

GOJO - Celebrating 75 Years of Helping the World Stay Well

By John Lerner - GOJO Chief Commercial Officer

It's amazing what a pair of hands can accomplish. Society has proven time and again that we are best when we are healthy and using our hands to create, interact, and support one another.

Empowering hands is at the heart of everything we do at GOJO, MAKERS OF PURELL™.

And thanks to the help of our distributor and channel partners, we have

been able to reach as many people as possible with products that help keep hands, and the surfaces they frequently touch, clean.

This shared commitment to health and well-being supports customers as they create safe and comfortable environments with products that build trust and confidence. And our partnerships will continue to play an essential role in helping communities experience a greater sense of normalcy going forward.



75 Years of Innovation

For 75 years, our team of experts have been driven to shape a better future for all, rooted in our GOJO Purpose of Saving Lives and Making Life Better Through Well-Being Solutions.

Our legacy started with GOJO® Hand Cleaner, the first waterless hand

cleaner, designed to help workers clean hands safely and effectively. In 1952, we patented the first-

ever portion-control dispenser - and every soap dispenser on the wall today is a descendant of that first dispenser. We continued to lead the world to a better way of keeping hands clean with the invention of PURELL® Hand Sanitizer, helping to create an entirely new product category more than 30 years ago.

We've poured decades of expertise into advancing hand soap, hand sanitizer, dispensers, wipes, and

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ACS is Innovating for Health

Covid-19 has changed how cleaning for health is viewed. As we move forward beyond the pandemic, there are many things that will never be the same. First and foremost is society's expectation of clean. We've come to realize that customers are looking to clean, sanitize and disinfect more efficiently.

ACS understands that floors are high contact surfaces too. Contaminants from coughing, sneezing and even speaking eventually end up on the floor. Many years ago, ACS patented the process to add anti-microbial agents to industry leading green 6 x 9 hand pads.

ACS now is the first and only full line pad manufacturer offering anti-microbial agents baked into every pad.



ACS Industries Innovations

The broad spectrum performance of anti-microbial additives make them perfect for use in hygiene critical environments.

Visit ISSA booth #4050 to learn more

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

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

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

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

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

Wednesday Education

Make your way to Level 3 of the West Hall before the show floor opens Wednesday morning for a spotlight session:

- **Customer Power Panel**, Wednesday, 9:00 a.m. - 10:00 a.m., in Room W322-327. ISSA Show

North America 2021 presents an intimate look into what's next for the cleaning industry from your customers' perspectives. This Power Panel of C-suite executives from high-profile end-use segments—commercial real estate, hospital-ity, entertainment, and more—will discuss pain points, successes, and cleaning trends they have managed during the pandemic and expect to see in the future. Additionally, these influential leaders will discuss key market data and technology developments that you can leverage to better serve your customers. Included in the All-Access Pass. Registration Required.

In between meeting with exhibitors, make sure to stop in for more education sessions and demonstrations

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Exhibit Hall Hours

WEDNESDAY, NOVEMBER 17

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

THURSDAY, NOVEMBER 18

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

The Next New Normal: The Everything Shortage

On October 12, 2021, the International Monetary Fund reported that the U.S. economy should grow by six percent in 2021. While this is down from earlier predictions, it is double—if not triple—the traditional growth pattern of the U.S. economy.

One key reason for the downgrading is something unexpected: a possible global supply chain "collapse."

"Yes, that's what some people are calling it," says Michael Wilson, vice president of marketing for AFFLINK, a sales and marketing organization for distributors throughout the country.

"There is potential for a supply chain collapse due to worker shortages, lack of raw materials, and an array of pandemic-related issues such as quarantines, inconsistent global

COVID vaccination and testing requirements, blockades, bottlenecks, and tariffs."

Consumers, according to Wilson, can expect some food-related shortages. These include shortages of certain juice products, bottled water, bread, "Lunchables" pre-made lunch and snack items, and turkeys. "Plus, toilet paper may be in short supply again, at least for a few months," adds Wilson.

Regarding the impact of the supply chain collapse on businesses, Wilson identifies several items that could be affected:

Computer chips. The chip/semiconductor shortage is a problem because virtually everything businesses use

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Trebor Tissue!

Booth #W-862

Good Hygiene Starts with Our Hands

By Frederic Perreault, R&D Director at Cascades Research & Development

As the global pandemic continues to cause uncertainty about the future, one thing we can count on is that proper hygiene will remain a key factor in preventing the spread of infectious diseases and will continue to be the first line of defense against COVID-19.

With that in mind, what can be done to raise the bar on hand hygiene in your facilities to keep your employees, customers, and visitors safe and healthy?

Building Your Hygiene Toolkit

Proper hygiene solutions can make your facility a safer environment for those who work, shop and pass through it. For maximum cleanliness, prioritize stocking your restrooms, breakrooms and restrooms with all the necessities including, soap, hand sanitizer, wipers and toilet paper.

Every part of your facility has a purpose - for example, paper towel dispensers are more important than you might think. The most effective hand drying comes from paper towels, not air dryers, so it is important to make these accessible. Paper towels

are ultimately more hygienic as they remove moisture from hands more quickly than air dryers (Redway & Fawder, 2008) and the friction caused by the towels allows for even further removal of microorganisms (Huang et al., 2012). Having an air dryer in your building can result in damp hands and can add more bacteria and viruses into the air.

Hand hygiene isn't just about washing and drying your hands, but also about being aware of the number of surfaces a person touches each day. In your facility, limit the bacteria on these high-touch areas as much as possible by making the swap to touchless technologies like the Cascades PRO Tandem® dispensers. Don't stop there - additional no-touch options include faucets, soap dispensers, toilets and doorknobs.

Lastly, encourage better hygiene throughout your facility with educational materials, such as posters that list out the steps in the hand hygiene process. Match the visual materials with updated statistics on why it is important to wash and dry one's hands

to stop the spread of bacteria in communal spaces. By providing employees, customers and visitors with these reminders, your facility will set the bar for cleanliness.

Next Steps

With the above tools, facility managers can find stability in the unknown. Prioritizing hand hygiene isn't a temporary solution, but a strategic investment in your facility's success.

