA and its Members,” says Renkoski. “The tools, training and access programs like GovConnect give SMA Members and their Customers on-going competitive advantage!”

Further information about GovConnect and other Strategic Accounts programs can be found on our website, smasolutions.com, or by contacting us at StrategicAccounts@smasolutions.com.

3M Introduces New Scotch-Brite Clean & Shine Pad

continued from Page 8

Pad, a two-sided low-speed scrubber pad for daily cleaning and dustless polishing.

Floor maintenance is a heavy lift that requires multiple steps - including cleaning, buffing and burnishing - to maintain high gloss and shine. Recognizing that a two-step process is both time- and labor-intensive, 3M designed the Scotch-Brite Clean & Shine Pad to clean and shine in the same step, using only a low-speed scrubber.

“We are proud to introduce the new Scotch-Brite Clean & Shine Pad,” said Astghik Poladyan, 3M Global Portfolio Manager. “Made possible by our unique and proprietary technology, this two-in-one pad is a game changer in daily floor maintenance around the world. The Scotch-Brite Clean & Shine Pad is a highly effective alternative to a traditional cleaning pad. It lasts longer, removes tough black marks faster, and gradually increases floor shine as it cleans.”

“Since we are a college, classrooms, restrooms, and student areas are our main priority. This leaves the number of times we burnish the floors to once or twice a year,” said Nick Schmidt, ICE, manager, building custodial & support services for Western Michigan University. “We were excited to test out the new Clean & Shine Pad and immediately saw tough scuffs disappear within days and a consistent polished shine.”

“We used the Clean & Shine Pad for a three-month period in academic buildings and medical clinical settings, which experience heavy foot traffic,” said Bob Makin, regional manager at Janitronics Facilities Services. “We were able to completely eliminate weekly burnishing in larger open spaces, and there was no drop in appearance with the use of the pad on auto scrubber.”

For more information about the Scotch-Brite Clean & Shine Pad, please visit us at booth #3933 or at 3m.com/CleanAndShine.

-
-
-
-
-
-

we've got a solution for that mess!

Linking manufacturer, distributor and customer to enhance supply chain performance while managing cost.

the MARKETS we serve:

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

Strategic Market Alliance | www.smasolutions.com | info@smasolutions.com | p: 704.268.3430 | Follow us on:



See for yourself at ISSA booth **6037**

Learn more today at www.spartanchemical.com

Addressing the Hidden Impact of Bio Stains and Odors

Sponsored by CloroxPro

Commercial facilities, like schools, daycares, gyms, hotels, long-term care facilities and hospitals, all have one thing in common – a significant number of communal spaces, which means messes are a fact of life for facility managers and cleaning professionals. Among these tough messes are bio soils like blood, feces and vomit. In fact, almost 50 percent of cleaning professionals experience spills of blood or feces every day.¹



In addition to being unpleasant, bio soils can contain a variety of harmful pathogens and have a tremendous impact on public health as people move throughout facilities, creating an ongoing challenge for facility management. For instance, there are approximately 100 billion norovirus particles per gram of feces in individuals infected with norovirus² and it is estimated to take as few as 18 viral par-

ticles to get a person sick.³ Once viral particles like these are introduced, they can quickly spread to numerous surfaces and individuals throughout a facility.

But the impact of bio soils, and the stains and odors they leave behind, has heavy implications on the reputation of facilities as well. They can damage consumer perception of facilities, and in turn harm business results and drive complaints to management and facility maintenance.

It comes as no surprise that people are most offended by the odor and mess of bio soils like feces (56 percent and 76 percent) and vomit (44 percent and 72 percent), more so than other messes, according to a new survey from CloroxPro.⁴ To most, bad smells are stronger indicators of uncleanliness than stains, and odors from bio accidents can actually make consumers concerned for their health and safety, tarnishing the reputations of commercial facilities more easily than other common messes.⁴

In fact, more than a third of consumers who smell feces or vomit in a space would think the facility is unclean, while roughly a quarter would think the facility does not value cleanliness, and about a fifth would never return to the facility again.⁴

To maintain not just the health of a facility but also its reputation, addressing bio messes quickly and effectively is of utmost importance. But cleaning up bio messes is historically



CloroxPro has introduced Clorox® Disinfecting Bio Stain & Odor Remover

not that quick or easy. Until now, addressing these messes required multiple products, which can be costly, time consuming and increase the risk of human error due to improper mixing of products.

Protecting Health & Reputation with an All-in-One Solution

To help facilities address the chal-

lenge, CloroxPro has introduced Clorox® Disinfecting Bio Stain & Odor Remover, an innovative one-step product that cleans, disinfects and deodorizes surfaces following accidents involving the toughest bio soils such as blood, feces, vomit and urine.

Its scientific formulation harnesses the stain-lifting power of surfactants and hydrogen peroxide to break down bio soils, eliminate stains and odors better than enzymes and kill pathogens in as little as 30 seconds. Clorox® Disinfecting Bio Stain & Odor Remover is Environmental Protection Agency (EPA)-registered to kill 19 microorganisms commonly found in bio messes including HIV-1, herpes simplex virus, influenza A virus, Hepatitis B and Hepatitis C viruses, norovirus, methicillin-resistant Staphylococcus aureus (MRSA) and more.

The versatile, low-pH formula can be used on a wide variety of hard and soft surfaces, and materials including floors, common plastics, tile, glazed porcelain, ceramic and enamel, grout, fabrics, upholstery, mattresses, carpet and more. It is an EPA-registered soft surface sanitizer, killing 99.9% of bacteria, and is compliant with the Occupational Safety and Health Administration (OSHA) Bloodborne Pathogens standard.

For more information about Clorox® Disinfecting Bio Stain & Odor Remover, visit the CloroxPro booth (#3108) and www.CloroxPro.com, and follow @CloroxPro on Twitter. To vote for the product in the ISSA Innovation Awards, visit the ISSA Innovation Marketplace booth (#3405).

- 1) CloroxPro Findings (December 2017). (Online survey of 217 surface disinfection decision makers.)
- 2) Atmar RL, Opekun AR, Gilger MA, et al. Norwalk virus shedding after experimental human infection. *Emerg Infect Dis* 2008;14:1553-7.
- 3) Teunis PF, Moe CL, Liu P, et al. Norwalk virus: how infectious is it? *J Med Virol* 2008;80:1468-76.
- 4) CloroxPro and Ketchum Research Findings (August 2018). (Online survey of 1,000 American adults 18 years or older.)

DPA

BUYING GROUP

WE OFFER YOU MORE

The DPA Buying Group leverages its purchasing power to negotiate better deals for you.

DPA offers marketing allowances, better pricing, extra promos, and lower minimums. Join over 880 distributors and gain access to over 230 top manufacturer brands today!

Visit us at **ISSA Booth #7014**



Apply here: www.JoinDPA.com

1-800-652-7826 - DPA@DPABuyingGroup.com

Walden-Mott Corporation

Publishing Since 1884

Booth #3247

ISSA SHOW DAILY STAFF

Alfred F. Walden - Publisher
Charlie Walden - Publisher
Susan Sheehan - Associate

Advertising Sales

Charlie Walden
charlie@waldenmott.com
Alfred F. Walden
afwalden@waldenmott.com

225 N. Franklin Turnpike
Ramsey, NJ 07446
Tel: 201-818-8630

www.waldenmott.com



PROTECT

**CloroxPro
safeguards
the places that
matter most
during cold
and flu season.**

CloroxPro puts advanced technology in your hands – powerful cleaners and proven disinfectants that kill illness-causing pathogens.* You make the world a cleaner, healthier place.

CloroxPro is proud to help you protect the places where clean means everything.

Visit CloroxPro.com to learn more.

* Use as directed on hard, nonporous surfaces.

Visit us at **Booth #3108**



NETWORK WINS HORIZON AWARD

Network Services Company (NETWORK®), a \$16B global distribution solutions provider, is honored to receive the Horizon Award from its public sector and education cooperative procurement partner, National IPA.

In 2018, National IPA introduced its first annual supplier awards program to recognize the elite suppliers who support their vision and provide world class performance. The Horizon Award recognizes suppliers that demonstrate breakthrough sales results, a spirit of entrepreneurship, outstanding commitment to sales and marketing engagement, and excellence in serving program participants.

"On behalf of the entire NETWORK organization, I would like to thank National IPA for honoring us with the prestigious Horizon Award. I am proud of the long-standing strategic partnership we have built with National IPA, and our significant mutual growth. I look forward to building on our success and expanding our relationship in the future," commented Kevin Rudd, Chief Sales and Marketing Officer, NETWORK.



"I was honored to present Network Services Company with the inaugural Horizon Award at this year's National IPA Strategic Partner Summit. As a long-time partner, Network Services Company

continues to demonstrate its dedication and commitment to excellence. We look forward to working closely with the leadership team to take this partnership to the next level," said M. Todd Abner, President & CEO of OMNIA Partners.



Accepting the award on behalf of NETWORK are: Vanessa Fleenor, Frank Barretta, Mark Summers and Kevin Rudd

The Horizon Award was presented to NETWORK during National IPA's 2018 Strategic Supplier Summit in Washington, DC.

Kutol Launches New HEALTH GUARD Skin Care Line

Kutol Products Company re-launches its non-industrial skin care products under one brand name — Health Guard® by Kutol. This transition affects all of Kutol's general purpose hand soaps, antibacterial hand soaps, alcohol and non-alcohol hand sanitizers, hair & body washes and specialty skin care products under its complete line of wall mount, counter mount and portable dispensing options.

Same Great Products

Previously, Kutol's products were distributed under several different brand names such as EZFOAM®, EZLIQUID® and KUTOL®, depending on the dispensing system. Now, whether you pump it, pour it or dispense it, the branding and product names are consistent across the entire portfolio. Because there are no changes to the actual products or formulations, all item numbers, case packs, product descriptions and specs remain the same.

New Packaging & Color Coordination

Eye-catching graphics provide a contemporary look and feel to the Health Guard line. The new logo, along with uniform fonts and design elements, provides visual branding consistency across packaging labels. In most cases, the color of the label is coordinated with the actual color of the product. Plus, all dispenser identifiers, such as labels and window cards, continue the graphic consistency. All of these design elements make it easier to identify products, particularly when refilling dispensers and visually checking inventory.

One Name, One Positioning

The new Health Guard name and logo convey the importance of washing and sanitizing hands to help



Health Guard® by Kutol

guard against germs and maintain good health. "Kutol has always been known for manufacturing excellence and providing an array of products which emphasize the importance of proper hand hygiene," points out Dan Renner, director of marketing at Kutol Products Company. "With Health Guard, we are simplifying the business with a great name that promotes 'Clean and Healthy Hands!'" Whether you are maintaining an office building, school or university, food handling facility, healthcare location or other public venue, there is a Health Guard solution to fit your need and budget.

Learn more about Health Guard at www.kutol.com.

NEW **Kutol Pro** **Heavy Duty Hand Cleaners**

BETTER PERFORMANCE.
Quickly removes the TOUGHEST grease, oil, ink, paint, adhesives and automotive fluids

DURABLE PACKAGING.
Withstands rugged industrial environments

GREATER VALUE.
Better than the competition!

