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Rochester, NY

Maintenance Sales News

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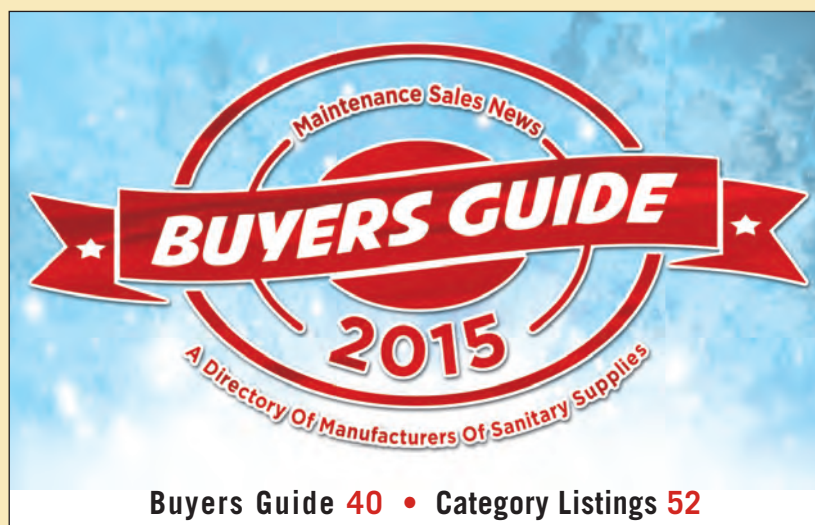


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**On The Cover:** David and Tracy Scalen founded Regional Distributors, Inc., of Rochester, NY, in 1994. The distributorship services customers in Western New York and the southern tier of the state down to the Pennsylvania border. See story on Page 6.

**Circle Number Replies Are Now Online @ [www.maintenancesalesnews.com/circles.htm](http://www.maintenancesalesnews.com/circles.htm)**

## Industry Calendar of Events

**March 7-10, 2015** — International Home & Housewares Show, McCormick Place, Chicago, IL. For information: 847-292-4200.

**April 28-29, 2015** — Canadian Sanitation Supply Association's Can Clean 2015, Mississauga, ON. For information: 866-684-8273.

**May 5-7, 2015** — National Hardware Show, Las Vegas Convention Center, Las Vegas, NV. For information: [www.nationalhardwareshow.com](http://www.nationalhardwareshow.com).

**May 16-19, 2015** — National Restaurant Association's Restaurant, Hotel-Motel Show, McCormick Place, Chicago, IL. For information: 800-424-5156.

**October 20-23, 2015** — ISSA/INTERCLEAN® - North America, Las Vegas Convention Center, Las Vegas, NV. For information: 847-982-0800.

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# Regional Distributors, Inc.



## Serving Multiple Markets In Rochester, NY

By Rick Mullen  
Maintenance Sales News Associate Editor

David and Tracy Scalen founded **Regional Distributors, Inc.**, of Rochester, NY, in 1994, with the idea of forming a progressive-minded, one-stop janitorial/sanitation distributorship, embracing cutting-edge modern technologies and innovations.

Prior to the establishment of Regional Distributors as a family-owned New York State-certified Women's Business Enterprise, David Scalen, who is **vice president/general manager**, had experience in the jan/san field, while working for another company. Tracy Scalen is the company's **president and director of finance**.

"I was working for another distributor who, in my opinion, was not progressive-minded," David Scalen said. "I just saw a great opportunity to enter markets they didn't want to service." Today, Regional services a variety of market segments consisting of more than 2,500 customers, including, education; foodservice; food processing and gro-

cers; health care; laundry and hospitality; ice cream and frozen yogurt; industrial; janitorial; and recreation.

"Regional Distributors is a full-service jan/san company that also provides full maintenance service on laundry and warewash machines and products," Scalen said. "We do a huge amount of business in the education, foodservice, health care and hospitality segments and we have many building service contractors as clients. In addition, through

one of our acquisitions, we sell ice cream and frozen yogurt mixes and toppings, as well as hundreds of specialty items.

"Business has been exceptionally good."

The company's progressive vision and focus on customers is reflected

in its mission statement: "Regional Distributors, Inc. is committed to providing the highest level of quality and service to our customers. We achieve this by drawing on the synergies between our skilled and dedicated workforce and the utilization of leading-edge technology and equipment."

**"Customers have to like you, then they have to trust you. If you are a really good sales person, they will love you."**

— David Scalen, vice president/general manager



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## Core Principles And Values

Regional Distributors' company culture is based on the values of trust, respect, reliability and attentiveness, according to Scalen.

"Our philosophy is to treat customers right," he said. "We don't change our tune in the middle of a song. When we make promises to customers we stick to them, even if we are going to lose money — we made the promise and we are going to stick to it."

"We treat people honestly, fairly and sincerely. That simple truth really makes all the difference. Customers want to be treated fairly. Customers want to be able to trust you."

"A customer/sales person relationship typically goes through several stages. First, customers have to like you (the sales person), then they have to trust you. If you are a really good sales person, they will love you."



Left to right are Vice President and General Manager David Scalen, Vice President of Sales Charlie LaRocca, Director of Operations Mary Deacon, President Tracy Scalen and Purchasing Manager Lance Boyington.

Regional Distributors' "value proposition" to customers, as is detailed on the company's website, [www.regdist.com](http://www.regdist.com), says, in part: "Regional Distributors, Inc. is a trusted partner to Western New York businesses that are dissatisfied with inefficient commercial products that do not meet unique business needs and customer service that often falls short of expectations ...."

The company's core principles and values include:

- To passionately focus on driving customer success;
- To be brilliant at the basics;
- To service the customer with infectious enthusiasm;
- To employ the right people;
- To have a passion for excellence;
- To drive down operational costs/maintain flexibility for competitive advantage;
- Create a clear, simple, reality-based vision and communicate it to all; and
- Possess enormous energy and the ability to energize others.

"One of the most important things is to get in front of customers and help them understand our value proposition," Scalen said. "We really hold the customer's hand and help him or her to be successful."

That kind of personalized interaction between a company's sales staff and customers is a key element in what differentiates distributors from just shopping strictly online, Scalen said.

**"One of the most important things is to get in front of customers and help them understand our value proposition. We really hold the customer's hand and help him or her to be successful."**

**"Our philosophy is to treat customers right. We don't change our tune in the middle of a song. When we make promises to customers we stick to them, even if we are going to lose money — we made the promise and we are going to stick to it."**

"If we can get our sales folks or our specialists right in front of customers, we can assess what they are doing, assess their procedures and processes and make suitable recommendations that bring more value than customers originally expected," Scalen said. "We try to really help our customers be more successful than they expect and that is the key. We always feel like working hard to make our customers thrive garners a lot of loyalty."

Regional Distributors' slogan is: "Creating exceptional customer service experiences."

"When customers need something, we assist them through the entire process and, not only get them what they need, we also get them what they didn't know they needed," Scalen said. "This is part of that 'exceptional experience' we want for all our customers. Everybody in the company works very, very hard, whether its people on the phones, drivers, warehouse pickers, etc. It is all about customer service and delivering an exceptional experience from beginning to end."

"If the warehouse people are picking the orders wrong and there is a high error rate, that is poor customer service. If the people on the phones can't answer questions in a timely manner, that is poor customer service. But, this is not what we focus on. Rather, we focus on getting the job done right in the first place, which is that exceptional experience."

While the entire staff of Regional Distributors works together toward the common goal of creating exceptional customer service experiences, the company has three basic "teams" that concentrate on specific tasks and services.

According to the company, account managers pride themselves on being product and solutions specialists dedicated to customers' success. Account managers are trained to conduct an ongoing, in-depth assessment of a customer's facility and recommend products that will be most efficient and cost effective.

The customer support team provides professional, friendly, and responsive support in ensuring that every customer experience is exceptional. Whether it is a customer inquiring about a product or placing an order, customer service people are adept at listening to customers' needs and delivering quality service.

The company's drivers and the warehouse teams are trained to understand that without accurate and timely shipments, little else matters.

"When someone does business with Regional Distributors, he or she can sleep well at night, knowing everything has been taken care of — the customer doesn't have to worry about a thing," Scalen said.

Regional Distributors has developed strategic partnerships with companies offering leading brands in several markets. The company says these relationships allow it to keep customers up-to-date about the latest solutions to increase efficiency and decrease costs.

"We are always seeking to add new vendors," Scalen said. "We feel it is very important to seek out the best and most relevant vendors for our customers."

### The Times They Are A-Changin'

Bob Dylan said it best in his iconic anthem of the turbulent '60s, "The Times They Are A-Changin'." With the growing emphasis on real-time communications and new marketing technologies, the Scalens have found the times are still changing at an ever-rapid rate.

"What has changed since the 1994 founding of Regional Distributors? — everything," Scalen said. "Customer expectations were completely different from what they are today. The customer expects to have answers instantaneously."

"We achieve this by utilizing modern technology. If a company does not have the right technology in place, it is not going to meet customers' needs today and into the future."





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Indeed, Regional Distributors has embraced cutting-edge technology by using the latest software and the latest in Internet and hand-held technologies.

“We use CRM (customer relationship management) software,” Scalen said. “Our sales staff all have iPads and iPhones. We have developed apps and have provided a mobile format where everything the sales person needs is in one place and can easily be accessed from the field. We have done this because customers’ expectations are such that they don’t want to wait for anything.”

While Regional Distributors takes advantage of the Internet by using its website for ordering and as an informational tool, online technology has also been a thorn in the side of many companies.

**“If warehouse people are picking orders wrong, that is poor customer service. If the people on the phones can’t answer questions in a timely manner, that is poor customer service. But, this is not what we focus on. Rather, we focus on getting the job done right in the first place.”**

“The Internet provides pricing awareness instantly, which has had a big impact for many distributors. Customers want information now. Years ago, it was OK to wait a week for a quote, not today — they want it now or they go someplace else.”

Another thing that has changed is the people with which Regional Distributors does business.

“Many of the buyers we used to call on 20 years ago have retired — they are in Florida,” Scalen said. “As Baby Boomers retire and new people take their positions, we must really start thinking about what they are going to want. We have to figure out how are they going to want to conduct business, to be contacted, to learn about new products, etc.”

Speaking of Baby Boomers, one of the hot topics in the cleaning segment has been the aging of the workforce and how to attract and treat the younger generation of workers.

Again, technology can play an important role in attracting younger people into the jan/san marketplace, Scalen said.

**“As Baby Boomers retire and new people take their positions, we must really start thinking about what they are going to want. We have to figure out how are they going to want to conduct business, to be contacted, to learn about new products, etc.”**

When Regional Distributors built its new office portion of its facility about four years ago, it was designed with attracting younger people in mind.

“One of our primary priorities moving forward is to recruit and hire some younger people,” Scalen said. “When we built these new offices, we spent way more money than we needed to, but we now have Class A office space.

“Where older folks would maybe not mind working in an office space that looks a little ‘tired,’ younger people don’t want to work in such a setting. Therefore, we have created an environment that has an open design layout and a large focus on technology that we feel will bring in that younger generation.”

On its website, the Building Owners



The advertisement features a large graphic with a blue and green arc at the top. Inside the arc is a circular seal that reads "COMPLETE CLEANING" and "ODOR CONTROL" around a central "C" logo. Below the arc is the Airx logo, which consists of the word "AIRx" in blue and green, with a registered trademark symbol. Underneath the logo is the text "Your SOLUTION to 3-DIMENSIONAL ODOR & PATHOGEN CONTROL". To the right of the arc is a photograph of a sunflower. Below the main text is a list of three bullet points: "Airborne", "Surface", and "Sub-Surface". To the right of the list are three white plastic jugs of Airx cleaning products. The middle jug is labeled "AIRx BIO ENZYMATIC FOUL ODOR DIGESTER" and has a "66" on it. The left and right jugs are labeled "AIRx SUPER STRENGTH FOUL ODOR ELIMINATOR" and have "101" on them. Below the jugs is the text "Celebrating 30 years of solving the worst problems you have in your business". At the bottom of the ad is the text "Airx Labs can solve any odor or pathogen issues your customers or facility may have. Call, email or fax us your problem and we will provide samples and supply you with the proper cleaning and disposal methods for free." followed by "FREE SAMPLES TO SOLVE YOUR PROBLEMS!" in large bold letters. Below that is the URL "www.airxlabs.com/samples/" and the phone number "610-534-8900 or fax 610-534-8912". At the very bottom is the text "Airx is a division of The Bullen Companies".

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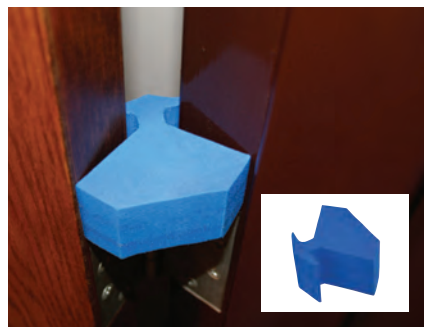


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and Managers Association International (BOMA International) defines a class A building as the “most prestigious buildings competing for premier office users with rents above average for the area. Buildings have high quality standard finishes, state-of-the-art systems, exceptional accessibility and a definite market presence.”

While the cleaning industry develops strategies to attract younger employees into the field, other challenges loom once they are hired. Many successful companies, such as Regional Distributors, are becoming educated about the differing work habits and expectations of younger workers, compared to their older counterparts.

“Young people today need to be managed differently,” Scalen said. “I think it is a misnomer that young people don’t have the same work ethic as prior generations. We have a lot of hard working young people, but they do need to be communicated with differently. Their expectations are different than older employees.”

Regional Distributors has been successful mining talented, high quality employ-



*Regional Distributors’ state-of-the-art facility includes offices, a high-bay 60,000-square-foot warehouse and a large training room. The graphics on the truck shown in the inset indicate the company’s commitment to hiring U.S. military veterans.*

ees from the ranks of the country’s military veterans. The effort in hiring veterans resonates even more with the Scalens, as both their families have a history of military service.

“My dad was in the Army, and both of my wife’s parents were in the Marine Corps,” Scalen said. “Hiring vets is something that we are passionate about and that makes us very, very proud.”

“Our vet employees are great workers. They are ‘buttoned up and squared away,’ as they say. They are highly dependable and highly trainable.”

### Emphasis On Green And Sustainability

There is a Native American saying that goes: “We do not inherit the land from our ancestors, we borrow it from our children,” which is one of Scalen’s favorites. “I personally feel that we have to leave the world better than we found it,” Scalen said.

Regional Distributors is committed to becoming its customers’ No. 1 distributor for green supply needs, Scalen said. The company is continuously seeking new sustainable products, including compostable, biodegradable, renewable, and recyclable products to add to its product lineup.

The company carries Green Seal, EcoLogo, and U.S. EPA Design for the Environment (DfE) certified products that are manufactured in a sustainable way and are guaranteed to have minimal impact on the environment.

**“We might make some recommendations that are not the best for us, but are the best for the customer. At the end of the day, when we do right by the customer, we are always in a better position.”**

Regional Distributors’ team of industry experts are trained and have the experience to provide customers with industry insight and cost-savings solutions, as well as green product and solution recommendations.

“One of the important aspects of green and sustainability that we emphasize is being truthful with our customers,” Scalen said. “The question we ask is, ‘How will the products a customer is purchasing have a measurable impact on improving the health of the environment and building occupants?’ We help customers understand what the impact would be for future generations.

“If there is no impact, we will tell them, ‘If this is going to be just a feel-good purchase for you that’s fine, but you may want to spend your money in a place where you could actually save money and reduce your carbon footprint. We are very open and honest, and we have those conversations with our customers.’”

Regional Distributors’ experts are able to assist customers in developing customized solutions and environmentally responsible programs for complete facility care, floorcare, warewashing, laundry, foodservice packaging, etc. These programs and solutions are designed to help customers reduce costs, time, labor, resource consumption, and environmental and human health impact.

To begin the process of developing an environmentally responsible program, Regional Distributors’ team of experts will

provide a green cleaning assessment for customers. This involves a review of the customers’ cleaning supplies and materials and their environmental impact on a particular facility, as well as the occupants.

Once an assessment is complete, Regional Distributors’

team will design and outline a specific cleaning process that has an environmentally sound strategy.

“We might make some recommendations that are not the best for us, but are the best for the customer,” Scalen said. “At the end of the day, when we do right by the customer, we are always in a better position.”

Once the process is in place, the team trains customers’ staffs to use the new customized plan to protect the health of their facility, occupants and the environment.

In addition, Regional Distributors provides in-depth, personalized product and equipment training to educate customers on the importance of health and safety measures. Preventative maintenance services for equipment are also provided.

“We must make sure we are really making a difference, because there are so many products out there that are touted to be green, but, at the end of the day, they don’t really make a difference,” Scalen said. “What differentiates our approach from some other

companies is that open, honest dialogue with customers about what they want to accomplish.”

Not only does Regional Distributors talk the talk when it comes to green and sustainability, it walks the walk. Green programs, products, systems and techniques implemented at the company’s office and warehouse facility have cut energy costs by 50 percent.

The distributorship’s initiatives at its office/warehouse facility include energy recovery ventilation, high density spray foam insulation, energy-efficient indoor lighting, occupancy sensor lighting, hydroelectric power and exterior LED lighting.

**“My dad was in the Army, and both of my wife’s parents were in the Marine Corps. Hiring vets is something that we are passionate about and that makes us very, very proud.”**



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“Our warehouse is relatively new at about 20 years old,” Scalen said. “It is a high-bay 60,000-square-foot warehouse. Our offices are approaching four years old. The facility also has a large training room.

“We conduct training in our building for customers, but we will also go to a customer’s facility. Whatever the customer needs, that is what we are willing to do. It is easy to sell new products. The thing that really makes the difference is that people are using items the right way, and are getting the most out of the tools they purchased.”

Regional Distributors’ facility is classified as a LEED-designed (Leadership

in Energy & Environmental Design) building for implementing a number of requirements designated by the U.S. Green Building Council (USGBC).

Some of the LEED-designed features within the office include: light pollution reduction; water use reduction; water efficient landscaping; optimized energy performance; storage and collection of recyclables; enhanced refrigeration management; green power (hydro electric); building reuse; increased ventilation; low-emitting materials; indoor chemical and pollutant source control; controllability of systems (lighting and thermal comfort); thermal comfort; and daylight and views.

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**R**ochester is New York’s third largest city behind New York City and Buffalo, with a population of a little over 210,000 people, according to the U.S. Census Bureau.

The city is located on Lake Ontario in Western New York. The city is just northwest of the Finger Lakes region.

“Our delivery operation services Western New York and the southern tier of New York down to the Pennsylvania border,” Scalen said. “About 95 percent of deliveries are next-day. In addition, we strive for and come pretty close to 99.5 percent fill rates. We have a fleet of trucks sporting award winning graphics.

“The geographical location of our facility is at the crossroads of Rochester. We are minutes from the two major Interstates, which gives us the availability to get to any customer quickly. Because we are centrally located, we can save fuel and time and be more efficient.”

Regional Distributors also operates an equipment repair shop at its facility.

“When it comes to servicing and repairing equipment, our mantra of creating an exceptional experience for customers also applies,” Scalen said. “As in all aspects of the company, our two full-time equipment service technicians’ commitment is to do the job right the first time and take care of customers.”

Scalen said Regional Distributors’ equipment service and repair shop primarily services its own customers. The company does this to make sure the first and only priority is getting customers’ equipment serviced and back on the job as soon as possible.

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anyone who comes in, the customers who are there for you every week, placing orders, buying equipment and consumables, can get sacrificed at the expense of somebody who brought something in who is never going to buy from you again," Scalen said.

When the Scalens started the business in Rochester in 1994, they had one truck, one driver and a small warehouse. The company moved to Greece, NY, a suburb of Rochester, in 2001. In 2005, the city of Rochester helped the company relocate back to the city.

A news release on the city of Rochester's website says, in 2005, the city helped (Regional Distributors) relocate from Greece to Rochester by assisting with site selection and providing a \$100,000 loan toward equipment purchases.

The company's rapid growth since 1994 is also due to some strategically planned company acquisitions, according to Scalen. Regional Distributors absorbed several smaller local companies from 2004 to 2006.

In 2011, Regional Distributors expanded and renovated its office space.

The expansion was the result of \$2 million in investments that Regional Distributors had put toward acquisitions and renovations. The city of Rochester provided \$40,000 in grants toward the distributorship's continued growth, \$30,000 for renovations and \$10,000 for security enhancements, says a news release on the city's website.

Scalen said at that time: "The city of Rochester's Department of Neighborhood of Business Development assisted us through the entire process of this

project, from zoning and planning right through to working with the County and Canandaigua National Bank. The assistance that the city of Rochester provided will help us create new jobs in the community."

According to [www.visitrochester.com](http://www.visitrochester.com), *The Classic Guide for Finding Your Best Places to Live in America* (2007 edition), also known as *Places Rated Almanac*, rated Rochester the sixth best place to live in America. *Expansion Management* magazine (July 2007) ranked Rochester as having the best "Quality of Life" in the nation. *Child Magazine* has also listed Rochester one of "America's 10 Best Cities for Families."

"The economy in Rochester could always be better," Scalen said. "The Northeast can be a tough region to do business with a shrinking demographic, but it is still a good market. It is where we call home. Our success stems from the hard work and dedication of all our devoted employees and the loyalty of our customers.

"We have some hard-working folks here who are transforming customer expectations and experiences, and I am very optimistic about the future."

Contact: Regional Distributors, Inc.,

1281 Mount Read Blvd., Rochester, NY 14606.

Phone: 585-458-3300.

Email: [customer-service@regdist.com](mailto:customer-service@regdist.com).

Website: [www.regdist.com](http://www.regdist.com).

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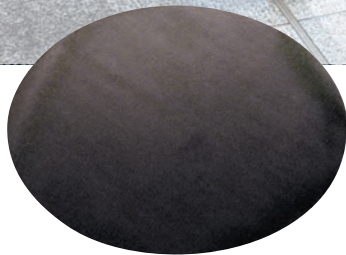
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Circle 21

## ACS Industries Has New Catalog

A new 2015 full line catalog is available from ACS Industries. This edition contains all UL validated non-woven pads made of 100 percent post-consumer recycled PET fiber.

All hand pads and floor pads meeting the validation requirements are marked on catalog pages with the UL Validation mark, similar to what appears on the new catalog cover.

This new edition contains a new specialty line of floor care products including Microfiber Floor Pads, Melamine Floor Pads and Turf Pads for Grout Line Cleaning.

Visit [www.acsindustries.com](http://www.acsindustries.com) for more information.



Circle No. 98

## Trojan Battery Launches Reliant™ AGM With C-Max Technology™

Reliant™ AGM with C-Max Technology™, a deep-cycle AGM battery, is now available from Trojan Battery Co., LLC.

The company says the Reliant AGM maximizes sustained performance and increases total energy output to meet demanding deep-cycling requirements in Trojan's market applications.

Reliant™ AGM is manufactured in the United States at Trojan's newest production facility in Sandersville, GA, and applications including aerial work platform, floor cleaning, golf, material handling, recreation, renewable energy, and remote telecom can benefit from its design. It is also designed to power equipment used in locations where regulatory mandates require use of non-spillable batteries such as airports, healthcare facilities, shopping centers, educational institutions, etc.

Trojan says the following are key product features and benefits:

- Proprietary Paste Formula – Paste features elements designed to address the unique needs of deep-cycle applications to maximize sustained performance and increase total energy;
- Unique Separator Composition – Thick design ensures high compression for effective contact between glass mat and plates, which protects against stratification for extended battery life;
- Plastic Polymer Case Design – Distinct plastic polymer case formula with reinforced case end walls increases durability and provides higher battery cell compression to ensure reliable performance;
- Maximum Flame Arrestors – Features one flame arrestor for each cell for maximum safety; and,
- U.S. Manufacturing Excellence – Trojan's advanced technology, premium components, exacting quality standards, dual-sided pasting process and superior manufacturing techniques, delivers consistent battery quality and reliability in deep-cycle AGM applications. Reliant AGM is manufactured in the United States at Trojan's AGM facility in Sandersville, GA.

Market differentiation includes:

- A single source manufacturer for deep-cycle flooded and AGM batteries;
- The more than 150 years of combined AGM expertise of Trojan's engineering team, and the company's investment in state-of-the-art cast-on-strap equipment specifically designed for manufacturing deep-cycle AGM batteries, ensures overall product quality;
- Global technical support team provides comprehensive customer support; and,
- Extensive testing, including compliance and verification to IEC, SAE and BCI Industry standards, ensures the reliability and consistency of Trojan batteries.

