

OFFICIAL SHOW DAILY FOR THE ISSA SHOW 2019

#### Tork Innovations Drive the Industry to Think Ahead

By Waldens

This year's ISSA show is set to be one of the most exciting, especially as the conference returns to Las Vegas. For the Tork brand of professional hygiene products, a slate of new, revolutionary products and services are raising the bar for professional hygiene.

From industry-leading insights to a solutions-first product line, Essity's



**Don Lewis** 

Tork brand has helped customers of all sizes around the world solve their hygiene-related business challenges.

#### Think ahead.

Walden's interviewed Don Lewis, President of Essity's Professional Hygiene business in North America, Europe, Russia and MEIA, to discuss the Tork brand's latest innovations and new products as well as the broader professional hygiene industry.

WALDEN'S: You've launched a new tagline for Tork that you're using at the show this year-Think ahead. Why? And what's the significance for ISSA attend-

DON: We consider "Think ahead" as more than a tagline. Think ahead is how we create value for our distributor partners and end customers. It's how the Tork brand enables them to be ready for business every day. And it's our internal mantra with employees, which drives our focus

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#### **Explore 'Inside ISSA' in Las Vegas**

Welcome to ISSA Show North America 2019 in fabulous Las Vegas! We are thrilled to have you here with us for what promises to be a fantastic week. This year's show features a wealth of opportunities for all facets of the cleaning industry, including nearly 700 exhibitors to meet on the trade show floor, more than 100 education sessions to attend, and endless opportunities to network and connect with your industry peers. Let's explore some highlights to help you maximize your experience this week.

#### Plan Your Show

Take advantage of the free ISSA Show Mobile App, sponsored by R3 Reliable Redistribution Resource, to build your agenda and navigate the show. Download the app on your Apple or Android mobile device at www.issa.com/app, then use the handy My Show Planner tool to add exhibitors, education sessions, and special events to your agenda. The app includes the full schedule of events, an interactive show floor plan, a list of food locations at the convention center, video content, and much more.

#### **Show Floor Features**

The latest cleaning technology, products, and solutions await you on the expansive trade show floor! This year's layout includes special areas and pavilions that group similar exhibitors together, so you don't have to travel far to find the solutions you need. These areas include:

 First-time Exhibitor Area and Startup Village (Aisle 900), where you'll find new companies to ISSA Show North America, such as

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#### **Exhibit Hall Hours**

**TUESDAY, NOVEMBER 19** 

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

**WEDNESDAY, NOVEMBER 20** 10:00 a.m. - 5:00 p.m. **THURSDAY, NOVEMBER 21** 

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

#### **Spartan Chemical Awarded NETWORK 2019 Member Choice for the 4th Consecutive 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, was awarded the exclusive honor of being named NETWORK'S 2019 Member Choice for best allaround service provider as voted by the NETWORK Members.

"NETWORK conducts an annual survey to evaluate supplier performance with our member distributors and Spartan consistently ranks as the top per-

former in 5 evaluation categories," said James Timberlake, Chief Supplier Development Officer at Network Services Company. "Spartan continues to earn the Member Choice Award by investing in NETWORK distributors and supporting their ability to be suc-



**Spartan Chemical Receives NETWORK's 2019 Member Choice Award from Alan Tomblin** 

cessful. Congratulations to Spartan for their fourth consecutive win, a record setting achievement!"

"We are extremely honored and thankful to NETWORK and our dis-

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#### Titan Bold: A First Year of Success

It's been one year since the successful North American launch of Kruger Products L.P.'s Titan® Bold line, as part of their Ultimate Washroom® Collection of proprietary towel and tissue dispensers. see that the new Ti-



"We are pleased to Kruger's Titan Bold line at Booth #3735

The Titan® Bold line has brought new technologies to market and an industry first. wrap-around cover design exclusive to Kruger Products. This has allowed distributors to offer a premium proprietary dispenser line unlike others



AWAY FROM HOME





tan® Bold collection has done so well in its first year," Kruger Products Director of Marketing, AFH Business, Sandra Garcia

available in the marketplace, which in turn has driven new opportunities

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#### **Explore 'Inside ISSA' in Las Vegas**

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technology-solution providers. safety equipment suppliers, and others from commercial cleaning and adjacent markets

•International Pavilion (Aisle 3200) and Italian Pavilion (Aisle 3600), which together will feature exhibitors



from more than 26 countries

•Specialty Cleaning Area (Aisle 3300), which will feature exhibitors from health care, hospitality, residential, and restoration cleaning segments.

#### **Education & Innovation Abound**

As the cleaning industry continues to evolve, education and innovation are critically important to ensure your ongoing success. To that end, ISSA Show offers three theaters on the show floor to help you stay on top of the industry trends and innovations:

- •Solve for X (Booth 2601). This completely new learning experience on the show floor will feature facilitated conversations between the speaker and the audience, with plenty of interactivity and documented takeaways from each session's collaboration.
- Specialty Cleaning Area and Theater (Booth 3300). This is your central location for specialty cleaning, including restoration and floor care. health care and hospitality, and residential cleaning. Stop by for



discussions and demonstrations on the theater stage all week long.

\*ISSA Innovation Showcase (Booth 101) and Innovation Center (Booth 401). Browse more than 40 products entered in the 10th annual ISSA Innovation Award Program in the ISSA Innovation Showcase. While you're in the area, catch live demonstrations of some of these products and services at the adjacent ISSA Innovation Center. Plus, add the ISSA Innovation Award Ceremony and Reception to your agenda on Thursday at 1:00 p.m., where you can greet the winner of the 2019 Innovation of the Year award with a celebratory toast in the Innova-

Your trade show badge also provides access to featured speakers and panels on hot topics in the industry before the show floor opens Wednesday and Thursday:

tion Center.

- •M&A in the Jansan Sector, Wednesday at 9:00 a.m. in Room S221
- •Rethinking What's Smart: Applying Actionable Automation in the Cleaning Industry Today, sponsored by SoftBank Robotics America, Wednesday at 9:00 a.m. in Room S222
- Technology for Tomorrow panel discussion, Thursday at 9:00 a.m. in Room S222.

#### **Recharge Your Batteries**

Finally, with so much to see and do, you'll need some time to catch your breath. Fortunately, you don't have to leave the trade show floor to take a break, as these bar and lounge areas serve to help you recharge your bat-

ISSA SHOW **NORTH AMERICA 2019** 



teries—both literally and figuratively:

- •ISSA Sports Bar, sponsored by Spartan Chemical Co., Inc. (Booth
- •Attendee Lounge, sponsored by Unilever Professional (Booth 1177 in the New Exhibitor Pavilion)
- •Recharge Lounge, powered by GP PRO (Georgia-Pacific) (Booth

We wish you all the best for a productive and inspiring week at ISSA Show North America 2019. Thank you for being here!

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#### **Spartan Chemical Awarded NETWORK 2019 Member Choice**

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tributor partners for this recognition," said John Swigart, President, Spartan Chemical Company. "It is with great pride that I share the Member Choice award with the entire Spartan organization: it truly takes a companywide effort to operate at this level of excellence."

The award was presented to Spartan Chemical by Alan Tomblin, President and CEO, NETWORK and James

Timberlake, Chief Supplier Development Officer, NETWORK at the 2019 NETWORK Supplier Tradeshow in Hollywood, Florida. Spartan Chemical was represented by Dave Reed, Vice President, National Accounts, Cali Sartor, Vice President, Marketing and Advertising, Bryan Mangum, Vice President of Sales, and Joao Roberto Zamboni, National Accounts, Spartan do Brasil.

#### **Titan Bold: A First Year of Success**

continued from Page 1

with end users. The electronic hybrid for example now has a new, quieter motor making it acceptable in health care locations where noise sensitivities exist.