Available in a wide variety of scrubbers, colors & fragrances

- SOCK-IT lemon lime
- ORANGE SCRUB orange
- SUPER SCRUB citrus
- REGAL neutral
- WALNUT SCRUB rainforest
- RED BLAST cherry
- CITRA-SOFT coconut-lime (no grit)

2 Liter

4 Liter

DuraView® dispenser now has a tough new HDPE cartridge

Other dispensing options available

NEW 22 oz. Squeeze Bottles

Flat-Top & Pump Gallons

8 L Large Capacity

5 oz. Tubes

70 Count

Hand Wipes & Hand Creams

All hand cleaners & creams are manufactured in the USA in our FDA-registered, LEED® Silver certified facility

KUTOL Hand Hygiene Specialists

Kutol Products Co.
800-543-4641
sales@kutol.com
www.kutol.com

Visit Us At ISSA
Booth #2516

Cascades PRO Canada Recognized as 2x Platinum Supplier of the Year

Recognition Celebrates Continued Dedication to Customer Service

Cascades PRO Canada, a leader in the manufacturing of towel and tissue products, was recently named the Cleaning and Hygiene Platinum Supplier of the Year at the 2018 Balpex Supplier Summit. Balpex's Platinum Supplier of the Year award is presented to the supplier that achieves exceptional performance in its specific business sector.

This is a back-to-back win for Cascades PRO Canada, after being named the 2017 winner for the division's 2016 rebranding effort. This year, Cascades PRO Canada was recognized for its continued commitment to customer service and building strong business relationships throughout 2018.

"It is a great feeling to be recognized by Balpex as the Platinum Supplier of the Year for the second year in a row," said Danièle Seguin, Vice President Sales, Canadian Distribution, Cascades PRO. "This consecutive win is a testament to the hard work and dedication brought forth by our Canadian sales and customer services teams. They've been on the front lines

working hard to meet the needs of the distributors within the Balpex network and this win is for them."

For more information about Cascades PRO™, please visit www.cascadespro.com



From left to right: Eric Paul, Dir. of Sales, Québec and Western Canada, Cascades PRO; Sandra Hudon, VP Sales, North America, Cascades PRO; Danièle Seguin, VP Sales, Canadian Distribution, Cascades PRO; Bill Buist, Dir. of Sales, Ontario and Atlantic Canada, Cascades PRO



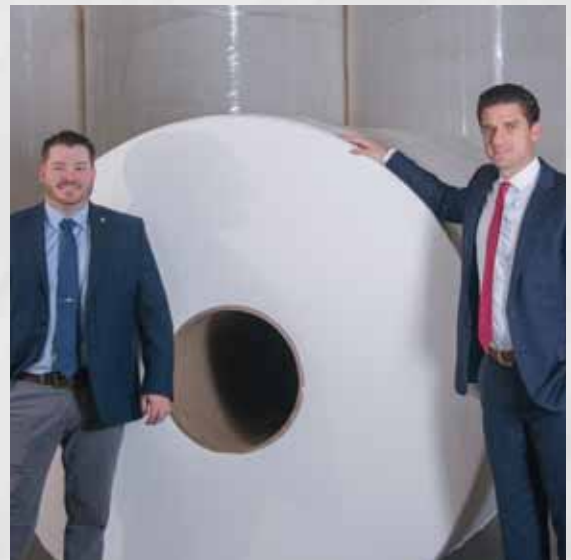
Helping Global Customers Balance Centralized Control with Local Flexibility

- 8,400 Market Specialists, In-Person When Customers Need Us
- 750+ Distribution Centers Across 50+ Countries
- Five Decades of Strategic Partnership with Market-Leading Suppliers



TISSUE TREBOR

Tissue
Toweling
Napkins
Wet/Dry Crepe
Wiper Grades



**We've been the LEADER
in TISSUE since 1972!**



The Trebor team is ready to help you with all your parent roll of tissue needs.

Our expert customer service team matches your need for tissue in all market conditions.

When you think tissue...think Trebor.



See us at ISSA BOOTH #6454

USA
Telephone: 732.335.4255
Fax: 732.335.4244
www.trebor.com

TREBOR

GP PRO Helps Reduce Clean Team Turnover with Recognition

Custodians are tasked with one of the most important and challenging jobs within a facility. Not only do they perform physically demanding work associated with vacuuming, scrubbing, cleaning up spills, and emptying trash, but they also play an



Georgia-Pacific

staff turnover, GP PRO recently introduced the Take Notice program. Take Notice is a turnkey tool kit that helps operators proactively thank clean teams and individual custodians for their work.

"Take Notice is a free recognition program we developed to help building and facility operators recognize their best talent," said Julie Howard, vice president and general manager of GP PRO's Towel Category. "The idea behind it is to give our customers a helping hand in creating a culture of recognition, which goes a long way toward retaining staff."

According to Howard, prior to developing the Take Notice program, GP PRO surveyed clean team members across the U.S.



GP PRO recently introduced the Take Notice program, a turnkey tool kit that helps operators

integral role in ensuring a building is running properly, efficiently, safely, and effectively. It's a big job that, according to GP PRO, a division of Georgia-Pacific, results in upwards of 50 percent turnover.

Why such high turnover? Regardless of the industry, the number one reason Americans leave their jobs is because they don't feel appreciated. Wanting to be recognized for a job well done is human nature. It just feels good to be told your hard work, time, dedication, and passion is appreciated. And, in turn, that appreciation often motivates employees to dig a little deeper and work even harder. It's no wonder then that recognition can serve as a powerful retention tool.

To address the issue of custodial

to get a clearer idea of the role rec-



ognition plays in job satisfaction, motivation and retention. The survey found that:

- 94 percent of clean team members say that being acknowledged for their work is important to them
- 79 percent of custodians say they feel happier when their work is recognized
- 82 percent of clean team mem-

Janet Weachter Named Weiss Bros. 2017 Vendor Representative of the Year

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced that Janet Weachter, regional manager, Spartan Chemical Company was selected as Weiss Bros. 2017 Vendor Representative of the Year.

Each year, Weiss Bros. awards one vendor representative who is chosen based on many factors such as their ability to help grow mutual business, rapid response rate, dedication to clients, and appreciation for the



Michael Weiss of Weiss Bros. Awards Janet Weachter, regional manager of Spartan Chemical with Vendor Representative of the Year

bers feel motivated to perform at a higher level when they're recognized for their work

- 76 percent of clean team members report that they are less likely to look for another job when they're recognized for the work they do

"Clean teams are truly the unsung heroes of the workplace, because when they do their job well it's a positive reflection of the facility, which impacts the customer's perception of the building or operation," said Howard. "Take Notice is a simple and easy way to say thank you and recognize clean teams for their hard work."

To learn more about the free Take Notice program, visit GP PRO throughout the ISSA Show North America 2018 at booth #3427 or visit www.wetakenotice.com.

Weiss Bros. team.

"Janet has done it again as she has earned her 4th Weiss Bros. Vendor Rep of the Year award (2009, 2010, 2013, 2017)," said Michael Weiss, president, Weiss Bros. "No one has earned this award more times. She responds immediately, helps us grow our business, steps up when we need her assistance and is a true partner with Weiss Bros. We are honored to have Janet work with our team."

The award was presented by Michael Weiss at Weiss Bros. headquarters in Hagerstown, Maryland.

NETWORK Celebrates 50 Years

It started with a simple idea, and ended up changing EVERYTHING.

Half a century ago, a handful of distribution companies figured out that a collaborative partnership would allow them to combine their services to include large regional customers. Just like that the core concept of NETWORK was born.

Over the years NETWORK has



grown to become a global supply chain partner - serving corporate account customers from more than 700 distribution centers, operating in more than 50 countries.

NETWORK strikes the ideal balance between the centralized control customers demand and the local flexibility they need to keep business running. NETWORK is Distribution by Design®.

To commemorate fifty years of success - Network Services Company, its Member distributors, and supplier partners are celebrating this year.

Why do I belong to Triple S?

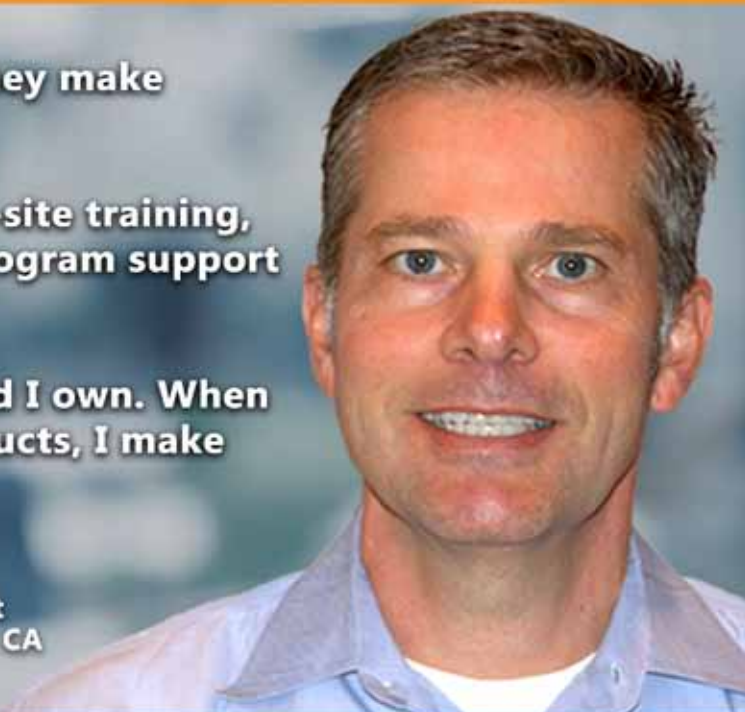
"I belong to Triple S because they make Gorm, Inc. more profitable."

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

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



Morten Riegg,
Owner and President
GORM INC. Ontario, CA



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

We Put The Xtreme in Clean

XC2 High Density Paste
Maximizes runtime and Battery Life

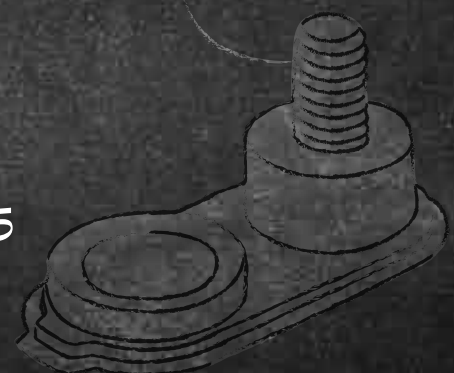
Tough Polypropylene Case Design

Heavy Duty Lead Plates w/
Heavy Duty Internal Connections



- Highest initial capacity.
- Fastest cycle up to full rated capacity.
- Highest total energy delivered over the life of the battery.