References

Patrick, D., Findon, G., & Miller, T. (1997) Residual moisture determines the level of touch-contact associated bacterial transfer following hand washing. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2809004/pdf/9440435.pdf>

Redway, K., & Fawdar, S. (2008). A comparative study of three different hand drying methods: Paper towel, warm air dryer, jet air dryer. <http://europeantissue.com/pdfs/090402-2008%20WUS%20Westminster%20University%20hygiene%20study,%20nov2008.pdf>

Bio: Frederic Perreault is the R&D Director at Cascades Research & Development. For more information about hand hygiene, visit www.cascadespro.com.

GOJO - 75 Year Celebration

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surface spray formulations. Now, millions of people use them every day. The clearest example of our impact is the PURELL® brand - a badge of trust immediately recognized in hospitals, restaurants, schools, businesses, airports, entertainment venues, and homes worldwide.



A Focus on the Future

As a science-based trailblazer in the industry, GOJO is driving the future of innovation through developing high-quality products and solutions that have a positive impact, as demonstrated by our sustainability initiatives. In the past five years, we expanded our view of our impact beyond our operations, infused Sustainable Ways of Working into our culture, elevated our public health thought leadership, and established GOJO as a leader in advancing safer chemistry, with many more plans for 2022 and beyond.

GOJO is also the only manufacturer among our competitive set to qualify as a diverse supplier with industry-leading brands and total solutions. In 2020, GOJO became a WBENC-certified Women's Business Enterprise, aligning with our commitment to diversity, equity, and inclusion. Our workplace culture enables all team members to bring their whole and authentic selves to pursue the GOJO Purpose.



These values have been supported by three generations of family leadership, who have continually invested in scientific research and development, innovations, and manufacturing capacity, while creating true sustainable value that benefits everyone.

As we reflect on the past 75 years, we celebrate our valued partnerships and those who came before us whose entrepreneurial spirit fueled breakthroughs in health and wellness. As we do so, it inspires us to focus on our long-term goal of bringing well-being solutions to one billion people every day to help them gather, work, play, and travel confidently.

Cascades PRO®

All clean. All good.

WE CAN'T WAIT TO SEE YOU.



Come by our **Cascades PRO** booth **W2134** to discover innovative and sustainable solutions that deliver peace of mind.



Coffee is on us!

cascadespro.com

Your Tandem Latte break starts soon

Whether you are looking for:

100% > **100% eco-friendly** Cascades PRO Latte Collection made from 100% recycled fibres.

or

> **100% designed for superior hygiene** Cascades PRO Tandem family of dispensers.

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Supporting Youth with Scholarships and Internships



Cleaning Homes of Cancer Patients



Advancing Women in the Cleaning Industry

Our Mission is to make the world a cleaner, healthier, better place to live.

We are the charitable arm of the worldwide cleaning industry, and through our charity and philanthropy,

We Are Changing The Way The World Views Cleaning.

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

Visit the ISSA Charities booth W-5845 and help us reach our ISSA Show goal of \$10,000 to fund our important work.

Tork Helps Facilities Create Safer Office Environments Through Sustainable Hygiene Management

Employees are hesitant about returning to offices. According to a recent study from Essity, 65% of Americans who went into an office prior to COVID-19 are concerned about the cleanliness and hygiene of the office upon their return. Given this, it's imperative to address the growing challenges facility managers and cleaning staff must overcome to create safer, healthier, and more sustainable work environments.

Tork®, the global leader in workplace hygiene and an Essity brand, has created the Tork Office Hygiene Package™ to address the concerns of the 58% of employed Americans who would like to see increased cleaning and sanitizing measures in the office.¹

The Tork Office Hygiene Package™ provides facility managers and cleaning staff with tailored solutions based on unique hygiene challenges faced in different areas of office buildings, including restrooms, reception areas, workspaces, conference rooms and breakrooms. These recommendations, paired with an informative office trend report and additional resources and tools, help facilities elevate their business with sustainable hygiene management.



For example, in the restroom, the Tork Office Hygiene Package recommends products and services like the award-winning **Tork PeakServe® Continuous™ Hand Towel system**, which features:

- One-at-a-time paper towel dispensing, which promotes hygiene as people only touch the towel they use

•The highest capacity on the market,² ensuring fewer product run-outs and more people served

•Faster dispensing – serving people in just 3 seconds – improving restroom flow and facilitating greater social distancing



To support proper hand hygiene, Tork also features a comprehensive portfolio of skincare solutions, which are proven and formulated specifically to help facilities meet business-critical hygiene and sustainability expectations with confidence. This includes the recently launched:

•**Tork Alcohol Gel Hand Sanitizer**, one of the first two sanitizers in the market to meet the health and safety standard set forth by Green Seal, the nation's leading non-profit authority on safer and more sustainable cleaning and facility care products.

•**Tork Clarity Hand Washing Foam Soap**, made with 99% ingredients from natural origin and readily biodegradable,³ ensuring a low impact on aquatic life and gentleness to skin.

For other areas of the office, the Tork lineup includes a highly effective offering of **Tork Surface Cleaning and Disinfecting Wet Wipes**. Tork pre-moistened wipes are thick, durable, disposable and quickly clean dirty surfaces with ease.

In the Tork Office Hygiene Package, facility managers will also learn

about the benefits of upgrading to **Tork Vision Cleaning**, the world's leading facility management solution for data-driven cleaning. When used together, innovative Tork products, services, and tools can help facility managers ensure sustainable hygiene in any facility – no matter how complex. At a time when hygiene and cleanliness are top priorities but cleaning teams have the same, if not fewer resources than they did pre-pandemic, it is important for facility managers to solve the discrepancy and increase efficiency by adopting innovative digital solutions.



Tork Vision Cleaning uses people counters and connected dispensers that process real-time data on product usage and traffic patterns. This allows teams to proactively address what, when, and where cleaning and dispenser refilling is needed so they can support better facility hygiene and act before complaints happen.