Visit [www.trojanbattery.com](http://www.trojanbattery.com) for more information.



Circle No. 99

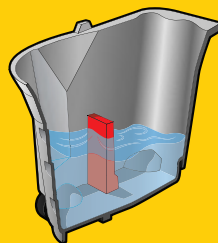


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## Industry Personnel Changes

### Spartan Chemical Promotes Gaubert To Manager Of Research And New Product Development

Spartan Chemical Company, Inc., announced the promotion of Nate Gaubert to manager of research and new product development. Gaubert began his career with Spartan in 2005 as the laundry/warewash chemist, where he was responsible for the day to day development of the laundry and warewash lines. He is now working on new products and projects that Spartan is planning to take to market.

Gaubert received a bachelor's degree in chemistry from Texas A&M University in College Station, TX, and completed his master's degree in analytical chemistry, from The Ohio State University in Columbus, OH.



Nate Gaubert



Sarah Libbe

### Sarah Libbe New Spartan Controller

Spartan also announced the appointment of Sarah Libbe as controller.

Libbe spent the last five years as an audit manager for Ernst & Young, in Toledo, OH, where she provided audit services to clients.

Libbe previously managed audit engagement teams including coordination with other service lines such as information technology and tax auditors. She also coordinated and supervised simultaneous financial statement audit engagements for several companies, in varying industries, in the Toledo market.

Libbe received her Bachelors of Science degree in business administration from Ohio Northern University, in Ada, OH. She completed a Masters of Accountancy degree at Bowling Green State University, in Bowling Green, OH, with a specialization in taxation. She is also a certified public accountant.

### Spartan Chemical Promotes Justin Bachenberg To Regional Manager

Spartan also announced the promotion of Justin Bachenberg to regional manager for the Seattle region.

Previously, he spent six years at Whiteway Building Services in Omaha, NE, most recently serving in a Operations Supervision role. Prior to that, he spent 10 years in the military; 4 years active duty and 6 in the Reserves. Bachenberg attended The University of Nebraska in Omaha with a concentration in finance.

Visit [www.spartanchemical.com](http://www.spartanchemical.com) for more information.



Justin Bachenberg

### Robert O'Donnell Joins Diamond Chemical Company, Inc. As Technical Representative

Diamond Chemical, of East Rutherford, NJ, a national manufacturer of laundry, warewash, floor care, housekeeping, organic intermediates, industrial and consumer products, has added Robert O'Donnell as technical representative in Diamond's Institutional Group.

O'Donnell has 13 years of experience in sales, service and sales management for warewash and on-premise laundries. He is also an accomplished chef with first-hand knowledge of the needs of the restaurant, banquet and catering businesses.

O'Donnell can be reached at 201-206-8713 (cell phone) and/or [rodonnell@diamondchem.com](mailto:rodonnell@diamondchem.com).



Robert O'Donnell

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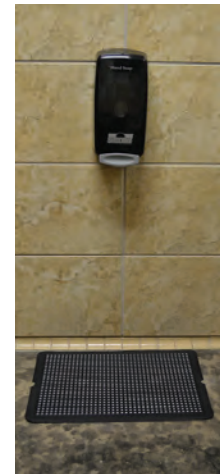
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## Cleaning And Disinfecting To Prevent The Spread Of Winter Germs



By Rosie D. Lyles, MD, MHA, MSc, Head of Clinical Affairs, Clorox Professional Products

Colds and cases of influenza and norovirus can occur year-round, but in the United States these viruses typically peak during winter months. According to the U.S. Centers for Disease Control and Prevention (CDC), 80 percent of norovirus outbreaks occur between November and April and records show that 47 percent of the time, influenza activity peaks in February<sup>2</sup> and in most cases, people get colds in the winter and early spring<sup>3</sup>.

Below is information on the leading culprits behind winter outbreaks – rhinovirus, influenza and norovirus – and tips to help your facility prevent the spread of illness-causing germs and manage outbreaks.

### Leading Causes of Winter Outbreaks

Rhinovirus, the leading cause of common colds, is spread through the air and contact with contaminated surfaces. There are over one billion colds in the U.S. each year<sup>4</sup>. Most people get colds in the winter and spring, but it is possible to get a cold at any time of the year.

Another culprit is influenza. Five to 20 percent of Americans get influenza and over 200,000 are hospitalized for seasonal flu-related complications each year<sup>5</sup>. Influenza can spread through the air from up to six feet away via the droplets formed from coughs or sneezes. It can also spread when people touch contaminated surfaces and then touch their own mouth or nose. The flu virus can also survive on hard surfaces for up to 48

hours and on soft surfaces for up to 12 hours<sup>6</sup>.

Cleaning professionals also need to be on guard against norovirus. Norovirus is the number one cause of acute gastroenteritis in the U.S. Each year norovirus causes an average of 21 million total illnesses, 71,000 hospitalizations, 400,000 emergency department visits and 800 deaths<sup>7</sup>. It takes as few as 18 virus particles to cause infection, and once infected, a person is capable of spreading the virus to many others.

### Preventing the Spread of Winter Germs

Regular cleaning and disinfection are the best ways to help mitigate the impact of winter illnesses, but effective strategies require a holistic approach that targets germs throughout the facility, on hard and soft surfaces.

- **Disinfect hard surfaces.** Frequently touched hard surfaces and germ-prone restrooms should be disinfected at least daily. Clorox® Disinfecting Wipes are ideal because they clean and disinfect in one step and are Environmental Protection Agency (EPA) registered to kill rhinovirus and influenza. They also sanitize against bacteria in just 10 seconds\*.

- **Sanitize soft surfaces.** From carpets to upholstery, soft surfaces can be pathogen reservoirs. For example, flu viruses can survive on soft surfaces for up to 12 hours.<sup>3</sup> Clorox Commercial Solutions® Clorox® 4 in One Disinfectant & Sanitizer is EPA-registered to kill bacteria on both hard and soft surfaces<sup>9</sup> in 30 seconds.

- **Ensure products are used correctly.** No matter which disinfectant is ultimately selected, it is important to remember that the

best results are achieved when products are used correctly. Always refer to the product label and follow the manufacturer's instructions for use and contact time, or the length of time the disinfectant needs to remain wet on the surface to properly kill bacteria. Disinfectants with short kill times and a wide range of kill claims provide the best value because they can do a lot in a shorter amount of time and do not require re-application to ensure the surface stays wet for the specified time.

- **Provide ongoing training and education.** Everyone at the facility needs to understand his or her role and responsibilities and follow established infection prevention protocols, so training must be a key component of any program. Establishing standardized procedures and cleaning protocols is key to delivering consistent, high quality results. A recent survey<sup>8</sup> of cleaning industry professionals conducted by the Clorox Professional Products Company in partnership with ISSA, the leading trade association for the cleaning industry worldwide, found that most cleaning professionals (68 percent) say their staff does not understand or only somewhat understands the differences between cleaning, sanitizing and disinfecting. These distinctions are important.<sup>9</sup>

**Cleaning physically removes germs, dirt, and impurities from surfaces or objects, but does not necessarily kill them.**

**Sanitizing lowers the number of germs on surfaces or objects to a safe level as judged by public health standards or requirements to lower the risk of spreading infection.**

**Disinfecting kills germs on surfaces or objects. It does not necessarily clean dirty**

surfaces or remove germs, but it kills germs on surfaces.

- **Practice healthy habits.** Employees should wash their hands regularly with soap and warm water, especially after emptying waste baskets, touching used tissues or using the bathroom. Hand washing education has been shown to reduce respiratory illnesses in the population by 21 percent<sup>10</sup>. Encouraging workers to stay home when sick and practice good hand hygiene in conjunction with efficient cleaning and disinfecting are crucial to preventing the spread of infection and reducing cross-contamination.

Winter illnesses don't just strike individuals. They can have a huge financial impact. Nearly 111 million workdays are lost each year due to influenza alone, which adds up to approximately \$7 billion per year in sick days and lost productivity<sup>11</sup>. The best way to fight back is with a proactive, facility-wide approach using products grounded in science.

\*Claims are Federal EPA registered and may be pending in your state.

<sup>1</sup>Enterobacter aerogenes and Staphylococcus aureus on 100 percent cotton or 100 percent polyester

<sup>2</sup>CDC - Seasonal Influenza (Flu) - The Flu Season. Centers for Disease Control and Prevention, 12 Oct. 2012. Date accessed: 3 Sept. 2013.

<sup>3</sup>CDC - Seasonal Influenza (Flu) - What You Should Know for the 2012-2013 Influenza Season. Centers for Disease Control and Prevention, 15 Mar. 2013. Date accessed: 3 Sept. 2013.

<sup>4</sup>National Center for Immunization and Respiratory Diseases, Division of Viral Diseases - Common Colds: Protect Yourself and Others. Centers for Disease Control and Prevention, 24 Feb. 2014. Date accessed: 4 Dec. 2014.

<sup>5</sup>A.D.A.M. Medical Encyclopedia - Common Cold. U.S. National Library of Medicine, 21 Jan. 2013. Date accessed: 4 Dec. 2014.

<sup>6</sup>CDC - Seasonal Influenza (Flu) - Seasonal Influenza. Centers for Disease Control and Prevention, 6 Jul. 2011. Date accessed: 3 Sept. 2013.

<sup>7</sup>Barker, J., Stevens, D., Bloomfield, S.F. "A REVIEW Spread and prevention of some common viral infections in community facilities and domestic homes." Journal of Applied Microbiology, 91.1 (2001): 7-21.

<sup>8</sup>Hall, A., Lopman, B.A., Payne, D., Patel, M., Gastanaduy, P., Vinje, J., Parashar, U. "Norovirus disease in the United States." Emerging Infectious Diseases, 19.8 (2013).

<sup>9</sup>Clorox Professional Products Company and ISSA and ClearVoice Research. (May and June 2014). Cleaning Industry Professionals Public Restroom Survey. (Survey of 375 cleaning industry professionals).

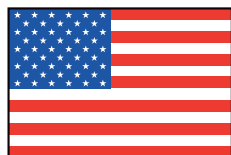
<sup>10</sup>NEA Health Information Network. "Cleaning, Sanitizing, and Targeted Disinfecting School Wide." (2010). Web. Retrieved from: HYPERLINK "http://www.neahin.org/assets/pdfs/cleaning\_school-wide\_fs.pdf" http://www.neahin.org/assets/pdfs/cleaning\_school-wide\_fs.pdf.

<sup>11</sup>Aiello AE, Coulborn RM, Perez V, Larson EL. "Effect of hand hygiene on infectious disease risk in the community setting: a meta-analysis." American Journal of Public Health 98.8 (2008): 1372-1381.

<sup>12</sup>Molinari NA, Ortega-Sanchez IR, et al. "The annual impact of seasonal influenza in the US: measuring disease burden and costs." Vaccine 25.27 (2007):5086-5096.

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“In order to be valuable as an

all-purpose cleaner, a product must be first and foremost an effective concentrated cleaner. Ideally the product should be safe on all washable surfaces and maintain its fragrance when diluted to proper use strength.

Versatility is achieved when the product can be recommended as an alternative to a neutral cleaner on resilient tile and

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# SCA Signs On As Port Sponsor Of The 2014-2015 Volvo Ocean Race North American Stopover

*SCA Partners With The Volvo Ocean Race And Sail Newport To Bring Awareness To Sustainability And Hygiene Solutions*

SCA, a global hygiene and forest products company, has announced that it will be the Official Sustainability and Sustainability Education Sponsor of the North American Volvo Ocean Race Stopover in Newport, RI. The Newport Stopover is scheduled for May 5-17, 2015, and

vironments. SCA is Europe's largest private forest owner.

"We couldn't have asked for a better corporate partner for the Newport stopover than SCA. The company is one of the global leaders in driving sustainability and hygiene standards around the world and ensuring that essential hygiene solutions are accessible to all," said Brad Read, executive director of Sail Newport and director of the Newport Stopover. "We have no doubt that SCA will add tremendous value to our sustainability plan, which aligns with their mission to educate communities about issues such as waste reduction, water conservation and energy efficiency."

Team SCA, along with the other six competing teams, will arrive at the Newport Stopover in May after completing their fifth leg of the Volvo Ocean Race. Over the 12-day stopover period in Fort Adams State Park, guests will enjoy sponsored exhibits,



is the only North American port in the Volvo Ocean Race's nine-month voyage around the world. SCA is the sponsor of Team SCA, the first all-female team to sail the race in over a decade.

As the Official Sustainability and Sustainability Education Sponsor and Silver-level Corporate Partner, SCA will provide its expertise to support zero-waste and recycling efforts and will be the exclusive tissue and hygiene products provider of the 12-day public event.

SCA's Tork® brand of Away-from-Home professional hygiene products, including napkins, hand towels, bath tissue, soap, hand sanitizer and dispensers, will be present throughout public facilities in the Newport Race Village. This includes the Tork® Signature Xpressnap collection, an internationally recognized innovation that increases personal hygiene and cuts waste by using a one-at-a-time napkin dispensing design. Many of SCA's tissue products are made from 100 percent recycled materials. SCA will also have branding rights in media content and key facilities throughout the race village, including public restrooms, food stations, waste bins and recycling receptacles.

As part of the partnership, and in honor of Team SCA's magenta boat, SCA will host an SCA Magenta Music Night, which will include an evening of live music and activities for Newport Race Village visitors. Additional details about the concert series will be announced closer to May.

"Like their hundreds of thousands of fans around the world, we couldn't be prouder of what Team SCA is achieving in this race, and we know that the team has an army of loyal fans waiting for their arrival in Newport," said Amy Bellcourt, vice president of communications for SCA Americas. "It's a real privilege for SCA to be able to sponsor the Newport Stopover, not only to celebrate Team SCA and all the teams, but also to demonstrate our commitment to sustainability and our respect for nature. And we know Sail Newport and the state of Rhode Island shares those values, too."

SCA's sponsorship also extends to support for educational programs to help raise awareness about sustainable environmental practices. For example, as part of The Exploration Zone in the Newport Race Village, SCA will host a sustainable forest exhibit to teach young children about the lifecycle of forest en-

environmental activities, live entertainment, and have the opportunity to see the Volvo Ocean Race teams in action through the In-port and Pro-am races and at the Leg Start to Lisbon.

The teams participating in the Volvo Ocean Race are currently racing from Abu Dhabi to Sanya, China as a part of the third leg of the Volvo Ocean Race, covering 4,670 nautical miles.

To learn more about the Volvo Ocean Race and follow Team SCA race updates, visit [TeamSCA.com](http://TeamSCA.com) or download the Team SCA app (available on iOS and Android phones and tablets). Follow Team SCA on social media via their Twitter handle, @team\_sca, and Facebook page. Submit a story about an amazing woman to the Amazing Women Everywhere mosaic to join the journey of Team SCA.

SCA will be highlighting the company's participation in the Volvo Ocean Race throughout 2014 and 2015 through activities with their North American brands, TENA and Tork.

#### About SCA

Globally, SCA is a hygiene and forest products company.

"We develop and produce sustainable personal care, tissue and forest products. Sales are conducted in about 100 countries under many brands, including TENA and Tork, and many regional brands.

"As Europe's largest private forest owner, we put great emphasis on sustainable forest management. SCA has about 44,000 employees. Sales in 2013 amounted to \$14.2 billion. SCA was founded in 1929, has its headquarters in Stockholm, Sweden, and is listed on the NASDAQ OMX Stockholm stock exchange. For more information, visit [www.sca.com](http://www.sca.com)."

In North America, SCA produces the Tork® line of dispensers, towels, tissue, soap, napkins and wipers used in commercial settings such as office buildings, restaurants, schools and healthcare facilities and the TENA® line of incontinence care products used by consumers at home and in healthcare facilities. For more information, visit [www.sca.com/us](http://www.sca.com/us).

#### About The Volvo Ocean Race Newport, RI, USA Stopover

The North American Stopover of the Volvo Ocean Race will be hosted by Sail Newport, Rhode Island's Public Sailing Center, the State of Rhode Island Dept. of Environmental Management (DEM), Discover Newport and the City of Newport. The 12-day Newport Stopover will be a public celebration and will include entertainment, a marine Exploration Zone, kid's activities, a food festival, team compounds, sponsor pavilions, a theater, up-close viewing of the race boats during the Pro-Am Race Day, the In-Port Race Day and the Leg Start to Lisbon-all taking place within yards of the shoreline of Fort Adams State Park. Other sponsors include: Heineken, Sunsail, The Hotel Viking, Newport Marriott, The Hyatt Goat Island, the Newport Harbor Hotel & Marina and Sailing World magazine, said SCA representatives.

Since 1983, Sail Newport has provided public access to sailing through its programs for all skill levels and ages. In addition, the non-profit has hosted many local, national and world championship regattas.

Related links: [www.volvooceanracenewport.com](http://www.volvooceanracenewport.com), [www.sailnewport.org](http://www.sailnewport.org)

## From Nyco: OM<sup>1</sup> Series Cleaners

Nyco has introduced a line of "high-performing, safer cleaners," said company representatives.

"OM<sup>1</sup> Series Multi-Surface Cleaner, Power Degreaser and Bath & Restroom Cleaner each deliver exceptional cleaning efficacy with pH-neutral safety for users and surfaces. Powered by Omnia™ from Eastman, OM<sup>1</sup> Series formulas are green and a safer alternative to formulas containing harsh solvents.

OM<sup>1</sup> Series Cleaners are effective at removing a range of tough soils from greasy dirt and carbonized soils in ovens (Power Degreaser) to soap scum and hard water deposits (Bath & Restroom Cleaner). With RTU spray bottles, each has a unique, pleasant fragrance."

Free product samples are available at [om1series.com](http://om1series.com). Free display units are available to distributors with qualifying orders.

#### The OM<sup>1</sup> Series Products

##### Power Degreaser:

OM<sup>1</sup> Series Power Degreaser delivers professional strength degreasing, removing grease, grime, tar and other oily soils

found in kitchens and industrial settings. Recommended for food service, restaurants, and light industrial, it cleans appliances, ovens and other kitchen equipment.

- pH-neutral safety for users and surfaces.
- non-hazardous and readily biodegradable.
- No harsh chemical fumes.
- Fresh lemongrass scent.

##### Multi-Surface Cleaner

OM<sup>1</sup> Series Multi-Surface Cleaner is a super-strength formula that cleans tough stains on most hard surfaces – counters, walls, ceramic, glass, plastic and most metals. Recommended for offices, retail, hospitality, and general duty cleaning.

- pH-neutral safety for users and surfaces.
- Non-hazardous and readily biodegradable.
- No harsh chemical fumes.
- Spicy sandalwood scent.

##### Bath & Restroom Cleaner

OM<sup>1</sup> Series Bath & Restroom Cleaner provides effective cleaning for bathroom counters, bowls, ceramic tile and fixtures. It brightens grout and shines chrome.

- Effectively removes soap scum and hard water deposits.
- pH-neutral safety for users and surfaces.
- Non-acid and non-corrosive.
- Cleans with no harsh chemical fumes.
- Fresh rain scent.

Visit [www.om1series.com](http://www.om1series.com) or call 800-752-4754.



Circle No. 95



## From Tornado: With The BR 13/1 BAT, Batteries Take Center Stage

“The BR 13/1 BAT multi-purpose/multi-floor floor machine is powered by sealed, maintenance-free, lithium iron phosphate (LiFePO4) batteries—the latest, most advanced lithium technology on the market today,” according to Tornado.

They meet LEED-EB Green building standards, provide up to 2,000 charging cycles to boost productivity, reducing down time, stay cool, can be quickly recharged, and have a low discharge rate.

These batteries have no “voltage sag.”

Visit [www.tornadovac.com](http://www.tornadovac.com) or call 630-818-1300 for more information.



Circle No. 94

## Spartan's New Room Deodorizer Features Odor Encapsulating Technology

Spartan Chemical Company, Inc., now offers Clean on the Go® Airlift® Clear Air Odor Eliminator 27.



Circle No. 93

Spartan President John Swigert said, “It includes odor encapsulation technology to reconfigure odor molecules, rendering them undetectable to human sense. Instead of masking unpleasant malodors, which often reappear later, Airlift® Clear Air doesn't just cover up odors, it eliminates, traps and removes them from the air, significantly reducing the malodor present in the room.

“We chose to offer our new Airlift formula in Spartan's economical and easy-to-use Clean on the Go dispensing system.”

Clean on the Go® Airlift® Clear Air Odor Eliminator 27 is available through Spartan's distributor network.

Spartan Chemical has been a formulator and manufacturer of sustainable cleaning and sanitation solutions for the industrial and institutional market since 1956. A U.S. employer, Spartan manufactures from its manufacturing facility in Maumee, OH, and sells both domestically and internationally through a network of distribution.

Visit [www.spartanchemical.com](http://www.spartanchemical.com) for more information.

## Nexstep Commercial Products Names Modern Sales Company Sales Rep Agency Of The Year

Nexstep Commercial Products has named Modern Sales Company, Olmsted, OH, its 2014 Sales Rep Agency of the Year.

Modern Sales has represented Nexstep Commercial Products since April 2013. The agency was founded by Larry Flury in 1975, after he had spent many years as the national sales manager of a large polyethylene can liner manufacturer. His philosophy was to help distributors build their businesses by offering quality manufactured products at competitive prices. Over the years, Modern Sales has developed re-



lationships with its distributor network in the Ohio, West Virginia, Western Pennsylvania, Indiana, Kentucky and Michigan markets.

Today, the company is headed by two of Larry Flury's children, Charlie Flury and Nancy Pailes. They continue to work with and build on the distributor, manufacturer and end-user relationships in their area,

specializing in janitorial and disposable foodservice items.

Modern Sales has six full-time salespeople (Charlie Flury, Nancy Pailes, Rick Pailes, Mike Flury, Bob Foeller and Bill Umbarger), as well as two full-time office manager/sales support personnel (Sandi Olbrish and Kathy Stanich).

Nexstep Commercial Products is the exclusive licensee of O-Cedar.

Visit [www.ocadoarcommercial.com](http://www.ocadoarcommercial.com) for more information.



## NCL Recognizes Sales Award Winners

At its recent National Sales Meeting held in Philadelphia, PA, National Chemical Laboratories, Inc., Philadelphia, (NCL) recognized several of its sales personnel for outstanding performance in 2014. Following are the awards:

- Mauricio Navarro, regional sales manager, received the annual “Sales Masters” Award for Outstanding Sales Achievement;

- Chris Smith, regional sales manager, was recognized for Outstanding Performance in Education Sales;

- Maxwell Hampshire, regional sales manager/international sales specialist, received a Career Recognition Award for Outstanding Sales Growth and;

- Milestone Awards were presented to Regional Sales Managers Chris Robertson and Jonathan Palecko for overall sales performance.

“The sales performance of these individ-

uals has been truly outstanding,” said Bill Smith, NCL vice-president of sales & marketing.

“Their work ethic, dedication and persistence is an inspiration to everyone in our company, and these will be key attributes to their continued sales success in the coming year and beyond.”

In addition to the awards, the three-day meeting focused on sales training and a review of company initiatives for the coming year.

World Class Cleaning Solutions® are produced at NCL's half million-square-foot manufacturing and operations center in Philadelphia, PA, with distribution locations in Philadelphia and Phoenix, AZ. NCL programs for cleaning and maintenance are used by K-12 education, building service contractors, the institutional and industrial sector, as well as the healthcare and food service markets.

## From CFR: The Cascade 20 Carpet Cleaning System Designed For High Productivity

“Designed for large areas, the Cascade 20 is the ultimate carpet cleaning system when it comes to worker productivity, performance, and cost efficiency. The Cascade 20 has continuous flow technology to provide the longest uninterrupted cleaning cycle available in a portable unit,” said the company.

Other features include edge cleaning and maneuverability through doorways and tight, congested areas.

Visit [www.cfrcorp.com](http://www.cfrcorp.com)  
or call 800-533-2557  
for more information.



## Merit Supply Joins Central Sanitary Supply

Central Sanitary Supply, of Modesto, CA, announces the acquisition of Merit Supply, headquartered in Stockton, CA.

“We are honored to continue the strong tradition of Merit Supply as part of the Central organization,” Central Sanitary Supply President Dave Martini said. “Merit's strong local presence and legacy is a perfect cultural fit for our two organizations.”

Founded in 1983, Merit Supply is a supplier to the healthcare, industrial, government and service customer segments serving Northern and Central California. With Central, Merit customers now have access to additional products, advanced web account management tools and Central's training programs.