High Torque Terminals



Handcrafted in the USA

Visit us at the ISSA Show North America Booth #6155

WWW.USBATTERY.COM

3M Announces New 3M™ MBS Disinfectant Cleaner Concentrates

New concentrates offer a reduced five-minute contact time

Time is valuable for facility managers and their cleaning staff, and certain tasks can slow down the overall cleaning process. Some products,



3M MBS Disinfectant Cleaner Concentrates

such as disinfectants, require a set amount of time to achieve a desired level of efficacy. Disinfectants do not work immediately and need to remain wet and in contact with a surface for several minutes to successfully eliminate pathogens. Many disinfectants in the industry today require a contact time of 10 minutes, which can present risks associated with keeping consistently wet hard non-porous surfaces and floors and something that must be considered by facility managers when selecting cleaning products for their buildings.

In an effort to provide an effective disinfectant option that also reduces contact time, 3M recently introduced its 3M™ MBS Disinfectant Cleaner

Concentrates, a concentrated one-step disinfectant with a five-minute contact time. The new, hospital-use concentrates include the 3M™ MBS Disinfectant Cleaner Fresh Scent Concentrate and the 3M™ MBS Disinfectant Cleaner Concentrate and are effective against a broad spectrum of microbes.

Key features of the 3M™ MBS Disinfectants Cleaner Concentrates include:

- Five-minute contact time*
- Hospital Use Disinfectant with the following efficacy claims: Norovirus, MRSA, VRE, Hepatitis B & C, Acinetobacter baumannii, Influenza A Virus*
- Flexible application methods
- Alkaline pH for cleaning performance
- Fresh scent/dye option (3M™ MBS Disinfectant Cleaner Fresh Scent Concentrate)
- Low odor/dye free option (3M™ MBS Disinfectant Cleaner Concentrate)
- Both concentrates are U.S. EPA-registered to be applied on hard non-porous surfaces by thoroughly wetting surfaces with a cloth, mop, sponge, sprayer, or by immersion*

To learn more about 3M™ MBS Disinfectant Cleaner Concentrates, visit us at booth #3933 or at 3m.com/MBS.

HOSPECO Introduces ProWorks Ultra Thin Nitrile Gloves

Employees who work with their hands deserve protection from skin irritation, and, of no less importance, handling many products themselves such as food, electronics, pharmaceuticals, highly engineered industrial goods call for protection from contamination caused by human touch. These coexisting needs call for a glove barrier, but most gloves greatly reduce tactile sensitivity. Powder-free ProWorks® Ultra Thin Nitrile Gloves



All the Advantages of Nitrile in a Thin, Highly Tactile Glove

from HOSPECO®, for the first time ever, combine the superior strength and second-skin fit of nitrile with the thin-gauge barrier typically found in loose-fitting vinyl gloves.

ProWorks Ultra Thin Nitrile Gloves are ideal for food handlers and food processors and for light-industrial tasks or any job for which the wearer needs to feel their way through the task. Representing the industry's

best-in-class sensitivity, these innovative gloves provide the protection typical of nitrile gloves, including resisting vegetable oils, motor oils, grease, and many chemicals. Nitrile is a synthetic polymer with many of the same properties as natural rubber latex, yet it is free of any latex proteins that can cause skin sensitivity and allergic reactions.

HOSPECO's ProWorks® Ultra Thin Nitrile Gloves are comparable in thickness to loose-fitting disposable vinyl gloves. But the comparison stops there. Nitrile delivers performance and durability — and even puncture resistance — that vinyl can't. Nitrile is three times more puncture resistant than a comparable thickness of latex, thus providing dependable protection for the user.

Because of the gloves' translucent design and light weight, it's easy for wearers to forget they're wearing them at all. ProWorks® Ultra Thin Nitrile Gloves provide excellent fit and feel, and the beaded cuff eases donning. Textured fingertips assist with grip but don't interfere with the superior tactile sensitivity.

ProWorks Ultra Thin Nitrile Gloves have a tensile strength of 14 MPa, and can be elongated 400% before breaking, even after aging. This flexible, resilient hand protection is just one of HOSPECO's many ProWorks disposable hand protection solutions.

Download the MOBILE APP

Show Attractions

Show floor highlights you won't want to miss

Floor Plan

Find your way to any booth on the show floor

Can't Miss Events

See what's happening throughout the week

Seminars & Workshops

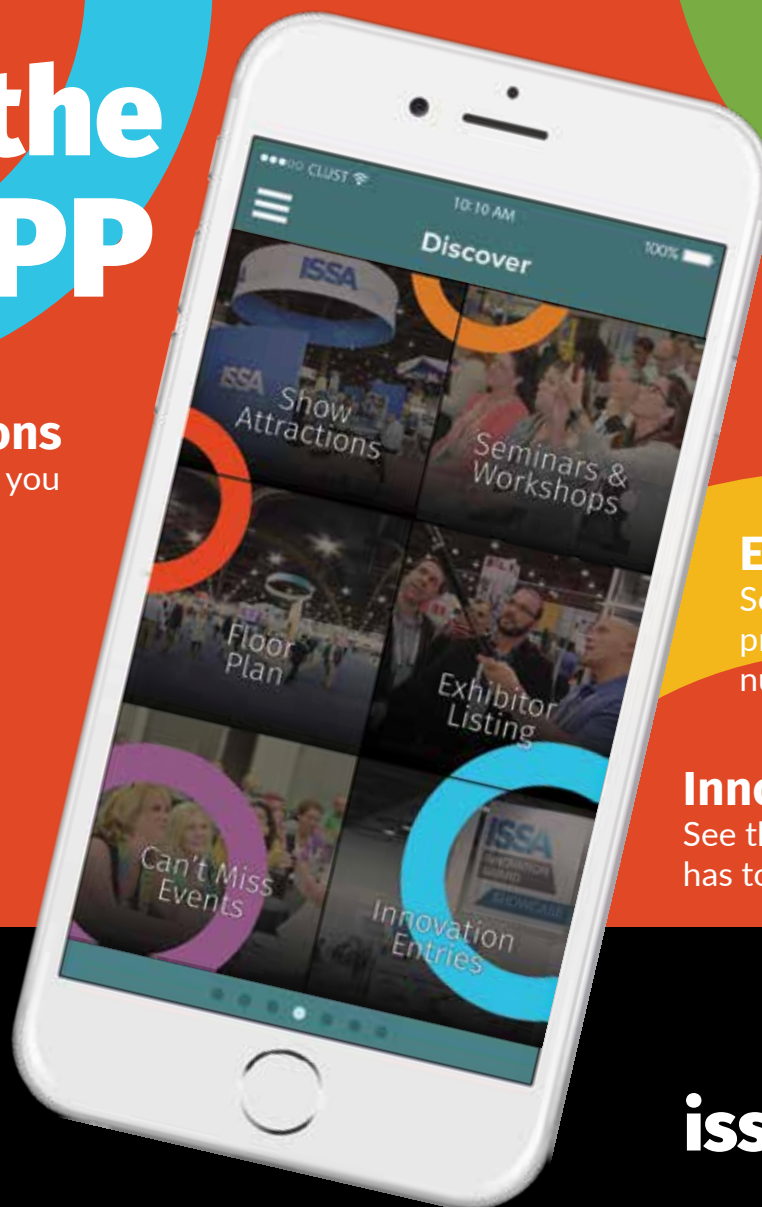
Search education sessions by date, track, or speakers

Exhibitor Listing

Search for exhibitors by product category, booth number, or keywords

Innovation Entries

See the best the industry has to offer



SPONSORED BY



issa.com/app



A Premium Clean
You Can Count On

CLEANING PRODUCTS GROUP

Scrubble® - ETC - Treleoni® - International



**You have all heard about
BIG things in Texas**

**ACS is Introducing
a REALLY, REALLY, REALLY
BIG THING
In Dallas!**

*Floor pads have been made flat
for over 60 years...*

That is until NOW!



Tomorrow's Technology is Here Today!

TURBOSTRIP™

SEGMENTED ROTARY PAD
PATENT PENDING

For operators that demand ultimate performance, here is a patent pending, proven technology to give you up to 5X faster finish removal than a standard black strip pad.



SCRUBBLE®
www.acs-cp.com

etc.
www.etc pads.com

treleoni
www.treleoni.com

ACS Industries, Inc. • One New England Way, Lincoln, RI USA 02865
Toll Free: 800-222-2880 • Fax: 401-333-6088 • email: cleaning@acsind.com • www.acs-cp.com

WorkWave Service to Demo New and Updated Capabilities to Enable Companies to Run Their Businesses More Effectively

WorkWave Service to Demo New and Updated Capabilities That Enable Cleaning Companies to Run Their Businesses More Effectively

Since last year's ISSA show, WorkWave has a number of new and updated advancements that it will be demonstrating this year. WorkWave Service prides itself on being an industry leader in business management software. Residential and com-



mmercial cleaning businesses, large and small, rely on WorkWave Service to improve their operations, reduce human error and increase customer satisfaction.

Features on display will include:

- **Route Optimization:** WorkWave Service's proprietary routing solution calculates optimal driver routes by maximizing worker capacity alongside scheduled jobs. It's proven to help businesses save time, cut costs and fit more jobs into the workday, leading to 30 percent fuel savings.
- **Business and Service Reviews:** Integrated customer feedback and reviews enable a business to either increase leads by promoting reviews on powerful social sites or help retain customers by spotting unhappy customers before they leave a business.
- **Custom Report Writer:** As a business grows, it is essential to keep track of performance to inform future growth strategies. This feature allows companies to build custom reports and track important KPIs for their business.
- **Communications Hub:** This powerful feature issues reminders through email or text, allowing a business to send marketing communications (like promotions, for example), relay important information, or request payment.
- **Online Booking:** Coming Soon: Customers can request a service online, right from a company's website, communicating back to WorkWave Service.
- **Mobile Application:** WorkWave Service comes with intuitive iOS & Android mobile applications that empower mobile workforces to complete jobs quicker and with less hassle and more transparency.

WorkWave Service was recently recognized as a gold winner for Field Service Management at the 2018 IT World Awards, based on its deep functionality and seamless user experience. For residential, commercial, janitorial, carpet, window cleaning, and more, WorkWave Service provides companies with the tools to help improve operations and grow their business.

Visit us at Booth #1442 to learn how WorkWave Service can help manage and grow your cleaning business.

Network Services Welcomes New Director of Marketing and Sales Operations

Network Services Company (NETWORK®), a significant force in global distribution services, is pleased to announce the addition of Lynda Whittle to NETWORK's leadership team in the newly created role, Director of Marketing and Sales Operations.

Ms. Whittle has nearly 25 years of senior level marketing leadership experience across a variety of industries. In her most recent role, she served as Senior Vice President of Marketing at MidWestOne Bank.



Lynda Whittle

"Lynda brings a fresh perspective and extensive marketing experience to NETWORK. Under her leadership, our team of Marketing and Sales Operations professionals will continue to build awareness of NETWORK as a leading global distribution solutions provider," noted Kevin Rudd, Chief Sales and Marketing Officer at NETWORK.



In addition to her decades of leadership experience, Ms. Whittle's extensive background includes developing and executing strategies for business-to-business and business-to-consumer marketing, brand development, corporate communications, product marketing, media relations, digital and channel marketing, events, and more.

Please join us in welcoming Ms. Whittle to the team.

Jesse Vermeersch Recognized as Milhench Supply Company 2017 Vendor Representative of the Year

Spartan Chemical Company, a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced Jesse Vermeersch, regional manager, Spartan Chemical Company, Inc. was named Milhench Supply Company 2017 Vendor Representative of the Year.