Perhaps most importantly, customers agree that Tork Vision Cleaning has made a difference in their facilities. For example:

- Using our system reduced dispenser checks by 91% on average, saving hundreds of hours a year that could be reallocated to other critical hygiene tasks.⁴
- Using the Tork system also saved up to 20% of cleaning hours.⁵
- Dispensers are stocked 99% of the time⁶, reducing complaints and promoting better hygiene.
- 85% of facility managers said that our system helped them support a safer environment during COVID-19.⁷

cleaning through membership, advocacy, certification, education, media, and trade show programming.

Finally, plan to meet with the ISSA Charities team to learn about its three signature charities and their impactful missions: ISSA Scholars, which supports youth with scholarships and internships; Cleaning for a Reason, which offers free home cleaning for cancer patients; and ISSA Hygieia Network, which seeks to advance and retain women in the cleaning industry. Get involved with ISSA Charities at Booth W-5845, located next to the ISSA Resource Center.

We hope your experience back in-person at the ISSA Show North America was a productive one! Please plan to join us next year at ISSA Show North America 2022, October 10 - 13, at McCormick Place in Chicago!

TORK Think ahead.

•100% of Tork customers said that the system helped them improve hygiene.⁸

In a world where people expect public spaces – especially their workplace – to be safer, more hygienic, and more sustainable than ever before, businesses must think ahead to products and solutions that contribute to increased hygiene expectations and sustainability targets.

Visit us at booth #3029 to learn more about the Tork Office Hygiene Package and experience firsthand how Tork helps you elevate your business with sustainable hygiene management. You can also visit [Torkusa.com/ISSA](https://torkusa.com/ISSA) to learn more.

¹ This survey was conducted online within the United States by The Harris Poll on behalf of Essity from May 5 - 7, 2021 among 2,064 adults ages 18 and older (700 employed Americans who went into an office prior to COVID-19).

² Compared to competitor's longest roll towel in North America

³ Based on third party lab test according to OECD301B

^{4,5,7,8} Based on anonymous survey results conducted in March 2021 of 34 Tork EasyCube (Tork Vision Cleaning was formerly known as Tork EasyCube) customers in Europe and North America

⁶ Measured across nearly 13,000 connected dispensers between June-December 2019, based on time per month that a dispenser is in an empty status against total time per month

The New Normal: The Everything Shortage

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today has a computerized component.

Steel. The steel industry did not expect a sudden economic rebound. Many plants closed last year. Now they are having trouble re-starting, getting necessary supplies, and finding workers.

Fuel. Supply chain interruptions are likely to be one reason for recent increased fuel costs.

Metals. As more businesses switch to green energy, there are shortages in rare earth elements as well as copper, lithium, nickel, and cobalt.

Plastics. Plastic is used in virtually all industry sectors. A shortage of plastic in one sector can slow down production in another, creating a ripple effect that adds to supply chain disruptions.

"Distributors will likely experience supply chain issues for another couple of years," adds Wilson. His advice?

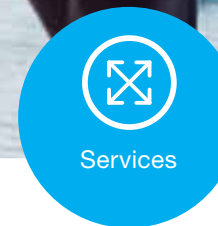
"To keep clients happy, stay ahead of the game. Know what items may be in short supply down the road and let your customers know about these [shortages] as soon as possible."

Office hygiene has changed. Is your facility ready?



ISSA SHOW
NORTH AMERICA 2021
NOVEMBER 15 - 18 | LAS VEGAS, NV

Join us at
Tork booth #3029



Tork helps you elevate your business with sustainable hygiene management

Improving cleaning quality and providing a hygienic and healthy work environment has become a priority for facility managers in office buildings – and an important topic for everyone from employees to senior management.

Learn more at **Tork booth #3029** or torkusa.com/ISSA

TORK
Think ahead.

Tork, an Essity brand

Network Celebrates Supplier Partners 10 Terms Evolved From the Pandemic

Network Distribution® (Network) recognized several supplier partners for outstanding performance and support in 2020 during the organization's Annual Supplier Trade Show, held virtually.

Network's highest honor, Supplier of the Year was given to GOJO. This award recognizes outstanding engagement, cooperation, support, and results for Network and Member Distributors. In addition to strong connectivity to Network leadership and membership, this partnership served essential businesses with essential solutions and education. gojo.com

The Network Corporate Account Supplier of the Year honored Diversey. This award recognizes the manufacturer partner that is highly engaged in cooperative selling and share growth to create a strong position with the organization's distributor base. Diversey's engagement with the Network sales team supports advancement within key customer segments. diversey.com

The Network Leadership Award went to Spartan Chemical and CloroxPro. The award represents uncompromised vision, ongoing industry thought leadership, commitment to the industry, and alignment with Network on all levels. spartanchemical.com, cloroxpro.com



Fabri-Kal received the Network Member Choice Award in recognition of best all-around service and support, as voted by Network Member Distributors. fabri-kal.com

Additional Awards presented:

- **Growth Achievement Award - Midlab, Safety Zone and Betco**
- **Innovation Award - P&G Professional for MicroBan**
- **Netsource Strategic Partnership - AmerCare Royal**

"Our suppliers truly stepped up to help us serve our customers through challenging times," states Alan Tomblin, Chief Executive Officer at Network. "With their vision, commitment, and innovation, Supplier engagement has been critical in meeting the needs of our Member Distributors and customers. Our part in the supply chain has never been more essential, and alongside our supplier partners we continue to deliver improved business outcomes throughout the markets we serve."

The pandemic has spurred several acronyms and terms that are now part of our everyday lingo. While some are new, others are older terms that have acquired new meanings.

A perfect example is "social distancing." In the past, it referred to, well, keeping a little distance between you and someone you might not want to run into. But now it means finding ways to be with people while reducing the infection risks of close contact.

Here are some other pandemic-related terms that have worked their way into our everyday vocabulary:

1. Shutdown order - requires a facility to close its doors partially or totally.
2. Contact tracing - Used to identify and notify people who have been exposed to someone with an infectious disease.
3. Community spread - Spread of an infectious disease within a community.
4. Essential business - Businesses that people rely on every day
5. Flattening the curve - A public health strategy to slow down a disease.
6. Indiscriminate disinfecting - The overuse of disinfectants.
7. Zoom tourists - When others check out your home while on a video call.