Founded in 1956, Central Sanitary Supply operates six regional sales and inventory centers serving customers in the Western United States. Focusing on sustainable facility management solutions, Central has three divisions: product distribution, equipment parts & repair and The Academy for Cleaning Professionals training school. Central stocks more than 4,500 products.

For more information contact Central Sanitary Supply Vice President of Sales & Marketing Chris Martini at 209-523-3002 or [cmartini@centralsanitary.com](mailto:cmartini@centralsanitary.com).

*From Warsaw Chemical*  
**Line Of Earth-Conscious Products**

Warsaw Chemical Co., Inc., offers a line of earth-conscious products known as Green Time System™. This environmentally friendly product line focuses on cleaning, health and the environment, without losing product performance.

The Green Time System includes an all-purpose cleaner/degreaser, total restroom cleaner, glass cleaner concentrate, H2O2 citrus all-purpose cleaner, neutral floor cleaner, floor finish and floor finish stripper.

Each product offers different environmental and health benefits. This includes being phosphate free, zinc free, using no added dyes or fragrances, containing no ammonia, and using environmentally preferred solvents and bio-degradable surfactants and ingredients.

Visit [www.warsaw-chem.com](http://www.warsaw-chem.com).



Circle No. 89

• Continuous reinforced sewn edges—Eliminate fraying for extended use.

Nexstep also now offers its new Quick Change® Frame.

Its features include:

- Easy push action frame allows the user to quickly discard soiled pad without touching it;
- Lightweight, full 360-degree swivel head that is easy to maneuver;
- Works with any 18-inch mopping pad; and,
- Efficient cleaning as the microfiber cleans three times more effectively than traditional cotton mops.



Quick Change® Frame  
 Circle No. 91

Visit [www.ocadoarcommercial.com](http://www.ocadoarcommercial.com) for more information.

**Nexstep Offers MaxiPlus® Microfiber Pocket Mop And Quick Change® Frame**

Nexstep Commercial Products (exclusive licensee of O-Cedar) now offers its new MaxiPlus® Microfiber Pocket Mop. The features include:

- Touch-free operation—easy, fast rinsing/wringing of mops without removing from frame;
- Locking clip on frame—secure attachment to handle;
- 60-inch extension handle—extremely lightweight but strong; and,



MaxiPlus® Microfiber Pocket Mop  
 Circle No. 90

**Introducing ENZY-CLEAN!**

ADVERTORIAL

A powerful combination of enzymes and living bacteria that accelerates soil break down and continues to clean after initial application.

Use on floors to break down grease, improving traction. No rinsing required. ENZY-CLEAN is a natural deodorizer on hard, non-porous surfaces, as well as in drains. Consistent use in drains will maintain flow through drains and pipes.

Contains both free enzymes and bacterial cultures. Free enzymes provide quick action. Bacterial cultures produce additional enzymes to continue the cleaning process. Neutral pH. This product contains no harsh acids or caustics. The bacteria used are not considered pathogenic to humans or animals. Call 800-848-4901 for more information.



Circle No. 92

ADVERTORIAL

Maintenance Sales News Focus On

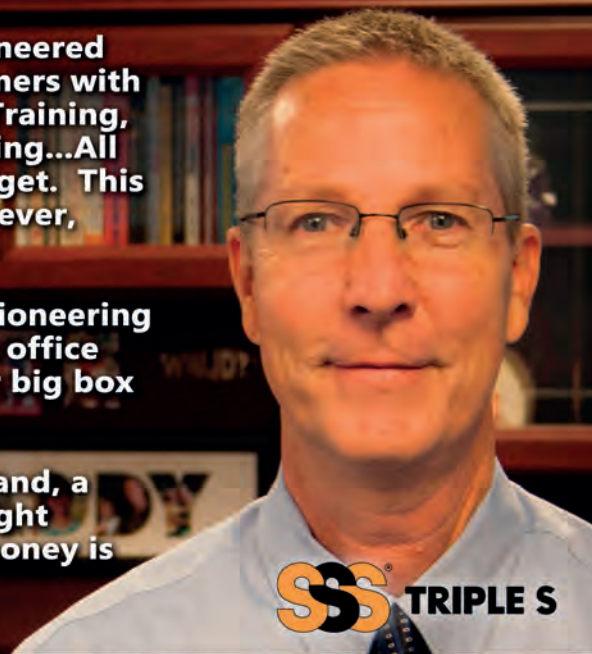
**WHOLESALEERS & BUYING GROUPS**

**WHY DO I BELONG TO TRIPLE S?**

The simple answer is "Protection of our Pioneered Business". Our business is providing customers with tremendous value...Consulting, Education, Training, Workloading, Streamlining, and Standardizing...All resulting in maximizing the customers' budget. This takes a great deal of time and money. However, today's playing field is different.

The national brands may not protect your pioneering effort; allowing their other partners such as office supply, food service, internet companies, or big box chains, to TAKE your business.

I am choosing to sell my brand...The SSS Brand, a protected brand. I sleep a little better at night knowing that our investment of time and money is safer.



**Paul South**  
 Valley Janitor Supply Co.  
 Hamilton, OH

For more information visit our booth #3013 at ISSA/INTERCLEAN or call our office 800-323-2251

Circle 39

**Triple S:**  
 Make Our  
 Members Prosper

Triple S is a Member-owned distribution network of sanitary supply distributors with over 175 locations throughout the United States. Our mission is to "make Members' businesses prosper." This is done through our networking, marketing, sales and logistics programs.

• **Networking** – Membership meetings provide a great opportunity for distributors to learn from one another. Panel discussions and roundtable meetings focus on industry trends and how to best compete in the market.

• **Marketing** –The Triple S Brand Proprietary Marketing Program drives customer loyalty through differentiated value-added products that put you in control of your local market.

• **Sales** – Developing professional sales consultants to offer the lowest total cost solutions, and not a box at a price.

• **Logistics** – Three regional distribution centers reduce your working inventory investment, improve your turn and earn, and provide you with a stronger cash flow.

# WHOLESALE & BUYING GROUPS

## Distributor Partners Of America

Member-Driven Marketing & Networking

### Striving To Serve And Increase Sales & Profits Of Its Members

#### MISSION

The DPA BUYING GROUP ([www.DPABuyingGroup.com](http://www.DPABuyingGroup.com)) is dedicated to increasing the sales and profits of its member distributors and preferred vendors. The member-driven marketing and networking organization consists of over 575 independent distributors and 180+ national vendors within the Janitorial/Sanitary, Safety Equipment & Clothing, Packaging, Restoration, and Industrial Tool industries. DPA membership enables profitable business relationships, industry awareness, and lifelong friendships.

#### HISTORY

Distributor Partners of America (DPA) was formed in September 2000 by 67 independent high-volume janitorial/sanitary distributors. From DPA's inception, members wanted to establish a high caliber and selective organization to increase their sales and profits with DPA preferred suppliers. The group's preferred suppliers provide discounts and marketing allowances to distributor members to achieve mutual sales and success.

#### DISTRIBUTOR BENEFITS

DPA offers independent distributors quarterly marketing al-

lowances on purchases made with the group's preferred suppliers, and these rebates are exclusive to the buying group members. In addition to rebates, the group negotiates better pricing, lower minimum order requirements, extra promotions and better prepaid freight policies.

DPA's annual buying and networking conference is an opportunity for distributors to meet 1-on-1 with over 60 supplier companies, and to learn about the latest products and industry innovations. Members can also network in roundtable discussions to share and learn best practices with one another.

**In order to compete in today's economy a distributor needs to be versatile and have access to a large product offering at a moment's notice. DPA allows members to challenge for comprehensive bid opportunities and to meet the increasingly diverse product demands of their customers.**

"The meetings are invaluable because they allow distributors like me to establish personal relationships with the executive level contacts of each DPA supplier. If you have an opportunity or a problem, you know who you can call, and you know you will receive the maximum support." — DPA President, Jeff Tishko – Colker Company, Pittsburgh, PA.

This year's annual DPA Conference will take place in beautiful Myrtle Beach, SC, on April 12-14, 2015, at the Myrtle

Beach Marriott at Grand Dunes. DPA vendors will offer show specials to distributor attendees to help them save "big money" on all orders they place at the show.

DPA's website enables members to source products with the group's manufacturers, check out the latest promotions and stay connected with each other.

#### GROWTH THROUGH OPPORTUNITY

In order to compete in today's economy a distributor needs to be versatile and have access to a large product offering at a moment's notice. DPA allows members to challenge for comprehensive bid opportunities and to meet the increasingly diverse product demands of their customers.

DPA's 180+ supplier programs include companies within the Janitorial, Safety, and Industrial industries. The group's procurement power and product diversification strategy allows distributors to broaden their business model and find sales opportunities that they previously didn't know existed.

"We supplemented business already this week with good margin orders using DPA suppliers of first aid kits, custom signs and GFCI electrical products. These were all on existing jan/san

Continued on Page 58

# AMERICA'S PREMIER BUYING GROUP

OVER 575 INDEPENDENT DISTRIBUTORS AND 180+ NATIONAL VENDORS TAKE ADVANTAGE OF DPA'S OFFERINGS.

better pricing

direct vendor access

marketing allowances

annual buying conference

group networking

extra promotions



Join today for FREE to increase your profits.

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

Phone: 1-800-652-7826

Email: [DPA@DPABuyingGroup.com](mailto:DPA@DPABuyingGroup.com)



Ask about our new division:



# NISSCO

Dear Independent Distributor:

If you sell janitorial, paper, liners, cleaning, sanitary or maintenance supplies and you are not a NISSCO member your business is at a disadvantage. NISSCO members receive rebates on every single purchase, giving them the advantage.

NISSCO costs nothing to join. Like a retail rewards program, your company earns from day one and your established local programs stay in place. Pricing never goes up to compensate for membership.

"That sounds too good to be true!"

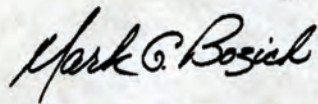
Ask yourself this. When you join a hotel, restaurant, airline, coffee house or retail reward program does your cost go up? Of course not, nor does it with NISSCO. In fact, the retail reward companies offer incentives to keep you as a customer. View NISSCO membership like a loyalty rewards program, plus a whole lot more.

NISSCO members receive established program discounts, reduced freight and reduced minimums from the upper echelon of industry manufacturers. For a list of Preferred Suppliers please visit our website.

Unlike other groups there is no NISSCO brand you are forced to purchase. Privately branded groups compete with your established house brand, conflict with the national brands, plus private group brands cost more. NISSCO never competes with our distributor, supplier or wholesale partners with our own brand.

There is no membership fee, monthly assessments, expensive private label mandatory purchases or any such games. The two minutes it takes to fill out an application will be the best time investment you will ever make, guaranteed!

To learn more visit us at [www.nissco.com](http://www.nissco.com) or contact me at [mbozich@nissco.com](mailto:mbozich@nissco.com).



Mark G. Bozich

President

**NATIONAL INDEPENDENT SANITARY SUPPLY COMPANIES**

WWW.NISSCO.COM

(800) 229-9541

# **NISSCO**

OUR DISTRIBUTORS

Exclusively Serving Professional Distributors • January/February 2013

## MAINTENANCE SALES NEWS



“Since partnering with NISSCO we have experienced record sales growth for Cavalier Inc. They provide us with the leading products and programs in the industry.”

—Bruce Heller,  
Cavalier Inc.

NISSCO is an association of more than 200 independent distributors of sanitation, packaging, safety, janitorial, office, foodservice, and maintenance supplies. NISSCO negotiates advantaged contracts, pricing and revenue streams for its members with over 70 nationally recognized manufacturer programs, while assisting in distributors marketing strategy, development and implementation.

For more information on NISSCO  
visit [www.nissco.com](http://www.nissco.com) email [info@nissco.com](mailto:info@nissco.com) or call 800-229-9541

# WHOLESALE & BUYING GROUPS

## The United Group Connecting Over 450 Members With 200 Suppliers

The United Group® (TUG) is a nationwide marketing and sales organization for independent distributors of jan/san, industrial packaging, foodservice and safety products and equipment.

Founded in 1983, and headquartered in Monroe, LA, The United Group connects over 450 Members with 200 Preferred Suppliers, including major redistributors and manufacturers. TUG promotes strong relationships between Members and Suppliers for increased sales and enhanced profitability for all.

Joining a buying group like TUG can help increase buying power for distributors seeking to purchase from premium vendors. Suppliers are often more accommodating for buying groups than they might otherwise be for a single independent distributor. Many small distributors find it difficult to compete against the large, chain distributors without the strength-in-numbers advantages of a group. Suppliers are free to discuss rebate programs without exception and are afforded quality, one-on-one meeting time with Members at TUG's annual Conference. Our Supplier partners have become some of our best supporters and often recommend us to their customers.

TUG is focused primarily on three market segments: janitorial/sanitary, foodservice, and industrial packaging, and serves Members across North America. The group's executive staff negotiates rebates with Suppliers for the greatest benefit to Members and makes contract details available to every Member at any time of day or night.

"We regularly evaluate our Supplier relationships and carefully weigh the value that our Members are receiving," United Group President Tobie McKown said, "and we encourage Suppliers to collaborate with Members."

**"We regularly evaluate our Supplier relationships and carefully weigh the value that our Members are receiving, and we encourage Suppliers to collaborate with Members."**

— United Group President Tobie McKown

TUG verifies its vendors (known as Preferred Suppliers) for industry longevity, proven success, relevance, quality and special attributes of their products, as well as breadth of product lines before presenting them to the membership. A number of Suppliers offer volume discounts in addition to contracted rebates on purchases. TUG also offers private label product lines in a number of categories available exclusively through its Supplier partners.

The United Group continually seeks potential new Members in areas where additional marketplace coverage might be needed. TUG vets each prospect to confirm the extent to which it is a viable and growing business, and ascertains from what vendors they purchase to evaluate how many Preferred Suppliers are in the mix, and gauge any potential new Suppliers.

Group Members with proximity are polled regarding conflicts with prospective Members, and they have the right to voice objections to adding a company that encroaches on their market share.

The United Group charges no membership fees, and every Member of the Group owns an equal share purchased at a low symbolic cost. All Members are afforded the same opportunities to increase their involvement with the Group through participation on committees, task forces and at the annual stockholder meeting. Member Stockholders network with one another at regional meetings and with Preferred Suppliers at TUG's annual conference, helping to cement long-lasting business and personal relationships.

TUG's interactive website provides Member Stockholders with information on solutions to shared business concerns and to vendor product and system sales flyers, product training videos, news releases, and promotional specials. The website also features a secure, password-protected portal where Members can check their rebate earnings in real time, exchange information, ideas, and publish requests to collaborate on national accounts.

TUG's Maximizing Member Outreach Program (MMOR) gives every member

**The United Group charges no membership fees, and every Member of the Group owns an equal share purchased at a low symbolic cost. All Members are afforded the same opportunities to increase their involvement with the Group through participation on committees, task forces and at the annual stockholder meeting.**

opportunities for face-to-face interaction with the group's management staff. MMOR helps to address Member concerns, answer questions, and announce new Suppliers and products.

TUG's full-color quarterly news and marketing magazine, *United Connects*, features industry news, product news, Member and Supplier profiles and other articles of special interest to group stakeholders. TUG publishes news items free of charge for any Member Stockholder or Preferred Supplier. The magazine is distributed by mail and on the Group's website, [www.unitedgroup.com](http://www.unitedgroup.com). Preferred Suppliers are invited to support the magazine through paid print and website advertisements.

The United Group continued to grow steadily in 2014, adding 19 new distributor Members and 20 new Supplier partners, and TUG's gross annual rebate revenues once again exceeded the previous year. In April 2014, TUG's National Conference in San Diego, CA, featured a busy schedule for attendees: two full days of tabletop meetings, new Member orientation, Stockholders meeting, breakout Market Segment meetings, tours and activities, welcome cocktail reception, and awards dinner.

TUG continues to tweak its proprietary conference scheduling software, enhancing the functionality that allows Members to choose the vendors for their meetings, rank them in order of priority, and to indicate times when they are unavailable. Suppliers can use the system to view their schedules, search Member schedules for availability and request additional meetings. The system continues to receive positive reviews from attendees who are able to easily revise their schedules and access them throughout the conference.

TUG also introduced its own event app in 2014 for the annual Conference which will allow Members to view the full event schedule, connect and exchange contact details with other attendees, find session and event locations with maps of the conference rooms, find details about Suppliers and check their show specials, and more.

**What Does 2015 Hold  
For The United Group?**



TUG's 2015 National Conference, held January 30-February 2, at the JW Marriott Grande Lakes in Orlando, FL, was another fun and worthwhile experience where relationships were forged and strengthened. The 2015 Conference featured two days of Member/Supplier Tabletops meetings, a Super Bowl extravaganza party, the return of the TUG golf tournament, and closed with the annual stockholder meeting and market segment breakout sessions.

In the Fall 2015, TUG will be represented at industry trade shows like ISSA/INTERCLEAN and will hold its annual Northeast Regional Meeting for Members.

McKown predicts: "The United Group will continue to grow with a focus on providing value and encouraging profitability for all of its stakeholders."

Visit [www.unitedgroup.com](http://www.unitedgroup.com) or call 318-348-0806 for more information.

# SET YOUR SIGHTS HIGHER

A new year is another chance to reach new heights by joining **The United Group®** (TUG). We are a national, fully member-owned buying group for independent distributors like you.

United Group benefits include:

- Online rebate reporting
- Annual networking Conference
- Low operating costs
- Interactive feedback forums
- Collaborative vendor partners
- New 2015 Conference app
- Professional full-time staff
- NO membership fees

Contact us today to learn how United Group membership can help set your sights on a more profitable future.

Please visit [www.unitedgroup.com](http://www.unitedgroup.com)  
or call **Bob Klief** at (318) 348-0806  
or **Ty Huffer** at (318) 331-6762



Opening Doors to Enhanced Profitability® since 1983

# J&M Technologies

## Beating The Big Boxes Online

Independent distributors can successfully beat the “big boxes” in this industry, but they must have the right resources. Most notably, it takes an exceptional online ordering software system that addresses customers’ needs in a way the “big boxes” haven’t considered.

J&M Technologies pioneered shopping cart software in this industry over 16 years ago and continues to be the leading provider of online ordering systems for independent distributors. There is no match for the company’s technical expertise and in-depth understanding of the jan/san industry.

Every day, J&M technicians talk with distributors who are currently using its software to gain insight for new upgrades. Expanded functionality is based on distributors’ needs and those of their customers, which accounts for better user interaction and higher online sales. It also enables independent distributors to successfully compete against retail powerhouses.

“A customer called us after going live for a few weeks,” recalls John Manzoian, president of J&M Technologies. “One of her customers commented about how much better her site was compared to a major big box website. This is just one of many comments we get everyday about how our online ordering delivers a better website experience, which translates into higher online sales for our distributor customers.”



### Shop-By-Room Feature

One example of J&M’s enhanced online ordering experience is the “Shop-by-Room” feature. It is a sophisticated interactive add-on module to J&M’s Order Entry Software unlike any other currently available in the industry. The Shop-by-Room Feature immediately recognizes customers as they log-on to a distributor’s e-commerce website. It provides a “shop-by-room” interactive experience that suggests products specific to their needs, facility type, and room they are viewing.

The “Shop-by-Room” feature accesses the distributor’s inventoried items and is fully integrated into the J&M e-commerce software. As the customer moves through rooms during the “Shop-by-Room” interaction, the program automatically suggests a number of products in the distributor’s inventory that would be applicable to the facility area and the surface to be cleaned or

maintained, such as disinfectants for bed rails in a hospital or degreasers for machinery in a manufacturing plant. Each product displays additional information and an image for easy selection. At that point, the customer can quickly “click-to-purchase.”

Once a product selection is made, the system automatically suggests similar items that others have purchased to further increase sales.

### Easy-To-Use

J&M Technologies’ online ordering is user friendly. Additionally, J&M has detailed user guides and a skilled customer service team that is available for any question that may arise.

“We understand that e-commerce can be intimidating to some, so we make sure there is a variety of resources for our customers to tap into when there is a question,” notes Manzoian.

J&M software interfaces seamlessly with most major providers of jan/san distribution software, creating a complete e-commerce solution.

To assist distributor sales reps in the field, J&M can provide software called Electronic Rep Assist (ERA). ERA guides sales reps through each area of a facility and suggests products from a distributor’s inventory to further increase account penetration, thus minimizing the new rep learning curve and maximizing experienced rep opportunities.

J&M has 400 janitorial/paper distributors using their software to increase their sales and profitability.

“J&M Technologies’ Internet Order Entry has helped increase the number of new items our customers purchase,” confirms Rob Reed, president of The Hearn Paper Company in Youngtown, OH. “The catalog is directly integrated into Order Entry and we have seen a significant increase in the number of customers adding new items they did not previously purchase from us.”

Ready to take on the big boxes? Find out why most distributors trust J&M Technologies for their internet online ordering success by visiting [www.jmcatalog.com](http://www.jmcatalog.com).



# E-COMMERCE

## for JanSan DISTRIBUTORS



**It's time to  
get serious  
about  
taking on  
the  
big boxes.**

**It's time to talk to J&M.**

**When you're ready to beat the big box stores on the e-commerce platform, choose the most powerful, popular, and innovative e-commerce system in the JanSan industry.**

J&M Technologies is the industry's most used and trusted provider of online ordering systems because we **combine decades of JanSan experience with today's most current e-commerce technology.**

**Product access is fast, easy, and logical, creating a positive ordering experience for your customers.**

We build your customized e-commerce site from our extensive database of over 280,000 janitorial, paper, packaging, foodservice and safety product SKUs (*descriptions and images*). Choose your items and we do the rest.

We maintain your order entry site and our technology interfaces with most JanSan specific back office software systems for a **complete online ordering solution.**



*Call today for a personalized online demonstration or visit our website for a self-directed demonstration*



*J&M Technologies is a supplier to these buying groups:*



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## Jansan, Paper & Packaging Distributors are Succeeding with DDI System's Inform Software

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Gilmore Distributing Co, Inc • Dasco Paper & Janitorial Supply • Datek, Inc • Dawn Chemical, Inc • Del Vel Chemical Co • **Delaware Valley Packaging Group** • Desantis Janitor Supply • Detroit Chemical & Paper Supply Co • Diamond Distributors, Inc • Diverse Maintenance Solutions, Inc • **Dutch Hollow Janitorial** • Eagle Paper, Inc • East Continental Supplies • Eastern Institutional Supply Co • ECR Restaurant Equipment • Edmer Sanitary Supply Co, Inc • Edwards Chemical • Egan Supply Co • Elkins Wholesale, Inc • EnviroChemical, Inc • Erzen & Associates • Fanguy Brothers Wholesale, Inc • **Flex-Pac, Inc** • **Flexpak** • Foley Distributing Corp • GB Maintenance Supply • General Paper Co • Gergely's Maintenance King • Gilson Enterprises • Glove, Cleaners & Safety Products, Inc • Gorm, Inc • **Great Western Supply** • Greenough Packaging & Maintenance Supplies • Greenside Supply • Guillot's Sanitary Supply, Inc • H. 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Janvey & Sons, Inc** • Image Supply, Inc • Industrial & Shippers Supply, Inc • Industrial Cleaning Products, Inc • Inlander Brothers, Inc • Insko • Iowa-Des Moines Supply, Inc • Jacobs Wholesale Paper Co • Jan Master Supply Co • Janitech Facility Supply, Inc • Janitorial Supply, Inc • **Janitors Supply Outlet** • Janitor's Warehouse • JH Paper Co, Inc • Kamo Manufacturing Co, Inc • Katcef Sales, Inc • Kenway Distributors, Inc • Kleeners Warehouse, Inc • Knight Marketing Corp of NY • Kommercial Kitchens • K-Stone Supplies & Repairs • **L & M Foodservice, Inc** • Label House • Lake City Supply • Lakeland Supply, Inc • Laun-Dry Supply • Leonard Brush & Chemical • Lewis County Chemical • Liberty Distributors, Inc • Lico, Inc • Litin Paper Co • Lovan Industries, Inc • M & J Frank Inc • Maine Cleaners Supply/The O'Neil Co • Maine Paper and Janitorial Supply • Markham Restaurant Supply • Marko, Inc • Mark-Pack, Inc • **Matera Paper Co** • **Maui Chemical & Paper Products, Inc** • McDonald Paper Co • Mendes Supply Co • Merchants Paper Co, Inc • Meyer Bag & Supply, Inc • Midland Paper Co • **Milhench Supply Co** • Miller Janitor Supply, Inc • Miller Products Co • **Montana Broom & Brush** • Mooney-General Paper Co • Morton Paper • Mr. Janitorial Supplies • MSM, Inc • Muckenthaler Inc • Murphy Sanitary Supply • Nagel & Shippers Products, Inc • National Restaurant Supply • New England Maintenance Depot • New London Tape Distributors, Inc • New System Carpet & Building Care • NexGen Products • North Alabama Chemical Co • Northeast Janitorial Supply, Inc • Norvex • **Ohio & Michigan Paper Co** • Oklahoma Janitorial Supply • Omaha Compound Co • P & E Distributors, Inc • Pabco Industries, LLC • Packaging Partners, LLC • Parker Wholesale Paper Co • PCS Industries • PFS Sales Co • Phillips Supply Co • Phoenix JS, Inc • Phoenix Research Industries, Inc • Pinnacle Distribution, Inc • Plastic Express • Platinum Packaging & Paper • Portsmouth & Chesapeake Paper Supply • Princeton Supply Corp • Prinova Co, Inc • Provident Packaging Corp • **Randik Paper Co** • Resource One, Inc • **RH Crown Co, Inc** • Riley Maintenance Systems • **Riverside Paper Co, Inc** • **Roy Turk Industrial Sales, LTD** • Russell Hall Co • S&S Incorporated • Sales Master Corp • Sanco Supplies • Sanico Solutions • Sanico, Inc • Scoles Floorshine Industries • **SHIP-PAC, Inc** • Shur-Az Janitorial Supply • Sierra Packaging, Inc • **Sikes Paper Co** • Simplex Janitorial • Single Source Supply • Sink Paper & Packaging • Skillman Hardware, Inc • SMS Distributions • Solutex, Inc • Southern Building Maintenance & Supply • Southern Paper & Chemical Co, Inc • Southwestern Packaging Corp • Spectrum Paper Co • Springfield Paper Co • Staval Supply • Stevens Co, Inc • Summit Paper Co • SunBelt Paper & Packaging, LLC • Superior Industrial Supply Co • Supply Solutions • Supreme Industrial Products • Tal Products • **Tarheel Paper & Supply Co** • Thayer, Inc • The Paperhouse Corp • The Standard Companies • TK Sales • TLC Janitorial • **Tomar Industries, Inc** • **Treat's Solutions, Inc** • Triduro Supply Co • Trio Supply Co • Triple A Supplies, Inc • **Twin Ports Paper & Supply, Inc** • United Supply Services • Vasco Brands, Inc • VCC Janitorial Supply • WAT Supplies • Webb Chemical & Paper • **Weiss Bros Hagerstown** • West Florida Supply Co - Fort Myers • West Florida Supply Co - Sarasota • Western Bar & Restaurant Supply • ZEP Factory Outlet - P.A. Janitorial Supplies

"I can't say enough about Inform's CRM. These features are very powerful!"  
Tomar Industries, Inc.