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

hard and provide support to the distributor representative.

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

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

PROMOTE THE HEALTH & SAFETY OF YOUR PRODUCTS.

Swing by Green Seal booth #3650



GreenSeal.org

@GreenSeal

SOLO[®] CLEANLine

STAY AHEAD OF OUTBREAKS

VISIT US AT ISSA BOOTH 3043



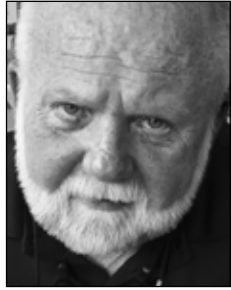
5100 Chestnut Ave.
Newport News, VA 23605
Phone: (757) 245-4228

www.us.solo.global

One-hand Sprayers, Pressure Sprayers, Backpack Sprayers, Foaming Sprayers.
Designed and Manufactured for Cleaning and Disinfection.

PROCYON by Plus Manufacturing is the Most Powerful Soap Free, Detergent Free, Non-toxic Cleaning Product

Has this happened to you? You just cleaned 20,000 square feet of carpet and your job turned out great! The next day your carpet ugly-ed out! "Yes", the carpet you just cleaned wicked, browned and ugly-ed out! So now what are you going to do? Let me guess! You are going to re-clean your carpet.... When you re-cleaned the carpet, what happened? Let me guess... the carpet puked up, causing ugly out again. Did you think that cleaning the carpets twice was going to do the trick? We know the struggles you are having, and we are here to help you understand fiber and teach you how to solve issues as they come up. You need to know that you are not alone. This is how we built our business teaching on-site all over the world. Most of our customers have had the same kind of issues that you are having.



Ivan Day

win all the time all you need to do is ask.

If you have cleaning issues and need support or you just want to stop by our booth # 4429 and talk, I would be happy to listen and talk with you. If I am not available because I am talking with someone else, you can leave your cell number at our booth and I will contact you or you can contact me on my personal cell at 509-993-0625 and leave a private message so I can contact you. We can set a time to meet and talk over the issues you are having. Some of our customers have asked. Why do you do this? My response is simple. There is a good feeling you get from helping someone who really needs a little help in understanding how to best solve problems. Everyone needs a little help occasionally. We are here for you!

We will not sell you anything this is my guarantee to you! If you need help, all you need to do is ask! "Yes", you might want to know how we make our money. We do need to pay for our flight, car rental, hotel and food. That is a given. We will never charge you for our time. We will ask you to use your own equipment along with our cleaning product samples that we will give to you at no cost. We will teach you and your key personnel how to best solve your cleaning issues on site, in your building. At this point we would like to take an over view on what you will need to continue to service your buildings. We would ask you to contact your supply house to bring on the supplies you will need to continue to solve your cleaning issues.

We have worked in educational facilities, health care facilities, and with building service contractors for almost 39 years all over the world. Many small and large educational facilities, building service contractors and distributors need support and cannot get the support they need to solve their cleaning issues. On-Site help solving issues is what we do. We are here for you, to help you solve problems, keep your accounts and be able to go out and land new accounts. You know what's fun? Walking in to a new building knowing in your mind you can fix their problem and cleaning an area of carpet or tile floors and fixing the issue that no one could fix and land that new account. You can

ULTRA-TRAK
Apply finish, sealers, mop-on restainers and gym coatings
Environmentally responsible design
Fully automatic and pressurized
Reduce labor costs

FLUID-ROCKER
The most ergonomic user-friendly bucketless mopping system in the world
Less repetitive use syndrome injuries
Reduces user fatigue
Improved durability and ergonomics
Less leaks from wear and chemicals
708 587-1705

Apply finish DIRECTLY from our custom designed reusable pad
Reduce labor costs
Quick clean up - No finish waste
Eliminate messy mop and bucket
No cumbersome backpack to wear
708 570-0650

NEW PRODUCTS

SPM1000 Commercial Floor Vac
Clean Floors - Removes Spills - Reduce Injuries!

Stop by booth 1846 and see true innovations!

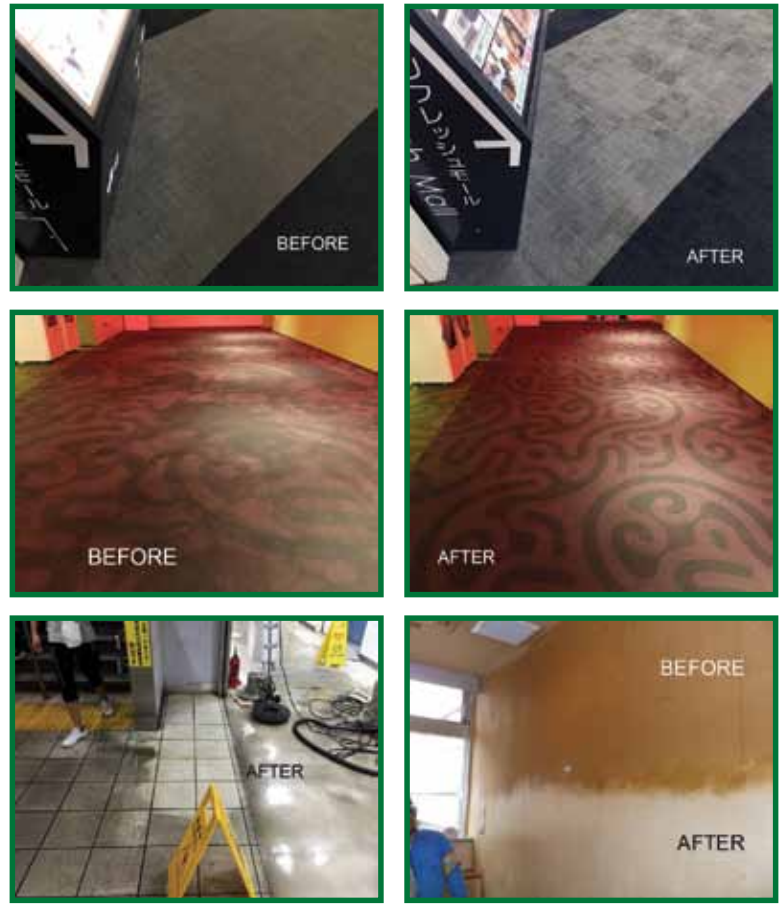
VISIT ISSA BOOTH 4429
See how Procyon can help to solve your cleaning crisis.



**SAFER,
HEALTHIER CLEANING...**
Soap Free **PROCYON**

**EFFECTIVE AGAINST YOUR
TOUGHEST CLEANING CHALLENGES.**

For more than 38 years **PROCYON**® has set the standard for cleaning products. Committed to quality, **PROCYON**® carries more testing, more certifications than any other product of its kind. From carpet care to tile & grout and multipurpose cleaners - Trust **PROCYON**® for effective, safe solutions.



PROCYON® by Plus Manufacturing is the most powerful soap free, detergent free, non-toxic cleaning product on the market.

FREE SAMPLE & CONSULTATION

WWW.SOAPFREEPROCYON.COM

1-800-PROCYON (776-2966)

Select Distribution Available

TSH Associate Promotions

We are pleased to share the following Triple S - Central Mass branch promotions with you:

Tom Cormier - Tom was recently promoted to Assistant Warehouse Manager. Tom joined ICPI on November 16, 2017, as a truck driver, a position in which he excelled. Tom's solid work ethic, positive attitude and consistent willingness to assist in the warehouse garnered him the opportunity to take over the day to day operation of the warehouse when the position came open. We very much appreciate Tom's commitment to improving the appearance and functionality of the warehouse one small step at a time. Tom, his wife Tanya and their two young children reside in Leominster, MA.

Maisy Muner - Effective October 1, 2018, Maisy is being promoted to Field Sales Consultant. Maisy joined ICPI



on May 1, 2018, (just prior to the acquisition) as a Customer Service and Inside Sales Representative with the goal of joining the Field Sales Team, as soon as possible. When working in the field, making sales calls with her Branch Manager (Michael Tighe) she demonstrated a natural ability to relate to our customers and a level of enthusiasm that is contagious. Maisy well appreciates her need to be a student of the industry and a sponge for knowledge. Maisy worked in the Human Health and Services field prior to coming on board and holds a B.A. degree in Human Services & Rehabilitation Services from Assumption College. Maisy is a resident of Shrewsbury, MA.

Eric O'Connor - Effective October 1, 2018, Eric is being promoted to Assistant Branch Manager. Eric rejoined ICPI in November of 2014, as Sales Manager and most recently served as Branch Director of Sales at Triple S - Central Mass. Eric brings 20 plus years of experience and a wealth of sales and operations knowledge with him to this new position. Over the past few years Eric has shown a willingness to pitch in and do whatever needed doing in order to support the company and serve the customer. Eric lives in Ashburnham, MA with his wife Kelley and son Timothy.

We wish everyone continued success in their new positions and want to thank them all for their contributions to the company.

For additional information concerning Triple S Holdings please e-mail info@tsh-inc.com or call 978-435-2700.

Avmor Celebrates 70th Anniversary with New Mission, Vision, and Values

In honor of its 70th anniversary celebration, Avmor, one of North America's leading manufacturers of professional cleaning solutions, announces its new mission and vision statements as well as updated core values. This refreshed strategic plan ensures that Avmor is well positioned to address the needs of the professional cleaning industry today and for the next 70 years.



Paul Goldin

The announcement was made by Paul Goldin, vice president of Avmor and president-elect of ISSA, the worldwide cleaning association. According to Goldin, these are the company's new mission, vision, and values.

Updated Mission Statement

The mission of Avmor is to elevate the importance of cleaning with a focus on contributing to the health and safety of "away from home" spaces and environments. We provide complete solutions to our customers via a customer-centric, innovation-driven culture, leveraging the depth of our industry expertise and 70 years of experience.

Updated Vision Statement

Avmor's vision is to lead the way to ensure a cleaner, healthier and safer world.

Updated Values (no particular order)

- Customer centric
- Professionalism
- Expertise
- Innovation
- Integrity
- Passion

"A few years back, ISSA refocused its mission, vision, and values when it introduced the Value of Clean® concept and tagline," says Goldin.

"It helped the organization considerably. Now everyone knows more precisely what ISSA is all about and its goals for the professional cleaning industry, which are to promote cleaning as an investment in health, protection of the environment, and helping organizations improve their bottom line. We wanted to do the same for Avmor."

Goldin adds, "Developing the new mission, vision, and core values at Avmor has been a "work in progress" for about a year.

We wanted it to reflect our appreciation for the trust and confidence our customers and distributors have put in Avmor over the decades.

And, very importantly, we want to express our gratitude for our dedicated staff. This was a team effort. Our new mission, vision, and values truly reflect what Avmor is and wants to be into the future."

YOU'VE GOT THE POWER!



GEAR UP FOR SUCCESS AT THE ISSA RESOURCE CENTER, BOOTH 1553

Thought leadership, resources, insights, and trends—it's all happening at the ISSA Resource Center. Visit kiosks located within the booth to get the latest on industry certifications, market studies, member benefits and more.