These American-made quality dispensers feature an unimposing, clean lined, bold design, just like the Titan® Bold name implies. These dispensers suit any facility's décor which has made them a good fit for a variety of venues including upscale hotels and restaurants. "The look of the wraparound window is integral to the dispensers design," Garcia said "and helps define the Titan® Bold line. It also allows end-users to easily see

the level of product inside each unit, which has assisted ianitorial staff to make better use of time by making more efficient roll changes.'

"Visitors to the booth have commented excitedly about the upscale design" Garcia said. "Looking forward, we will continue to collaborate with our manufacturer on possible new options for the Titan® Bold Collection. "

Visit Kruger Products AFH L.P.'s booth, #3735, situated on the ISSA NORTH AMERICA Trade show floor for more information about the company and to see the Titan® Bold dispensers up close.

# Turning heads everywhere it goes.



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

Discover the whole collection at cascadespro.com



#### Tork Innovations Drive the Industry to Think Ahead

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on customer insights that lead to the industry-leading innovations that we are known for.

Last year the Tork brand celebrated its 50th anniversary globally, and what it showed is our heritage of innovation. As we look to the next 50 years for the brand, we want to reinforce among employees and with our customers our promise and commitment to continue to be a leader in innovation – whether it be in dispensing systems, digital solutions, service, channels, you name it!

Think ahead is at the core of our business, and we continue to help our customers solve the problems they face with the changing nature of their businesses through new innovations, solutions and industry insights.

WALDEN'S: In prior ISSA shows Tork has showcased innovations like Tork PeakServe and Tork EasyCube. How impactful have innovations like these been to your customers?

**DON**: You've mentioned two innovations that are truly changing restroom management for the jan/san industry. Let's start with Tork PeakServe®. We debuted it at ISSA in 2017 and had such a large crowd who wanted to see and try the system that we had

to bring more dispenser displays into the show! Tork PeakServe is unique because it holds 2,100 paper towels - 30% more capacity than any other product in the North American market. And its patented continuous flow refill system speeds up servicing the dispensers. Our campaign for Tork PeakServe was "Bring on the crowds,"

and we originally positioned the system toward hightraffic venues like arenas and airports

where crowds descend on restrooms all at once. The ability to service more users between refills means more people can move through the restrooms more quickly. Not surprisingly, Tork PeakServe has been a game-changer in the industry. And we have broadened our communication message to include other strategic segments such as Healthcare and Industry because we want end-customers to know that whatever their challenge is, they can "Bring it on" with Tork PeakServe.

This year we are previewing two fantastic line extensions to Tork Peak-Serve – Tork PeakServe Mini and Tork PeakServe Recessed. Both have the same functionality of the original. The Mini is perfect for restrooms where there is less space on the wall for a

dispenser. We expect Recessed to be extremely popular in North America because it fits right into most existing recessed cabinets and transforms them into a highly effective dispensing system with minimal installation and no expensive renovations. I encourage everyone at the show to come to the Tork booth and test these out.

We're also showcasing a new addition to our highly successful Tork Xpressnap line of napkin dispensers with the introduction of Tork Xpress-

nap Fit®. This dispenser, with its slimmer profile, smaller footprint and one-

at-a-time dispensing is aimed at food service environments where table or counter space is limited. It's one more way we are thinking ahead for a specific customer segment and showing how we can help their businesses.

There is also no doubt that technology has opened up new ways to manage restrooms. Tork EasyCube® was the first IoT powered dispenser option to provide use and refill data to cleaners. Today, our Tork EasyCube facility management software is at work in many well-known buildings around the world! I'm sure we'll see plenty of "smart" devices at ISSA this year. These innovations need to be able to show that they will deliver a measurable impact for customers—or they may not get adopted. Tork EasyCube stands out because it helps ensure dispensers are stocked 99 percent of the time[1], and it generates at least a 20 percent savings in labor hours<sup>[2]</sup> a great benefit for jan/san managers who find themselves pressed for time in this changing environment.

#### WALDEN'S: You've mentioned "digital." How do you see digital impacting the jan/san industry?

**DON**: Even a traditional industry like ours is being impacted by the digital revolution in significant ways. And at Essity, we are embracing these changes! We're not only transforming our own business, we are working with distributors to help them in their digital journeys. Online purchasing is a growing trend for professional hygiene products, and the step before purchase is research – we're seeing most purchasers now researching products online before contacting a sales rep. These shifts are providing a roadmap for our digital focus areas.

We're also bringing digital to life with services like Tork EasyCube and new Digital Cleaning Plans, and with a new offering we've just released called Tork VR Hand Hygiene Training and Education. This app has been specifically designed to make hand hygiene training more engaging and inspiring for health care professionals. A recent study shows that 80% of healthcare professionals say they would like to improve their hand hygiene compliance. In this app, a "player" takes on the role of either a nurse or a physician on duty in a hospital unit. The player provides care to several patients and, depending on the player's level of success in complying with the World Health Organization's (WHO) "5 Moments of Hand Hygiene," receives a score. To use this free app, a player just needs to download it from the App Store or Google Play onto their smartphone and insert the phone into a pair of virtual reality goggles. This is one more way we are integrating digital into our business.

WALDEN'S: Essity is known as one of the world's most sustainable companies, and the new Tork sustainability platform you're featuring at the show underscores just how important sustainability is to the Tork brand and to Essity. What's new about the Tork sustainability platform?

DON: Sustainability is a topic that continues to grow in importance. Customers care about it and so do the people who buy from them and work for them. Essity and the brands it makes takes a very committed approach to sustainability. We have rigorous targets, and we work diligently to meet them. At the Tork booth, you will see that we are focusing our work in three areas - More from Less, Circularity, and Well-being. We have created specific actions for each area and are measuring and reporting out on them. One example is Tork Peak-Serve - because we compress the refill bundles, they take up less space, meaning more bundles on every truckload, positively impacting CO2 emissions. We take this approach to every one of our products, measuring the sustainability impact of every innovation.

Essity is also a sustainability leader in its partnership with the United Nations Foundation. We are actively engaged in the UN Sustainable Development Goals, which you can learn more about at our booth. We have been working with customers to engage them in these global goals, through customer interactions at the UN headquarters in New York City and Geneva, as we see the goals not only as steps to sustainability but business opportunities as well.

It's this simple: Sustainability is good for business and for the planet.

#### WALDEN'S: Is there anything else you would like to mention about ISSA 2019?

pon: Yes. Whether you're a customer or a supplier attending the show, what we all do in ensuring hygiene and well-being really matters. We need more innovative solutions to make sure we do that in the best possible way. The best innovations come from having a meaningful dialogue about what's needed and what's possible. So stop by the Tork booth (#2133) to have a conversation with our team about the challenges you face and how we can help you solve them. And when you leave the show, visit www. TorkUSA.com to learn more.

- Based on the documented results achieved by three Tork EasyCube customers, measured before and after Tork EasyCube implementation.
- [2] Based on Tork EasyCube data from 10 customers measured over 789 days.