# Distributors Increase Performance & Growth with Inform ERP Software

**E**RP Software delivers greater advantages to jansan, paper and packaging distributors than ever before. New tools based on the latest technologies are tightly threaded throughout ERP solutions, resulting in greater growth opportunities, increased productivity, and unparalleled customer service.

## Streamlined Workflows & Operations - Save Thousands Annually

Streamlined workflows and business operations are crucial for every distributor. DDI System's **Inform ERP** software removes manual processes, eliminates duplicate work, increases productivity and frees up time for additional projects across the board. Many companies achieve a significant return on investment within the first year from these savings alone.

**Accurate Inventory** – DDI's wireless warehouse solution places intelligence upon the receiving and delivery processes. Automated picking and bin placement, quicker order processing, and better routed deliveries are just a few gained efficiencies.

**Unprecedented Communication** – Take advantage of individual and group calendars, automated notifications, and task management tools. Link tasks back to customer accounts, outstanding quotes, sales orders and more for instant research.

## Fuel Sales – Go Beyond Expectations

Gain insight with sales team dashboards that take the guess work out of selling. Overall dashboards keep salespeople in the know to better follow

their current and prospective accounts. DDI's latest innovations allow you to gain a high level view but also drill down into the fine details.

**Pro-Active Marketing** – Keep your company's name in front of your customers. Send emails, newsletters, even new product announcements. **Inform's** CRM is interwoven into your system tying everything together to form a trackable customer trail.

**E-commerce Storefront – Powered by Inform** – Boost sales, highlight products, suggest add-on products and more. Your online storefront allows order placement 24/7 and attracts new customers. **Inform's** single data source eliminates duplicate work with full integration, real-time inventory, customer specific pricing, and complete customer histories.

**Get the Order – Anytime, Anywhere with MobiOrder** – When business knowledge is readily available, salespeople rise to the occasion. Provide your team with current inventory levels, alternate options, complete account data, and more, all on their mobile devices.

## Live on the Cutting Edge

Technology continues to move forward at a rapid pace. New gadgets, tools, and interactive channels pop up everyday. DDI System actively seeks out emerging technologies to provide the latest and greatest innovations to distributors allowing them to achieve unlimited growth potential with maximum efficiencies.

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## UNIVERSAL BUSINESS SYSTEMS Helps Distributors **Reduce Costs & Increase Profits**

When you buy software from a company that specializes in your specific industry, you are buying the company as much as the software. You are also buying a comfort level based on their longevity. **Universal Business Systems (UBS)** is a Family Owned Business that has successfully installed solutions for businesses just like yours for over FORTY-YEARS! Our fundamental philosophy and mission is to place the customer first. This belief and commitment has enabled us to successfully bring distribution software solutions to businesses of all sizes. As a family-owned business, we go the extra mile to make sure the customer is taken care of.

"I value the fact that UBS is a family owned and operated business. Those values are reflected in how you do business and how your employees service us."

Bill LaMorte, Owner, Ronstan Paper & Packaging

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Experience has proven over and over again that many questions and industry specific situations present themselves regularly while implementing a software solution. Universal Business Systems employees specialize in your industry and have supported businesses like yours for a combined average of Two Decades. That immediately tells you a couple of things: 1) you will be dealing with someone who knows the software you bought so you won't have to be part of a learning curve, and 2) you will be dealing with people who know your business. Having a company with a wealth of industry specific knowledge supporting you and your software will help you reduce costs and increase profits.



### Promote & Sell Products Online & Increase Sales!

Are you in search of an on-line ordering system that can handle both **Business to Business (B2B) AND Retail Business to Consumer (B2C) eCommerce** because your business is being threatened by the industry giants? If so, then Universal Business Systems **SYNERGY.Net OMNI** is your solution. Don't miss out on sales you could be losing by not having a strong internet presence. **SYNERGY.Net OMNI** allows you to Promote and Sell your products 24/7 by giving you Your Own Custom Website with:

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- Real-Time Pricing
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\*Requires a Mozula OSCO account. \*\*Google Analytics integration requires a Google Analytics account.

## STEP1 Software: The Future Of Jan/San Distribution Is Here

See why STEP1 is the #1 installed system in the Jan/San industry! Our SQL-Server based system makes us the most modern package serving the industry. Our state of the art tools help our customers to grow rapidly. Our connectivity products for your customers and your sales people are the most feature rich available.

**Our Tablet app for your sales reps is a big success.** Use this impressive tool to enter orders, check stock, enter quotes, and manage your territory. It is also integrated with our optional calendar/CRM/Business Intelligence system. The CRM system shows at-a-glance if you are up or down in this account, and also suggests items that other like customers are buying that this customer is not buying.

**The heart and soul of the distribution business is order entry.** This is the most important point of contact between your customer and your company. STEP1's Order Desk is designed to have every answer just one click away. Customer service people can see when the last order was, what the last price was, what the new price should be and what this customer should be ordering today. Credit and payment history are immediately available, whenever they are needed. New items are just a click away and so is the on-line catalog.

**For the owner, STEP1 has two impressive tools.** First is the CEO Dashboard, which lets you see all the vital stats of your business at-a-glance. Extensive drill-downs allow you to investigate anything that looks different than what you were expecting. You can also set goals that help you track your progress. Second is STEP1's Dimensions Business Intelligence system. Dimensions is an easy to use guided query system for the owner or manager. See which items are doing best with your customers, and see the range of special prices being offered to customers for each item. One more click will show all similar customers that have NOT yet purchased this item.

**The information available to the Sales Manager is amazing.** You will be instantly able to see how the company is performing vs. your goals. This tracks through to sales offices, if you have multiple branches, then tracks through to all the individual sales people. Be able to sort and search the data to see margins by customer, by item, or by vendor. This is a separate module available just for your sales manager that automates the normal tasks of this job.

**STEP1 also has several tools for your customers.** There are two customer order entry systems available. One is browser based, and will show the customer special pricing on any item they have previously purchased along with pictures and descriptions of the items. The other is a package that connects directly to you, and shows the customer status of pending orders and pricing on any items that they have not already purchased. There is also a package for your very large customers that helps the customer track their budgets and consumption. This is very useful for customers like school districts, city and county governments, and health care companies. STEP1 seamlessly integrates with JM Catalog, which is the best on-line catalog in the industry. It features 225,000-plus items in the Jan/San industry.

**Customer special pricing is always an issue. STEP1 has a package called Price Manager that helps take some of the work out of all the special pricing.** You can use Price Manager to assign pricing discounts or markups to groups of items for a customer. For example, you might have a policy of 23 percent discount off all linear

low-density liners for the hospital. This way, no matter what liner they choose, the pricing will be automatic and correct. This feature has helped STEP1 customers immensely. Just think of all the time you spend with customer pricing issues. STEP1 also has a margin preservation system, so that if costs go up, it shows you what you should charge to maintain the same margin as the last purchase for this customer.

**If you have a service department for machine repair, STEP1 has an excellent solution called the Service Desk.** This package tracks machine repair by serial number, so that you can easily recall a machine and see all the previous service history. It also tracks total number of times the machine has been in for repair, and the total amount spent on repairing the machine. STEP1 customers have found this very useful because it helps pinpoint troublesome machines that would be less expensive for the customer to replace and stop repairing the old one.

**Status codes allow you to see at-a-glance the status of every job in for repair.** Statuses such as 'On Bench' or 'Waiting on Part' allow you to keep the customer quickly informed of the status of their repair. Service Desk also has a companion product called Service Manager. The Service Manager package tracks billable time by Service Rep. This allows the owner or manager to determine the true profitability of the Service Department. It also tracks turn-around time of equipment and other key Service Department statistics.

**Your warehouse people will enjoy the Warehouse Manager.** This package allows your warehouse personnel to see all the orders waiting on delivery and lets them sort the orders into truck runs on-screen. The system also allows them to grab a "wave pull" ticket, which would allow them to make one sweep around the warehouse and pick all orders for a truck run at once (this is not required, just optional). Customers have reported savings of about 3 hours per 100 orders by doing it this way, and have increased picking accuracy. Warehouse Manager also has a feature to mark an entire truck's orders as "shipped" with one click. Once marked, the computer knows this inventory is out of the building and won't show as floor stock. Haz-Mat issues are also addressed with this package.

**Billing is very easy, since the orders are already organized by truck.** When the truck comes back, just handle any exceptions that need to be addressed. Then with one click, all orders on the truck are billed. If bills need to go with the truck, then there is an option to accomplish this as well.

**General Ledger, Accounts Receivable, and Accounts Payable round out the package.** The G/L is completely integrated and very automatic. A/R and A/P have features built in that STEP1 customers have suggested to make their jobs easier and faster.

**STEP1 combines the most modern technology with a package that addresses every aspect of your business.** STEP1 is the system of the future for Jan/San Distribution, and the future is today.

For more information, visit [www.STEP1.com](http://www.STEP1.com).



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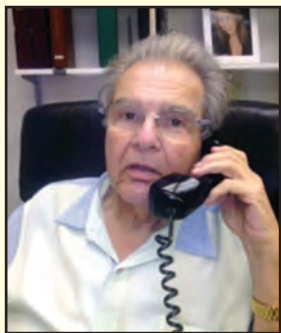
Company Name	% of Sales Customer	% of Sales Group	Last Order Date	1 Year Sales	1 Year Profit
Contractors	38.2	21.15	7/10/2009	↑	↑
Electric	18.2	10.13	7/15/2009	↓	↓
Liners	10.3	23.48	9/22/2009	↑	↑
CHEMICALS	9.6	16.14	7/15/2009	↑	↑
Equipment Sales/Rental/Service	7.9	9.32	9/31/2009	↓	↓
Special Order Items					
		12.14			

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## There's A Gold Mine Downstairs

Eli Finkelberg, President Of Gold Coast Chemical, Explains How To Work With Engineers To Increase Sales

A multitude of sales opportunities awaits salespeople who venture downstairs to the boiler rooms to meet the engineers. Two amazing things will happen: First, you'll find out that engineers are not ogres just waiting to chew up unsuspecting salespeople. Secondly, most engineers have their own purchase orders, not just requisitions. Engineers can, and will, buy on the spot, if you show them a product that's service-value justifies the purchase. Given this great sales potential waiting for you beneath the vast majority of accounts, isn't it time for you and your salespeople to start working the mine?

### GETTING STARTED

The first prerequisite for success in selling downstairs is to rid yourself of the unfounded fear of engineers. Here's my theory on why most sanitary-supply salespeople are afraid of them to begin with: After five or so years in the sanitary-supply field, most people feel pretty confident. Even in the worst case scenarios of dealing with housekeepers, knowledgeable salespeople feel on equal ground, and, in many cases, a step or two above them when it comes to product expertise. But when they go downstairs to see the engineer, they feel the tables are reversed; it's the engineer who stands a step or two above them in expertise.

The truth of the matter is, engineers are no different from the people you're calling on for custodial supplies. They just have a different set of responsibilities and needs. Often, their crucial responsibilities leave them less time for small talk. Thus, the first rule of successful selling to engineers is to be concise and to the point.

This time factor also serves as one of the many advantages of selling to engineers. Normally, the time from product presentation to procurement of the purchase order is minimal. With housekeeping departments, you often find yourself talking for days, weeks, and, sometimes, even months to make a sale. Yet in many cases, an engineer will write you a purchase order on the spot. Another timesaving advantage is the total time spent making the call. From the initial hello to the parting goodbye, a lot more is accomplished in less time with an engineer. Of course, less time spent per call means more calls — and more sales — can be made.

Another of the many things I like about engineers is that they're not sample addicts. And, when they do request a sample, they generally try it out promptly. It's rare to return three or four weeks after you gave an engineer a sample, only to discover it taking up space on the desk.

### MAKING THE CALL

While these advantages explain why you should approach engineers, the question of how to approach them remains.

There are many products facilities use to keep their heating and cooling operations functioning at maximum efficiency. While many of these products require some technical expertise, others require little - or none. A good example of one that requires no expertise to sell is a de-sliming product used in air conditioning and refrigeration drain pans to catch condensation. Selling this requires less technical knowledge than most of the products you're already selling. Consider these facts:

**(1) With the exception of window units, all air-conditioning systems have condensation drain pans.**

**(2) All refrigeration systems have condensate drain pans.**

**(3) Because these pans are always moist, bacterial slime grows in them.**

**(4) Because condensation is formed by drops dripping into the drain pan, pans are very shallow, and the drain**

**line is small.**

**(5) Slime can easily clog the drain, causing the pan to overflow.**

**(6) A drain pan overflow can be very costly. For example, if a pan overflows in a motel room, and goes unnoticed, it could leak down to the room below causing damage to the floor, ceiling, walls, draperies, and carpeting.**

**(7) Foul odors can emanate from drain pans.**

**(8) Legionnaires disease has been attributed to air conditioning systems.**

Add this up, and there's only one conclusion you can come to: There's a big viable market for drain-pan treatment, and you're not getting your share.

### MARKET SIZE

Just how big is the market? As I mentioned earlier, every one of your accounts that has air conditioning, other than the window type, has a condensate drain pan. It could be the individual type, called fan units. With this kind of system, popular in many hotels and motels, pans are placed in every room, usually along the window wall. They heat in the winter and cool in the summer and use small drain pans. Or, it could be a central system such as those found in larger office buildings. In this case, they have air handlers and large drain pans.

There's a good chance that some of your customers are already using a de-sliming product. The question you must ask yourself is, "Why shouldn't I be selling my customers the condensate drain-pan treatments they need?"

There are many excuses you could use. "We only sell janitorial supplies," or, "We don't call on engineers because we have nothing to sell to them and I don't think we want to get involved in something like this." But consider this scenario: A salesman from the ABC industrial supply company calls on the engineer of one of your accounts. On his way to the engineer's office, he passes the housekeeping storage area. The door to the storage room is open, he stops, looks in and stares. Now, as he stares, he starts thinking, "If we started stocking some of these items, I know I could sell them to this account." He then continues on to the engineer, with whom he has a good relationship, and gets his order for condensate drain-pan treatment. Order in hand, he asks "Do you do any buying of janitorial supplies?" The engineer may say, "No, I don't. But come on, I'll take you and introduce you to the housekeeper."

The moral? You may not want to go downstairs and sell to the engineer, but more and more salesmen who sell to him are coming upstairs to sell to the housekeeper, your customer - perhaps soon to be ex.

In these competitive times, there's no room for hesitation. You must embrace any product that can increase sales to new markets and existing accounts. Easy-sell, necessary products, like de-slimers, make a great entree to an engineer's domain: The product is uncomplicated and nontechnical, and the sales presentation is short. The only way you couldn't sell it is if you don't try.

Equally detrimental to your business and profit is hiding behind the argument that you only sell janitorial supplies. Janitorial supply companies can and do sell de-slimers, some 100 gross and more a year. Not only do they sell the engineer drain-pan treatment, but, once in the door, they sell other stock items. For example: rag/wipers, waterless hand cleaners, cleaner/degreasers, aerosol, buckets, brooms and brushes, and so on. Think about it. You have to maximize your sales opportunities, and you're not accomplishing this when you and your salespeople leave a client without paying the engineer a visit. Further, you have a big advantage over your competitors because you're already in your customers' computer bases as a vendor. In some cases you'll end up selling more to the engineer than the housekeeper and, again,

there's no better way to start than with an easy-sell product like a drain-pan de-slime treatment.

To overcome any remaining reluctance you may have about selling them, take an analytical view of condensate drain-pan treatments. First, think of all the things that you *don't* have to know to sell it: How it works; what is a condenser; what is a compressor; what is a handler; or even where the drain pan is! (Although, from the above, you already know this).

Here are the only questions you need to be concerned about when selling drain pan treatment - followed by their easy answers.

**Q. What are the benefits?**

*A. It prevents slime build-up, pan overflow, odors, scale, and corrosion.*

**Q. How long does the treatment last?**

*A. A good treatment lasts up to six months.*

**Q. There's a lot of talk lately about "sick building syndrome." What will this do for the building, in addressing the problem?**

*A. As you know, sick building syndrome can have many root causes: A good no-slime product contains a broad spectrum EPA-registered biocide that is highly effective against a wide range of bacterial strains including Legionella, Pseudomonas, which causes Legionnaires disease. The bottom line is, all condensate drain pans are breeding grounds for bacterial and therefore should be treated.*

**Q. How much is needed?**

*A. That is determined by your tonnage and the size and strength of the de-slimer. Take Gold Coast's No Slime strips, for example. The regular size covers up to 5 tons, and the jumbo covers up to 10 tons. So a 1,000 ton unit would require 200 regular or 100 jumbo strips.*

Besides the price, which, as a distributor you can set yourself, that is all you need to know to sell drain-pan treatment.

### THE SALES CALL

The drain-pan treatment sales call itself could well be the easiest call you'll ever make. Here's an example:

"Good morning Mr. Finkelberg. Knowing how busy you are, I'll get right to the point. I stopped by this morning to show you an easy, effective and economical way to treat all your condensate drain-pans. This is an EPA-registered biocide in a solid form that will last four-to-six months. By the way, this biocide is effective in preventing Legionella Pneumophila, which you probably know better as Legionnaires disease. Now, here's what it does for you: (1) prevents slime build-up which can clog up the drain and cause the pan to overflow; (2) eliminates offensive odors; (3) prevents scale and corrosion; and (4) lessens the risk of sick building syndrome. How many drain pans do you have, Mr. Finkelberg, and which size would serve you better, the regular or jumbo?"

Short, sweet, simple, and it sells.

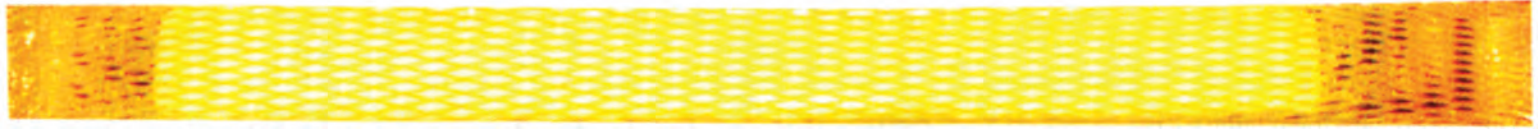
### ADDED SALES BONUS

While targeting a new market is your primary goal, remember; just as engineers use many of the products you already stock, the same pan de-slime product used downstairs by the engineer is used upstairs. For example, large computers which have cooling systems and drain pans, need to keep those pans clean. Then, there is the grocery field. The last thing in the world any grocery store wants is to have foul odors coming from around the dairy case. Other areas where pan de-slime products are needed include refrigerated vending machines, walk-in coolers, and dehumidifiers. Again, this is not to deter you from approaching the engineer, but be assured, the potential customers are endless.

As I see it, the only problem salespeople have in selling to engineers is overcoming their own fear. If you're going to climb the ladder of success, you have to get off the commodity treadmill and seek new horizons, wherever you can. So get going. Climb down into the gold mine and start working your way up. **Call 800-333-3403.**

# No Slime Strip

**Air Conditioning Drain Pan Slime Preventative Kills Mold, Mildew & Algae**



Patent Pending

**NO-SLIME STRIP has the highest percentage active ingredient, ounce per ounce, than any other microbiocide of its kind.**

● **EPA REGISTERED** ●

## **NO DRAIN PAN OVERFLOW PREVENTS SLIME BUILD-UP.**

- NO SLIME STRIP is a complete product for the treatment of air conditioning drain pans, dehumidifiers, computer room equipment, coolers, refrigerated vending machines, display cases and cold storage walk-ins.
- NO SLIME STRIP provides effective long-term control of offensive odors, organic build-up, scale and corrosion deposits in the above systems.
- **VISIBLE PACKAGING** shows how much product remains available for use. **NO GUESSWORK!**
- Streamlined elongated shape, easy to slip into drip pans without dismantling. Just drop in pan.
- Polymeric packaging releases a constant dose of microbiocide, odor neutralizers, corrosion and scale inhibitors.
- Available in three sizes: Mini for up to 3 ton units. Regular size for up to 5 ton units. Jumbo size for 10-15 ton units. For larger units. use multiple strips.
- pH 7-neutral. This product is non-corrosive to metallic surfaces.