VISIT US AT BOOTH 1553 AT ISSA SHOW NORTH AMERICA 2018

to arm yourself with critical information and resources, and get a complimentary backpack to gear yourself up for success!



SAVE THE DATE

ISSA SHOW

NORTH AMERICA 2019

NOVEMBER 18-21, 2019
LAS VEGAS, NV

World's Leading Exhibition and Educational Conference for the Cleaning and Maintenance Industry

Meet your peers in Las Vegas for an international trade show like no other!

- More than 700 exhibitors showcasing hundreds of products and services
- Gain invaluable insights on industry trends from thought leaders
- More than 90 educational seminars and workshops
- Thousands of peers, experts, and high-level decision makers from the global cleaning industry



THE ONE SHOW FOR FACILITY SOLUTIONS

November 18-21, 2019
Exhibition 19-21, 2019
Las Vegas, NV | issa.com/show

Organized by:

ISSA®

New Product & Exhibitor Highlights

Spartan Chemical Booth 6037



See for yourself at ISSA booth 6037

Learn more today at www.spartanchemical.com

Trebor Booth 6454



Wisconsin Plastics Booth 5504

Now Serving Your Brand

Order up! It's time to elevate your brand by keeping it visible at all times, including at the table.

- Ad Window Promotes Your Brand or Event
- Single-Service Dispenser Reduces Waste
- Limitless Customization with Private Labeling Available
- Superior Quality



WisconsinPlastics.com
ProviderDispensers.com

Stop by and visit us at
BOOTH #5504
Oct 30-Nov 1, 2018

Exhibitors Listing

Exhibit Name	Booth Number
2XL Corp.	2649
3M Commercial Solutions Division	3933
7-11 Slurpee Truck	
sponsored by CarrollCLEAN	3670
A & H Towels	4221
ABC Compounding Co., Inc.	3214
ABC Gum Removal	2553
Abco Products Corp.	2524
AbCo Wholesale Supply	4718
Ableman International Co. Ltd.	6260
Abrasive Technologies, LLC	1416
Accuform Signs	1814
Achton A/S	1325
ACI Industries Converting	2852



ACS Industries, Inc.	5516
Advanced BioCatalytics	2130
AeroWest International	3652
Afidamp Servizi s.r.l. - Pulire	1405
Afinia Label	1929
Air Spencer USA, LLC	1818
Air-Scent International	3044
Aleddra, Inc.	1815
Algae M Tech Co., Ltd.	4406
Allied Molded Products, LLC	5769
Allied West Paper Corp.	3961
All-Lines Leasing	6069
Alpha Chemical Services, Inc.	5121
Alton Technology (Nanjing)	5952
Aluf Plastics Division	4806
Amano Pioneer Eclipse Corp.	2330
Amer Electric Motion, Inc.	6568
American Cleaning Solutions, Div. of American Wax, Inc.	5709
American Dish Service	5630
American Healthcare Products, Inc.	7065
American Longray, LLC	5659
American Paper Converting	1827
Americo Manufacturing Co., Inc.	2733
AMETEK Dynamic Fluid Solutions	4828
Ammex Corp.	5548
AODI Charger	6056
Apache Mills, Inc.	5711
APC Filtration, Inc.	3246
Apex Steam Technologies	4613
Aps Data-Know-How	1720
Aqua ChemPacs	1803
ArcMate	2549
ARCORA GROUP	1418

ARCSI, A Division of ISSA	1460
Arjem, Inc.	4621
Arkema Inc.	4423
Arrow Trans Corp.	6963
Ashine Diamond Tools Co., Ltd.	2847
ASI Group	4013
Asterion Global	3316
Atero	6266
Athea Laboratories, Inc.	6613
Auto-San	4211
Avidbots	2314
AvKARE HealthKARE Solutions For Tomorrow	4522
Avmor	5965
Aztec Products, Inc.	6723
B&G Equipment Co. / Curtis Dyna-Fog Ltd.	5849
B-Air Dryers/Air Movers	1807
Bambooe	4310
Bar Keepers Friend	2142
Basketball Experience at the ISSA Food Service and Lounge sponsored by Bona & Diversey	6866
Beckson Industrial Products, Inc.	5812
Berk International, LLC	2816
Berry Global	5404
Best Clean Textiles	3050
Best Living Systems, LLC	4109
Betco Corp.	3829
Better Wipes, Inc.	1529
BHC - Brulin & Co. Inc.	6554
Big D Industries, Inc.	5616
Bioesque Solutions	1724
Bionetix International	7112
Biosolutions	4205
Bissell BigGreen Commercial	4601
BMI Software	3308
Bobrick Washroom Equipment	6548
Bona US	6460
Bonastre System USA	2045
Bonette AB	1207
Bonnet Pro	1233
BOSS Cleaning Equipment	3146
Boston's Best Coffee Roasters	2044
Brain Corp.	6750
Bralimpia Cleaning Equipment	4005
Brandywine Primelabels	6064
Briarwood Products, LLC	3042
Brightwell Dispensers, Inc.	6760
Brilliant Group Industry, Inc.	6965
Bro-Tex, Inc.	5755
Buckeye International, Inc.	6530
Building Service Contractors Assn. International	1731

Building Services Management Magazine	5248
Bullen Companies, Inc.	2943
Busch Systems International	2416
C4 Operations Background Check Services	4410
California Scents Professional	4615
Cam Spray/Command Pressure Washers	2643
Canberra Corp.	4255
Capital Plastics Int'l, Inc.	3347
CardConnect	2851
Carlisle Sanitary Maintenance Products	3231
Carpet & Rug Institute (CRI)	4643
Carpet Cleaner America	7241
CarrollCLEAN Montgomery	4627



Cascades PRO	2609
Cat Pumps	6722
Catalina Container	4838
Cellucap Manufacturing Co.	4902
Cen-Tec Systems, Inc.	1543
Changzhou Simei Cleaning Products Co. Ltd.	4847
Chapin Manufacturing, Inc.	5648



Charlotte Products	6607
Chase Products Co.	6709
ChemBlend International, LLC	5220
Chemical Universe	1821
Chicopee, A Berry Global Company	5404
China Clean Expo	1323
Church & Dwight Co., Inc.	5127
Citrus Oleo	1743
Claire Manufacturing Co.	2627
Clean Contain	1901
Clean ON, LLC	4222
Clean Safety, Inc.	6062
Clean Smarts	4105
Clean Sweep Products	1511
CleanCore Technologies, LLC	3350
CleanFax	1553
Cleaning & Maintenance Mang	1553
Cleaning For A Reason	1353
Cleaning Industry Research Institute	7352
Cleaning Management Institute	1553
Cleaning Services Group	4411
CleanMax Commercial Vacuums	3208
CleanTelligent Software	1533
C-Line Products, Inc.	4204



Clorox Professional Products 3108

CMA Dishmachines	6831
Colgate Palmolive Co.	7137
Comac Intelligent Hand Dryers	1719
Compass Minerals	3659
Compass Wave	1449
Concepts4	7245
Concrobium Professional Products	5956
Contec, Inc.	6862
Continental Commercial Products	4135
Convermat Corp.	2037
CP Industries	3143
Creative Commodities, LLC	2552
Creative Flooring Concepts	2848
Cross Country Installation Service	5448
Crown Matting Technologies	6348
Crown Products, LLC	2327
CT Commercial Paper Company	7131
Curecrete Distribution, Inc.	1900
Custom Essence, Inc.	4425
Cyan Labs	2216
Dabblefox	2025
DDI System	5410
DEKRA Insight	5853
Delta Industries	2112
Delta-Q Technologies Corp.	6160
Deltrol Controls	6666
DEMA Engineering Co.	3927
DeRoyal Textiles	2048
Detco	4319
Dexerials America Corp.	6165
Dial Professional, Henkel Consumer Goods, Inc.	5209
Diamond Tools International	4223
Diatop Sama Co.	4313
Direct Mop Sales, Inc.	3149
Dirt Killer Pressure Washers, Inc.	5655
Discover	5854
Discovery Robotics	1429
Diversey	5901
Dorden & Co., Inc.	1820



DPA Buying Group 7014

Dr. Gum, Inc.	6170
Draco Hygienic Products, Inc.	2322
Dreumex USA	2932
Dulevo International S.p.A.	4814

New Product & Exhibitor Highlights

Kutol Products Booth 2516

NEW!  **Health Guard**
BY KUTOL

**HAND SOAPS
HAND SANITIZERS
HAIR & BODY WASHES
MOISTURIZING LOTIONS**

The Same Great Products Now Under One Brand!

All of Kutol's non-industrial products are now branded under one name, **Health Guard!**

Health Guard conveys the importance of washing and sanitizing your hands to help guard against germs and maintain good health.

Now, whether you pump it, pour it or dispense it, every product uses the same brand and product name across our entire portfolio!

For Clean & Healthy Hands!



KUTOL Hand Hygiene Specialists
Kutol Products Co.
800-543-4641
sales@kutol.com
www.kutol.com

Visit Us At ISSA Booth #2516

U.S. Battery Booth 6155

We Put The Xtreme in Clean



Highest initial capacity.
Fastest cycle up to full rated capacity.
Highest total energy delivered over the life of the battery.

Handcrafted in the USA

Visit us at the ISSA Show, North America Booth #6155
WWW.USBATTERY.COM

Essity / TORK Booth 6631

When you see this it's too late



Stay ahead with data-driven cleaning

Visit us at the ISSA Show, North America Booth #6631
WWW.ESSITY.COM

TORK

Durable Corp.	4739
Durable Superior Casters	6164
Dusters Killer	1616
Earth Friendly Products	5510
Earthsafe Chemical Alternatives	4454
Eco-friendly Umbrella Dryer	4510
Ecolab, Inc.	3629
EDIC	5801
EES, Inc.	2029
Ekcos Innovations	7231
Elim Supply Corporation	6161
E-Mist Innovations, Inc.	7356
Enduring Battery Industrial (H.K.) Co., Limited	7256
EnerSys	6560
Envirochem, Inc.	7013
EPAY Systems, Inc.	7040
Epicor Software Corp.	1906
Epik Dispensers	2548
ES Tech Group	4219
Essendant	3023
Essential Industries, Inc.	6515

FOAM-iT	4113
Fogmaster Corp.	7123
Formula Corp.	5220
Fortis Supply	3048
Fortune Web Marketing	1812
Foundations	6262
Fragrance Delivery Technologies	3348
Fresh Products, LLC	3014
Fresh Wave IAQ by OMI Industries	1842
Fruit Fly BarPro	2110
Fuller Commercial Products	2850
Fullriver Battery USA	7056
G & F Manufacturing Co., Inc.	6919
GAIC	1525
Gaussian Robotics Trading Limited	6055
GBS ENTERPRISES	4306
Geerpres, Inc.	2633
Geneon Technologies	1625
GES Service Center	4852
GK Green Klean	7058
Global Biorisk Advisory Council (GBAC)	1235
Global Digital Instruments	1913
Gofer Parts	6754
Gozper Spraying North America	1817
GOJO Industries	4155
Golden Star Inc.	5622
Goldfist Machinery (Suzhou)	4422
GovSpend	1635