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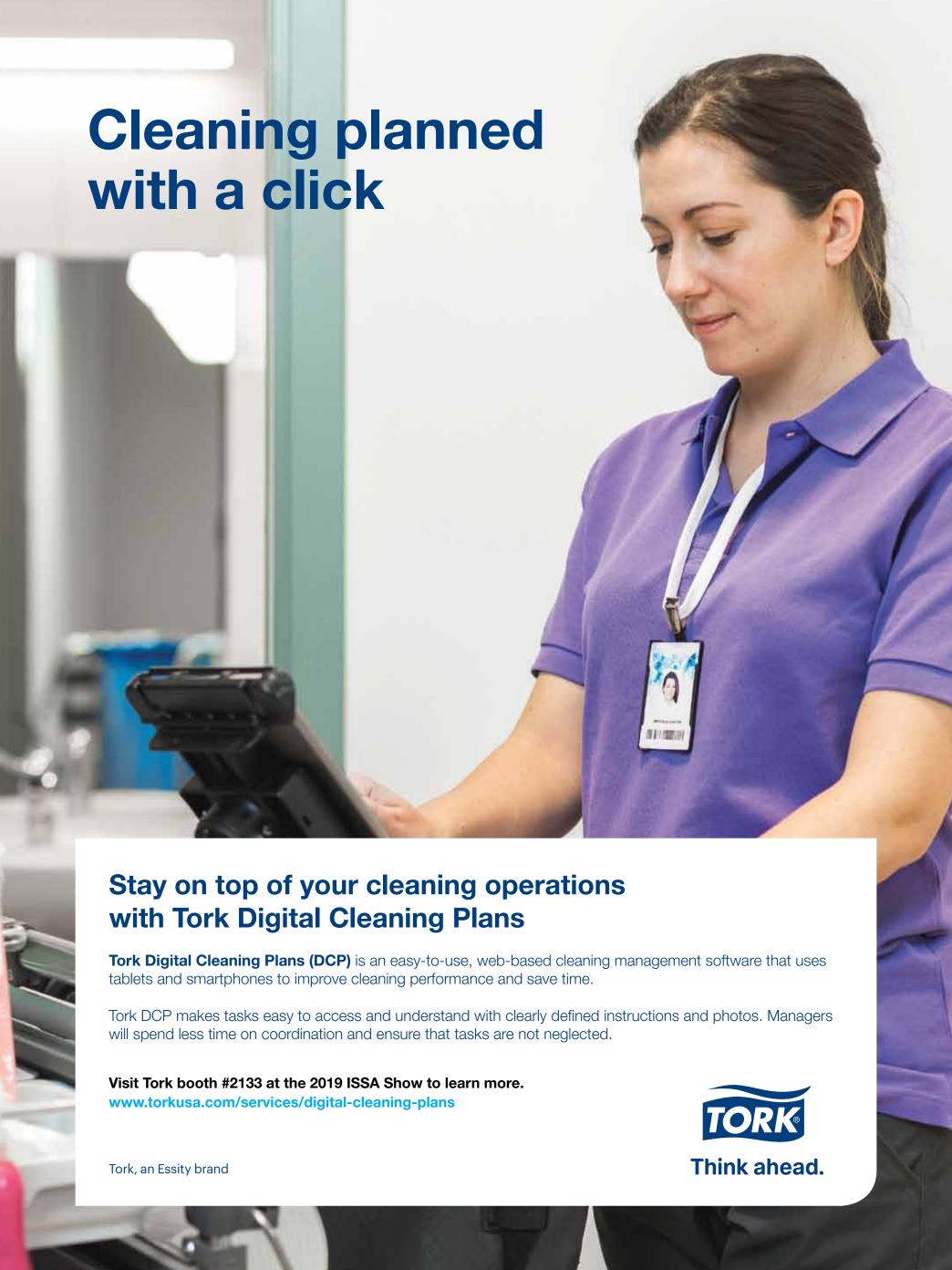








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#### **Spartan Chemical Promotes Three to Vice President**

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, today announced the promotion of JP Little to the role of Vice President of Information Technology, Bryan Mangum to the role of Vice President of Sales, and Cali Sartor to the role of Vice President of Marketing and Advertising, effective January 1, 2019.

Mr. Little joined Spartan as the director information technology on January 3, 2011. JP came to Spartan from the Eaton Corporation. where he was an IT principal leading the busi-



ness intelligence and data warehousing teams for the hydraulics organization. Prior to that, JP was the manager of data services for ManorCare Inc., in Toledo, OH, with responsibility for the success of the data services group at HCR and the management of day to day operations of the business intelligence, data warehousing, and database administration groups. With a strong business intelligence and data management background, Mr. Little has held leadership roles at Proxicom, Platinum Technology International, Detroit Edison Company, Dico Laboratories, and McNamee, Porter, and Seely, Inc. JP brings over twenty six years of IT experience to his role and has a deep understanding of enterprise IT architecture and integration. He also possesses a strong ability to recognize and understand business needs and translating them to technical solutions.

Mr. Little holds a Bachelor of Science Degree from Michigan State University, East Lansing, MI. He also holds a Master of Business Administration degree from Bowling Green State University in Bowling Green, OH.

Mr. Mangum began his career with Spartan Chemical as an area sales representative (ASR) in June of 2005.

After working as an ASR, Bryan was promoted to regional manager (RM) of the Salt Lake City Region, which covered all of Idaho, Utah, Montana and parts of Canada. After six years



**Bryan Mangum** 

as a regional manager, Bryan accept-

ed the position of national accounts manager, at Spartan headquarters, in Maumee, Ohio, In March of 2013, he was promoted to Midwest divisional manager. In that position he was re-

sponsible for nine states, two Canadian provinces and thirteen regional sales managers. In 2015, Mr. Mangum was promoted to general sales manager, assuming re-

sponsibility for management of the divisional sales management team and their respective regional manag-

Bryan holds a Bachelor of Science Degree from Weber State University, Ogden, Utah majoring in technical sales.

joined Cali Spartan on October 29, 2012 as the director of marketing and brought over 17 years of experience in marketing various technology products. Ms. Sartor previ-



ously served as director of marketing and new business development for Winegard Company, where she drove the portfolio strategic plan and corporate development activities including development of the company's product, marketing and brand strategies. Before joining Winegard, Cali held the position of product line manager for Corning Incorporated's Strategic Growth Division. Prior to Corning, she served as senior manager of product

We

make

clean

simple

Spartan

marketing and marketing communications at Cascade Microtech. Additionally, Cali has held leadership positions in marketing and product development for Iomega, XIMETA, Sky-Desk and nStor.

During her tenure at Spartan Chemical, Cali has been a key player in developing the company's product introduction process, marketing and brand strategy, as well as product line management. Ms. Sartor holds a Bachelor of Science degree from The Ohio State University, Columbus, OH, where she studied marketing. She also holds a Master of Business Administration degree from Portland State University in Portland, OR.

"It brings us great pleasure to promote Bryan. Cali and JP to their respective new roles at Spartan," said John Swigart, President, Spartan Chemical Company." I know that they will continue to bring the strategy, vision and management skills as well as a wealth of experience to these positions, enabling Spartan to strengthen our position in the industry and grow."





# The best dispenser is NO dispenser

Check it out at **booth #2427**and at the
Innovation Marketplace (#101)



#### **Triple S Presents Member Awards**

Triple S is pleased to announce that the following awards were presented at the 2019 Clean Team Exhibit & Conference held at the Sheraton Grand Wild Horse Pass, Phoenix, AZ.

W. James Reider Award - Triple S' Most Prestigious Award - Presented in honor of the founding father of Triple S whose vision, leadership, loyalty and unswerving dedication paved the way for the company's successful growth and development.

We are pleased to announce that Michael J. Tighe, formerly of Industrial Cleaning Products Inc., West Boylston. MA, and now VP of Business Development for Triple S has been honored with prestigious award.



**Chairman Dutch** Owens, Gem Supply Company Inc., presenting the award to Mike.

As a distributor-owner, Mike served on the Triple S Board for 10 years and served as chairs of both the Marketing and Supplier Committees. ICPI was acquired by T-S Holdings, Inc in 2018.

Pictured: Chairman Dutch Owens, Gem Supply Company Inc., present-

ing the award to Mike.

Charles A. Phillips Award Charles A. Phillips Service Achievement Award presented to Carolyn Quinn, President, Pike Systems, Inc for her leadership in formation of the Future



Carolyn Quinn, President, Pike **Systems** 

Leadership Council and for her support of our Retake Healthcare Initia-



ply & Equipment,

Abe Nabahan,



**Damon Industries.** Inc., Amy Damon, Alliance, OH



**Dutch Hollow Supplies, Eric** & Mark Cadell, Belleville, IL



Gem Supply Company Inc., Bobby Zagers, Orlando, FL

President's Award - Presented for outstanding growth in the Triple S Brand purchases.