8. WFH — Work From Home.

9. N-95/KN-95 — U.S./Chinese masks that filter the air, protecting us from inhaling infectious particles.

10. HFFE - High Flow Fluid Extraction

HFFE pertains specifically to the professional cleaning industry, according to Matt Morrison, communications manager with Kaivac.

"It refers to no-touch or, as ISSA calls it, spray-and-vac cleaning technologies. With at least one system, it refers to applying cleaning solutions to surfaces, rinsing clean the same areas, and then vacuum-up soils and contaminants."

The actual origins of the term are not known. Some credit it to Dr. Jay Glasel, a Professor at the Department of Microbial, Molecular and Structural Biology at the University of Connecticut in Farmington, Connecticut because he was such a strong advocate for HFFE.

"Words and acronyms evolve over time," adds Morrison. "But one constant in the professional cleaning industry is the need for effective and thorough cleaning. That's what our industry is all about."

For more information, visit www.Kaivac.com.

TRAINING made simple®



The CleanCheck® Learning Management System makes it simple to maintain a staff skilled in keeping facilities clean, safe and compliant. Step-by-step, CleanCheck training modules demonstrate proper cleaning procedures and safety measures, covering all the basics, plus advanced topics, pandemic cleaning and disinfection, as well as a Certified Disinfection Specialist accreditation.

We've been making clean simple for more than 65 years.

See what's next at ISSA booth **2245**



- On-Site Training & Support
- Robust eCommerce Platform
- Access to Innovation
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- Name-Brand Products
- Cleaning for Health
- Centralized Control
- Local Expertise

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- Towel & Tissue
- Skin Care
- Chemicals
- Can Liners
- Foodservice Disposables
- Apparel & Safety



DPA Buying Group Adds New JanSan Distributors & Suppliers

The DPA Buying Group is pleased to welcome Twenty-nine new distributor members to its janitorial products division: **Abernathy Co., Inc.** (Texarkana, AR); **AGH Supply** (West Columbia, SC); **American Warehouse GOL, LLC** (Santa Ana, CA); **Amtech Industrial, Inc.** (Modesto, CA); **Bourne and Sons Janitorial Supplies** (Coles Point, VA); **Brother's MFG** (Stillwater, MN); **Canada Cleaning Supplies Ltd.** (Toronto, ON); **Chattachem** (Signal Mountain, TN); **Daft Services, LLC (dba Cleaning Stop USA)** (Passaic, NJ); **Del Norte Chemical Supply Co.** (El Paso, TX); **Econ Trading, LLC** (Newark, NJ); **F & J Janitorial Supply, LLC** (Columbia, SC); **Facility Werx, Inc.** (Anaheim, CA); **Highbar Trading Co.** (Memphis, TN); **Janex, Inc.** (Eden Prairie, MN); **JC Global Supply, LLC** (Renton, WA); **Maintenance Solutions, Inc.** (Scottsdale, AZ); **Mid-Atlantic Industrial Supply** (Mechanicsville, VA); **One Stop Janitorial & Office Supply, Inc.** (Rochester, NY); **Panhandle Pro Products, LLC** (Amarillo, TX); **Pristine Chemical** (Maple Heights, OH); **Road Runner Shop Supplies** (Daytona Beach, FL); **Senin, LLC (dba Quick Supplies Online)** (Mobile, AL); **Simply Kleen USA, Inc.** (Chatsworth, CA); **Sun Coast Business Supply, Inc.** (Gulfport, MS); **Traverse City Packaging & Janitorial Supply, LLC** (Traverse City, MI); **Upstate Facility Solutions, LLC** (Rochester, NY); **Westbank Janitorial & Paper Supply, LLC** (Gretna, LA); **Window Cleaning Source (dba WCS)** (St-Jean-Sur-Richelieu, QC).

DPA has also added nine new preferred suppliers since the beginning of the year: **Alliance Rubber Co.** (Hot Springs, AR); **Fragrance Delivery Technologies, LLC** (FDT) (Weatherford, TX); **Lavo Solutions, LLC** (Laguna Hills, CA); **National Towelette Co., Inc.** (Bensalem, PA); **NPS Holdings, LLC** (Green Bay, WI); **Precision Staffing Services** (Cincinnati, OH); **SaniQuest Solutions (Conquest Equipment, Inc.)** (Estevan, SK); **The Fountainhead Group, Inc.** (New York Mills, NY); **TMA-Chemnet** (Florence, KY).

The DPA Buying Group is a North American buying and networking organization comprised of more than 1,100 distributors and 220 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.



Spartan Chemical Promotes Snell to Regional Manager

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced the promotion of Brett Snell to the role of regional manager, effective July 1, 2021.



Brett Snell

Mr. Snell, who also has responsibility for the Atlanta region, most recently worked as the director of sales and owner of SC Gas Tax Credit App., LLC, in Charleston, South Carolina. In this role, Brett managed all sales efforts and operations, as well as developed company strategy and cultivated relationships with customers. Prior to that he operated his own CPA firm, Brett Snell CPA, also in Charleston, South Carolina.

Brett attended Radford University, in Radford, Virginia where he received his Bachelor's degree in Business Administration (BBA), Accounting.

DPA Announces its 2022 Buying & Networking Conference

The DPA Buying Group will hold its 2022 "Together Towards Tomorrow" Buying & Networking Conference May 15-17th at the outstanding beachfront Fort Lauderdale Marriott Harbor Beach Resort & Spa. This will be the fourth year that DPA will run its Janitorial, Safety, and Industrial conferences simultaneously in three exhibit halls. DPA suppliers will be exhibiting their latest products and meeting face-to-face with every attending dis-



tributor. Exclusive promotions will be available during the show days only.

The DPA Buying Group is a North American buying and networking organization comprised of more than 1,100 distributors and 220 preferred suppliers in the Janitorial, Industrial, Safety, Packaging, Restoration and Public Safety product industries.