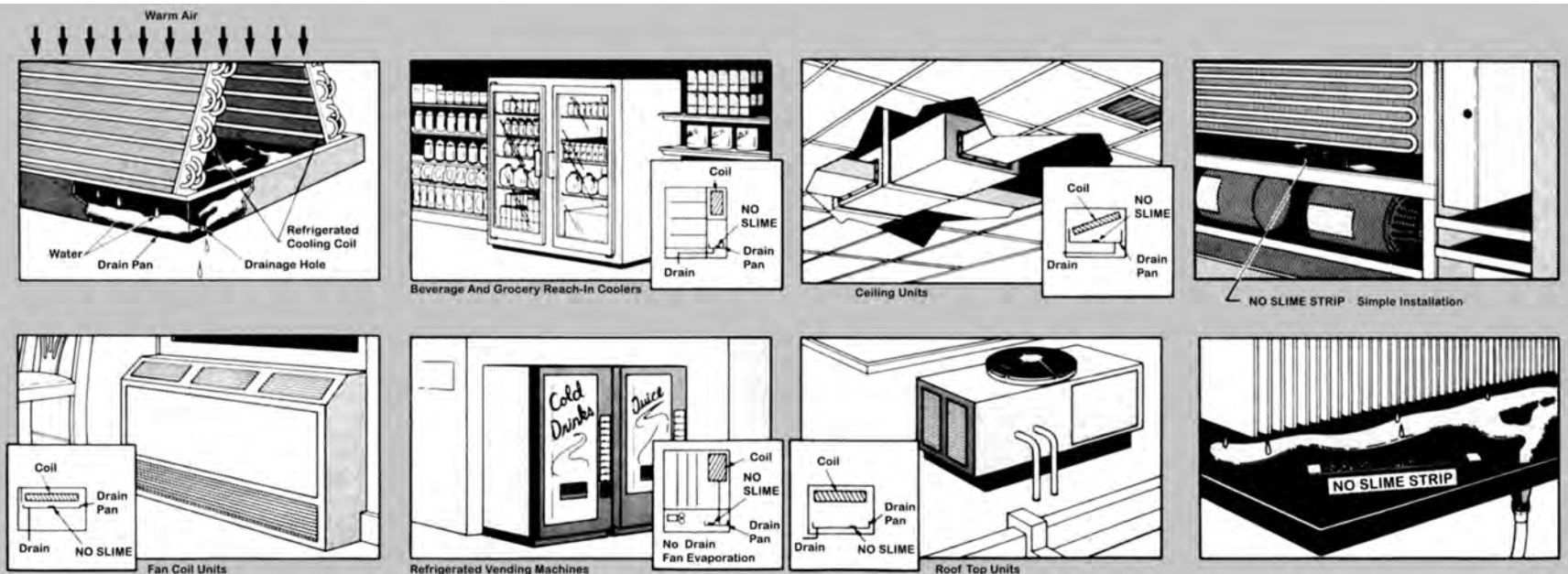
## **SURVIVAL OF LEGIONELLA PNEUMOPHILA IN AIR CONDITIONER DRAIN PANS CONTAINING NO SLIME STRIP**

An evaluation of the ability of NO SLIME STRIP to control Legionella in air conditioner condensate water was carried out. The duration of the test approximated the load for three months x 8 hours per day of air conditioner use in high humidity and high condensation conditions.

The active ingredient released by the NO SLIME STRIP was maintained at an effective p.p.m. concentration in the simulated condensate water, for the entire length of the test. The rate of kill of Legionella pneumophila by the NO SLIME STRIP active, was rapid and effective. During all of the testing period there was at least a 99% kill of Legionella.

Legionella pneumophila has been frequently detected in cooling water systems and has sporadically resulted in the outbreak of Legionnaires disease with its pneumonia-like symptoms. Although there is no direct or interpretable relationship between the presence of this bacteria and the potential for human disease, minimizing the potential for disease outbreak is the recommended action.

Gold Coast Chemical Products NO SLIME STRIP provides effective control of the Legionella pneumophila used in the tests.



A DIVISION OF DORA INDUSTRIES, INC.  
2357 STIRLING ROAD, FORT LAUDERDALE, FLORIDA 33312  
BROWARD 954-893-0044 • FAX 954-893-8884  
TOLL FREE 800-333-3403

Maintenance Sales News

# BUYERS GUIDE

## 2015

A Directory of Manufacturers Of Sanitary Supplies

**ABCO Products Corp.**

6800 N.W. 36th Avenue  
Miami, FL 33147 USA  
305-694-2226  
Fax: 305-693-4410

**Products:** A vertically integrated manufacturing company providing quality physical cleaning products to maintenance markets. Full line provider of brooms, mops, dust mops, brushes, squeegees, and handles, including 100 percent corn brooms, and a variety of push brooms. Mops include cotton, rayon, blended and specialty application products. 05

**Absorbcore**

30275 Lorain Road  
North Olmsted, OH 44070 USA  
Fax: 440-779-9243  
800-786-5505

**Web Site:** www.absorbcore.com

**Company Officers:** Mike Flury, President; Pam Flury, Vice President

**Products:** Absorbcore disposable restroom mats provide a safe, clean restroom by eliminating the problems caused by standing puddles of urine that collect under commodes and urinals. The absorbent core in these mats convert urine drips into a gel, thus eliminating order transfer into the air. 15

**ACS Industries, Inc.**

One New England Way  
Lincoln, RI 02865 USA  
401-769-4700  
Fax: 401-333-6088

**E-Mail:** rbeaudette@acsind.com

**Web Site:** www.scrubble.com

**Company Officers:** Steven Buckler, President; Rory Beaudette, Vice President; Peter Botvin, Vice President/General Manager

**Products:** The Scrubble Division of ACS Industries has been manufacturing professional cleaning products since 1939 for the foodservice, janitorial and sanitary supply markets. ACS manufactures a full line of cleaning

products, including metal scrubbers, scouring pads, grill cleaning items, soap pads, mops, brooms, brushes, non-woven floor pads, steel wool floor pads, sand screens, carpet bonnets and Cyclone D™ diamond floor pads. 15

**Action Pump Co.**

170 Chicago St.  
Cary, IL 60013 USA  
Fax: 847-516-0033  
800-273-6900

**E-Mail:** marty@actionpump.com

**Web Site:** www.actionpump.com

**Company Officers:** Martin Barrett, President; Rick Newton, Vice President

**Products:** Action Pump is a manufacturer of drum, pail, oil, grease, FDA and 3A pumps. For use on 1, 5, 15, 30, 55 gallon drums and totes. Custom pump solutions also offered. 15

**Advanced Vapor Technologies, LLC**

5901 23rd Dr. W., Ste. 103  
Everett, WA 98203  
425-775-9000  
Fax: 425-775-1993

**Web Site:** www.advap.com

**Products:** AVT Steam Vapor Systems, combined with Nano Crystal Disinfection Technology (TANCS™), cleans and disinfects virtually any surface using tap water. Chemical exposure and residual noxious odors are reduced by employing AVT systems, which are applicable for multi-purpose, multi-surface disinfection. 12

**Air Spencer USA, LLC**

P.O. Box 1541  
American Fork, UT 84003  
Fax: 800-515-9976  
877-801-5151

**E-Mail:** henry@airspencerusa.com

**Web Site:** www.airspencerusa.com

**Company Officers:** Henry Hironaka, President  
**Products:** PeePod 21st century urinal cleaning system, invented in Japan. Product fea-

tures seven-second installation, fresh smelling restroom in seven minutes and seven-month clean urinal. Also offered is the DoorPod Kinetic Energy air freshener. No batteries or spray is needed. Product is eco-friendly. 15

**Airosol Company, Inc.**

1206 Illinois St.  
Neodesha, KS 66757 USA  
620-325-2666  
Fax: 620-325-2602

**Web Site:** www.airosol.com

**Products:** Since 1943, Airosol provides private packaging of aerosol products. It offers a full line of jan/san cleaners and air fresheners in private label. The company has low minimum orders, competitive pricing and prepaid shipping. 14

**American Dryer**

33067 Industrial Road  
Livonia, MI 48150 USA  
734-421-2400  
Fax: 734-421-5580

**E-Mail:** sales@americandryer.com

**Web Site:** www.americandryer.com

**Products:** The American Dryer ExtremeAir hand dryer with Cold Plasma Clean Technology kills harmful germs like E.coli, Staph, MRSA, C.diff and Salmonella. This product is not intended to diagnose, cure, mitigate, treat or prevent any disease. 15

**American Paper Converting Inc.**

1845 Howard Way  
Woodland, WA 98674 USA  
Fax: 360-225-0478  
866-922-5272

**Web Site:** www.americanpaperco.com

**Products:** American Paper Converting Inc., (APC) manufactures bathroom tissue and paper towel products. APC Inc., was founded in 1997 to be a flexible and innovative supplier of towel and tissue to janitorial and food service distributors. 12

**American Select Tubing, LLC**

4005 DeWitt Avenue  
Mattoon, IL 61938 USA  
217-234-7300  
Fax: 217-234-7033

**E-Mail:** sales@astubing.com

**Web Site:** www.astubing.com

**Company Officers:** Mark Maninfor, General Manager

**Products:** Metal handles for broom, brush and mop industries. Available in 21mm, 22mm, 15/16", 1", and 1-1/8" diameters, and lengths ranging from 24 to 60 inches. Plastic and powder coatings, as well as all fittings, are available. Also a producer of extension handles from 32" to 72". 15

**Americo Manufacturing Co., Inc.**

6224 N. Main Street  
Acworth, GA 30101 USA  
770-974-7000  
Fax: 770-974-0614

**Web Site:** www.americomfg.com

**Products:** Americo manufactures a complete line of floor maintenance pads, hand pads and related non-woven products. Also offered are vinyl-backed floor matting, logo mats, anti-fatigue matting and restroom care products including deodorizing urinal screens. 06

**Amrep, Inc.**

425 Franklin Rd., Ste. 530  
Marietta, GA 30067 USA  
770-422-2071 Fax: 770-422-1737  
**E-Mail:** info@amrep.com

**Web Site:** www.amrep.com

**Products:** Amrep is a national manufacturer of specialty chemicals, with product lines in the chemical industry including aerosol, liquid and lubricant products. Amrep offers product innovations, quality, service and support. 11

**Anderson Chemical Company**

325 South Davis Ave.  
Litchfield, MN 55355 USA





**Products:** Chase Products Co. provides a range of aerosol cleaners, air fresheners, insecticides, paints; and automotive, bench, craft and personal care products. 11

**Chemical Universe, Inc.**

1133 Saline St.  
N. Kansas City, MO 64116 USA  
816-471-3602

**Fax:** 816-474-3302

**Web Site:** www.chemicaluniverse.com

**Products:** Institutional and industrial cleaning chemicals. 14

**Clean Control Corporation**

1040 Booth Rd.  
Warner Robins, GA 31088 USA  
478-922-5340

**Web Site:** www.odobanprofessional.com

**Products:** OdoBan odor eliminating products, air fresheners, cleaning products, fire and flood odor eliminators. Markets include health care, hospitality, apartment, waste treatment, pet, auto rental, and casinos. OdoBan Original is a cleaner, disinfectant and odor eliminator for daily use and the worst of odor issues. 14

**Clift Industries, Inc.**

P.O. Box 471578  
Charlotte, NC 28247 USA  
800-996-9901

**Web Site:** www.beyondgreencleaning.com

**Products:** Beyond Green Cleaning™ Multi-Surface Disinfectant & Cleaner works hard on soils and germs alike. It also deodorizes, allowing end-users to control unpleasant odors. It is safe for use in a wide variety of settings. 15

**Clorox Professional Products Co.**

1221 Broadway, No. 1909D  
Oakland, CA 94612-1837 USA

510-271-7000

**Web Site:** www.cloroxprofessional.com

**Products:** Full line of established brands designed for the commercial industry. 15

**Colgate Palmolive**

191 E. Hanover Ave.  
Morristown, NJ 07962 USA  
973-630-1500

**Web Site:** www.colgatecommercial.com

**Products:** Dispensing equipment and cleaning products including general multi-surface cleaners, dish washing liquids and hand soaps. 14

**Compass Minerals Co.**

9900 West 109th Street, Suite 100  
Overland Park, KS 66210 USA  
877-462-7258 or 913-344-9100

**Web Site:** www.nasalt.com

**Products:** Safe Step® Pro Series®, a family of ice melters created specifically for the jan/san industry. 14

**CP Industries LLC**

560 North 500 West, Suite 100  
Salt Lake City, UT 84116 USA  
**Fax:** 801-539-0510  
800-453-4931

**Web Site:** www.cpindustries.net

**Products:** Technically advanced environmentally safe products including ice melters, cleaning chemicals and detergents. Custom chemical formulations and manufacturing provided. Production facilities located in Salt Lake City, UT, and York, PA. 12

**Cross Country Installations & Service, LLC**

38 Governor St.  
Paterson, NJ 07501 USA  
973-278-2663  
**Fax:** 973-278-2668

**E-Mail:** sales@crosscountryinstall.com

**Web Site:** www.crosscountryinstall.com

**Products:** CCI installs and services all types of janitorial dispensing equipment across the United States and Canada. With professional installers, CCI has the teams in place ready to install, service and maintain equipment on regional and national levels. 14

**Crown Chemical, Inc.**

4701 W. 136th St.  
Crestwood, IL 60445 USA  
708-371-6990  
800-672-4065

**Fax:** 708-371-6992

**E-Mail:** sales@crown-chem.com

**Web Site:** www.crown-chem.com

**Company Officers:** Michael Spain  
**Products:** Full-line manufacturer of liquid, powder and solid detergents for restaurant, laundry, janitorial, industrial and other applications. Expertise in chemical formulating, blending and packaging. Full color, low minimum private labeling. Knowledgeable and courteous customer service and sales support. The company has partnered with successful distributors for more than 50 years. Nationwide shipping. 15

**Culicover & Shapiro, Inc.**

270K Duffy Ave.  
Hicksville, NY 11801 USA  
516-597-4888

**Fax:** 516-597-4889

**E-Mail:** culicoverbrush@aol.com

**Web Site:** www.culicoverbrushes.com

**Company Officers:** Richard Shapiro, President

**Products:** Floor brushes, garage brushes, counter dusters, radiator and window brushes, truck brushes, street brooms, corn brooms, baseboard brushes, bi-level scrubs, deck scrubs, hand scrubs, pot brushes, wet and dry

mops, broom and mop handles, dustpans, squeegees. Can manufacture all types of brooms quickly and efficiently with modern CNC machinery, but still can run small orders and do hand work. Can manufacture to specifications. 15

**CWP Technologies**

3881 West 150th St.  
Cleveland, OH 44111 USA  
216-252-1190

**Fax:** 216-252-6205

**E-Mail:** cmartin@cwptechnologies.com

**Web Site:** www.cwptechnologies.com

**Company Officers:** Rick Rottinger, General Manager; Chris Martin, Director of Sales & Marketing

**Products:** For over 75 years, CWP has maintained a leadership position as a U.S. manufacturer of vacuum cleaner brushrolls and floor cleaning brush tools. With manufacturing on two continents, CWP supplies its global customer base while maintaining low cost and reduced lead times. 15

**DDI System**

75 Glen Road, Ste. 204  
Sandy Hook, CT 06482 USA  
203-364-1200

**Fax:** 203-364-1400

**Web Site:** www.ddisys.com

**Products:** Technology to fuel growth, DDI's Inform ERP Software is designed for jan/san, paper and packaging distributors. It streamlines nearly every aspect of business. From software essentials to the integration of the latest technology trends, Inform delivers all the tools to move a company forward, gain workflow advantages, increase productivity and improve profitability. 14

**Dead Sea Works Ltd. c/o K+S**

201 E. 42nd St., Room 1808  
New York, NY 10017-5710  
212-697-4994

**Web Site:**

www.ks-northamerica.com

**Products:** Deicing and dust control products. 15

**DEB USA, Inc.**

2815 Coliseum Drive, Suite 600  
Charlotte, NC 28217 USA  
**Fax:** 800-367-7408

800-248-7190

**Web Site:** www.debgroup.com

**Products:** Deb Group has been providing dedicated skin care programs for over 70 years for a wide range of industries and organizations that value employee and customer well-being. Customers benefit from Deb's expertise in skin care through improved health and safety and environmental impact with measurable economic value. 13

**Delamo Manufacturing**

7171 Telegraph Road  
Montebello, CA 90640 USA  
888-711-8011

**E-Mail:**

delamo@delamo-mfg.com

**Web Site:** www.delamo-mfg.com

**Products:** Line of cleaning tools including waste cans, wringer buckets, lobby dust pans and hand-held dustpans, made in the



## Continuing Innovation Introducing...

# NOVA™

*Innovations today for a cleaner tomorrow. Introducing our newest product: Nova. Our new blended microfiber mop includes microfiber and traditional yarn for greater longevity and cleanliness.*

**GOLDEN STAR®**

Golden Star Inc | 6445 Metcalf Ave. | Overland Park, KS 66202  
www.goldenstar.com | 816.842.0233 | 800.821.2792

USA. These core items are also available in a recycled plastic, "Delamo Green Clean," made from used tires. Delamo also manufactures mop sticks, utility buckets, toilet seat covers, dispensers and more. 12

#### **Delta Marketing Int'l, LLC**

3 Matt Ave.  
Plattsburgh, NY 12901-3704  
518-562-1633  
Fax: 518-562-1635  
Web Site: www.naturesairsponge.com

**Products:** Nature's Air Sponge is an environmentally safe odor eliminator. It absorbs and eliminates all types of odors such as from cooking, pets, paint, solvent, sewer and tobacco. 14

#### **Diamond Wipes Intl.**

4200 E. Mission Blvd.  
Ontario, CA 91761 USA  
909-230-9888  
Fax: 909-230-9885  
800-454-1077

Web Site: www.diamondwipes.com  
**Products:** Pre-moistened disposable towels, anti-bacterial wipes, contract packaging. 08

#### **Dinesol Commercial Products**

195 East Park Ave.  
Niles, OH 44446 USA  
330-544-7171  
Fax: 330-544-9632  
Web Site: www.dinesol.com

**Products:** NSF-approved 10, 20, 32 and 44-gallon cans and lids, dolly, 23-gallon slim can, recycled and swing lid to fit slim can, 5- and 7-inch bus totes and lids, and foodservice baskets and trays. 14

#### **Dirt Killer Pressure Washers Inc.**

1708 Whitehead Road  
Baltimore, MD 21207 USA  
Fax: 410-944-9988  
800-544-1188  
E-Mail: info@dirtkiller.com  
Web Site: www.dirtkiller.com

**Products:** Hot and cold portable pressure washers featuring the Kränzle pump. These industrial grade units are both gas and electric powered with pressures ranging from 1000 to 3500 psi. 13

#### **Discover Energy Corp.**

999 W. Broadway, Ste. 880  
Vancouver, BC V5Z 1K5 CANADA  
604-730-2877  
Fax: 604-730-2898  
E-Mail: info@discover-energy.com  
Web Site: www.discover-energy.com

**Products:** Clean & Green Battery technology for floor machines. The company provides innovation in deep cycle battery technology. 14

#### **Distribuidora Perfect S.A. de C.V.**

Calle Cuatro No. 32  
Naucalpan Edo de MEXICO 53370  
011 52 55 53 87 04 00  
E-Mail: rrk@brochasperfect.com.mx  
Web Site: www.brochasperfect.com.mx  
**Company Officers:** Jorge Ripstein, President and Director; Rodrigo Ripstein, Executive Director

**Products:** The company offers tampico fiber, cup brushes, solvents, paintbrushes, end brushes, artist brushes, clothes brushes, paint rollers, shoe brushes, kits and trays, washing brushes, wire brushes, Loosen Up WE-60,

paint pads (square brushes), color sprays, circular wire brushes, and painter complementary items. 10

#### **DPA Buying Group**

9200 Montgomery Rd., Bldg. C, Ste 11A  
Cincinnati, OH 45242 USA  
Fax: 513-794-3342  
800-652-7826  
E-Mail: dpa@dpubuyinggroup.com  
Web Site: www.DPABuyingGroup.com

**Company Officers:** Zachary T. Haines, Executive Director  
**Products:** DPA is a North American buying and networking organization. Distributor members receive quarterly marketing allowances, better pricing, freight discounts and promotions from over 180 preferred suppliers in the following industries: janitorial/sanitary; restoration; safety equipment and clothing; tools and fasteners; industrial packaging. Membership is free. 15

#### **Draco Hygienic Products, Inc.**

716 S. Bon View Ave.  
Ontario, CA 91761 USA  
909-933-1000  
Fax: 909-933-2728  
E-Mail: info@draco.com  
Web Site: www.draco.com  
**Products:** Specializes in OEM manufacturing of towel, soap and air fresh dispenser systems for the AFH market. 13

#### **Dri-Eaz, a Legend Brands Co.**

15180 Josh Wilson Rd.  
Burlington, WA 98233-9656  
360-757-7776  
Fax: 360-757-7950  
Web Site: www.legendbrands.net  
**Products:** Professional cleaning and drying solutions. Dri-Eaz has dehumidifiers and air movers for drying flooded areas, air scrubbers for cleaning the air and specialty floor dryers. 14

#### **E. Gornell & Sons, Inc.**

2241 N. Knox Avenue  
Chicago, IL 60639 USA  
773-489-2330  
Fax: 773-489-1102  
E-Mail: sales@gornellbrush.com  
Web Site: www.gornellbrush.com

**Products:** Custom designer and manufacturer of brushes for industry and maintenance. Gornell is a supplier of scratch, platers and welder brushes, staple-set on the latest CNC-controlled machinery. Gornell continues to custom-design and manufacture staple-set and wire-drawn brushes for industry. 15

#### **EES, Inc.**

127 Riverside Drive  
Cartersville, GA 30120-6383 USA  
678-721-9989  
Fax: 678-721-9279  
Web Site: www.eesatl.com

**Products:** Odor control products including restroom care, solid and liquid deodorants, dumpster and drain maintenance, and grout restoration. EES stands for "Effective Environmental Systems" and for over two decades has provided quality odor control products for thousands of institutional and industrial businesses across the United States. 11

#### **Ekcos Innovations**

1001 Shannon Ct., Suite B  
Livermore, CA 94550 USA

925-371-1277  
Fax: 925-961-9745  
E-Mail: info@eckos.com  
Web Site: www.eckos.com  
**Products:** Public restroom hygiene products. 15

#### **Emerald Professional Protection Products**

285 Pierce Street  
Somerset, NJ 08873 USA  
732-805-9400  
Fax: 732-805-9401  
E-Mail: sales@emeraldppp.com  
Web Site: www.emeraldppp.com  
**Products:** Emerald PPP is an importer and distributor of gloves and single use disposable safety products. It's located in central New Jersey and distributes from a 110,000-square-foot warehouse. It offers a comprehensive range of products under the Emerald brand. 14

#### **Epic Industries**

1007 Jersey Avenue  
New Brunswick, NJ 08901 USA  
732-249-6867 Fax: 732-249-7683  
Web Site: www.epicindustries.com  
**Products:** For over 90 years, Epic Industries has serviced the janitorial, foodservice, laundry and housekeeping industries with its "Swell" brand of products and "E-Z Suds" and "Like Magic". Its newest products include the Avatar Dispensing Dilution Control System and DfE-recognized Green Essentials™ products, which are environmentally friendly, effective and safe. 12

#### **Expanded Technologies**

6520 46th St.  
Kenosha, WI 53144 USA  
888-654-7720  
Fax: 262-654-5020  
Web Site: www.expandedtechnologies.com  
**Products:** Manufacturer of products designed to protect floors, reduce noise and assist in maintenance. Products include Slip-on®, Slip-over®, Wrap-around®, and CasterTire™ Floor Savers™. Clear sleeve floor protectors, multiple doorstops, safety message anti-fatigue mats and peel and stick felt pad and slider line are also available. 11

#### **Fastrak Industries**

P.O. Box 757  
Monee, IL 60449 USA  
708-570-0650 Fax: 708-570-0653  
E-Mail: info@fastrakind.com  
Web Site: www.fastrakind.com  
**Products:** Fastrak Industries is a manufacturer of performance related technology for the maintenance and jan/san industries. Fastrak's solutions can maximize results and reduce labor and material costs. 09

#### **Filmop USA**

13410 Hwy 105 West  
Conroe, TX 77304 USA  
936-588-8942  
Fax: 936-588-8948  
E-Mail: info@filmopusa.com  
Web Site: www.filmop.com  
**Products:** Designs, manufactures and distributes a large range of microfiber mop systems; mop buckets; maid, janitorial, health care, and hospitality carts stocked in the USA. 15

#### **Fuller Industries LLC**

One Fuller Way  
Great Bend, KS 67530 USA

800-848-4901  
Web Site: www.fullercommercial.com  
**Company Officers:** Brady Gros, CEO; Ellen Moran, CFO; Brett Hughes, Marketing Director; Stephen Haines, National Sales Manager  
**Products:** FullPro, Franklin Cleaning Technology, Trumix DC2 and Masury Columbia. 15

#### **Fullriver Battery USA**

4030 Adolfo Rd.  
Camarillo, CA 93012 USA  
Fax: 805-435-1949  
800-522-8191  
E-Mail: service@fullriverdcbattery.com  
Web Site: www.fullriverdcbattery.com  
**Company Officers:** Patrick Leibrich; Scott Bankson  
**Products:** Manufacturer of a complete line of sealed, maintenance-free, deep cycle, AGM batteries, with many models built for the floorcare market. This includes electric scrubbers and sweepers. Fullriver Battery USA is also the new North American master distributor for Delta-Q chargers. 15

#### **Gator Cleaning Products, LLC**

725 McKinley St.  
Eugene, OR 97402-2756 USA  
866-321-6612  
Web Site: www.groutgator.com  
**Products:** Grout cleaning solution, grout cleaning brush and accessories. 15