#### **Spartan Chemical Offers New** Healthcare Wipe - Kills 99.99% of Common bacteria in 60 seconds

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional (I&I) market, announced today the availability of Profect™ Healthcare Disinfecting

The I&I wipes market segment is nearing \$2 billion in annual sales with the highest growth rate of any category in this industry at 4.3% CAGR.

\$2 Million Award - Presented to Members who achieve \$2 million in Triple S Bill purchases.





Maine Paper & Janitorial Products, Inc., Bangor, ME (Mark Hawes)

Supreme Industrial Products, Inc., Dane Grandizio, Mansfield, MA

Established in 1960, Triple S is a national distribution services and logistics company that provides facility maintenance solutions to the healthcare, education, commercial, retail, government and building services contractor markets. Local service and support solutions are made available through a network of Member-Distributors and Regional Distribution Centers. For more information please visit www.triple-s.com.



Profect™ Healthcare **Disinfecting Wipes** 

Much of this growth is largely fueled by healthcare applications, which represent 30 percent of sales.

Heathcare facilities are constantly battling costs associated with HAIs (healthcare associated infections). In fact, the U.S. Centers for Disease Control and Prevention (CDC) estimates that 5 percent of all hospital admissions result in a healthcare-associated infection, culminating in approximately 722,000 infections and \$28-33 billion in costs. (https://epi.publichealth. nc.gov/cd/diseases/hai.html)

Proper cleaning and disinfection are key in preventing the spread of HAIs. Three important components of a cleaning and disinfecting program

- 1. Clean/disinfect high-touch surfaces throughout the day
- 2. Ensure sufficient dwell time and broad range efficacy.
- 3. Eliminate cross contamination between high touch surfaces during cleaning process

"Hard surface wipes are an important part of the infection prevention process in healthcare facilities because they significantly reduce the chance for cross contamination," said John Swigart, president, Spartan Chemical Company. "Our Profect wipes kill 25 of the most common pathogens in 1 minute making them especially effective for environmental services staff."

Profect Healthcare Disinfecting Wipes provide bactericidal, tuberculocidal, fungicidal and viricidal efficacy for critical care areas in health care facilities. The convenient, yet effective wipe provides maximum cleaning with minimum effort and is proven to kill 99.99% of common bacteria in 60 seconds. The disposable wipe cleans, disinfects and deodorizes hard nonporous surfaces where control of cross-contamination is required.

Profect Healthcare Disinfecting Wipes are available now through Spartan's select distributor network. For more information or to find a distributor near you, visit www.spartanchemical.com.



I'm Proud to be a Triple S Member



For more information, please visit booth #948, or go to www.triple-s.com

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### All-New Kaivac Cleaning System Conserves Water, Chemical, Labor, and has Lifetime Warranty

**UniVac No-Mop Cleaning** 

System

Kaivac, developers of the No-Touch Cleaning® system, will be introducing the UniVac $^{\text{M}}$ , a new no-mop cleaning system, at the upcoming ISSA Trade Show to be held in Las Vegas, NV, November 19, 2019.

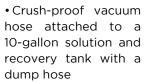
The UniVac is a smaller, more versatile version of Kaivac's award-winning Dispense-and-Vac cleaning system.

Built for cleaning and degreasing floors in commercial kitchen and restrooms, it also can be used to clean floors in warehouses, fitness gyms, even for flood and salt pick-up.

Making the UniVac system unique are several new features including the following:

• End customers can select the UniVac's Quick-Change Lithium-ion PowerPack battery—the most durable lithium battery, which is also rechargeable\*—along with a built-in battery charger or a GFCI (Ground Fault Circuit Interrupter) Electrical Extension Cord to ensure user safety

 A very light, one-piece aluminum vacuum wand with a speed scrubber attachment to help deep clean grout and optimize cleaning in high-grease environments such as commercial kitchens



- A Lifetime Warranty on the vacuum motor.
- A filtering and recycling system

Depending on soil load, the new filtering and recycling system allows cleaning solution to be reused several times without hindering cleaning ef-

fectiveness. Along with ensuring cleaning effectiveness, the filtering and recycling capabilities help increase worker productivity and lower labor costs, the three primary objectives of the UniVac's developers.

The UniVac system will be on display at Kaivac's booth 2157 at the ISSA Tradeshow.

#### DPA Honors Gem Chemical with Founder's Award

Distributor Partners of America (DPA), a member-driven buying & marketing group, recently announced the recipient of its prestigious Founders Award at its annual buying & networking conference in Indianapolis, IN. This year's Founders Award was the twelfth presented in DPA's history and the honor went to Gem Chemical Co., Inc. (Evansville, IN), "DPA's Founders Award recognizes a company or individual that has been with DPA from the beginning and that embodies the spirit of the organization. Gem Chemical Company has been a loyal member of our organization, and they've grown tremendously with DPA's preferred vendors. Brian Magazine is not only an exemplary DPA distributor, but he is also an outstanding citizen in his community." Zachary T. Haines, DPA CEO.

The DPA Buying Group is a North American buying and networking organization comprised of more than 900 distributors and 230 preferred suppliers in the Janitorial, Industrial, Safety, Public Safety, Packaging and Restoration product industries.

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

**Public Safety** 



DPA's Founders Award Recipient Gem Chemical Co., Inc. (Evansville, IN) Brian Magazine, presnted by Jeff Tishko and Zachary Haines (DPA)

# DPA Awards Janitorial Distributor and Supplier of the Year

The DPA Buying Group is pleased to announce its 2018 JanSan Distributor and Supplier of the Year recipients.

Congratulations to DPA JanSan Distributor of the Year, Superior Supply Ltd. (Baltimore, MD) and DPA JanSan

#### 2018 DPA Distributor of the Year



Superior Supply Ltd. (Baltimore, MD) Joy & Bob Ebaugh, presented by Jeff Tishko & Zachary Haines (DPA)

Supplier of the Year, North American Plastics (NORAMCO) (Euclid, OH). The awards were presented at DPA's annual Buying and Networking Conference.

#### 2018 DPA Supplier of the Year



North American Plastics (NORAMCO) (Euclid, OH), presented by Jeff Tishko & Zachary Haines (DPA)

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



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With foamyiQ, dispensing is done directly from the replaceable cartridge.

Check it out at **booth #2427** and at the

**Innovation Marketplace (#101)** 



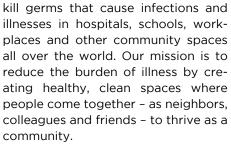
#### **Going Beyond the Surface to Help Communities Thrive**

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Research has shown that encouraging social interaction, community building, and civic engagement within a public space yields important physical and mental health benefits including a greater sense of belonging, increased physical activity, and reduced rates of depression and psychological distress.1

At CloroxPro™, our commitment to public health dates back more than a century and our disinfecting products are used every day to



But we know that public health is not just about preventing illnesses; it is also about protecting and improving the health of people and their communities.

CloroxPro and Project for Public Spaces: A Placemaking Partnership

This year at the ISSA Show North America 2019, we are proud to announce a partnership with Project for Public Spaces that will help connect individuals and empower them to thrive as a community. Project for

> Public Spaces is a leading non-profit planning, design, and education organization dedicated to helping people create and sustain public spaces that build

stronger communities. Their pioneering approach helps citizens transform their public spaces into vital places that highlight local assets, spur rejuvenation, and serve common needs.

In partnership with Project for Public Spaces, we'll further our commitment to public health and work to strengthen the social fabric of communities. In 2020 we will help create spaces and programs where people can exchange ideas and build relationships to improve public health, social connections and the economic oppor-

tunity within their local communities.