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

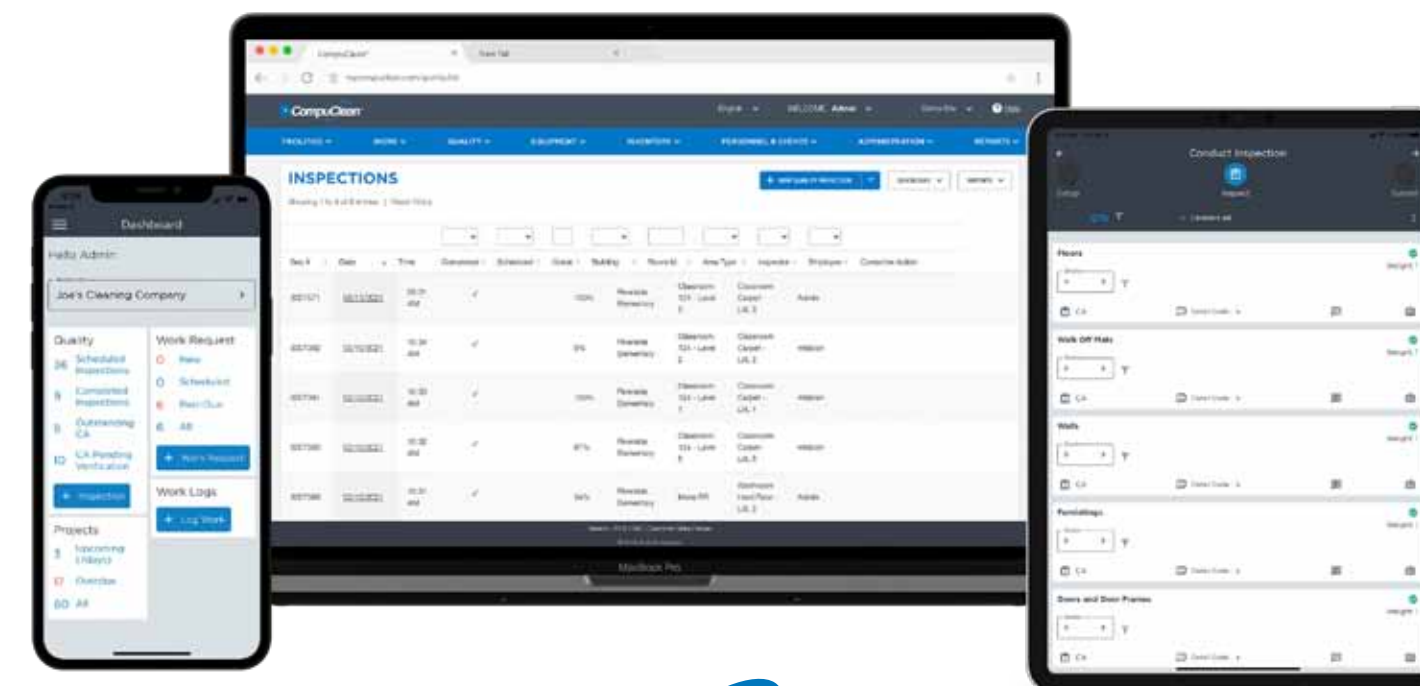
YOUR GATEWAY TO A
CLEANER, SAFER, HEALTHIER
WORLD

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WEDNESDAY, NOVEMBER 17
10:00 a.m. – 5:00 p.m.

THURSDAY, NOVEMBER 18
10:00 a.m. – 2:00 p.m.

CUSTODIAL MANAGEMENT made simple®



CompuClean®

CompuClean® custodial management software makes it simple to manage and document every aspect of your cleaning operation. An integrated reporting system and variety of modules streamline workloading, job requests, inventory, quality assurance and more. Plus, the CompuClean mobile app puts quality inspections at your fingertips, providing realtime tracking and validation.

We've been making clean simple for more than 65 years.

See what's next at ISSA booth 2245



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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 1100 distributors and gain access to over 230 top manufacturer brands today!



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Microban International Appoints New President and Senior Directors

Microban® International, the global leader in antimicrobial additives and odor control solutions, is proud to announce the appointment of Michael Ruby as President of the corporation and Graham Harvey as Senior Director of Business Development for the global built-in business, effective October 1, 2021. The team would also like to welcome Bart Kennedy as the new Senior Director of Business Development leading the global textiles team. These important strategic moves will align the organizational structure to reflect the ongoing mission of continuing to build on the success of all brands, including the global trustmark Microban and the emergent ingredient brand Ultra-Fresh®.

Since joining Microban in 2018, Michael Ruby has been instrumental in implementing a sustainable development process and business strategy that has seen the company skyrocket in success. He was also heavily involved in executing the consolidation of the Microban and Thomson Research businesses earlier this year, alongside Joe Lyons, the previous President who will now take time to focus on the wider goals of the entire Barr Brands International group.

Leading the Global Built-in team will be Graham Harvey, who joined the company in 2018 and has con-

tributed significantly to the increase in branded partnerships and revenue across all international territories. Graham will report to Michael and, together, they will bring profound global expertise and knowledge of Microban's operational and strategic goals to the leadership team, helping to drive consistent value growth and market expansion.



Michael Ruby



Graham Harvey



Bart Kennedy

Bart Kennedy joins the company with a wealth of experience in sales and marketing leadership in the global textiles marketplace for leading international brands, where he will help the team develop new and expand existing relationships with home, healthcare, apparel, and PPE textile partners in odor control applications.

Michael commented: "I feel truly honored to take on the role of President at Microban, an organization full of many talented people that has celebrated some huge milestones and business successes in the last year alone. Looking ahead to 2022, I hope to build on the company's achievements by implementing our strategic vision, expanding the impact of our brands in the marketplace, and increasing our reach across different territories as we continue to push the boundaries of innovation."

Triple S Partners with Pure UV Disinfection Systems

Triple S has announced a partnership with Pure UV Disinfection Systems, Frankfort, KY to deliver affordable UV-C devices proven to destroy 99.99% of surface and airborne pathogens. Recognizing that keeping building occupants, students, and teachers safe is paramount in today's environment, UV-C technology offers building operators an added layer of protection against the transmission of infection, and supplement regular cleaning and disinfection protocols. Clinical studies have proven customers adding UV-C light to standard infection control programs can reduce bacteria contaminant counts by 88% in comparison to 63% using standard procedures.