#### **Gift Sales Co.**

P.O. Box 17082  
Wichita, KS 67217 USA  
316-267-0671  
Fax: 316-267-2930  
E-Mail: gscjansplymfr@juno.com  
Web Site: www.giftsalescompany.net  
**Company Officers:** Bill Myers  
**Products:** Bowl blocks, urinal blocks, wall blocks, 20-pound sewer blocks, non-para dumpster system, dust pans, bowl caddy, mint asorbit, urinal screens (all kinds), fly swatters, liquid deodorants, enzyme blocks, putty knives, dust pans - metal, dust pans - plastic, and other sundries. 15

#### **Gofer Parts**

269 Jessup Rd.  
West Deptford, NJ 08086 USA  
856-768-0200 Fax: 856-768-2400  
E-Mail: info@goferparts.com  
Web Site: www.goferparts.com  
**Products:** Aftermarket wholesale parts supplier for the floor care industry. Carries parts to repair floor machines, auto scrubbers, extractors, sweepers and burnishers. Gofer also operates a manufacturing facility, capable of providing custom products such as squeegees, skirts, gaskets and other wearable materials. 14

#### **Gold Coast Chemical Products**

2357 Stirling Rd.  
Ft. Lauderdale, FL 33312 USA  
954-893-0044  
E-Mail: noslime@goldcoastchemical.com  
Web Site: www.goldcoastchemical.com  
**Company Officers:** Eli Finkelberg, Sandra Roth  
**Products:** Aerosols, carpet care items, cleaners and degreasers, deodorizers, disinfectants, greases and lubricants, hand soaps and sanitizers, insecticides, laundry and restroom items and more. 15

**Golden Star Inc.**

6445 Metcalf Ave.  
Overland Park, KS 66202 USA  
816-842-0233  
**Fax:** 816-842-1129  
**E-Mail:** goldenstar@goldenstar.com  
**Web Site:** www.goldenstar.com  
**Products:** Golden Star is a full line, vertically integrated manufacturer of professional surface cleaning tools, systems and accessories since 1908. The company offers private branding capabilities and marketing tools to better grow customers' brands. Products include wet and dust mops, microfiber pads and cloths, dusters, bonnets, corn brooms, push brooms and hardware. 15

**Gordon Brush Mfg. Co., Inc.**

6247 Randolph Street  
Commerce, CA 90040 USA  
323-724-7777 ext. 101  
**Fax:** 323-724-1111  
**E-Mail:** alan@gordonbrush.com  
**Web Site:** www.gordonbrush.com,  
**Company Officers:** Kenneth L. Rakusin, President and CEO  
**Products:** Gordon Brush Mfg. Co., Inc. is an ISO 9001:2008 certified manufacturer of speciality, custom and standard brushes for industrial and commercial purposes. The company makes the FootMate® System as well as over 15,000 other medical, industrial, janitorial, and electronic brushes at its 51,000-square-foot manufacturing facility in Commerce, CA. It stocks over 2,000 different brushes for same day shipment selling to a variety of industries including medical, electronics, manufacturing, military, aerospace, and pharmaceutical. Gordon Brush has been featured on the *Ion Network*, *Discovery Channel*, *Bloomberg News* and in the *Los Angeles Times*. The company has received Member Resolution No. 1402, sponsored by Senator Ronald S. Calderon, 30th California State Senate District. 14

**Griffin Chemical Co., LLC**

889 Erie Ave.,  
North Tonawanda, NY 14120-3533  
716-693-2465  
**Fax:** 716-693-2467  
**E-Mail:** info@wowbrandproducts.com  
**Web Site:** www.wowbrandproducts.com  
**Products:** W.O.W! Brand Products is a division of Griffin Chemical Co. It's a North American manufacturer of green-based cleaning chemical specialties made with DfE-listed ingredients. 14

**GSC Manufacturing, Inc.**

510 Merritt Avenue  
Nashville, TN 37203 USA  
615-248-6556  
**Fax:** 615-248-6558  
**E-Mail:** info@gscmanufacturing.com  
**Web Site:** www.gscmanufacturing.com  
**Products:** 100 percent made-in-the-USA textile mops. Wet mops are available in cut-end, looped-end, finish and screw type mops. GSC Manufacturing, Inc. offers a full line of launderable and disposable dust mops and frames. All mops are offered in a variety of natural and synthetic yarns. Natural and plastic fiber upright brooms, push brooms and industrial brushes complete a full janitorial and commercial line of cleaning products. GSC Mfg., Inc. specializes in OEM programs, private la-

beling, custom packaging and short lead times from receipt of order to delivery. 14

**H & S Manufacturing Co.**

727 East Broadway  
Williston, ND 58801 USA  
701-572-5400  
**Fax:** 701-774-3091  
**Products:** Disposable clean-up kits (HEP-AID and NEW-AID); Absorbents (Spring-time and Hypo-Sorb); and personal protection kits. 14

**Ha-Ste Manufacturing, Inc.**

119 East Elm Street, P.O. Box 168  
Union City, IN 47390 USA  
937-968-4858  
**Fax:** 937-968-4524  
800-228-6677 (MOPS)  
**E-Mail:** service@hastemops.com  
**Web Site:** www.hastemops.com  
**Products:** Manufacturer of quality (Made in the U.S.A.) mopping products. Specializing in service for the janitorial and industrial hard floor care professional. Quality product line of wet mops, dust mops, hardware and monofilament finish mops that include custom factory and private labeling as well as construction modifications to suit a customer's needs. 14

**Harvard Chemical Research, Inc.**

3595 Zip Industrial Blvd.  
Atlanta, GA 30354 USA  
404-761-0657  
**Fax:** 404-761-0709  
**E-Mail:** sales@hcronline.com  
**Web Site:** www.hcronline.com  
**Products:** Harvard Chemical manufactures a full line of cleaning and maintenance chemicals under its own label and private label. Low minimums and hundreds of formulations are available. 14

**Haviland Corporation**

P.O. Box 769 - 200 S Hwy. U  
Linn, MO 65051 USA  
573-897-3672  
**Fax:** 573-897-4497  
**E-Mail:** squeegees@havilandcorp.com  
**Web Site:** www.havilandcorp.com  
**Company Officers:** Jan Haviland, President/CEO; Alice Andrews, Executive Vice-President  
**Products:** Manufacturer of a large line of quality floor squeegees, window squeegees, paving hand tools, sealer squeegees, applicator squeegees, serrated squeegees, scrapers, water brooms, roller squeegees, color coded squeegees, grill squeegees and wet/dry vacuum elastomer replacement parts. 15

**Hight Brush**

4614 Acacia Woods  
San Antonio, TX 78249 USA  
210-860-7896 **Fax:** 210-695-6971  
**Web Site:** www.hightbrush.com  
**Products:** Wire brushes, tube brushes, scratch brushes, abrasive brushes, wheel brushes, end brushes and cleaning brushes. 14

**Hoover, Inc., A Div. of TTI Floor Care**

7005 Cochran Rd.  
Solon, OH 44139 USA  
440-996-2000  
**Web Site:** www.hoover.com  
**Products:** Commercial vacuums and other floor care products. 14

**HTC Twister, Inc.**

5617 Tazewell Pike  
Knoxville, TN 37918-9264 USA  
865-521-3976  
**Web Site:** www.htc-twister.com  
**Products:** Twister™ DCS is an eco-friendly cleaning system which consists of floor pads impregnated with diamond compounds. 15

**Hydro Tek Cleaning Equipment Mfg.**

2353 Almond Avenue  
Redlands, CA 92374 USA  
909-799-9222  
**E-Mail:** sales@hydrotek.us  
**Web Site:** www.hydrotek.us  
**Products:** Provider of innovative, dependable outdoor cleaning equipment. Pressure washers, wastewater recycle systems and wash accessories are manufactured in an ISO-certified U.S. facility and backed by a dealer support network. 15

**Infiniti Brands**

P.O. Box 77142  
Corona, CA 92877 USA  
800-881-4611  
**E-Mail:** sales@infitibrands.com  
**Web Site:** www.infitibrands.com  
**Products:** Personal care items including soap, shampoo and conditioner, lotion, body wash and facial cleaners. 15

**Inspired TEC, LLC**

9433 Colony Pointe East Dr.  
Indianapolis, IN 46250-3465 USA  
317-432-4375  
**Web Site:** www.inspiredtecllc.com  
**Products:** Indoor air quality, energy management and water purification technologies. 15

**Intercon Chemical Company**

1100 Central Industrial Drive  
St. Louis, MO 63110 USA  
**Fax:** 314-771-6608  
800-325-9218  
**E-Mail:** info@interconchemical.com  
**Web Site:** www.interconchemical.com  
**Products:** A full line of cleaning and maintenance chemicals for the industrial and institutional markets. Available private labeled or under Intercon brands. 11

**International Salt Company**

655 Northern Blvd.  
Clarks Summit, PA 18411 USA  
888-388-4726 and 570-319-3144  
**Fax:** 570-585-8725  
**Web Site:** www.internationalsalt.com  
**Products:** A one-source supplier for a comprehensive line of bulk and packaged ice melt products including: Blizzard Wizard Ice-Melt, Arctic Thaw Ice-Melt Blend with Calcium Chloride and CMA, C-FORCE Calcium Chloride Pellets and Flakes, and, Halite Salt Crystals. 13

**IPC Eagle**

2955 Lone Oak Rd.  
Eagan, MN 55121 USA  
**Fax:** 651-686-5695  
800-486-2775  
**E-Mail:** info@ipceagle.com  
**Web Site:** www.ipceagle.com  
**Products:** IPC Eagle offers a complete line of cleaning equipment. Product lines include vacuums, sweepers, scrubbers, extractors, wet/dry vacuums, industrial vacuums, pressure washers; window cleaning equipment

such as the HydroTube Pure Water System, Ultra Pure, HighRise Automatic Window Cleaner; microfiber mopping system and more. 14

**ITW Professional Brands**

805 E. Old 56 Hwy.  
Olathe, KS 66061 USA  
**Fax:** 800-323-9536  
800-443-9536  
**E-Mail:** cservice@itwprobrands.com  
**Web Site:** www.itwprofessionalbrands.com  
**Products:** ITW Professional Brands manufacturers and markets five well-known brands: SCRUBS® premoistened wipes, Spray Nine® disinfectants/degreasers, DYKEM® industrial marking products, Dymon® specialty cleaners and Atlantic Mills® disposable foodservice wipers for the industrial MRO, jan/san and foodservice channels. Headquartered in Olathe, KS, the company has an additional distribution center in Lakewood, NJ. 13

**J & M Technologies, Inc.**

3685 Stutz Drive, Suite 103  
Canfield, OH 44406 USA  
330-533-9000  
**Fax:** 330-702-8740  
**Web Site:** www.jmcatalog.com  
**Products:** For electronic sales solutions, J & M Technologies provides 24/7 online ordering for customers with customized shopping cart programs populated with data and images from a proprietary 200,000-plus database. The Electronic Rep Assist is an interactive playbook that guides reps through what inventoried products to sell according to market, facility and need. Software also available to print catalogs, quotes and flyers in-house. 14

**JanSan Optimize.com / Petru & Associates**

836 Turtle Creek Ct.  
Naperville, IL 60565 USA  
630-922-1125  
**Fax:** 630-922-1134  
**E-Mail:** ginny@petru.biz  
**Web Site:** www.jansanoptimize.com  
**Company Officers:** Ginny Petru, President  
**Products:** JanSan Optimize.com creates and optimizes inbound and outbound marketing communication services (online and offline) for the janitorial and maintenance supply industry, including SEO website building, e-Newsletters, SEO case studies, blogs, public relations and graphic design. 13

**Kaivac, Inc.**

401 South Third St.  
Hamilton, OH 45011 USA  
513-887-4600  
**Fax:** 513-896-8548  
**E-Mail:** info@kaivac.com  
**Web Site:** www.kaivac.com  
**Company Officers:** Bob Robinson Sr.; Bob Robinson Jr.; Tom Morrison; Bob Toews  
**Products:** Kaivac, the originator of No-Touch Cleaning® for restrooms, delivers science-based cleaning systems designed to produce healthy results while raising the value and professionalism of cleaning operations. Kaivac's products remove maximum soil quickly and cost-effectively, even in difficult to clean areas like restrooms, kitchens, hard surface flooring and more. 15



including: extension handles, window washers, scrapers, buckets and Dura-Flex® replacement rubber blades. 15

#### Monahan Partners

202 N. Oak  
Arcola, IL 61910 USA  
217-268-5771  
**E-Mail:** kevin@monahanpartners.com  
**Web Site:** www.monahanpartners.com  
**Company Officers:** Pat Monahan, President; Kevin Monahan, Vice President  
**Products:** Monahan Partners assembles wood, metal and fiberglass mopsticks. It offers a full range of metal and plastic attachments for both wet and dry mops plus dust mop refills/frames of all sizes. Many other items including a patented lobby dust pan are available. 15

#### Moonsoft International, Inc.

3808 N. Sullivan Rd., Bldg. 12, Suite Q  
Spokane, WA 99216 USA  
509-892-9363  
**Fax:** 509-892-9355  
**E-Mail:** dan@moonsoftcorp.com  
**Web Site:** www.moonsoftcorp.com  
**Company Officers:** Sarah Mao, Dan Simmons  
**Products:** Moonsoft Microfiber is synonymous with state-of-the-art cleaning textiles manufactured in the United States and China. This includes microfiber towels, wet and dry mop pads, dusters, and tube mops designed for the jan/san, foodservice, textile rental and automotive markets. Specializing in branded and custom designed cleaning textiles. 15

#### Mor-Value Parts Co. (MVP)

653 36th St. S.E.  
Grand Rapids, MI 49548 USA  
**Fax:** 616-406-3125  
800-870-8700  
**E-Mail:** info@mor-value.com  
**Web Site:** www.mor-value.com  
**Products:** Large inventory of brushes, brooms, vac motors, squeegees and other parts for most makes. Vacuum bags for many makes, featuring Enviro-MAX bags. Same day shipping on stock items with late 5 p.m. cut-off. Wholesale only. No minimum dollar amount to meet. Free technical support. Can drop ship. Will special order non-stock parts. 11

#### Morgro Inc.

145 W. Central Avenue  
Salt Lake City, UT 84065 USA  
801-266-1132  
**Fax:** 801-266-1183  
**Web Site:** www.morgro.com  
**Products:** Manufacturer of premium ice melt.

Products include: Ice Fighter Plus, with Propolyice, to help protect concrete from freeze/thaw damage; Sno-Plow, with Liqui-Fire, sodium chloride coated with magnesium chloride corrosion inhibitors; Cal-Melt, sodium chloride coated with calcium chloride; and Deep Thaw, sodium chloride coated with magnesium chloride. 13

#### Morton Salt

123 N. Wacker Drive  
Chicago, IL 60606  
312-807-2730  
**E-Mail:** rgeorge@mortonsalt.com  
**Web Site:** www.mortonmelters.com  
**Products:** Winter maintenance professionals can rely upon Morton Salt as a one-source supplier for a comprehensive array of ice melt products designed to provide solutions for everyday and extreme winter weather situations, including: Morton® Eco-Safe Blend, Morton® Safe-T-Salt, Morton® Calcium Chloride Ice Melter, Morton® Professional Blend, and, Morton® Visible Blend. 14

#### Mr. Hard Water Cleaning Supplies

68805 Perez Rd. F-33  
Cathedral City, CA 92234  
760-636-9336  
**E-Mail:** jeff@mrhardwater.com  
**Web Site:** www.shop.mrhardwater.com  
**Company Officers:** Jeff Flint  
**Products:** Mr. Hard Water® offers eco-friendly, innovative cleaning supplies for windows, glass shower doors, marble vanities, granite countertops, fountains, and pool tile. Ideal for wholesalers and buying groups wishing to expand their line of hard water cleaning products. 15

#### National Chemical Laboratories, Inc.

401 N. 10 St.  
Philadelphia, PA 19123 USA  
215-922-1200  
**Fax:** 215-922-5517  
**E-Mail:** wsmith@nclonline.com  
**Web Site:** www.nclonline.com  
**Company Officers:** Harry Pollack, President and CEO; William J. Smith, Vice President of Sales and Marketing  
**Products:** For more than 60 years, facility service providers have turned to NCL for answers to tough sanitary maintenance problems. Our World Class Cleaning Solutions® are produced at our one-half million-square-foot manufacturing and operations center in Philadelphia, PA, with distribution locations in Philadelphia and Phoenix, AZ. We service the sanitary maintenance industry through a select distributor network in the United States and in over 55 countries around the world.

Our programs for cleaning and maintenance are used by K-12 education, building service contractors, the institutional and industrial sector, as well as the health care and foodservice markets. 15

#### National Tissue Company LLC

3326 E. Layton Ave.  
Cudahy, WI 53110 USA  
414-481-3300  
**Fax:** 414-481-3311  
**E-Mail:** sales.assist@nationaltissue.com  
**Web Site:** www.nationaltissue.com  
**Products:** Full line of towels, tissue, napkins and wipers for the away-from-home market. The tissues are durable, yet gentle to the touch, product while offering a large selection of styles and product options including custom cores, sheet sizes, and specialized packaging. Napkins available in beverage, dinner, luncheon, and dispenser styles, offering absorbency, and low-lint. Towels and wipers designed to meet various commercial and industrial needs with quality, strength, and absorbency for demanding jobs. 12

#### New Jersey Sanitary Supply Association

P.O. Box 435  
Butler, NJ 07405 USA  
973-283-1400  
**Fax:** 973-838-7124  
**Web Site:** www.njssa.net  
**Products:** Regional trade association. 11

#### Newaire

9483 State Hwy 37  
Ogdensburg, NY 13669 USA  
315-393-5454  
**Fax:** 315-393-5511  
**E-Mail:** sduffy@queenaire.com  
**Web Site:** www.newairepurifiers.com  
**Company Officers:** Susan M. Duffy, President  
**Products:** Newaire products offer a permanent natural solution to eliminating odors in smaller areas with little to no attention. This patented technology is Mother Nature's solution to poor indoor air quality and ongoing odors of all types. 15

#### Nexstep Commercial Products

1450 W. Ottawa Road  
Paxton, IL 60957 USA  
**Fax:** 217-379-9901  
800-252-7666  
**E-Mail:** customerservice@ocedarcommercial.com  
**Web Site:** www.ocedarcommercial.com  
**Company Officers:** Todd Leventhal, President; Joel Hastings, General Manager  
**Products:** A complete line of commercial

cleaning products including brooms (angle and corn), floor sweeps, brushes, wet mops, sponge and roller mops, dust mops, microfiber products, squeegees, dusters, dispensers, sponges, floor mats, rotary brushes, pad drivers, carts, mop buckets and wringers, mopsticks, handles, dust pans, and waste containers. Exclusive licensee of O'Cedar. 15

#### NISSCO, LLC

45662 Terminal Dr., Suite 200  
Dulles, VA 20166-4340 USA  
**Fax:** 703-480-5096  
800-229-9541  
**E-Mail:** mbozich@nissco.com  
**Web Site:** www.nissco.com  
**Company Officers:** Mark G. Bozich  
**Products:** NISSCO is an association of more than 200 independent distributors of sanitation, packaging, safety, janitorial, office, food service, and maintenance supplies. NISSCO negotiates advantaged contracts, pricing, and revenue streams for its members with over 70 nationally recognized manufacturer programs. 15

#### Nittany Paper Mills, Inc.

6395 State Route 103 North, Bldg. 5A  
Lewistown, PA 17044  
**Fax:** 717-247-3442  
888-288-7907  
**E-Mail:** info@nittanypaper.com  
**Web Site:** www.nittanypaper.com  
**Products:** Sanitary paper products, hard-wound roll towels, tissue, napkins, and wiping materials. 14

#### NPS Corporation

3303 Spirit Way  
Green Bay, WI 54304 USA  
**Fax:** 920-983-9291  
800-558-5066  
**E-Mail:** info@npscpcorp.com  
**Web Site:** www.npscpcorp.com  
**Company Officers:** Andrew Hetzel Jr., Dan Coonan, Al Zmyslo  
**Products:** Manufacturer of paper products: tissue, towel, multi-fold napkins, wipers, custom core and sheet sizes. Brands include Merfin®, Response® and Retain®. NPS Corporation also offers spill control products under the Spilfyter® brand. 15

#### Nyco Products Company

5322 Dansher Rd.  
Countryside, IL 60525 USA  
800-752-4754  
**E-Mail:** jticsay@nycoproducts.com  
**Web Site:** www.nycoproducts.com  
**Company Officers:** Bob Stahurski, President and CEO

**Products:** Nyco manufactures specialty cleaning chemicals and brands to help customers build better brands. Brands include Marvalosa, OM1 Series, ZING Boat Cleaners, e.Logical, Splash Splash and Nyco national brand for industry and institutional markets. 15

#### Occidental Chemical Corporation

1600 S. Madison Street  
Ludington, MI 49431 USA  
888-293-2336  
**Fax:** 231-845-4312  
**E-Mail:** calciumchloride@oxy.com  
**Web Site:** www.icefreesidewalks.com  
**Company Officers:** Greg MacDonnell, Heather Stadler

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**Products:** American made calcium chloride products. OxyChem's ice melters include PELADOW™ Premier Snow & Ice Melter, COMBOTHERM™ Blended Deicer and DOWFLAKE™ Xtra 83-87 percent Calcium Chloride Flakes. Trusted by maintenance professionals for over 60 years and available through an experienced network of distributors. 15

#### Oreck Commercial

100 Armstrong Road, Suite 101  
Plymouth, MA 02360 USA  
Fax: 877-672-4566  
800-242-1378

**Web Site:** www.oreckcommercial.com

**Products:** Founded by David Oreck in 1963, The Oreck Corporation manufactures the original lightweight upright commercial vacuum cleaner. Oreck Commercial Sales was created in 1991 for the sole purpose of providing a separate focus targeted to the hospitality, commercial and health care markets. 13

#### Padco Inc.

2220 Elm St. S.E.  
Minneapolis, MN 55414 USA  
612-378-7270  
Fax: 612-378-9388

**E-Mail:** jmackey@padco.com

**Web Site:** www.padco.com

**Company Officers:** Anna McCormick, CEO; Ed Goldstein, President

**Products:** Padco is an American manufacturer of T-Bar Floor finish tools, applicators and accessories. Padco applicators apply waterborne and solvent-based finishes, acrylics, stains and sealers. For use on wood, vinyl, linoleum, tile and terrazzo surfaces. Applicators are available in a wide variety of sizes and materials: Nylfoam®, woven, NanoFlock and lambswool fabric. 15

#### Palmer Fixture

P.O. Box 10887  
Green Bay, WI 54307 USA  
920-884-8698  
Fax: 920-884-8699

**E-Mail:** info@palmerfixture.com

**Web Site:** www.palmerfixture.com

**Products:** Hand dryers, towel dispensers, tissue dispensers, napkin dispensers, soap and soap dispensers, and stainless steel cabinets. 14

#### Perfect Products, Inc.

303 Smith St., Ste. 4  
Farmingdale, NY 11735-1110 USA  
631-643-7060  
Fax: 631-491-6634

**Web Site:** www.gumwand.net

**Products:** Upright heavy-duty commercial vacuums, backpacks, wet and dry canisters, mops, dust mops, hoses, wands, electric cords, gum removal wands, janitorial products. 14

#### Perfex Corporation

32 Case Street  
Poland, NY 13431 USA  
Fax: 315-826-7471  
800-848-8483

**E-Mail:** perfex@perfexonline.com

**Web Site:** www.perfexonline.com

**Products:** Eliminate cross-contamination with Perfex color-coded brooms, brushes and handles. Brushes are polypropylene which does not absorb water, causing bacteria. Products are 100 percent green, recyclable and fused. Fused brushes eliminate areas where bacteria can harbor, eliminating cross-contamination. Engineered to exceed the demands of today's environments. 15

#### Perform Manufacturing

1624 S. 45th St.  
Kansas City, KS 66106 USA  
Fax: 913-722-1407

800-423-9861

**Web Site:** www.performmfg.com

**Products:** Industrial specialty chemicals for industrial and institutional markets. 14

#### Plastics Marketing, Inc.

6744 Jamestown Dr.  
Alpharetta, GA 30005 USA  
800-847-9412

**E-Mail:** sales@pmibags.com

**Products:** Plastics Marketing, Inc. has been selling to jan/san distributors for over 30 years. Products include poly bags, box liners, wicketed bags, header pack bags, tape bags, bread bags, pallet covers, tubing, sheeting, construction film, etc. Printed products from 1 to 10 colors. 15