#### The Power of Place: Connections Beyond a Shared Zip Code

"CloroxPro enables healthier, safer and more productive communities, which is what Project for Public Spaces is all about," says Phil Myrick, CEO of Project for Public Spaces. "We're excited to leverage the power of placemaking in partnership with Clo-



In partnership with Project for Public Spaces, CloroxPro will create public spaces that help communities thrive.

roxPro and the professional cleaning community to create spaces where individuals can come together and encourage social interaction, community building, and civic engagement within a public space."

Together with existing stakehold-

ers in local communities, CloroxPro and Project for Public Spaces will work collaboratively to address the communities' needs and capitalize on their existing assets, inspiration, and potential in a process known as "placemaking."

Placemaking is a community-based process that empowers people to reimagine and reinvent public spaces around the specific needs and

desires of the community as a whole. Many factors that determine physical, mental, and social well-being converge in the places where we live and work. Strengthening the connection between people and the places they share, placemaking brings people together and is a powerful cata-

lyst for community revitalization.

"We are proud to partner with Project for Public Spaces and support their pioneering placemaking approach to revitalizing public spaces as part of our ongoing efforts to foster connections, enable community and protect public health," affirms Brad Ferris, Director of Brand Engagement and Vertical Marketing at CloroxPro. "We look forward to engaging our sales team, distributors, brokers and customers to support this exciting placemaking work across the country as our partnership unfolds."

#### What's Next?

Keep an eye out for further details on where we'll be supporting projects with Project for Public Spaces in 2020 and how you can get involved.

For more information about the partnership and our portfolio of products, visit the CloroxPro ISSA booth (#3254) and www.CloroxPro.com, and follow @CloroxPro on Twitter.

1) Project for Public Spaces (2016), The Case for Healthy Places: Improving Health Outcomes Through Placemaking. [online] Available at: https://daks2k3a4ib2z.cloudfront.ne t/5810e16fbe876cec6bcbd86e/5a626855e 27c0000017efc24\_Healthy-Places-PPS.pdf [Accessed Sep. 2019].



#### **Exhibit Hall Hours**

**TUESDAY, NOVEMBER 19** 10:00 a.m. - 5:00 p.m.

**WEDNESDAY, NOVEMBER 20** 10:00 a.m. - 5:00 p.m.

**THURSDAY, NOVEMBER 21** 10:00 a.m. - 2:00 p.m.

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Strategic Market Alliance



#### ALL NEW PRODUCT RELEASE FROM KAIVAC Health Guard® 70% Alcohol Hand

Kaivac's all new Auto-Vac Stretch allows you to stretch your cleaning productivity like never before.

The "stretch" has a unique single-fill recycling option that uses just 11 gallons of water to clean up to 25,000 square feet of flooring.

This unprecedented cleaning rate is more than double that of a 26inch auto scrubber, and 5,000 more square feet than a 32-inch rider auto scrubber.

Plus it comes with a quick-change, rechargeable lithium-ion Power Pack

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

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

Kaivac is the developer of the No-Touch Cleaning® and OmniFlex™



#### Kaivac AutoVac Stretch

Crossover Cleaning systems. Headquartered in Hamilton, Ohio, Kaivac, Inc. delivers complete science-based cleaning systems designed to produce healthy results and outcomes while raising the value of cleaning operations and the professionalism of the worker. Kaivac offers an integrated portfolio of environmentally friendly cleaning products designed to remove the maximum amount of soil and potentially harmful biopollutants in the most cost-effective manner possible.

#### Sanitizer Gel

Be ready for Cold & Flu Season with our fast-acting 70% Ethyl Alcohol hand sanitizing gel that kills 99.999% of common germs within 15 seconds. The low viscosity formula was specially developed for our Manual and No Touch wall mount dispensers.

Clear with no added dye or fragrance, Health Guard® 70% Alcohol Hand Sanitizer Gel is enhanced with moisturizers that won't dry out the skin. Plus it meets CDC recommendations for effective

Health Guard has a full line of Hand Sanitizers, including 70% Foam, 62% Foam and Gel, and a Non-Alcohol

hand antisepsis and is ideal for hospi-

tals and other healthcare settings.



**Health Guard Full Line of Hand Sanitizers** 

Foam, available in a wide variety of dispensing options, including our new MANUAL and NO TOUCH Health Guard Hand Sanitizer Dispensers.

For more information, visit us at ISSA Booth #1515 or http://www.kutol.com/products-page/hand-sanitiz-

#### **Network Services Company Honors Distributor Performance**

Network Services Company (NET-WORK®) honored its distributors for outstanding performance and support during the organization's annual Stockholder/Membership meeting.

Nichols Paper and Supply received NETWORK's highest honor, Member of the Year. This award acknowledges distributor's outstanding performance and support of all NETWORK programs and initiatives which contributes to the organization's formidable strength in the industry. Nichols, one of the largest independently owned paper, packaging and sanitary supply distributors in the Great Lakes region, is headquartered in Norton Shores, MI (enichols.com)

Alan Tomblin, CEO of NETWORK (right), presented the Member of the Year award to Nichols Paper and supply's Mike Olthoff, CEO (center) and Kevin Rahrig, COO (left)

- Imperial Dade was awarded as this year's Purchasing Member of the Year, NETWORK's top purchasing award. The award represents a distributor's overall support of NETWORK's suppliers and supplier purchasing programs and outstanding growth. Imperial Dade, the leading distributor of foodservice packaging, facilities maintenance supplies and equipment in the United States, Puerto Rico and the Caribbean, is headquartered in Jersey City, NJ and Miami, FL (imperialdade.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, Western Paper Distributors based in Denver, CO (western-paper.com) and Nichols Paper and Supply headquartered in Norton Shores, MI (enichols.



Alan Tomblin, CEO of NETWORK (right), presented the Member of the Year award to Nichols Paper and supply's Mike Olthoff, CEO (center) and Kevin Rahrig, COO (left)

#### **Additional Awards:**

- · Business Development Award
- **Acme Paper & Supply**
- IT Excellence
- **American Paper & Supply**
- Operations Excellence
- **Waxie Sanitary Supply** • NP&PC support award
  - Acme Paper & Supply AND P&R Paper Supply
- Purchasing Performance P&R Paper Supply, Wagner AND North American

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

For more information, visit networkdistribution.com or call 800.683.0334.

#### **VISIT US AT ISSA BOOTH #1515**

#### **Show Your Pride and Spirit** with Customized Soap Dispensers!



#### **Design Your Dispensers with a Large Decorative Message!**

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National supply chain distribution. Local, customized service.

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- Driving business success through greater supply chain efficiencies and valuable business insights from industry experts





#### DISPENSING REIMAGINED. STYLE REINVENTED.

The Titan® Bold proprietary line of dispensers reimagines what a washroom can be.

The dual functionality of the **Electronic Hybrid Roll Towel** dispenser is powered by extended battery life and backed up with an ADA-compliant mechanical lever. Revel in the seamless consistency of the **Smooth-Cut Roll Towel** dispenser that ensures clean cut dispensing every time, with an effortless pull.

The Mini-Max<sup>®2</sup> Jumbo Bath Tissue (JBT) dispenser offers a high capacity unit with a minimal footprint. And lastly, reduce excessive tissue waste courtesy of our Auto-Cut JBT dispenser, a North American first that virtually eliminates toilet clogging with individual 9" sheets.

Offer your customers something new with Kruger Products' ultra sleek design and cutting-edge technology – they will notice the difference.





AWAY FROM HOME







#### Reimagine Your Business with Tork Digital Cleaning Plans

Running a facility service business is a difficult job that comes with several challenges. In the U.S. alone, the average cleaning company loses up to 55 percent of its clients every year due to poor quality cleaning. And that's not all. Beyond finding and keeping clients, today's facility managers must

also address challenges related to recruiting, retaining staff, and creating systems and processes that help daily operations run more efficiently.

To help address some of these challenges Tork has developed Tork Digital Cleaning Plans. This new software platform addresses some of



these challenges by leveraging digital technology to better control cleaning operations – leading to improved cleaning quality, efficiency and time savings.