Pure UV offers an HVAC air purification system, and mobile surface disinfection systems to meet the needs of schools, healthcare, and all facility types.

"Pure UV has established them-

selves as a leader in the UV technology market. Facility managers, building operators, school superintendents and business managers are looking



for solutions that offer an added layer of protection against the spread of COVID-19 and other disease. Their technology is proven to reduce cross-contamination. As a result, it can help keep workers on the job and students in the classroom," said Jim Keough, VP Marketing, Triple S.

Triple S is a Member-owned distributor group that leverages our economies of scale to bring procurement, marketing, and logistics solutions to independent jan-san distributors so they can deliver desired results to their customers.

Network Distribution Awarded Chicago's Best & Brightest Companies to Work For Two Years in a Row

Network Distribution (Network) is proud to announce for the second year running, the organization has been named a 2021 Chicago's Best and Brightest Company to Work For®. The program recognizes and honors distinguished employers who are leaders in employment standards and employee enrichment. Each company is assessed based on various categories including communication, work-life balance, employee development, diversity, benefits, retention, and recruitment.

Network is passionate about creating a culture that nurtures associates wellbeing at work and in their lives. Working closely with our associates and organizational leaders, our focus is enabling a sustainable work culture



that cares about learning and growing, engagement and recognition, diversity and inclusion, and the individual success of our associates.

"During this time of change and evolution, we are honored to be recognized for our human resources ideas and practices. Individual associates are the core of our organization; their wellbeing and growth is an investment we continually pursue," says Katie Snider, Network's Vice President of Human Resources. "We work as a team to drive engagement in our business, our community and the success of our people."

Network was honored at the annual National Best and Brightest Conference, held virtually, July 19-22nd.

Spartan Chemical Appoints Bowers to Quality Assurance Manager

Spartan Chemical Company, a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, today announced the appointment of Myron Bowers to the role of Quality Assurance Manager, effective August 2020.



Myron Bowers

the role of Global Quality Manager where he stayed for 10 years. In that role, Myron's key responsibilities were aligning plants around the globe to utilize a single quality system, statistical analysis of data for projects, and central administration of auditing software. Myron received an Associate's degree in Electronics

Engineering Technology from Owens Community College in Perrysburg, Ohio. His career started covering several roles such as electronic technician, statistical process control supervisor, and laboratory manager. Eventually he moved into

Mr. Bowers spent the last 30 years serving various positions at Owens Illinois, in Perrysburg, Ohio. His career started covering several roles such as electronic technician, statistical process control supervisor, and laboratory manager. Eventually he moved into

Spartan Chemical Promotes Hunter to Regional Manager

Spartan Chemical Company, Inc., a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market, announced the promotion of Joanna Hunter to the role of regional manager, effective February 1, 2021.

Mrs. Hunter joins Spartan as the regional manager for the Los Angeles region. Joanna most recently served as general manager for a small distributor company in Oceanside, California. Prior to that, Mrs. Hunter worked as a business consultant and career coach for three years in Oceanside, California where she provided expert coaching to help businesses and individuals improve productivity & personal



Joanna Hunter

outcomes. She also held several roles at Owens Illinois (OI), in Perrysburg, Ohio, spanning over six years including product manager (beer category), as well as global technical training manager. Joanna attended Bowling Green State University, in Bowling Green, Ohio where she received her Bachelor of Arts in Communications and Media, later receiving her Master of Organization Leadership from Lourdes University in Sylvania, Ohio.

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The innovative foamyIQ® hand hygiene system makes it simple to ensure that handwashes and hand sanitizers are always at the ready for infection prevention. With foamyIQ, there are no costly dispensers to install, maintain or repair. And no refilling is necessary. When the foamyIQ dispensing cartridge is empty, simply remove it from the bracket, recycle it, then snap on a new one.

We've been making clean simple for more than 65 years.

See what's next at ISSA booth **2245**



Cleaning for Health Matters: How Can We Do Better?

Cleaning for Health: The Impact of COVID-19

The COVID-19 pandemic sparked broad awareness about how germs spread, resulting in higher expectations when it comes to the standards of cleaning and disinfecting shared spaces. Commercial cleaners were thrust into the spotlight and considered frontline essential workers in the fight to help stop the spread of germs and illness. Maintaining places of work or other common areas that were “just”

clean was no longer enough. Now as communities and businesses look to reestablish occupancy, it remains critical to find better approaches to cleaning and disinfecting surfaces to ensure it's done effectively and in a way that helps safeguard public health. To enable this to happen, cleaning professionals deserve the education and resources to help them with the important responsibility of maintaining healthy spaces where people can work and gather.

Cleaning for Health: Beyond COVID-19

Research shows that even as the third wave of the pandemic begins to subside, heightened consumer interest and demand for maintaining clean-

ing and disinfecting routines in public spaces continues to be top of mind. In fact, 60% of Americans were bringing disinfectants with them regularly to disinfect high-touch surfaces outside of the home.¹ Rightfully so, because even beyond COVID-19, there are many other germs that can spread via surfaces – such as influenza, norovirus and MRSA. Outbreaks caused by these germs can shut down schools, offices and other facilities. As a result, cleaning for health remains a key part of a holistic strategy to help reduce this risk.

While cleaning for health is not a new concept, the pandemic highlighted the need for a more balanced approach to disinfection that could be sustained longer term. There is a time to clean and a time to disinfect. Clorox refers to this approach as Smart Disinfection, which means targeting “higher risk surfaces” and “higher risk areas” to help reduce the transmission of germs that can cause illness. A key component of Smart Disinfection is also to optimize the use of labor and disinfectants for greater efficiency. Examples of higher risk areas include:

- High traffic areas that also have



- many commonly touched surfaces
- Potential for higher exposure to germs
- Where populations are more vulnerable to infections such as daycare, eldercare and healthcare



CloroxPro™ HealthyClean™

Cleaning for Health: Education and Training for Success

Smart Disinfection is just one important component of cleaning for health. There are many aspects that are vital to understand in order to deliver great results without breaking the bank. Learning how to clean for health in a way that is effective, efficient and safe can help ensure these processes are a manageable part of day-to-day cleaning operations.