#### Plus Manufacturing

P.O. Box 7288  
Spokane, WA 99207 USA  
Fax: 509-484-0418  
800-776-2966

**E-Mail:** info@soapfreeprocyon.com

**Web Site:** www.soapfreeprocyon.com

**Company Officers:** Ivan Day, President; Jesse Fields, General Manager

**Products:** Soap free Procyon cleaning products, including Extreme! carpet cleaner, tile and grout cleaner, spot and stain remover, carpet and upholstery cleaner, Plus Powder, and multi-purpose cleaner and degreaser. Private branding is also offered. 15

#### Poly Plastic Products

P.O. Box 220  
Delano, PA 18220-0220 USA  
570-467-3000  
Fax: 570-467-0612

**Web Site:** www.polyplasticproducts.com

**Products:** High density and LLDPE institutional can liners, medical waste liners, packaging films, industrial bags and films. 13

#### Polydros, S.A.

Calle La Granja, 23  
Alcobendas, Madrid 28110 SPAIN  
(+34) 666 140 389

**Web Site:** www.polydros.es

**Products:** Cleaning Block: Ecological pumice stone products made from recycled glass. Includes Cleaning Block Kitchen, Cleaning Block Grill, Cleaning Block Pool, Cleaning Block Stick, and Cleaning Block WC. Also offered is Mister Pomez: pumice stone products designed for cleaning griddles in professional kitchens. 14

#### Pro-Link, Inc.

500 Chapman St.  
Canton, MA 02021 USA  
781-828-9550

Fax: 781-828-9551

**E-Mail:** info@prolinkhq.com

**Web Site:** www.prolinkhq.com

**Products:** Pro-Link, a national janitorial supply marketing and buying organization, offers products and services with dedicated field support, training and centralized procurement. Programs available to improve business operations and profitability include sales, training, selling systems and green cleaning, as well as selling to BSCs, government and long-term care facilities. 14

#### Product Innovations, LLC

12893 Alcosta Blvd., Ste. F  
San Ramon, CA 94583-1450  
855-809-3800

Fax: 925-244-2112

**Web Site:** www.bannerstakes.com

**Products:** Portable barricade system. 14

#### Production Metal Forming Inc.

8888 Hwy. 66  
Klamath Falls, OR 97601 USA  
Fax: 800-966-9005

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e-mail address: gscjansplymfr@juno.com  
website: giftsalescompany.net  
P.O. Box 17082 Wichita, KS 67217

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800.423.9861  
www.performmfg.com

Circle 32

800-992-9263

**E-Mail:** sales@pmftools.com**Web Site:** www.pmftools.com**Products:** Manufacturers of made in the USA carpet, upholstery and hard surface cleaning tools. Inventors of the patented internal spray detailer. The company makes valves, sprayers, Hide-A-Hose and titanium carpet cleaning wands. 15**Qleeno**

10939 Pomona Ave.

Kansas City, MO 64153 USA

816-410-5760

**Fax:** 816-410-5727**E-Mail:** sales@qleeno.com**Web Site:** www.qleeno.com**Products:** Manufacturer of a new, state-of-the-art low profile floor scrubber. Qleeno standard is designed for use under wall mounted toilets, school desks, patient beds, restaurant equipment, and more. 14**Queenaire Technologies, Inc.**

9483 State Hwy 37

Ogdensburg, NY 13669 USA

315-393-5454

**Fax:** 315-393-5511**E-Mail:** sduffy@queenaire.com**Web Site:** www.queenaire.com**Company Officers:** Susan M. Duffy, President  
**Products:** Queenaire products are from a management team with over 30 years of experience in the ozone industry. All of these products incorporate the most up-to-date ozone generating technology available. Further, a trained service team offers maintenance and repair on several different makes and models of ozone equipment. 15**QuestVapco Corporation**

P.O. Box 624

Brenham, TX 77834 USA

713-896-8188 **Fax:** 979-421-9373**E-Mail:** info@questvapco.com**Web Site:** www.questvapco.com**Company Officers:** Carl Hubble, Beverley Hubble and Scott Garner**Products:** Manufacturer of chemicals. This includes QuestVapco brand and private label such as aerosols, liquids, powders, lubricants, hard cleaners, insecticides, herbicides, disinfectants, wipes, adhesives and sealants. 15**Quinn Broom Works, Inc.**

P.O. Box 575

Greenup, IL 62428 USA

217-923-3181 **Fax:** 217-923-5150

800-626-7282

**E-Mail:** qbroom@quinnbroomworks.com**Web Site:** www.quinnbroomworks.com**Company Officers:** Mark D Quinn, President**Products:** All types of wound, nail, kitchenette, whisk and toy brooms. Corn brooms manufactured to customers' specifications. 15**R & B Wire Products, Inc.**

2902 W. Garry

Santa Ana, CA 92704 USA

**Fax:** 714-549-0625

800-634-0555

**E-Mail:** sales@rbwire.com**Web Site:** www.rbwire.com**Company Officers:** Rick Rawlins, CEO; Frank Rowe, Vice President, Sales & Marketing**Products:** R&B is a global diversified manufacturer of linen, laundry and refuse transportation products. R&B's proprietary line of products serve the jan/san, healthcare, coin-laundry, hospitality, commercial laundry, material laundry and car wash sectors. R&B has leadership positions with wire laundry carts, hampers and vinyl and poly trucks. 15**Rainbowair Activators**

9483 State Hwy 37

Ogdensburg, NY 13669 USA

315-393-5454

**Fax:** 315-393-5511**E-Mail:** sduffy@queenaire.com**Web Site:** www.ozoneexperts.com**Company Officers:** Susan M. Duffy, President**Products:** Deodorizing technology to naturally eliminate odors without the use of harsh chemicals. From the restroom to the garbage room and every area in between, this is the safest, most effective means of eliminating troublesome odors while improving the air quality throughout the home or business. The company has over 50 years combined experience in developing and manufacturing ozone generators. 15**RD Industries, Inc.**

7417 North 101 Street

Omaha, NE 68122 USA

402-455-8553

**Fax:** 402-455-8242**Web Site:** www.rdindustries.com**Products:** RD Industries designs, manufactures, and distributes closed loop chemical containment and dispensing systems. 12**RDA Advantage**

5808 S. Rapp St., Suite 220

Littleton, CO 80120 USA

303-794-2400

**E-Mail:** tracy@rdaadvantage.com**Web Site:** www.rdaadvantage.com**Company Officers:** Mark Lyle**Products:** Towels; tissue; napkins; dispensers; bath roll; wipers; high and linear low density can liners; containers; gloves; floor pads; cleaning pads; scrubbers; mop heads; brooms; foaming and liquid hand soap and sanitizers; wall and counter mount dispensers; food trays; cutlery; and disposable foodservice items. RDA Advantage consists of 13 redistributors and 30 warehouses across North America. Provides customers with local service, quality products, preferred pricing and quick delivery. Current redistributors sell national jan/san and foodservice brands, as well as RDA Advantage's own Advantage and Vintage brand products. 15**Remco Products**

4735 W. 106th Street

Zionsville, IN 46077 USA

317-876-9856

**Fax:** 800-585-8619**Web Site:** www.remcoproducts.com**Products:** Remco Products offers a complete line of hygienic cleaning tools, featuring color-coded brushes, brooms, and squeegees. All are produced to the highest quality standards with models designed for every job from floors to ceilings. Remco's color-coded polypropylene scoops, scrapers, mixing paddles, and shovels provide a total package for the stringent requirements of today's sanitation programs. 14**Rep Toolkit**

8870 Darrow Rd., Ste. 106-234

Twinsburg, OH 44087-2178

330-963-0000

**E-Mail:** info@reptoolkit.com**Web Site:** www.reptoolkit.com**Products:** Mobile apps for the jan/san distributor sales rep. Simplified order entry and account information, supporting multiple devices. 14**Royal Paper Converting, Inc.**

1990 Westwood Blvd., Suite 260

Los Angeles, CA 90025 USA

310-481-1400

**Fax:** 800-965-9007**E-Mail:** sep@royalpaperconverting.com**Web Site:** www.royalpaper.us**Products:** Manufacturers of a complete line of away-from-home paper products. Servicing both jan/san and foodservice industries. 15**Royce Rolls Ringer Co.**

16 Riverview Terrace

Grand Rapids, MI 49505 USA

**Fax:** 616-361-5976

800-253-9638

**Web Site:** www.roycerolls.net**Products:** Manufacturer of stainless steel products including housekeeping carts (which accommodate both traditional and microfiber systems), utility carts, chair/trash carts, mop bucket/wringer combos, toilet paper dispensers, and other restroom and kitchen fixtures. All items include a 10-year guarantee and are made in America. 15**Rubbermaid Commercial Products**

3124 Valley Ave.

Winchester, VA 22601 USA

540-667-8700

**Web Site:**

www.rubbermaidcommercial.com

**Products:** A manufacturer serving worldwide commercial and institutional markets. The company is involved with such product categories as foodservice, sanitary maintenance, waste handling, material transport, washroom and safety. 14**S & S Innovations**

4981 McKnight Rd., No. 15429

Pittsburgh, PA 15237 USA

412-837-9224

**E-Mail:** sales@brovel.net**Web Site:** www.brovel.net**Products:** The Brovel broom system can be used for both indoor and outdoor jobs. Fits universally on push brooms. Assembles in three easy steps. Made in the USA. 15**Salt Depot Inc.**

P.O. Box 1976

West Jordan, UT 84084-8976

801-282-1250

**Fax:** 801-282-1251**Web Site:** www.saltdepotinc.com**Products:** Manufacturer of snow and ice removal compounds for both consumer and commercial contractors. 14**Sanastar**

2021 N.E. 59th Ct.

Ft. Lauderdale, FL 33308-2111 USA

954-445-4888

**Web Site:** www.sanastar.net**Products:** WizKid is an absorbent and antibacterial mat that is placed under the urinal to collect and disinfect the inevitable drip of urine on the bathroom floor. WizKid is truncated in shape. The backing is rubber. 07**Satco Products, Inc.**

110 Heartland Blvd.

Brentwood, NY 11717 USA

631-243-2022

**E-Mail:** alankaren@satco.com**Web Site:** www.satco.com**Company Officers:** William Gildin

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**Products:** Manufacturer of lighting products - lightbulbs (LED, fluorescent, halogen, incandescent) along with decorative and commercial light fixtures and electrical accessories. 15

#### SCA Americas

Cira Centre, 2929 Arch St., 26th Fl.  
Philadelphia, PA 19104 USA  
866-SCA-TORK

**Fax:** 920-720-4595

**E-Mail:** [torkusa@sca.com](mailto:torkusa@sca.com)

**Web Site:** [www.torkusa.com](http://www.torkusa.com)

**Products:** SCA's segment-driven solutions include napkins, toweling, bath and facial tissue, specialty wipers, dispensers and soap systems. As a top North American manufacturer of away-from-home sanitary products, SCA recycles more than 750,000 tons of paper per year, of which 400,000 tons consist of post-consumer recyclables. 13

#### Seatex Ltd.

445 Texas Hwy. 36  
Rosenberg, TX 77471 USA  
713-357-5300

**E-Mail:** [ddaniel@seatexcorp.com](mailto:ddaniel@seatexcorp.com)

**Web Site:** [www.seatexcorp.com](http://www.seatexcorp.com)

**Company Officers:** Jim Nattier, CEO; Kelly Aimes, President

**Products:** Industrial, oil field, food service ancillary, foodservice warewash, janitorial and housekeeping, food processing, laundry, microbial and enzyme items. 15

#### Seko Dosing Systems Corporation

1103 Branagan Dr.  
Tullytown, PA 19007 USA  
866-651-4323, or 215-945-0125  
**Fax:** 215-945-0937

**E-Mail:** [info@sekousa.com](mailto:info@sekousa.com)

**Web Site:** [www.sekousa.com](http://www.sekousa.com)

**Products:** Offering chemical control solutions in the institutional and light industrial markets. Seko equipment offers solutions for applications including manual and automatic warewashing, drain and odor control, on-premise laundry, chemical preportioning, water treatment and swimming pools. 13

#### Sheppard Redistribution, Inc.

1100 Schell Lane - P.O. Box 1057  
Oaks, PA 19456 USA  
888-733-4787  
**Fax:** 888-733-3887

**E-Mail:** [info@sheppard-enterprises.com](mailto:info@sheppard-enterprises.com)

**Web Site:** [www.sheppard-enterprises.com](http://www.sheppard-enterprises.com)

**Products:** A growth-oriented master redistributor of paper products, janitorial, industrial and foodservice supplies. Serving the Mid-Atlantic and greater Pittsburgh, PA, regions. 10

#### SKM Industries, Inc.

1012 Underwood Rd., P.O. Box 278  
Olyphant, PA 18447 USA  
570-383-3062  
**Fax:** 570-383-9482

**E-Mail:** [dmurray@skmproducts.com](mailto:dmurray@skmproducts.com)

**Web Site:** [www.skmproducts.com](http://www.skmproducts.com)

**Company Officers:** Shanta Syal, Owner/CEO; Ernest Gazda, President; Daniel Murray, Vice President of Marketing

**Products:** Manufacturer of industrial, office, and janitorial/supply products since 1980. Main product line includes industrial fabrication paint markers, Grout-Aide grout and tile refinishing line, and various office

products such as electronic screen and lens cleaner, correction products and school supplies. Made in the USA. 15

#### Sky Systems Co., Inc.

1825 Taylor Place  
Ontario, CA 91761-5559 USA  
909-923-7040

**Fax:** 909-923-7041

**Web Site:** [www.skysystemscoinc.com](http://www.skysystemscoinc.com)

**Products:** Sky Systems Co., Inc. is a manufacturer and wholesaler of washroom products. It specializes in the manufacture of the 800ml bag-in-box dispensing systems and distributes a wide range of electric hand dryers, urinal block-screens and rim cages with enzymes. Bag-in-box dispensing system is available in 500, 800, 1000, and 8000ml with the full line of soap refills. 10

#### Sofidel America

1006 Marley Drive  
Haines City, FL 33844 USA  
**Fax:** 800-835-1898  
800-835-1854

**E-Mail:** [info@sofidelamerica.com](mailto:info@sofidelamerica.com)

**Web Site:** [www.sofidelamerica.com](http://www.sofidelamerica.com)

**Company Officers:** Tony Curtis, CEO; Enzo Ricci, Senior Vice President, Sales & Marketing

**Products:** Sofidel America is part of the Sofidel Group, the 6th largest manufacturer of tissue paper in the world. Sofidel America offers a complete line of premium quality tissue and towel products under brands Heavenly Soft®, Heavenly Choice®, Confidence® and Dissolve Tech. These brands include bathroom tissue, jumbo tissue, hardwound and center pull towels, kitchen roll towels, facial tissue, folded towels, napkins and dispensers. 15

#### Soundview Paper Co.

1 Market St.  
Elmwood Park, NJ 07407 USA  
855-756-9566

**Web Site:** [www.soundviewpaper.com](http://www.soundviewpaper.com)

**Products:** Fully integrated manufacturer of towel and tissue products for the at-home and away-from-home markets in North America. Company was founded in 1932 as Marcal Manufacturing Co. 13

#### Soy Technologies, LLC

1050 Elizabeth Dr.  
Nicholasville, KY 40356 USA  
800-SOY-8748

**E-Mail:** [info@soytek.com](mailto:info@soytek.com)

**Web Site:** [www.soytek.com](http://www.soytek.com)

**Products:** A privately-owned specialty chemical manufacturer, the company develops and markets environmentally safe chemistry to manufacturers and distributors via private label and company brands, in both small packaging and in bulk. 14

#### Spartan Chemical Company, Inc.

1110 Spartan Drive  
Maumee, OH 43537 USA  
**Fax:** 419-536-8423  
800-537-8990

**E-Mail:**

[customerservice@spartanchemical.com](mailto:customerservice@spartanchemical.com)

**Web Site:** [www.spartanchemical.com](http://www.spartanchemical.com)

**Company Officers:** Stephen H. Swigart, Chairman of the Board; John W. Swigart, President; Scott M. Libbe, Chief Financial Officer; James R. Lenardson, Executive Vice

President; Justin W. Black, Treasurer; Greg Ford, Vice President of Sales; David N. Reed, Vice President - National Accounts; William J. Schalitz, Vice President, Research & Development; and John Roemer, Vice President of Supply Chain Management

**Products:** Spartan Chemical Company, Inc. has been a recognized leader in the formulation and manufacture of sustainable cleaning and sanitation solutions for the industrial and institutional market since 1956. A proud U.S. employer, Spartan manufactures products from its state-of-the-art manufacturing facility in Maumee, OH, and sells both domestically and internationally through a selective network of distribution. Spartan's chemical products and services are used in building service contractor, education, healthcare, foodservice and processing, lodging/hospitality, and industrial markets. 15

#### St. Nick Brush Co. (Hardwood Lumber Co.)

P.O. Box 15  
Burton, OH 44021 USA  
440-834-1891

**Fax:** 440-834-0243

**Web Site:** [www.stnickbrush.com](http://www.stnickbrush.com)

**Products:** Manufacturers of industrial and household brushes and brooms. The company also manufactures over 100 different types of wooden blocks for brooms and brushes. 15

#### Stahl's Cleaning Systems, Inc.

707 Scenic View Dr.  
Las Cruces, NM 88011 USA  
575-650-7359

**E-Mail:** [stahlsCleaning@qwestoffice.net](mailto:stahlsCleaning@qwestoffice.net)

**Company Officers:** Meyer Stahl, Treasurer; Judith Stahl, President

**Products:** Full line of cleaning chemicals, USDA approved, hot and cold pressure washers, carpet extractors, water reclamation systems, generators, compressors, repair service

and parts for all cleaning equipment, car and truck automatic cleaning systems. 15

#### Starco Chemical

Union Ave. & DuBois St.  
East Rutherford, NJ 07073 USA  
**Fax:** 201-935-6997  
800-654-7627

**Web Site:** [www.starcochemical.com](http://www.starcochemical.com)

**Products:** Starco Chemical is a manufacturer of janitorial/housekeeping, foodservice and laundry chemical products. Its state-of-the-art, vertically integrated facilities provide a complete, cost effective lineup of high performance products. The company is a manufacturer of floorcare, kitchen, laundry, and housekeeping products, disinfectants, environmentally friendly items and general jan/san maintenance products packed in a wide variety of package sizes. 14

#### Stearns Packaging Corp.

P.O. Box 3216  
Madison, WI 53704  
**Fax:** 608-246-5149  
800-655-5008

**E-Mail:** [stearns@stearnspkg.com](mailto:stearns@stearnspkg.com)

**Web Site:** [www.stearnspkg.com](http://www.stearnspkg.com)

**Products:** Dispenser-free, premeasured cleaning products and systems. Premeasured packs deliver proven performance, enhanced worker safety, and reduced environmental impact. 14

#### STEP1 Software

3547 Old Conejo Rd., ---104  
Newbury Park, CA 91320 USA  
**Fax:** 805-499-7783  
800-553-2602

**Web Site:** [www.STEP1.com](http://www.STEP1.com)

**Products:** Installed software package for the jan/san industry. The company's SQL server platform is helping customers of all sizes. The company provides installed tablet solutions

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R.J. Lindstrom  
President

ABMA SSWA ISSA MEMBER

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

for sales reps and end-users placing orders through web order entry. 15

#### Super Cool Products, Inc.

340 W. Butterfield Rd., Suite LLB  
Elmhurst, IL 60126 USA  
630-563-0178  
**E-Mail:** sales@super-cool-products.com  
**Web Site:** www.super-cool-products.com

**Company Officers:** Kim Ford, President; Joyce Meyer, Office Manager  
**Products:** Super Cool Products is a supplier of PVA sponges, wipes, and mops for cleanroom and janitorial. The company also supplies microfiber wipes, mops, and mitts for general cleaning. 15

#### SurcoTech

292 Alpha Dr.  
Pittsburgh, PA 15238 USA  
800-556-0111  
**Web Site:** www.surcotech.com  
**Products:** Odor control products and systems with janitorial, maintenance and cleaning professionals in mind. 13

#### Surfactants International

6 Pearl Ct., Ste. G  
Allendale, NJ 07401-1655  
201-661-7156  
**Fax:** 201-785-3915  
**Web Site:** www.surfactantsintl.com  
**Products:** Surfactants and germicidal chemicals available to formulators. 14

#### Suska Industries

9820 E. Knowles Ave.  
Mesa, AZ 85209 USA  
480-275-1033  
**E-Mail:** sales@urinalsplashguard.com  
**Web Site:** www.urinalsplashguard.com  
**Products:** SplashGuard deodorized anti-splash urinal screen with flexible pad that conforms to most urinals. The prod-

uct eliminates splash, protects urinal drains and deodorizes up to 90 days. 14

#### Tornado Industries, Inc.

333 Charles Ct., Ste. 109  
West Chicago, IL 60185-2604  
800-822-8867  
**Web Site:** www.tornadovac.com  
**Products:** Commercial and industrial cleaning equipment. 15

#### Transmacro Amenities

3920 Cypress Creek Pkwy., Suite 230  
Houston, TX 77068 USA  
800-432-7627  
**Web Site:** www.transmacroamenities.com  
**Products:** Amenity bar soap, shampoo, conditioner and lotion. 15

#### Triple S

2 Executive Park Dr.  
N. Billerica, MA 01862 USA  
978-667-7900  
**E-Mail:** info@triple-s.com  
**Web Site:** www.triple-s.com  
**Company Officers:** Alan Sadler, President; Eric Flinton, Vice President of Sales; Jame J. Keough, Vice President of Marketing  
**Products:** National jan/san-focused distribution, sales, marketing, networking and logistics organization. SSS proprietary brand products are available from a member network of value-added sanitary supply distributors. 15

#### Trojan Battery Company

12380 Clark St.  
Santa Fe Springs, CA 90670 USA  
**Fax:** 562-236-3282  
800-423-6569  
**E-Mail:** info@trojanbattery.com  
**Web Site:** www.trojanbattery.com  
**Products:** Manufacturer of deep-cycle batteries. Offers a broad portfolio of deep-cycle flooded, AGM and gel products that provide maximum performance

to meet the requirements of today's floor cleaning professionals. Top floor scrubber and sweeper manufacturers also rely on Trojan batteries to power their floor cleaning equipment. 13

#### Tucel Industries, Inc.

2014 Forestdale Road,  
P.O. Box 146  
Forestdale, VT 05745 USA  
802-247-6824  
**Fax:** 802-247-6826  
**Web Site:** www.tucel.com  
**Products:** Tucel produces brushes currently serving foodservice, janitorial and other industries. Tucel is 100 percent green, recyclable and fused. All products are polypropylene, which does not absorb water, causing bacteria. Fused brushes are made using a manufacturing process whereby the bristle and block are "Heat Fused" together; thus no holes and no staple where bacteria can harbor and cross-contaminate. Tucel originated in 1970 gaining its first patent for "fusing" bristle to block. Tucel was located in Middlebury, VT, for 10 years and relocated to Forestdale where the 45,000-square-foot factory remains. Tucel has held more than 38 patents worldwide. Tucel also develops a wide assortment of specialty brushes for other companies. Tucel has its brushes NSF tested for cleanability. All products are HACCP compatible. Tucel has been under the same ownership since it started in 1970. 13

#### Tucker Manufacturing Co., Inc.

P.O. Box 848  
Cedar Rapids, IA 52406-0848 USA  
**Fax:** 319-366-7792  
800-553-8131  
**Web Site:** www.tuckerusa.com  
**Products:** High level window washers, aluminum telescoping handles, compressed detergent tablets, specialty brushes, awning

cleaning systems and spot-free water treatment options. Lightweight Tucker Pole Systems can reach and wash windows up to 25 meters. 13

#### Tundra Equipment Co.

P.O. Box 1464  
Summit, NJ 07902-1464 USA  
**Fax:** 800-378-3101  
800-482-5698  
**Web Site:** www.tundraec.com  
**Products:** A U.S.-based manufacturer of commercial floorcare equipment. 13

#### U.S. Battery Mfg. Co.

1675 Sampson Avenue  
Corona, CA 92879 USA  
951-371-8090  
**Fax:** 951-371-4671  
**Web Site:** www.usbattery.com  
**Products:** Complete line of deep cycle batteries for sweepers/scrubbers, golf cars, marine, military and special application requirements. 07

#### Unelko Corp.

14641 N. 74th St.  
Scottsdale, AZ 85260-2403 USA  
800-528-3149  
**Web Site:** www.unelko.com  
**Products:** Unelko's Sani-Shield® and Sani-Scrub® 3-in-1 Surface Care products are surface care technologies that deep clean germ-carrying fingerprints, body fluids, food spills, soil splatters, dirt and grime... and simultaneously protect surfaces with an invisible "organic" barrier coating on which bacteria, virus, mold and mildew will not grow. In one-step, customers can clean everyday soil and germs, protect surfaces against future soil build-up and prevent the growth of bacteria, virus and fungi. 08

#### United Group, The (TUG)

3121 Mercedes Drive  
Monroe, LA 71201 USA  
318-387-9676  
**Fax:** 318-387-5564  
**Web Site:** www.unitedgroup.com  
**Products:** The United Group is a member-owned, national buying group for independent distributors of jan/san, packaging, foodservice and safety products. The United Group's goal is facilitating strong, mutually beneficial relationships among members and with affiliated suppliers, to encourage maximum profitability for all. 13

#### Universal Business Systems

185 Industrial Parkway, Suite J  
Somerville, NJ 08876 USA  
908-725-8899  
**Fax:** 908-725-1341  
**E-Mail:** synergysuite@ubsys.com  
**Web Site:** www.ubsys.com  
**Products:** Universal Business Systems' Snyergy Suite is a complete software solution for distributors. It features an Enterprise Resource Planning System for managing sales, distribution and logistics; fully-integrated ecommerce solutions with product content management; real-time customer data analysis and productivity tools; and sales, purchasing and rebate opportunity tracking — all mobile/smart-device friendly. 14

## QUINN BROOM WORKS, INC.

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**P.O. Box 575 • Greenup, IL 62428**

**217-923-3181 • 1-800-626-7282**

**FAX 217-923-5150 • Email qbroom@rr1.net**

Quinn Broom Works, Inc. has proven our commitment to our valued customers by giving them quality products, good service and timely delivery.