Hangzhou Qianenyu Cleaning Material Co., Ltd.	4404
Hangzhou Special Nonwovens	2242
HAUG Bursten	1211
Haviland Corp.	4437
Hawk Enterprises of Elkhart, Inc.	6948
Healthy Schools Campaign (HSC)	1621
Hebei Jiuyuan Textile Co. Ltd.	5767
Hefei Gaomei Cleaning Equipment	7148
Heritage Bag, a Novolex Brand	5227
Hertron International	2846
Hi-Gear®	1801
Hillyard Industries	6905
HireCoachLead.com	5049
HLS Commercial	5354
Home Care Products, LLC	5858
Honeywell Safety Products USA	4514
Hoover Commercial	3844
Hospesco	4144
Hubbell Heaters	5654
Hudson Professional Division	3545
HydraMaster	1335
Hydro Systems Co.	6701
Hyso, LLC	1808
iCheck, Inc.	3549
IEHA a Division of ISSA - Healthcare and Hospitality Solutions Center	1847
IICRC	1243
livus Marketing, Inc.	2028
Impact Products, LLC	5636
Imperial Electric	6417
Implus, LLC	2111
Independent Stationers	1712
Industrias JLC	1305
Innovation Creation Partnership	2031
Innovation Marketplace	3405
Innovative Chemical Corp.	1947
Innoscience	1607
Inopak Ltd.	1517
Intelligent Cleaning Equipment, USA (I.C.E.)	5866
Intelligent Packaging Solutions	1903
Intoplast Group	5811
InterClean Global Events	1422
Intercon Chemical Co., Inc.	5239
IPC Eagle Corp.	6823
ISSA Bistro	200
ISSA Cleanbucks Coffee Lounge sponsored by Morcon Tissue	4946
ISSA Distributor Lounge	5103
ISSA Education Theater	1051
ISSA Food Service & Lounge	2248, Hall A
ISSA International Business Lounge	1219
ISSA Keynote Stage	100
ISSA Meeting Hub	300
ISSA Resource Center	1553
ISSA Sports Bar sponsored by Spartan Chemical Co., Inc.	6231
ISSAToday	1553
Italian Trade Agency	1405

Italimpia-Nardi S.A.	6654
i-team global	3819
ITN Analytics	4421
J & M Technologies, Inc.	3223
J&R Business Enterprises, Inc.	3250
J. Racenstein Co., LLC	4736
Jackson WWS, Inc.	5661
Jadcore, LLC	4623
Janibell	7162
Janico, Inc.	7062
Janitorial Manager	4518
Jansons Balers	1307
JanTrac	3318
Jelmar, LLC	5650
Jiangsu Big Well Micro Fiber Manufacturing Co., Ltd.	4107
Jiangsu Cureguard Glove Co.	1513
Jiaxing Chaowei Commodity	2650
JM Industries Group	1726
Job-Dox	1237
Jofel USA, LLC	2308
Johnson Wilshire, Inc.	7348
Jon-Don	1346
Juson Wood Co. Ltd.	1626



Essity Professional Hygiene North America LLC 6631

Ettore Products Co.	3835
Euro & O'Reilly Corp.	2744
Excel Dryer, Inc.	2742
Ex-Cell Kaiser, LLC	6660
Expanded Technologies Corp.	4712
Expo Clean - Expotrade SA	1205
ExpressTime	1646
Facility Apps	3319
Facility Cleaning and Maintenance Magazine	1619
Faner Aroma Product Co., Ltd.	6856



Fas-Trak Industries 1846

Fat Ivan Fold-Up Door Stoppers!	5955
FC Meyer Packaging, LLC	1925
FFUOSS, Inc.	7018
Figure 8 MSG	4208
Filmop USA	4913
Fimor S.A.S.	1907
Findd	1717
First Aid Only and Spill Magic	4424
Firstconcept Inc.	2546
Fitlene	4520
Flexaust-TUEC	6052
Flitz International Ltd.	4534
F-MATIC, Inc.	7159



GP PRO (Georgia-Pacific) 3427

Green Bull Products, Inc.	5249
Green Glove Co. Ltd.	2645



Green Seal, Inc. 3650

Greenwood Mop and Broom, Inc.	2652
Guangzhou Aroma Technology	1521
Guangzhou Chiyang Electrical Machinery Co. Ltd.	4308
Guardian Floor Protection	4329
Gusmer Enterprises, Inc.	3147
Haaga Kehrsysteme GmbH	2024
Hagleitner Hygiene International GmbH	1301
HAINING WELLINGTON NEW MATERIAL CO., LTD	6168
Hangzhou Mingxuan Sanitary Products Co., LTD.	3346



Kaivac, Inc. 6848

Kärcher	5830
Kem Tech Industries	3551
Kennedy Hygiene Products Ltd.	1425
Kenwood 2-Way Business Radios	4224
Keystone Safety	2842
KIK Custom Products	1843
Kimberly-Clark Professional*	2430
Kissner Group	2323
KleenRite Equipment	5749
Knight, LLC, Unit of IDEX Corp.	6423
Koblenz (Thorne Electric Co.)	6815
Konie Cups International, Inc.	4635
Kuloday Plastomers Pvt. Ltd.	4716
Kuloday Technopak Pvt. Ltd.	1702



Kutol Products Co. 2516

Kwantek	6061
Lambskin Specialties	3242
Lande	4206
Lavo Solutions	4419
Leading Edge Products, Inc.	7163
Legend Brands	6065
Lester Electrical	6650
Liberty Brush Mfg., LLC	7063

Exhibitors Listing

Liberty Enterprises.....	4512
Lindhaus USA.....	6937
Liqui-Box Corp.....	1813
Lollicup USA, Inc.....	2646
Luke Supply, Inc.....	4212
M + A Matting.....	6931
M.A.N.S. Distributors, Inc.....	7116
M2 Professional Cleaning Products ..	5350
Magnificent Cleaning Equipment.....	5656
Magnolia Brush Manufacturers Ltd.....	6941
Maid Coach.....	1458
Maintenance Sales News Magazine ...	3144
Major Gloves & Safety, Inc.....	6270
Maker's Clean.....	1452
Makita USA, Inc.....	5416
Malish Corp.....	6915
Marcal, A Soundview Paper Company, LLC.....	4800
Markit Promotions.....	4805
MaskIT, LLC.....	4743
Mastercraft Industries, Inc.....	1749
Mats, Inc.....	6809
Megall Industries (Qingdao) Ltd.....	2228
MEIKO.....	1912
Meile Homecare Products.....	5148
Mercury Floor Machines, Inc.....	3819
Meritech.....	1916
Met-All Industries.....	3345
Micro Essential Laboratory	2225
Microfiber Wholesale.....	1343
Midlab, Inc.....	2808
Midwest Rubber Service & Supply.....	1742
Midwest Specialty Products, LLC.....	4415
Milazzo Industries, Inc.....	2853
Milwaukee Dustless Brush/Gordon Brush Mfg. Co., Inc.....	5649
Minuteman International, Inc.....	6217
Misco Products Corp.....	3955
MITC.....	1800
MK Battery.....	5963
Monarch Brands.....	4908
Moody Insurance Worldwide	1443
Moonsoft International.....	4225
Morantz Ultrasonics.....	7218
Morcon Tissue.....	4937
Morgro, Inc.....	3342
Mosmatic Corp.....	1505
Mosquito.....	6667
Motorscrubber	2043
Motsenbocker's Lift Off.....	1909
MP Hygiene	1417
Multi-Clean, Inc.....	6217
Mun USA.....	2134
myStaffingPro	4321
Mytee Products, Inc.....	6619
NaceCare Solutions.....	5037
Namco Mfg. Inc.....	6166
Nantong Xinjiayuan Textile Co.....	2018
Napco Bag & Film.....	3550
National Chemical Laboratories.....	3033
Netpak Plastik Elektronik Ltd. Sti.....	1329
NeuraLabel.....	4119
New Pig Corp.....	7220
Nexstep Commercial Products.....	3856
NFP/WM Systems.....	5851
Niche Consumer Products, LLC	4325
Nilfisk®.....	6201
Nilodor, Inc.....	6049
Ningbo Green Textile Co.,Ltd.....	2026
Ningbo Hijet Cleaning Equipment.....	1604
Ningbo Sanbang Home Products.....	5355
Nittany Paper Mills, Inc.....	1643
NKC of America, Inc.....	1725
Noble Ion.....	2948
Norafin, Inc.....	4320
NORMI.....	1344
North American Plastics & Chemicals Co., Inc.....	2229
Northwest Enterprises	2118
Norton Abrasives.....	5808
Notrax - Mats for Professional Use.....	2116
Novus Products Company.....	2144
NPS Corp.....	7037
NSC Minerals Ltd.....	2131
NSF International.....	1902
NSS Enterprises, Inc.....	3805
Nuance Solutions.....	6648
Nyco Products Co.....	5115
OdoBan.....	3251
OdorStop	3252
Odotrack Group	1734
Oil-Dri Corp. of America.....	6717

Omni International.....	1943
On Target Maintenance, Inc.....	2547
Ophardt Hygiene Technologies	4335
OptiMotor, LLC.....	3309
OrangeQC, LLC.....	3553
Oreck Commercial.....	3844
OSHAkits.com	2951
P&H Casters Company, Inc.....	3150
Pacific Floorcare	5855
Palmer Fixture Co.....	3645
Pancomp International.....	1628
Paraclipse Systems, LLC	3351
PathoSans	2011
PDQ Manufacturing, Inc.....	7031
Perfect Clean.....	1450
Perfect Products, Inc.....	7021
Perform Manufacturing, Inc.....	2035
PIC Business Systems.....	3047
Pinnacle Product Solutions, Inc.....	3314
Pitt Plastics, Inc.....	5811
POLI S.r.l.....	1407
Polimeros Y Derivados, S.A. de C.V.....	4414
PortionPac Chemical Corp.....	3008
Powr-Flite	6149
Primepak Co.....	2017
ProAmpac.....	7158
ProBlend/Seatex.....	5224
Process Cleaning Solutions.....	1547
Procter & Gamble Professional.....	5426



Procyon.....	4429
ProKure1.....	1247
Prolux.....	5957
Prosoco, Inc.....	4111
ProTeam, Inc.....	5717
Protect-A-Bed.....	4125
Pulito Paper Co. Ltd.....	1549
Pulse-bac Vacuum Systems.....	2128
Pure Concepts Ltd.....	1319
Pureti Group.....	1715
Purleve	7225
Quality Driven Software.....	1451
Queenaire Technologies, Inc.....	2014
QuestSpecialty Corp.....	3653
QuickLabel.....	4809
R.J. Schinner Co., Inc.....	4905
R.R. Street & Co. Inc.....	4209
R3 Reliable Redistribution Resource.....	6501
Rags to Riches	1448
RainMaker Sales Support.....	1736
RCM S.p.A.....	1401
RD Industries, Inc.....	6668
Reckitt Benckiser Professional	3945
Red Alert Wax, LLC	5554
RedDot Brands.....	5556
Reilly Foam Corp.....	7229
Reliance Label Solutions	1816
Remco Products.....	2143
Ren Clean - Escalator Cleaning Tools.....	6767
Resolute Tissue.....	4919
ReTrans Freight.....	5662
Rhino Fleet Tracking.....	4323
River City Soap Co.....	1624
Rochester Midland Corp.....	3857
Ron-Vik, Inc.....	5660
Root-Lowell Manf./RL Flo-Master	3545
Royal Paper, Inc.....	2208
Royce Rolls Ringer Co.....	2042
RozaRoute	3317
Rubbermaid Commercial Products	3605
S.M. Arnold, Inc.....	3544
S.P.E. Elettronica Industriale.....	6568
Sablon.....	1601
SAEHAN Puriwell Co., Ltd.....	4435
Safe Concepts.....	3148
Safetec of America, Inc.....	5149
Safety Zone (The).....	2422
sales-i.....	1910
Salt Depot, Inc.....	5759
San Jamar	3231
Sandia Plastics, Inc.....	3819
Sani-Hani Toilet Seat Lifter	4213
Sanitaire.....	3633
Sanitech Corp.....	2651
Santoemma S.r.l.....	1411