To make this type of knowledge and education accessible, CloroxPro is launching two comprehensive online interactive certificate courses within a new training platform called CloroxPro™ HealthyClean™. These courses are designed specifically for frontline cleaners and managers to provide them with the information and skills needed to deliver a healthy clean on an on-going basis – not just during a pandemic.

The courses were developed by CloroxPro – a division of The Clorox Company – including their internal Clinical and Scientific Affairs team, who are dedicated scientists, engineers and public health professionals committed to infection prevention. They were designed in accordance with OSHA, CDC, and EPA

guidelines and regulations – and with guidance from an external Advisory Board with expertise in facility management, commercial cleaning and infectious disease.

In addition, the CloroxPro HealthyClean Certificate Program follows the ASTM E-2659 Standard Practice for Certificate Programs and the courses are under review by the American National Standards Institute (ANSI) National Accreditation Board for compliance to ensure the highest standards for training comprehension and quality program delivery.

Upon completing the courses and receiving a passing score on the final evaluation, cleaning professionals will be awarded a Certificate of Mastery and a digital badge as a CloroxPro™ HealthyClean™ Trained Specialist that they can use to showcase their accomplishments, their commitment to excellence and their expertise in knowing how to clean for health.

If you are interested in learning more about the upcoming CloroxPro HealthyClean Certificate Program, please contact us at CloroxPro.HealthyClean@clorox.com.

¹Clorox Custom Research, Clean Confidence Index: Wave 2 (n=2000), February 2021

Exhibit Hall Hours

WEDNESDAY, NOVEMBER 17
10:00 a.m. – 5:00 p.m.

THURSDAY, NOVEMBER 18
10:00 a.m. – 2:00 p.m.



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GBAC STAR Implement the industry's highest standards for cleaning and disinfection.

Lessons-Learn From LEED and Green Cleaning

There are important lessons-learned from the United States Green Building Council (USGBC) which in 2002 released the pilot version of its LEED Rating System for Existing Buildings (LEED:EB). LEED:EB created a roadmap to help identify the requirements for a comprehensive Green Cleaning program addressing both cleaning products and services.

Beyond the roadmap, the USGBC provided on their website the ability to search their "project list" for buildings in the LEED Rating System as these clearly would benefit from purchasing green products and services. Using this prospecting approach, savvy sales people could target those buildings and avoid wasting time trying to sell green products and services to those who might not care.

In the same way, sustainability presents an opportunity for business growth in a new niche representing hundreds of thousands of buildings around the globe. These building owners are again the early adopters who want to purchase their green products and services from like-minded suppliers who are also producing sustainability reports, reporting on the carbon emissions, developing reduction targets and more. For those selling cleaning products and services,

identifying the organizations participating in the following programs will serve as a roadmap to sales success.

Investors - The Driver of Sustainability Reporting

According to a recent article in the Wall Street Journal "within the next couple of years, every public company in the U.S. might well be required to report climate information. Such an effort would be the biggest potential expansion in corporate disclosure since the creation of the Depression-era rules over financial disclosures that underpin modern corporate statements." "When it comes to disclosure, investors have told us what they want," Securities and Exchange Commission Chairman Gary Gensler said recently. "It's now time for the commission to take the baton."

The demands for climate-related information carry weight as "green" financial products surge in popularity. Some \$51 billion poured into sustainable U.S. mutual funds and exchange-traded funds last year, according to data provider Morningstar Inc. That was almost 10 times the level of 2018 and represented nearly a quarter of the cash that went into all U.S. stock and bond funds last year, Morningstar

said.

The SEC is working on a potential climate-disclosure regulation. It has the backing of the White House, which has called for drastic cuts in emissions. Countries in Europe already require that companies doing business there honor governments' demands for climate disclosures.

Regulators say climate change poses specific risks investors should be told about. Among them is the risk that companies producing a lot of greenhouse gases could be avoided by some lenders, insurers or investors, either because those parties see the companies as harming the environment or because they view the companies' businesses as vulnerable. A scientific panel working under the auspices of the United Nations stated in a report recently that effects of a warming climate are unequivocally driven by greenhouse-gas emissions from human activity.

Whether the demand for sustainability reporting is happening because of business risk, government requirements, climate concerns or other reasons and commitments - what is important for the suppliers of cleaning products and services to understand is that it is happening amongst a broad swath of prospective businesses and organizations. As their reporting requirements grow, so too will their requirements of vendors and being able to accurately and eas-

ily report on the information will be the "ticket to the dance" and in many cases will open doors or block the opportunity for business success.

What Reporting Is Required: Understanding Scope 1, Scope 2 and Scope 3

Most all of the investors and programs which they use address greenhouse gas emissions which are categorized into three groups or 'Scopes' by the most widely-used international accounting tool, the Greenhouse Gas (GHG) Protocol.

- Scope 1 covers direct emissions from the facilities and vehicles owned or controlled by the organization.
- Scope 2 covers indirect emissions from the generation of purchased electricity, steam, heating and cooling consumed by the reporting company.
- Scope 3 includes all other indirect emissions that occur in a company's value chain and is incredibly important as studies have indicated that for the average company, **supply chain emissions are 11.4 times greater than their direct emissions.**

It is this Scope 3 reporting requirements that affects the cleaning industry as more customers will require this information as part of doing business with them.

continued on page 16

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Lessons-Learn From LEED and Green Cleaning

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Reporting Programs Used by Investors

The following are examples of some of the major programs used for sustainability reporting. From a sales perspective, each organizations identifies those who are reporting on their websites and it is these organizations that present the early opportunity for sales success:

•**Carbon Disclosure Project (CDP)** is a nonprofit that runs the global disclosure system for investors, companies, cities, states and regions to manage their environmental impacts. Many consider the CDP to be the gold standard of environmental reporting with the richest and most comprehensive dataset on corporate and city action. CDP includes reporting from 10,000+ companies, cities, states and regions.