This November, at the ISSA Show in Las Vegas, visitors will have a chance to learn more about the new Tork Digital Cleaning Plans software and experience how they can improve their cleaning operation with a new, innovative software that cleaning managers can download for free.

#### **How Digital Cleaning Plans Work**

Tork Digital Cleaning Plans is an easy-to-use cleaning management software solution that utilizes smartphones and tablet devices to improve team communication, eliminating the need for manual, administrative tasks. The software has several features that allow cleaners to always have up-todate cleaning plans and instructions at hand, keep track of completed and skipped tasks, and easily manage the handover between teams. By making sure that everyone is up-to-date on cleaning plans and instructions, Tork Digital Cleaning Plans help cleaners work smarter and more efficiently and keeps managers fully informed.

#### What Digital Cleaning Plans Can Do for You and Your Business

- Ensures cleaning plans are always up-to-date: The intuitive interface of Tork Digital Cleaning Plans, including its dashboard function that gives a quick overview of cleaning activities, ensures that cleaning instructions are always up-to-date and readily available.
- Allows for real-time communication with staff: The ability to message team members at any given time enables managers to spend less time on coordination and check-

ups as it allows managers the opportunity to receive real-time updates as well as delegate tasks instantly.

Streamlines introduction and



**Tork Digital Cleaning Plans** 

handover: The Tork Digital Cleaning Plan software makes tasks simple to understand and handover to other team members easier by allowing management to attach images to instructions.

• Simplifies follow-up and reporting:



Tork Digital Cleaning Plans

The system provides straightforward statistics and pre-defined queries for smoother reporting to clients.

Tork Digital Cleaning Plans are fully compatible with Tork EasyCube®, an industry-leading system that helps cleaners deliver higher quality with less effort by leveraging real-time data collection on cleaning and refilling from connected devices. When combined, Tork EasyCube and Tork Digital Cleaning Plans allow facilities to achieve even higher efficiencies and customer satisfaction.

Essity is the first and only company to offer the proven benefits of digital cleaning to the whole cleaning industry for free through the launch of Tork Digital Cleaning Plans. The software, which is free for up to 30 locations, is a great starting point for Facility Service Managers looking to improve their cleaning routines.

Visit ISSA to Learn More and Sign up For Free!

Take control of your cleaning operations today and learn more about a free trial by stopping by the Tork booth #2133 at ISSA or stay on top of your cleaning needs with just a click by visiting www.torkusa.com/digitalcleaning.

Source: Cleaning Industry Analysis 2017 - Cost & Trends.







#### **Conveying Cleaning Using the** Language of Color

Jason 'the germ guy' Tetro, Author of "The Germ Code" and "The Germ Files"; Mark Mcinnes, OptiSolve Dir. Business Development

Every person speaks at least one of the approximately 7,000 languages across the world. Approximately four in every ten people also speak a second language. It should come as no surprise that our population is very much multilingual. From a sociological perspective, this reflects an inclusive, global society. However, for the logistics of implementing a janitorial cleaning regimen in a North American institution, the lack of a fully English population presents a significant challenge.

Across the continent, over onequarter (1) of those working in janitorial and environmental services positions are immigrants whose native tongue is not English. This represents over one million workers, all of whom may not be able to comprehend English to a sufficient level required by various training regimens.

There is little doubt that cleaning assessments are needed to ensure effective measures are in place however, conveying gaps and requirements for alterations in protocol may not be fully understood by those who do not speak English. Based on a study performed by Lado (2), the lack of language homogeneity leads to increase costs due to several reasons. First, the need for hiring more managers and supervisors who have competence in two or more languages. Second, a lack of homogeneity among workers themselves can lead to gaps in task effectiveness. Finally, workers may not feel confident enough to share information with supervisors regarding observed lapses in protocols.



In the context of cleaning assessments and remediation, the lack of a single native language can lead to significant troubles, particularly if the information presented is translated from data such as colony forming units and relative luminescence units. This valuable information may be lost in translation and as a result lead to a lack of proper compliance with training (3).

One possible solution is to use real-time color imaging assessments. Because color is universal in its recognition, it can be used to improve learning. Color can draw an individual's attention (4), eliminate external interference (5), improve memory (6), and help to avoid forgetting due to overstimulation (7).

In the cleaning and environmental services sector, the use of color may be able to improve the understanding of results, help to develop memory of the information, and reduce the chances for a lack of appropriate understanding of the context of the information due to improper translation. The addition of a color-based cleaning assessment therefore offers the opportunity to bridge the language barrier by providing information in a form that is understood by all in a manner that can improve understanding and memory of what is

#### **Tarren Wethington Promoted to West Coast Divisional Manager**

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, today announced the promotion of Tarren Wethington to the role of divisional manager, effective October 1,

Mr. Wethington has spent his career in sales, with over eleven years in the industrial and institutional cleaning and ianitorial industry. Prior to joining Spartan Chemical, Tarren spent three years in the role of Distributor Sales Professional and three years as the General Manager for Brady Industries, a Spartan Chemical distributor.



**Tarren Wethington** 

Over the past three years, Mr. Wethington has further deepened his expertise with Spartan Chemical's solutions as regional manager for the Phoenix region where he was

responsible for growing his region by 22%. As the west coast divisional manager, Tarren will have responsibility for 11 regions, bringing a proven model for success and growth across the various target market segments.

being shared.

The OptiSolve Pathfinder® technology relies on the use of color to provide real-time assessments of cleaning and provides valuable information to leadership on gaps in cleaning effectiveness. These images can be shared with staff to increase their understanding of the cleaning needs in the workplace without the need for translation.

In the short term, the images can lead to instant recognition of problems within an institution and lead to immediate improvements in hotspot areas. The color can also help to train the brain about these regions such that they will be remembered moving forward. Over the long term, images can be used in training modules to improve individual memory of techniques and subsequent adherence to protocols. As staff gain further competence through training, they may also improve their compliance leading to optimal cleaning outcomes.

The OptiSolve Pathfinder system

may also improve morale within a company by using color. As Lado (2) points out, the language barrier is also seen as a barrier to respect leading to lower self-confidence and less effective task performance. Moreover, those who do not speak English proficiently tend to look for other positions portending high turnover rates. This can negatively affect cleaning regimens not only with inefficient cleaning outcomes but also a lack of rapport. Inevitably, this leads to an increase in costs to the organization either directly as a result of increased frequency of initial training and indirectly due to poor hygienic conditions. By adding color to cleaning assessments, individuals will feel more aligned with leadership on understanding information and how this can be used to improve lapses in compliance.

Based on the knowledge of the cleaning, janitorial, and environmental services, there is little doubt that a significant portion of the workforce will be multilingual and in many of these cases, English will not be their native language. This means all organizations need to reply on proper translation of information to ensure all workers are achieving the same results. Research has revealed that the incorporation of color in workplace and teaching scenarios can improve the overall situation by helping both the memory and the morale. Thus, OptiSolve Pathfinder presents a potentially useful addition to the leadership toolkit to ensure optimal cleaning effectiveness regardless of language



- 1. https://cis.org/Report/There-Are-No-Jobs-Ameri-
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# Ultimate Wax Removal, Less Loading, Longer Wear



ISSA Booth #3027

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.

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of the uneven floor
while saving 50% of the
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David Lee at TS Tech

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Independent lab tests show that the ACS Turbostrip<sup>™</sup> Segmented Rotary Strip Pad achieves up to 5X faster wax removal than a standard black strip pad depending upon the number of coats to be removed.

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#### Vectair helps create immersive environments with the new SensaMist scent diffuser range

Vectair Systems has launched a new scent diffuser range with advanced atomizer technology, designed to bring the magic of scent to interior

Scent is an important emotional influencer, and in addition to scenting an environment as a solution to mask unpleasant smells, it is now common to experience fragrance as a user 'experience' in a specific location. Organizations are realizing the powerful ability of our sense of smell, and using the magic of scent to deeply connect with our emotions.