SC Johnson Professional.....	5819
Schroeder & Tremayne, Inc.....	1706
Scot Laboratories	2224
Scotch Corp.....	6962
Scotwood Industries, Inc.....	2942
Seaflo Marine & RV North America....	7125
Seko Dosing Systems Corp.....	6360
Sellers	2623
Sempermed USA.....	6054
Sensient Industrial Colors.....	5857
Service AutoPilot	1445
Shanghai Jie Chi.....	1917
Shanghai Kingmax Commodity.....	5552
Shanghai Wante Elec. & Mech	4311
Sheila Shine, Inc.....	6048
Shenzhen AOLQ Bathroom Supply ...	2122
Shenzhen Crearoma Tech Ltd.....	2243
Shenzhen FCY Technologies.....	4318
Shenzhen Skye Smart Grid Technology Ltd.....	2342
Shenzhen Smarlean Hygiene.....	6957
Shenzhen SVAVO Intelligent Technology Co. Ltd.....	2748
Shenzhen Topband Co., Ltd.....	4121
Shop-Vac Corp.....	5953
SHURFLO-Pentair.....	5949
Sierra Hygiene Products	6721
Sigma Plastics Group	2032
Signpost.....	1453
Simoniz USA, Inc.....	6816
simplehuman.....	4840
Simpson.....	1501
Sky Systems Co., Inc.....	3451
Smak Products, Inc.....	3313
Snee Chemical Co.....	3152



Sofidel Group.....	2824
Softrol, Inc.....	6167
Solaris Paper Inc.....	4929



Solo, Inc.....	3043
Solupac/Unibol.....	2013
Sontara®.....	4210
Sozio, Inc.....	5449
SpaceVac International.....	1311



Spartan Chemical Co., Inc.....	6037
Specialty Cleaning & Restoration	1228
Speed Cleaning.....	1458
Spival Spa	1406
Sprayers Plus	1806
Spraymart	5663
Square Scrub	1833
Starco International.....	1421
Starco Chemical	2232
Steam E Holdings Limited.....	1709
SteamWox Products Ltd.....	4734
Stearns Packaging Corp.....	3445
Step1 Software Solutions	3322
Sterling North America, LLC	4738
Sterokem Ltd.....	1306
Stonekor	7114
StoreTech.....	4524
Strong Manufacturers.....	4418
SuiteDistribution by Meridian Business Services.....	3644
Summit Catalog Co.....	6749
Sunbelt Rentals.....	1342, 2408
Sunburst Chemicals	1933
Superabrasive, Inc.....	2442
Supermax Healthcare Inc.....	3548
Suttner America Company.....	1606
Suzhou Lingwei Textile.....	2343
Swept.....	1732
TCD Parts, Inc.....	6766
TCK Textiles Korea, Inc.....	6769
TDL Hygiene Co. Ltd.....	7156

TEAM Software, Inc.....	5203
Tennant Co.....	6019
Tersano Inc.....	6601
Texas Microfiber.....	1605
The Ashkin Group, LLC.....	1716
The Experience	1328
The Gift of Clean	1351
The Gift Sales Co.....	3555
The Libman Co.....	7041



The United Group.....	3449
Theochem Laboratories, Inc.....	6448
Tiger-Vac Inc.....	5863
Timbucktoo Manufacturing, Inc.....	4738
TMA Chemnet.....	6368
TMA Systems.....	3249
TMB S.r.l.....	1410
Toehold Paper (Beijing) Co. Ltd.....	2542
Tolco Corp.....	4245
TomCat Commercial Cleaning Equipment.....	3919
Tongyuan Plastics USA, Inc.....	4218
Tornado Industries, Inc.....	5439
Toter, Inc.....	3312
ToxServices, LLC.....	1611
TPA Impex S.p.A.....	1201
Traction Plus	6959
Trade Press Media Group	5948
Tradex International, Inc.....	4835
Transmacro Amenities.....	6719



Trebcor, Inc.....	6454
TRIOOO TECHNOLOGY.....	4841
Tri-Peek International Inc.....	1915



Triple S.....	6956
Trojan Battery Co.....	6724
Tronex International, Inc.....	2129
TVX Cleaning Equipment Co. Ltd.....	6468
Twister Cleaning Technology, Inc.....	4815
TWT Srl.....	1404
U.N.X., Inc.....	2046



U.S. Battery Mfg. Co.....	6155
U.S. EPA Safer Choice.....	1613
U.S. Jaclean, Inc.....	1728
UL Environment.....	5146
Ultimate Solutions, Inc.....	3819
Unger Enterprises, LLC.....	4345
United States Pumice Co.....	3343
Universal Business Systems, Inc.....	3142
UpTop.....	1700
Vectair Systems, Inc.....	4827
Victory Innovations.....	3051
Vi-Jon, Inc.....	4460
VMC-Technical Assistance Corp.....	2019
von Drehle Corp.....	5219
Vortex Dryers	3052
VPR Impex, Inc.....	5763



Walden-Mott Corp.....	3247
Warsaw Chemical.....	5131
WayPoint Analytics.....	4412
Weifang Tricol Trading Co., Ltd.....	5349
Weiman Products, LLC.....	2946
Wepak Corp.....	6058
Wessel-Werk	4307
Whisk Products.....	4735
White Bear Coffee Co.....	4846
Whittaker Co.....	6625
Wiese-Industrias Salcom, SA de CV.....	5962
William Frick & Company	1945
Winworld Enterprise, Inc.....	2012



Wisconsin Plastics, Inc.	5504
WizKid Products	7119
Woodbine Products Co.	1627
WorkWave Service	1442
World Amenities	2135
World Dryer	2136
Xiamen ITG Group Co. Ltd	5862
Xiamen Power-Jet Home Products	4312
XPOWER Manufacture, Inc.	1231, 7224
Xtreme Sponge, LLC	1713
XVNYTH Manufacturing Corp.	3646
YUYAO JIJIA ELECTRICAL APPLIANCES CO.,LTD.	1620
Zan Compute, Inc.	1527
Zenex International	4834
Zeng Hsing Industrial Co., Ltd.	4322
Zep	6837



Zephyr Manufacturing Co.	6354
Zhejiang Aike Appliances Co. Ltd.	2023
Zhenjiang Nacre Co. Ltd.	2016
ZMTE Hose Factory	4215

GOJO / PURELL Footnotes

- 1) 90% Biobased content per ASTM D6866
- 2) Compared to our top selling foam soap. Augustine Scientific, Newbury, OH, Ex Vivo Soil Removal Analysis, August 5, 2017, BioScience Laboratories, Inc; Bozeman, MT, Study#170398-101, Evaluation of the In-Vivo Germ Removal, July 5, 2017.
- 3) Augustine Scientific, Functional – Other, CRT Surface and interfacial Rheology Analysis, 30 June 2017.
- 4) Compared to our top selling foam soap. GOJO Industries, Inc. 2017-07-110599 PURELL® HEALTHY SOAP™ CRT Rinse and Sustainability Study, 19 July 2017.

THE POWER OF THE PURELL BRAND AT ISSA 2018

GOJO delivers unmatched PURELL PEACE OF MIND™ with new products, partnership, and technology

GOJO, the inventors of PURELL® Hand Sanitizer and a global leader in skin health and hygiene solutions, continually innovates to help solve real human problems through new products, partnerships, and technology. The company launched its latest innovations at the ISSA Show North America trade show, held

October 29 to November 1, in Dallas, Texas.

New Products – PURELL® brand CXR REDIFOAM™ System

Casino, airport and office building facility managers have a tough job keeping counter-mount soap dispensers full and operational. By understanding facility managers' pain points in high-traffic buildings, GOJO invented the PURELL® brand CXR REDIFOAM™ system. The high-performance, top-fill fixture eliminates the hassles and hazards of removing heavy panels and crawling under counters to refill counter-mount soap systems. New REDIFOAM™ soap, designed to work hand in hand with the CXR REDIFOAM™ dispenser, keeps the dispensing fixture clean and clog-free, without the use of harsh chemicals or preservatives. The CXR REDIFOAM™ system is part of the comprehensive PURELL® counter-mount dispensing portfolio, which includes a full range of options from simple push-style systems to elegant, top-fill, touch-free systems.

"We know the condition of the restroom affects how people perceive a

business. Through our new PURELL® brand CXR REDIFOAM™ system, facilities can exceed their guests' expectation for high-quality cleanliness standards while simplifying the facility manager's daily tasks," said Annie Weitz, who led the system's development and launch team at GOJO.

New Partnership – Kimberly-Clark Professional™ and GOJO offer Smart Restroom Management System

ISSA attendees were able to learn more about an industry-first partnership that offers facility managers two best-in-class brands – SCOTT™ towel and bath tissue and PURELL® hand soap and hand sanitizer – as part of the ONVATION* Smart Restroom management system. The ONVATION* Smart Restroom management system leverages smart-sensing technology in both SCOTT™ and PURELL® systems to monitor and analyze restroom conditions in real-time to deliver powerful, actionable insights so maintenance teams can increase tenant satisfaction, reduce work orders, and have more control over building management. The ONVATION* platform is designed to integrate an entire ecosystem of technology to help facility managers work more efficiently.

New Technology – PURELL® brand HEALTHY SOAP® with CLEAN RELEASE® Technology

PURELL® brand CRT HEALTHY SOAP® is 90 percent naturally derived ingredients,¹ free of harsh preservatives, antibacterial soap ingredients, parabens, and phthalates. The new soap formulation removes more than 99 percent of dirt and germs on skin² and reaches into skin's cracks and crevices two times better than regular soap.^{2,3} In addition to cleaner hands, PURELL® brand CRT HEALTHY SOAP® saves six gallons of water per refill compared to regular soap.⁴

PURELL® brand CRT HEALTHY SOAP® was recently recognized as an Innovation of the Year finalist by the Ethical Corporation's 9th Annual Responsible Business Awards.

"As a Family Enterprise, our GOJO Purpose of Saving Lives and Making Life Better Through Well-Being Solutions drives us to constantly innovate, and inspires our commitment to proactively managing the social, environmental, and economic impacts our business has in the world," said Carey Jaros, Chief Operating Officer, GOJO. "Paired with our new ES8 dispensing system, which reduces battery waste by 68% versus typical touch-free dispensers, CRT HEALTHY SOAP® allows facilities to offer hand hygiene solutions to their patrons and employees – setting a new standard in being safe, effective, and good for the planet."