•**Global Real Estate Sustainability Benchmark (GRESB)** is used by more than 100 institutional investors, including pension funds and insurance companies to optimize the risk/return profile of their investments. GRESB reporting is done by more than 1,200 property companies, real estate investment trusts (REITs), funds, and developers covering more than 96,000 assets across 64 countries.

•**Global Reporting Initiative (GRI)**

defines sustainability reporting as the practice of companies disclosing the most significant economic, environmental and social impacts that arise from their corporate activities, and thereby being held accountable for these impacts and responsible for managing them. The GRI is used by 73% of the largest 250 organizations in the world (G250) from over 70 countries with over 1,300 reports from the United States alone.

•**Sustainability Accounting Standards Board (SASB)** connects businesses and investors on the financial impacts of sustainability. SASB Standards enable businesses around the world to identify, manage, and communicate financially material sustainability information to investors. SASB Standards are industry specific and are designed to be decision-useful for investors and cost-effective for companies including over 850 from the United States.

•**International Integrated Reporting Framework (IIRC)** aims to improve the quality of information available to providers of financial capital to enable a more efficient and productive allocation of capital; promote a more cohesive and efficient approach to corporate reporting. IIRC has been developed and used around the world, in over 70 countries.

•**Value Reporting Foundation** was created in June, 2021 through a

merger between the International Integrated Reporting Council (IIRC) and the Sustainability Accounting Standards Board (SASB) today. The Value Reporting Foundation supports business and investor decision-making with three key resources: Integrated Thinking Principles, Integrated Reporting Framework and SASB Standards. These tools help businesses and investors develop a shared understanding of enterprise value and how it is created, preserved or eroded over time.

•**Task Force on Climate-Related Financial Disclosures (TCFD)** was established by the Financial Stability Board to develop recommendations for more effective climate-related disclosures that could promote more informed investment, credit, and insurance underwriting decisions and, in turn, enable stakeholders to understand better the concentrations of carbon-related assets in the financial sector and the financial system's exposures to climate-related risks.

Stephen P. Ashkin is president of The Ashkin Group, a consulting firm specializing in Green cleaning and sustainability.



Stephen P. Ashkin

Triple S Adds 5 New Members

Triple S is pleased to announce the addition of 5 new Members:

Coastal Chemical & Paper
Lee Grant
Wilmington, NC

WJ Office
Neville Chaney
Boone, NC

Oliver Distributing Company
David Oliver
Covington, VA

Cavalier, Inc.
Bruce Heller
Norfolk, VA

Quartermaster Facility Supplies, LLC
Aaron Anger
Indianapolis, IN

All our new Members have access to our RDCs and our network of Suppliers. In addition, they have access to our Partners in Protection Reopening Plan, Gateway Facility Assessment App, and the Strategy & Leadership Executive Learning Program.

ing sustainability with the goal of protecting natural resources and reducing facility operating costs. He is considered the "father of Green Cleaning," is on the Board of the Green Sports Alliance, and has been inducted into the International Green Industry Hall of Fame (IGIHOF). He can be reached at steveashkin@ashkingroup.com

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| Virtual Train the Trainer Workshop | February 3, 10, 17, 24, 2022 |
| CertifiedWorkloading Specialist | February 24, 2022 |
| Train the Trainer Workshop | March 15-17, 2022 |
| Virtual CIMS Expert Workshop | April 6-7, 2022 |
| CertifiedWorkloading Specialist | April 13, 2022 |
| Virtual Accredited Auditing Professional Workshop | May 18, 2022 |
| Train the Trainer Workshop | June 7-9, 2022 |
| All NEW Supervisor Bootcamp | July 19-21, 2022 |
| Train the Trainer Workshop | August 9-11, 2022 |
| Virtual Accredited Auditing Professional Workshop | September 14, 2022 |
| Certified Workloading Specialist | October 10, 2022 |
| Train the Trainer Workshop | October 11-12, 2022 |
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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.

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New Product & Exhibitor Highlights

Cascades Pro W-2134

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To learn more: cascadespro.com or come see us at Booth W2134



Tork, an Essity brand Booth 3029

Elevate your business with sustainable hygiene management



Learn more at Tork booth #3029 or torkusa.com/ISSA



Spartan Chemical W-2245

CUSTODIAL MANAGEMENT made simple



CompuClean® custodial management software makes it simple to manage and document every aspect of your cleaning operation. An easy-to-use reporting system and variety of machine-mounted, handheld, and mobile devices ensure quality assurance and more. Plus, the CompuClean mobile app with quality inspectors at your fingertips, providing real-time reporting and analysis.

We've been making clean simple for more than 65 years. See what's next at ISSA booth 2245



ACS Industries Booth W-4050

Moving Forward, beyond the Pandemic
COVID-19 has changed how Cleaning for Health is viewed

First & Only Antimicrobial pads! Innovating For Health

- The broad-spectrum performance of antimicrobial substances makes them perfect for use in hygiene critical environments.
- Customers are looking to clean, sanitize and disinfect more efficiently to create a healthy indoor environment.
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Elevate your business with sustainable hygiene management

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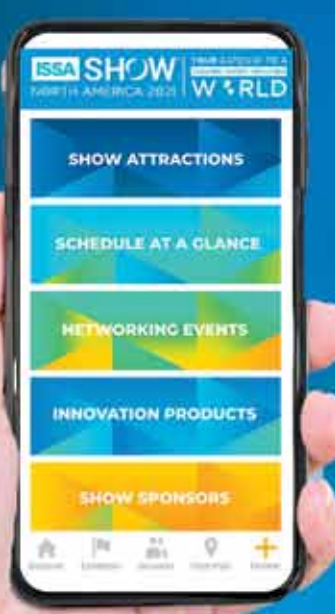
Trebor Booth W-862

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GOJO Industries W-4045

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Learn more at GOJO Booth #4045.

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ISSA Las Vegas Booth #W-862

U.S. Battery Booth D25

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