The advanced atomizer technology in SensaMist® diffuses a fine mist of fragrance into the environment. The diffuser range is able to accommodate rooms and environments of any size, from between 2800 cubic feet to 70,000 cubic feet, depending upon the device chosen and the space in which it is to be used, from the lounge to the lobby. With a choice of both wall mountable and table or floor standing units, battery or 12V DC operated units, as well as units that are suitable for HVAC (air conditioning) installation, there are suitable solutions for every application.

Paul Wonnacott, President & CEO of Vectair Systems, says: "We appreciate that every location is unique,



SensaMist® Scent Diffuser Range

and as such we are pleased to offer a cost-effective scent diffuser range to not only help the problem of unpleasant smells, but also the ability to create unique user experiences. We've all heard that old saying that you only get one chance to make a first impression. First impressions can be near impossible to reverse, making those first encounters extremely important, for they set the tone for the experience that will follow. SensaMist® helps create that great first impression for your environment."

#### **CASE STUDY**

Gloucester House is a beautiful 250 year old Grade 2\* listed building based in the heart of Stockton-on-Tees, in the North of England. Recently refurbished and transformed into serviced offices, Gloucester House offers 42 office suites ranging from single desk provisions to large-scale open plan offices across three floors.

To appeal to both staff and visitors. the 'magic' of scent was an important factor in a communal building of this age and size. In an office setting, a fresh fragrance can replace musty odours and food smells - but it can also offer an inviting environment and 'experience' that will stimulate positive emotions and create lasting impressions.

Jeff was searching for an effective fragrance solution to replace a system that just wasn't working out. He wanted something that didn't need constantly replacing - so refills that lasted longer and that were easier to re-fill. The dispensers needed to be programmable so that he could fully control the output. They also needed to look appealing and blend in with the beautiful building.

During his search he came across Vectair Systems and in particular the SensaMist® range of scent diffusers. Jeff wanted to fragrance different areas across the whole building so three different SensaMist® models were required depending on their coverage in terms of output, and their type of operation (battery or powered).

#### **Spartan Chemical Welcomes Schalitz** to Board of Directors

Spartan Chemical Company, Inc., announced the appointment of William (Bill) Schalitz to the Board of Directors effective April 16, 2019.

Bill Schalitz joined Spartan in 1993 as a microbiologist responsible for formulating novel antimicrobial clean-

ing solutions and biologically active products. After a brief period as Spartan's Manager of Research Development, Bill was promoted to his current position of Vice President of Research and

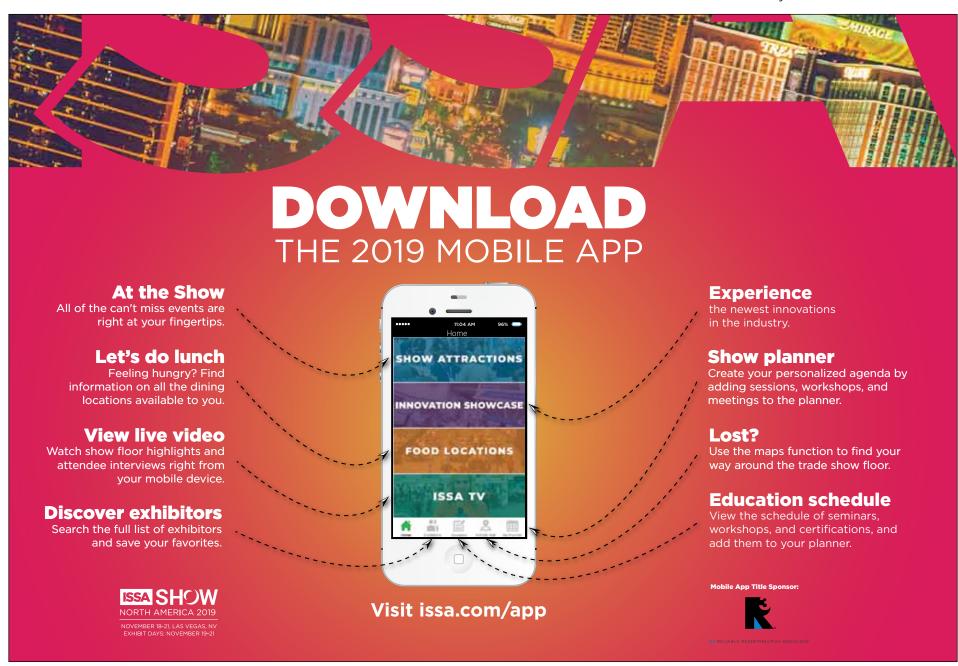


**Bill Schalitz** 

Development where he is responsible for the Regulatory and Quality Departments along with core research activities and technology harvesting.

Mr. Schalitz recent election will have him continuing in his role of Vice President Research and Development, as well as serving as a member of the Board of Directors.

Bill holds a B.S. in Microbiology from the University of Toledo and an MBA from Kansas State University. Prior to his role at Spartan, he spent five years on active duty as a commissioned officer in the U.S. Army serving in various duty stations around the world.





#### Pure Clean Innovation

Newly formulated with leading experts, SC Johnson Professional's Refresh™ soaps are pleasantly mild and suitable for all ages. Available in a range of signature fragrance and fragrance-free options. It's the soap they'll love from a brand you can trust.







#### **Green Seal Celebrates 30 Years with** Fresh Approach

When Green Seal launched in 1989, at the birth of the green consumer movement. it was the first nonprofit in the U.S. committed to independently verifying sustainable products. Thirty years

later, thanks to the leadership of companies committed to green chemistry, Green Seal has driven transformational change in the definition of and demand for sustainable products.

Each year, 7 million children reduce their exposure to toxic chemicals and asthma triggers by attending schools cleaned with Green Seal-certified cleaning products. Green Seal standards and certified products save 3.8 million of metric tons of CO2 emissions each year, 500,000 pounds of VOC pollution, and 500 million



pounds of organochloride pollution - and that's just a partial list.

To build on the successes of the past three decades, Green Seal is launching a series of new programs and

initiatives to help companies and distributors expand the reach and recognition of their market-leading sustainable products, including:



Environmental Innovation, a revolutionary new certification program for manufacturers striving to advance product innovation for environmental good. Companies work collaboratively with Green Seal to explore environmental and health impacts, engage in transformative product innovation, and earn third-party validation of their extraordinary achievements. Manufacturers with innovative new products can stop by Booth #1251 to sign up for a Flash Consult with Green Seal CEO Doug Gatlin to be at the top of the list for the next round of appli-

Formula FactsTM, a hassle-free onestop-shop for creating clear and accurate online ingredient labels in time to meet California's January 1st ingredient disclosure deadline. Manufacturers simply provide their formula information and Green Seal handles the rest.

**<u>Verified Suppliers</u>**, a new program for suppliers and manufacturers to confirm that their raw materials, formulas, concentrates or parent rolls meet Green Seal standards -- helping them attract loyal private label customers or top-tier manufacturers who want a big head start their path to certifica-

Healthy Green Schools & Colleges, a powerful new partnership between Green Seal and the Healthy Schools Campaign to accelerate the uptake of green cleaning in K-12 schools and universities.

Green Seal recognizes that none of the organization's achievements would be possible without the leadership of its partners.

Stop by Booth #1251 to celebrate Green Seal's 30th anniversary with an exclusive 25%-off promotional code for the program of your choice.



Meet with ISSA staff and subject matter experts

Connect with your global community

Enter to win a daily prize drawing!