Network Services Company Honors Distributor Performance

Network Services Company (NETWORK®) honored its distributors for outstanding performance and support during the organization's annual Stockholders meeting earlier this fall.

Western Paper Distributors received NETWORK's highest honor, Member of the Year. This 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. Western, an industry leader in the distribution of quality sanitary and related supplies and equipment and foodservice disposables, is headquartered in Denver, CO (<http://www.western-paper.com/>).

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 exceptional service and expertise, Waxie Sanitary Supply based in San Diego, CA (www.waxie.com) and Southeastern Paper Group headquartered in Spartanburg, SC (<https://www.sepg.com>).

NETWORK's Business Development Award recognizes a distributor for outstanding performance in securing new Corporate Accounts. This award was presented to Acme Paper & Supply Co. based in Savage, MD (www.acmepaper.com).

Johnston, based out of Auburn, NY (www.johnston.biz) was honored with the Purchasing Performance Award. This award recognizes those organizations that exhibit exceptional support of NETWORK Suppliers.

INDEX TO ADVERTISERS

ACS Industries, Inc.	21
www.acsindustries.com	
Cascades PRO	3
www.cascades.com	
Charlotte Products	2
www.charlotteproducts.com	
Clorox Company	13
www.clorox.com	
Distributors Partners of America	12
www.dpabuyinggroup.com	
Essity Professional Hygiene North America	5
www.torkusa.com	
Fas-Trak Industries	22
www.fas-trakind.com	
GP PRO (Georgia-Pacific Professional)	32
www.gppro.com	
Green Seal, Inc.	22
www.greenseal.org	
ISSA	20, 24, 25
www.issa.com	
Kaivac, Inc.	4
www.kaivac.com	
Kutol Products Company	14
www.kutol.com	

Lambskin Specialties	30
www.lambskin.com	
NETWORK	15
www.networkdistribution.com	
Plus Manufacturing Inc.	23
www.soapfreeprocyon.com	
SC Johnson Professional	31
www.scjp.com	
Sofidel Group	8
www.sofidel.com/en/	
Solo Incorporated	22
www.us.solo.global	
Spartan Chemical	7,9,11
www.spartanchemical.com	
Strategic Market Alliance	10
www.smasolutions.com	
Trebor, Inc.	1, 16, 17
www.trebor.com	
Triple S	18
www.www.triple-s.com.com	
The United Group	21
www.unitedgroup.com	
U.S. Battery Mfg. Co.	19
www.usbattery.com	
Zephyr Mfg. Inc.	6
www.zephyrmfg.com	

Walden-Mott Corporation

Publishing Since 1884

Booth #3247

ISSA SHOW DAILY STAFF

Alfred F. Walden - Publisher
Charlie Walden - Publisher
Susan Sheehan - Associate

Advertising Sales

Charlie Walden
charlie@waldenmott.com
Alfred F. Walden
afwalden@waldenmott.com

225 N. Franklin Turnpike
Ramsey, NJ 07446
Tel: 201-818-8630

www.waldenmott.com

Earth Friendly Products Unveils All-New ECOS Pro Label Design at ISSA North America

Earth Friendly Products®, the maker of ECOS™ environmentally friendly cleaning products, is launching the world premiere of its new ECOS™ Pro commercial line labels at this week's ISSA North America trade show. The largest exhibition of commercial cleaning products in North America, ISSA/INTERCLEAN® 2018 will take place October 29th through November 1st at the Kay Bailey Hutchinson Convention Center in Dallas, Texas. Earth Friendly Products® will be showcasing its entire ECOS™ Pro product line at Booth 5510.

ECOS™ Pro commercial cleaners are made to be safer for people but tough on dirt. With over 70 formulas for specific commercial cleaning applications, ECOS™ Pro products replace toxic, unhealthy cleaning products at the end-user level. The plant-powered cleaners are non-toxic, readily biodegradable, and free of synthetic dyes, petrochemicals and phosphates. Many ECOS™ Pro products are certified U.S. EPA Safer Choice and USDA Certified Biobased products.

"We're excited to unveil our new labels to our customers," says Kelly Vlahakis-Hanks, Earth Friendly Products® president and CEO. "These are the same great products that we've always carried, now with an updated new look that we think our customers will really appreciate."

Last year at ISSA North America 2017, Earth Friendly Products® took

home the prestigious ISSA "Employer of the Year" award, presented by the ISSA Hygieia Network, the first women's network for the global cleaning community committed to developing female professionals. As a woman-owned and family-focused business, Earth Friendly Products® is passionate about supporting and promoting women in the workplace and was honored to receive the award, which recognizes the company that best promotes women's interests in the industry.

Family owned and operated since 1967, Earth Friendly Products® is the maker of ECOS™ Laundry Detergent and over 200 other environmentally friendly products that are safer for people, pets and the planet. ECOS™ plant-powered cleaners are made in the U.S. using thoughtfully sourced global ingredients. Made without dyes, parabens, phosphates or phthalates, ECOS™ cleaners are pH balanced, readily biodegradable and never tested on animals. Earth Friendly Products® is a leader in sustainable manufacturing with carbon neutral, water neutral and Zero Waste Platinum certified facilities. The company has received many awards for its innovations in safer green chemistry and is a two-time winner of the U.S. EPA's coveted Safer Choice Partner of the Year.

Network Services Company Ushers in 50th Year

Network Services Company (NETWORK®), a significant force in national distribution, proudly kicks off a year of celebration, marking a milestone 50th Anniversary in 2018.

Five Decades Strong

Half a century ago, a handful of distribution companies in the Northeastern U.S. knit together a collaborative partnership that would allow them to provide service to large regional customers. In that, the core concept of NETWORK was born. Five decades later the organization celebrates tremendous growth in both geographic coverage and market share, providing global distribution and product expertise for janitorial supplies, foodservice packaging and disposables, industrial packaging, and commercial printing papers through best-in-class local representation.

Exceptional Growth in a Fast Changing Industry

The distribution industry has experienced unprecedented transformation in recent years. Corporate customers have changed. New competition has entered the marketplace. All the while NETWORK has prospered through the organization's uniquely designed structure. "It's a fact that purchasing decisions are made differently in this digital economy," said Alan Tomblin, President and CEO of NETWORK. "Corporate buyers demand a provider who can easily and seamlessly administer a consistent program across their

footprint. At the same time, end users have a critical need for hands-on support and a high level of expertise to help keep their businesses running." Tomblin continued, "NETWORK designs programs to balance centralized control with local flexibility to ensure customer success from all perspectives. Fifty years of delivering Distribution by Design has created extraordinary wins for the organization, our family of distribution companies, and our supplier partners. In 2018 we celebrate and honor all who have played a role in the organization's accomplished history."

And Getting Stronger

Looking to the future, Tomblin noted, "We will continue to invest time, energy, and resources to secure success and growth for our customers, NETWORK distributors, and corporate staff. Our supplier community can continue to depend on a meaningful return on the investment of engaging with the organization." He concluded, "Ensuring that our partners reach their highest potential is essential in our stability. We're beyond excited to mark this achievement while NETWORK is stronger than it has ever been. We are well-positioned to navigate an evolving industry and look forward to 50 more years of progress and growth."

To mark this significant accomplishment, Network Services Company planned numerous social and charitable events throughout 2018.



All this & more!



From floor to ceiling, wall to wall & every surface in between, there is a **Dust Wand** designed for every dusting job. So don't ask *what else?*, go directly to the source that will offer you all this and more. **Dust Wand**, from Lambskin Specialties.

LAMBSKIN SPECIALTIES



1 800 665 0202

www.lambskin.com

info@lambskin.com

One source, your source.

Dirty Work, Made Easier with 3M Mopping Systems

To eliminate the need for bulky dstring mops, buckets and flimsy tools, 3M Mopping System introduces a set of innovative tools, components and cleaning solutions that work together to provide beautiful results. The comprehensive system features durable, long-lasting mops with parts that are interchangeable and replaceable, disposable mop pads that trap more dirt and debris for a deeper clean, and specially formulated cleaning chemical that clean, disinfect and protect floors. All designed to work together to achieve beautiful, consistent results. Highlights of the 3M Mopping System include:

The **Scotch-Brite™ Professional 2-in-1 Flat Wet Mop System** features interchangeable and replaceable components so it's the only tool you need. The 2-in-1 model means it can easily convert between bottle and backpack dispensing for cleaning large areas or applying floor finishes. To extend the life of the mop, parts can be replaced as needed, including mop heads, bottles, frame clips,

and mop handles. Plus, it's designed with ergonomic options, such as an S-shaped handle, telescopic handles, a swivel grip, and a unique trigger design, to improve comfort and performance.

The **Scotch-Brite™ Professional Standard Flat Mop** is an economical mop to help clean the toughest messes easily. The lightweight, straight handle mop includes a soft-touch trigger dispenser that accurately distributes cleaning fluid from a detachable bottle onto the floor, ensuring the right amount of cleaner or finish is used every time. The compact design saves space on carts and in storage areas, and is interchangeable with many Scotch-Brite™ Professional 2-in-1 Flat Mop components.

3M™ Easy Trap™ Disposable Floor Mop Pads is a one-step dust and wet mop that captures and holds loose debris while cleaning. It uses unique scrubbing fibers to remove even the most stubborn dirt and surface stains. 3M™ Easy Trap™ Disposable Floor Pads collect 3X more dirt, dust and sand than other disposable mop pads.



THE NEWLY EXPANDED **SC JOHNSON** **PROFESSIONAL RANGE**

SC Johnson Professional® provides expert skin care, cleaning & hygiene solutions for industrial, institutional and healthcare users. It now incorporates the Deb range of specialist occupational skin care products along with well-known SC Johnson® brands and innovative professional cleaning & hygiene products.

This professional product line is built on a deep understanding of customer needs and a vision for 'rethinking the professional experience'. Our purpose is to bring innovative, quality products and services to professional markets that rethink how people and organizations experience skin care, cleaning and hygiene.

Visit Us at ISSA Booth # 5819

www.scjp.com



RETHINKING THE PROFESSIONAL EXPERIENCE

enMotion® | *ActiveAire*® | *compact*®



Innovation that transforms

GP PRO has smart solutions for cleaner restrooms.

GP PRO is your partner in keeping your operations running at their best. Through relentless innovation, we bring you products and solutions specifically designed to save you time, effort and expense. Our top-of-the-line dispensers and refills promote hygiene with innovative features that also help reduce waste and maintenance time for better operational efficiency. And with our new KOLO™ Smart Monitoring System, a reliable, customizable, secure communication platform, your dispensers can talk. The System helps you make better use of your custodians' time and your resources—and proactively address issues before they become complaints.

Like to know more about our efficient innovations? Come see us at **booth #3427!**

1-866-HELLO GP (435-5647) or visit www.gppro.com

© 2018 GP PRO. All rights reserved. All trademarks are owned by or licensed to Georgia-Pacific Consumer Products
18_69650_01 R3



Georgia-Pacific