Learn more at issa.com

#### **Morcon Provides Tailored Solutions** from Strategic Locations!

Over the past few years, Morcon has become a well-recognized name in the Away-From-Home Tissue Industry. Our production capacity has increased by 200% since 2017 and we have been growing steadily at

>15% per year, over the last six years. We are now servicing customers on a national platform with the opening of our Tulsa Greenfield startup in April 2019. The segments we serve include the commercial, food service. industrial. porta-potty, and healthcare markets. While all of these



Joe Raccuia

achievements have played a part in the building of our brand, what our customers and partners continue to associate most with Morcon is our core values of respect, responsibility, and creativity.

Morcon commits to finishing the year strong, and has already begun strategic planning for 2020 and beyond. We are making great strides towards becoming the national alternative to the majors. Geographic expansion through a multi-channel approach, increasing our sales from new products, and achieving best-in-class service metrics are a few of our goals for the coming year. Our commitment to growth reflects through our new Tulsa facility. During 2019, our capacity, volume, and revenue have grown significantly. With additional strategic locations like Tulsa, Morcon will be able to serve even more customers and partners in years to come. Introducing new solutions for the market is also an important Morcon strategy.

We are proud of the fact that we introduced 10 new products in 2019. This exemplifies our commitment to growth and supporting our customer's needs. Now with three facilities,

> Morcon has the ability to explore and introduce tailored solutions to our customers. As our product portfolio continues to expand, we want ensure that our customers can easily access information. That is why Morcon has decided to launch a web-app for its customers. Developing a mobile tool that acts as an extension of the

sales force provides customers with product details in an organized and easy-to-navigate place. This web-app will become a native, downloadable app in early 2020.

Remaining customer-centric is a big part of who we are. Morcon has a knowledgeable and experienced team who prides themselves in providing a one-of-a-kind experience to all of our customers. They are fast, flexible, and responsive. With a simple, "how can we help you?" our customers feel confident in our capabilities and know that they have made the right choice to collaborate with us.

The progress that Morcon has made in the past six years is a direct reflection of our dedicated and hard- working staff in all three of our locations. Commitment to our cores values, innovation, and growth are the principles that guide us daily. Visit the Morcon Team at Booth #3554 and roll the

#### Morcon Tissue to Launch New Web **Application at ISSA Show in Las Vegas Coming to App Stores in 2020**

Morcon Tissue will be soft launching its web application at this year's 2019 ISSA Interclean Show is Las Vegas, Nevada from November 19-21. Investing in the digital realm will allow the company to better communicate with partners, provide a comprehensive sales tool, and allow Morcon to stay ahead of many competitors.

Morcon Tissue, owned by 30-year industry veteran, Joe Raccuia, is eager to share this new platform with existing and potential new customers.

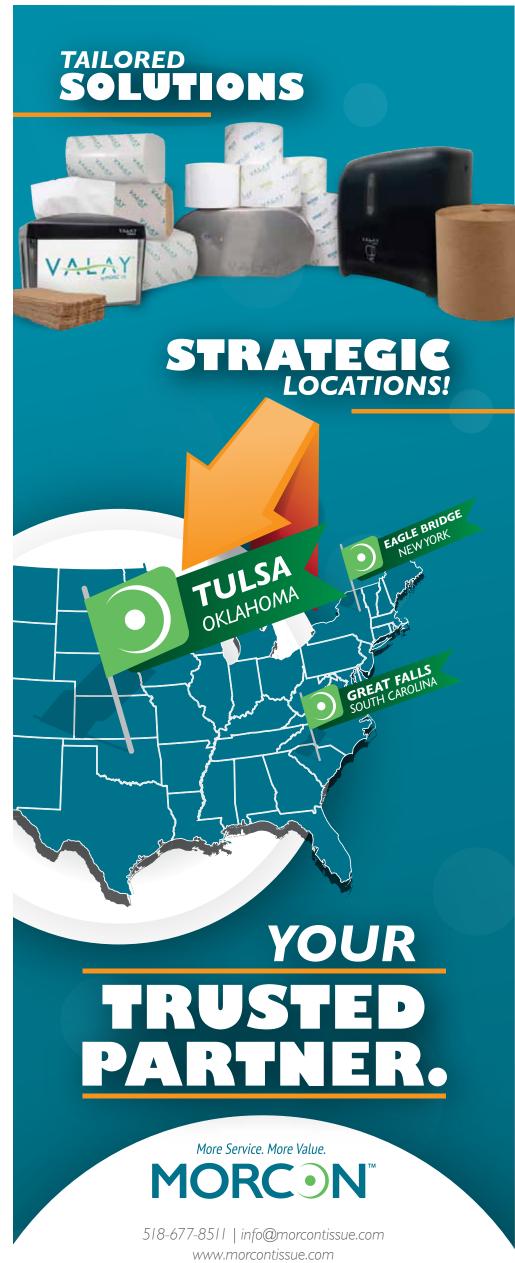
"In this fast paced world, suppliers must be both progressive and responsive. Information needs to flow easily and readily allowing everyone in the supply chain to remain a step ahead.

We believe that our new APP delivers on all of these requirements," said Joe Raccuia.

VP of Sales, Laura, Morris, feels confident in the launch, "The new Morcon App is another example of how Morcon understands the needs of our market place. Morcon mobile technology will provide our sales team and our customers instant access to product specs and other tools that will increase the effectiveness of selling. The Morcon sales team prides itself on being relationship driven and the new Morcon App will be used to strengthen these relationships! "

Morcon Tissue has experienced double digit sales growth for 6 consecutive years. 2019 will be a record year for the company.

Morcon Tissue is a leading converter of napkin, towel, tissue and specialty products for the Away-From-Home market with over 32 years of industry experience. With three converting facilities in NY, SC, OK, Morcon is now able to effectively service their customers on a national basis by offering the broadest portfolio of napkin, towel, tissue and dispensing systems. To learn more, visit www.morcontissue.



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Ashine Diamond Tools Co.,Ltd......3120

#### The Safety Zone Announces New Sales Leader

The Safety Zone is pleased to announce the appointment of Duane M. Carey to the position of Vice President - Sales & Strategic Markets, effective October 14, 2019. In this role, Duane will be responsible for all North American distributor sales through

the management of Safety
Zone's sales
managers and
manufacturer's
representative
organizations. In
addition, he will
work collaboratively as a member of the Safety
Zone leadership



Duane M. Carey

team to help drive the Company's business development activities.

Duane brings to Safety Zone over thirty years of experience in sales and business development in the janitorial, safety and foodservice industries.

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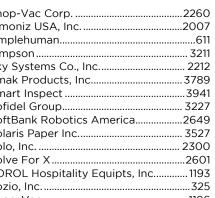


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#### **Exhibit Hall Hours**

**TUESDAY, NOVEMBER 19** 10:00 a.m. - 5:00 p.m.

**WEDNESDAY, NOVEMBER 20** 10:00 a.m. – 5:00 p.m.

**THURSDAY, NOVEMBER 21** 10:00 a.m. - 2:00 p.m.



# SAVE THE DATE ISSA SHOW 2020

**STEP INSIDE** 

ISSA.COM/SHOW

Sweet home Chicago! Save the date as **ISSA Show North America** returns to Chicago, October 26-29, 2020! The host venue, McCormick Place, will be alive with ideas and inspiration as industry leaders converge for the one show for cleaning and facilities solutions.



#### **SHOW FLOOR ATTRACTIONS**

Take advantage of the bustling show floor, where you can find the latest in cleaning technology, shop exhibitor products and services, and learn from interactive sessions in the expo hall. You'll have the opportunity to connect with the 700+ exhibitors demonstrating new equipment and showcasing innovative solutions.

#### **COMPREHENSIVE EDUCATION**

Featuring 100+ education sessions, workshops, panels, training, and certification courses over four days, ISSA Show 2020 is the perfect platform to build your skills, boost your customer knowledge, and improve your business.

#### INFLUENTIAL NETWORKING OPPORTUNITIES

Establish connections, build new business relationships, and share best practices with more than 16,000 of your peers and industry leaders from around the world.

Visit issa.com/show and stay tuned for updates in early 2020.





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