Whether you are a large distributor or a smaller janitorial house, we can create for you a broom line to enhance your products. Our broom products meet qualifications with A.S.T.M. certification manufactured at our facility.

Tired of speaking to voice mail or listening to computerized messages? At Quinn Broom Works, Inc. our management is always accessible to discuss our needs and help with problems.

**Von Drehle Corporation**

612 3rd Avenue, N.E.  
Hickory, NC 28601 USA  
**Fax:** 828-322-4145  
800-438-3631  
**Web Site:** www.vondrehle.com

**Products:** Quality towel and tissue products since 1974. Green Seal certified, Green Hotels Association approved vendor, U.S. EPA-CPG approved supplier, U.S. Green Building Council Member. Towels - centerpull, mini-centerpull, multi-fold, mini multi-fold, c-fold, single-fold, hardwound, household roll; Tissue - jumbo roll, standard bath, porta-roll, roto-roll, facial. Brand names: Preserve, Precious, Premium Quality, Feather Soft, Blue Mist. 15

**VPR Impex, Inc.**

3755 Hickmore  
St.-Laurent, QC H4T 1S5 CANADA  
514-733-2906  
**Fax:** 514-685-6275  
**Web Site:** www.vapore.ca

**Products:** Manufacturer of Vapor cleaning systems, floor scrubbers, wet/dry vacuum cleaners, floor sweepers and gum removal equipment. 13

**Warsaw Chemical Co., Inc.**

P.O. Box 858  
Warsaw, IN 46581 USA  
574-267-3251  
**Fax:** 574-267-3884  
**E-Mail:** wccarwash@hotmail.com

**Web Site:** www.warsaw-chem.com  
**Products:** Warsaw Chemical Co., Inc. offers maintenance brand and Car Choice® brand products internationally as well as under private label throughout the United States. Products include various cleaners, disinfectants, hand cleaners and dispensers, floorcare products, glass cleaners and cleaning products for foodservice and laundry operations. 14

**WASIP Ltd.**

3771 Victoria Park Avenue  
Toronto, ON M1W 3Z5 CANADA  
800-268-3572  
**E-Mail:** sales@wasip.com  
**Web Site:** www.wasip.com

**Company Officers:** Mala Brindley

**Products:** First aid, rainwear, work clothing, eye and face protection, traffic safety signs, welding protection, respiratory and hearing protection, flashlights, domes and mirrors, gloves, workplace safety. 15

**Wausau Paper**

11150 Industry Rd.  
Harrodsburg, KY 40330 USA  
**Fax:** 859-734-8200  
800-723-0001  
**Web Site:** www.wpbaywest.com

**Products:** Wausau Paper produces Bay West® brand towels, tissue, soap, wipers, and dispensing systems. Bay West® brand Dubl-Nature® and EcoSoft™ Green Seal® certified towels and tissue are environmentally preferable products available in the away-from-home market. 09

**Weiler Corporation**

One Weiler Drive  
Cresco, PA 18326 USA  
570-595-7495  
**Fax:** 570-595-5980

**Products:** Maintenance products including floor, garage and street brooms; vehicle care brushes; upright brooms and mops; specialty floor brushes; squeegees; dust pans; window dusting, scrub, utility bowl, foodservice, paint and sundry brushes; and wire scratch brushes. 14

**Westpak USA, Inc.**

1235 N. Red Gum Street  
Anaheim, CA 92806 USA  
714-530-6995  
**Fax:** 714-630-2001  
**E-Mail:** info@westpakusa.com

**Web Site:** www.westpakusa.com  
**Products:** Manufactures titanium and stainless steel wands, detail tools, stair tools, hard surface tools, soft touch valves, fittings, chemical racks and sprayers for the carpet cleaning industry. 15

**Wooster Brush Company, The**

604 Madison Avenue  
Wooster, OH 44691  
330-264-4440  
**Fax:** 330-263-0495  
**E-Mail:**

customerservice@woosterbrush.com

**Web Site:** www.woosterbrush.com

**Products:** With more than 160 years of industry experience, The Wooster Brush Company is a manufacturer of paintbrushes, rollers, surface prep tools, and painting equipment. Wooster offers, through distribution, over 2,000 products for professional and do-it-yourself painters. Brand names include Ultra/Pro®, Alpha™, Advantage®, Yachtsman®, Shortcut®, and Golden Glo® paintbrushes; Super/Fab®, Pro/Doo-Z®, Avalon™ Super Doo-Z®, and Polar Bear® paint rollers; Sherlock® roller frames and extension poles; the Jumbo-Koter® miniroller system; and Prep Crew® surface prep tools. 13

**XYNTH Manufacturing Corp.**

122-3989 Henning Drive  
Burnaby, BC V5C 6N5 CANADA  
**Fax:** 604-473-9399  
800-MELT-ICE (635-8423)  
**E-Mail:** sales@xynyth.com  
**Web Site:** www.xynyth.com

**Company Officers:** Kevin Wice

**Products:** XYNYTH has been a manufac-

turing leader in the deicing industry for nearly 30 years. The company was a pioneer in eco-friendly ice melters. Many institutions spec Mountain Organic™ Ice melter - a fertilizer based deicer, specifically designed to melt ice, and yet be safe on the environment and vegetation; or XYNTH's economical eco deicer, Arctic EcoGreen® ice melter. 15

**Zephyr Manufacturing Company, Inc.**

200 Mitchell Road  
Sedalia, MO 65301-2114 USA  
660-827-0352  
**Fax:** 660-827-0713

**E-Mail:** info@zephyrmfg.com

**Web Site:** www.zephyrmfg.com

**Company Officers:** R.J. Lindstrom, President; Bob Schneider, Vice President of Sales

**Products:** A one-stop source for industrial, institutional and sanitary cleaning tools including wet mops, dust mops, brooms, brushes, handles, mopsticks, sponges, frames, microfiber and squeegees. 15



## CATEGORY LISTINGS

### Absorbents: Oil, Grease, & Water

Amrep, Inc.  
Bro-tex, Inc.  
Fuller Industries LLC  
Gift Sales Co.  
Gold Coast Chemical Products  
H & S Manufacturing Co.  
Milazzo Industries, Inc.  
NPS Corporation  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

### Acoustical Cleaning Chemicals & Equipment

United Group, The (TUG)

### Adhesives

Amrep, Inc.  
QuestVapco Corporation  
United Group, The (TUG)

### Aerosols

Airosol Company, Inc.  
Amrep, Inc.  
Carroll Company  
Chase Products Co.  
Draco Hygienic Products, Inc.  
Epic Industries  
Fuller Industries LLC  
Gold Coast Chemical Products  
Harvard Chemical Research, Inc.  
ITW Professional Brands  
Pro-Link, Inc.  
QuestVapco Corporation  
Sheppard Redistribution, Inc.  
Sky Systems Co., Inc.  
Spartan Chemical Company, Inc.  
Starco Chemical  
Triple S  
United Group, The (TUG)

### Air Filtration Equipment

Dri-Eaz, a Legend Brands Co.  
Inspired TEC, LLC  
Newaire  
Oreck Commercial  
Queenaire Technologies, Inc.  
Rainbowair Activators  
United Group, The (TUG)

### Anti-Graffiti Systems

ITW Professional Brands  
Triple S  
United Group, The (TUG)

### Anti-Static Chemicals

Harvard Chemical Research, Inc.  
ITW Professional Brands  
United Group, The (TUG)

### Ash Trays

Gift Sales Co.  
KL Designs  
Rubbermaid Commercial Products  
United Group, The (TUG)

### Associations/Societies

Pro-Link, Inc.

### Automatic Scrubbers

Aztec Products, Inc.  
Discover Energy Corp.  
IPC Eagle  
Kaivac, Inc.  
Qleeno  
Triple S  
United Group, The (TUG)

### Automotive Cleaning Specialties

Amrep, Inc.  
Bullen Companies, The  
Crown Chemical, Inc.  
Harvard Chemical Research, Inc.  
ITW Professional Brands  
Mary Moppins  
MidLab, Inc.  
Moonsoft International, Inc.  
Nycoproducts Company  
QuestVapco Corporation  
Starco Chemical  
United Group, The (TUG)

### Bacterial/Enzyme Products

Amrep, Inc.  
Bullen Companies, The  
Carroll Company  
Charlotte Products Ltd.  
Chemical Universe, Inc.  
Crown Chemical, Inc.  
EES, Inc.  
Epic Industries  
Fuller Industries LLC  
Gift Sales Co.  
Gold Coast Chemical Products  
Harvard Chemical Research, Inc.  
ITW Professional Brands  
MidLab, Inc.  
Nycoproducts Company  
Pro-Link, Inc.  
QuestVapco Corporation  
Seatex Ltd.

Sheppard Redistribution, Inc.  
Spartan Chemical Company, Inc.  
Starco Chemical  
Triple S  
United Group, The (TUG)

### Bag-in-the-Box Packaging

Discover Energy Corp.  
Fullriver Battery USA  
Gofer Parts  
IPC Eagle  
Mor-Value Parts Co. (MVP)  
Triple S  
Trojan Battery Company  
U.S. Battery Mfg. Co.  
United Group, The (TUG)

### Bar Code/EDI Technology

United Group, The (TUG)  
Universal Business Systems

### Baseboard Cleaning Machines & Accessories

Carroll Company  
Fastrak Industries  
Oreck Commercial  
United Group, The (TUG)

### Batteries & Chargers

Discover Energy Corp.  
Fullriver Battery USA  
Gofer Parts  
IPC Eagle  
Mor-Value Parts Co. (MVP)  
Triple S  
Trojan Battery Company  
U.S. Battery Mfg. Co.  
United Group, The (TUG)

### Bedding Supplies

United Group, The (TUG)

### Bird Control Products

United Group, The (TUG)

### Brooms

ABCO Products Corp.  
ACS Industries, Inc.  
Briarwood Products  
Carolina Mop Mfg. Co.  
Culicover & Shapiro, Inc.  
Fuller Industries LLC  
Golden Star Inc.  
Gordon Brush Mfg. Co., Inc.  
GSC Manufacturing, Inc.  
Ha-Ste Manufacturing, Inc.

Hight Brush  
IPC Eagle  
Lafitte Mop Co., Inc.  
Laitner Brush Company  
Malish Corporation, The  
Mor-Value Parts Co. (MVP)  
Nexstep Commercial Products  
Perfex Corporation  
Pro-Link, Inc.  
Quinn Broom Works, Inc.  
Remco Products  
Rubbermaid Commercial Products  
S & S Innovations  
Sheppard Redistribution, Inc.  
St. Nick Brush Co. (Hardwood Lumber Co.)  
Triple S  
Tucel Industries, Inc.  
United Group, The (TUG)  
Weiler Corporation  
Zephyr Manufacturing Company, Inc.

### Brushes

ABCO Products Corp.  
ACS Industries, Inc.  
Briarwood Products  
Carolina Mop Mfg. Co.  
Culicover & Shapiro, Inc.  
CWP Technologies  
Distribuidora Perfect S.A. de C.V.  
E. Gornell & Sons, Inc.  
Fuller Industries LLC  
Gator Cleaning Products, LLC  
Gofer Parts  
Gordon Brush Mfg. Co., Inc.  
GSC Manufacturing, Inc.  
Haviland Corporation  
Hight Brush  
IPC Eagle  
Lafitte Mop Co., Inc.  
Laitner Brush Company  
Magnolia Brush Manufacturers Ltd.  
Malish Corporation, The  
Mor-Value Parts Co. (MVP)  
Nexstep Commercial Products  
Perfex Corporation  
Pro-Link, Inc.  
Remco Products  
Rubbermaid Commercial Products  
Sheppard Redistribution, Inc.  
St. Nick Brush Co. (Hardwood Lumber Co.)  
Triple S  
Tucel Industries, Inc.  
Tucker Manufacturing Co., Inc.  
United Group, The (TUG)  
Weiler Corporation  
Wooster Brush Company, The  
Zephyr Manufacturing Company, Inc.

**Buckets**

Carolina Mop Mfg. Co.  
 Delamo Manufacturing  
 Filmop USA  
 Fuller Industries LLC  
 Golden Star Inc.  
 IPC Eagle  
 Magnolia Brush Manufacturers Ltd.  
 Moerman Americas, Inc.  
 Nexstep Commercial Products  
 Perflex Corporation  
 Pro-Link, Inc.  
 Royce Rolls Ringer Co.  
 Rubbermaid Commercial Products  
 Sheppard Redistribution, Inc.  
 Super Cool Products, Inc.  
 Triple S  
 United Group, The (TUG)

**Burnishing Equipment**

Aztec Products, Inc.  
 IPC Eagle  
 Koblenz (Thorne Electric Co.)  
 Tornado Industries, Inc.  
 Triple S  
 United Group, The (TUG)

**Buying Groups**

DPA Buying Group  
 Nexstep Commercial Products  
 NISSCO, LLC  
 Pro-Link, Inc.  
 Sheppard Redistribution, Inc.  
 United Group, The (TUG)

**Carpet & Fabric Protective Finishes**

Carroll Company  
 Fastrak Industries  
 Harvard Chemical Research, Inc.

Sheppard Redistribution, Inc.  
 Triple S  
 United Group, The (TUG)

**Carpet Cleaning Chemicals—  
Brand Name**

Amrep, Inc.  
 Bullen Companies, The  
 Charlotte Products Ltd.  
 Chase Products Co.  
 Chemical Universe, Inc.  
 Clean Control Corporation  
 Fuller Industries LLC  
 Harvard Chemical Research, Inc.  
 ITW Professional Brands  
 Legend Brands  
 MidLab, Inc.  
 Nyco Products Company  
 Oreck Commercial  
 Plus Manufacturing  
 Pro-Link, Inc.  
 QuestVapco Corporation  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Stahl's Cleaning Systems, Inc.  
 Starco Chemical  
 Stearns Packaging Corp.  
 Triple S  
 United Group, The (TUG)  
 Warsaw Chemical Co., Inc.

**Carpet Cleaning Chemicals—  
Private Label**

Airosol Company, Inc.  
 Amrep, Inc.  
 Bullen Companies, The  
 Carroll Company  
 Charlotte Products Ltd.

Chase Products Co.  
 Chemical Universe, Inc.  
 Crown Chemical, Inc.  
 Harvard Chemical Research, Inc.  
 MidLab, Inc.  
 National Chemical Laboratories, Inc.  
 Nyco Products Company  
 Plus Manufacturing  
 QuestVapco Corporation  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Starco Chemical  
 Stearns Packaging Corp.  
 Triple S  
 United Group, The (TUG)  
 Warsaw Chemical Co., Inc.

**Carpet Cleaning Wands  
& Accessories**

Gofer Parts  
 IPC Eagle  
 KleenRite Equipment  
 Production Metal Forming Inc.  
 Stahl's Cleaning Systems, Inc.  
 United Group, The (TUG)  
 Westpak USA, Inc.

**Carpet Drying Equipment**

IPC Eagle  
 Legend Brands  
 Tornado Industries, Inc.  
 Triple S  
 United Group, The (TUG)

**Carpet Extractors**

Aztec Products, Inc.  
 IPC Eagle  
 KleenRite Equipment  
 Legend Brands

Oreck Commercial  
 Stahl's Cleaning Systems, Inc.  
 Tornado Industries, Inc.  
 Triple S  
 United Group, The (TUG)

**Carpet Shampoo Machines  
& Accessories**

Aztec Products, Inc.  
 KleenRite Equipment  
 Legend Brands  
 Malish Corporation, The  
 Triple S  
 United Group, The (TUG)

**Carpet Spotting Kits**

Harvard Chemical Research, Inc.  
 Legend Brands  
 MidLab, Inc.  
 Oreck Commercial  
 Seatex Ltd.  
 Super Cool Products, Inc.  
 Tornado Industries, Inc.  
 Triple S  
 Tucel Industries, Inc.  
 United Group, The (TUG)

**Carpet Sweepers—Electric**

Bissell Professional  
 IPC Eagle  
 Oreck Commercial  
 Sheppard Redistribution, Inc.  
 Tornado Industries, Inc.  
 United Group, The (TUG)

**Carpet Sweepers—Hand**

Bissell Professional  
 Fuller Industries LLC  
 Nexstep Commercial Products

**CUTn DRY® Premium Towels & One Pull® Premium Dispensers**

Use with CUTn DRY® One Pull Dispensers

- ONE PULL
- NO TOUCH SANITARY DISPENSING
- STRONG AND ABSORBENT
- USES LESS TOWELS THAN THE COMPETITION
- ELIMINATES COST AND TIME OF CHANGING BATTERIES

**When You Want Premium Quality and Consistency Demand CUTn DRY® TAD Products "Look for the blue and white box"**

ITEM	SIZE	QTY	DISPENSER
CUTn DRY 10"	10" x 8" Diameter	6 Rolls	10" One Pull
CUTn DRY 10" SAVER	10" x 550'	6 Rolls	10" One Pull
CUTn DRY 8"	8" x 8" Diameter	6 Rolls	8" One Pull
CUTn DRY 8" SAVER	8" x 550'	6 Rolls	8" One Pull
CUTn DRY-275-CP	8" x 275'	8 Rolls	Center Pull
CUTn DRY-400-CP	8" x 400'	6 Rolls	Center Pull
CUTn DRY-600-CP	8" x 600'	6 Rolls	Center Pull
CUTn DRY-700-CP	8" x 700'	6 Rolls	Center Pull
CUTn DRY-KRT	11" x 9" x 250 Sheets	10 Rolls	DISP-KRT
CUTn DRY1000P	8.5" x 10.5" x 2,250 pcs Pop Up	18 Box/125	N/A

For more information, call 866.222.BERK (2375) or 610.369.0600. Visit us at [www.BerkWiper.com](http://www.BerkWiper.com) to view our complete line of wiping products.

**BERK WIPER INTERNATIONAL, LLC**  
 Converting and Packaging

Circle 4

**BERK WIPER INTERNATIONAL, LLC**

Professional converting and packaging of:  
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"We have the widest line of wipers in the industry"

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 Visit our website at [www.berkwiper.com](http://www.berkwiper.com)  
 Call for product information and samples.  
 Phone: 610.369.0600 • Fax: 610.369.0676 • Toll Free: 866.222.BERK

Circle 4

Oreck Commercial  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

### **Carts—Hospital, Janitorial & Maid**

Carolina Mop Mfg. Co.  
Delamo Manufacturing  
Filmop USA  
Nexstep Commercial Products  
Pro-Link, Inc.  
R & B Wire Products, Inc.  
Royce Rolls Ringer Co.  
Rubbermaid Commercial Products  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

### **Catalog Publishers**

J & M Technologies, Inc.  
Sheppard Redistribution, Inc.  
United Group, The (TUG)  
Universal Business Systems

### **Chalkboard/Blackboard Cleaners**

Amrep, Inc.  
QuestVapco Corporation  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

### **Chemical Dispensing Systems**

Aztec Products, Inc.  
Bullen Companies, The  
Carroll Company  
Chemical Universe, Inc.  
Cross Country Installations & Service, LLC  
Fuller Industries LLC  
MidLab, Inc.  
National Chemical Laboratories, Inc.  
Nycoproducts Company  
Pro-Link, Inc.  
RD Industries, Inc.  
Seko Dosing Systems Corporation  
Sheppard Redistribution, Inc.  
Spartan Chemical Company, Inc.  
Triple S  
United Group, The (TUG)

### **Chemicals—Raw Material**

Starco Chemical  
Surfactants International  
United Group, The (TUG)

### **Cleaning Chemicals—Brand Name**

Airosol Company, Inc.  
Amrep, Inc.  
Anderson Chemical Company  
Bar Keepers Friend  
Bullen Companies, The  
Charlotte Products Ltd.  
Chase Products Co.  
Chemical Universe, Inc.  
Clean Control Corporation  
Clorox Professional Products Co.  
Crown Chemical, Inc.  
EES, Inc.  
Fuller Industries LLC  
Griffin Chemical Co., LLC  
Harvard Chemical Research, Inc.  
Intercon Chemical Company  
ITW Professional Brands  
Kaivac, Inc.  
Legend Brands  
Meterpak, Inc.  
MidLab, Inc.  
Milazzo Industries, Inc.  
Nycoproducts Company

Perform Manufacturing  
Plus Manufacturing  
Pro-Link, Inc.  
Qleeno  
QuestVapco Corporation  
Seatex Ltd.  
Sheppard Redistribution, Inc.  
Soy Technologies, LLC  
Spartan Chemical Company, Inc.  
Stahl's Cleaning Systems, Inc.  
Starco Chemical  
Stearns Packaging Corp.  
Triple S  
Unelko Corp.  
United Group, The (TUG)  
Warsaw Chemical Co., Inc.

### **Cleaning Chemicals—Private Label**

Airosol Company, Inc.  
Amrep, Inc.  
Bullen Companies, The  
Carroll Company  
Charlotte Products Ltd.  
Chase Products Co.  
Chemical Universe, Inc.  
Crown Chemical, Inc.  
Fastrak Industries  
Griffin Chemical Co., LLC  
Harvard Chemical Research, Inc.  
Intercon Chemical Company  
Mary Moppins  
Meterpak, Inc.  
MidLab, Inc.  
Milazzo Industries, Inc.  
Mr. Hard Water Cleaning Supplies  
National Chemical Laboratories, Inc.  
Nycoproducts Company  
Perform Manufacturing  
Plus Manufacturing  
QuestVapco Corporation  
Seatex Ltd.  
Sheppard Redistribution, Inc.  
Soy Technologies, LLC  
Starco Chemical  
Stearns Packaging Corp.  
Triple S  
United Group, The (TUG)  
Warsaw Chemical Co., Inc.

### **Colorants & Dyes**

United Group, The (TUG)

### **Computer Systems/Software**

DDI System  
J & M Technologies, Inc.  
Rep Toolkit  
STEP1 Software  
United Group, The (TUG)  
Universal Business Systems

### **Computer Cleaning Products**

Amrep, Inc.  
Tucel Industries, Inc.  
United Group, The (TUG)

### **Concrete Floor Treatments**

Aztec Products, Inc.  
Chemical Universe, Inc.  
Fuller Industries LLC  
Spartan Chemical Company, Inc.  
Starco Chemical  
Triple S  
United Group, The (TUG)

### **Consultants - Advertising**

Gold Coast Chemical Products  
J & M Technologies, Inc.  
Universal Business Systems

### **Consultants - Marketing**

DPA Buying Group  
Gold Coast Chemical Products

J & M Technologies, Inc.  
United Group, The (TUG)  
Universal Business Systems

### **Contamination Control Products**

Fuller Industries LLC  
H & S Manufacturing Co.  
Tucel Industries, Inc.  
United Group, The (TUG)

### **Custodial Garments & Uniforms**

United Group, The (TUG)

### **Dehumidifying Equipment**

Dri-Eaz, a Legend Brands Co.  
Legend Brands  
United Group, The (TUG)

### **Disinfectants—Brand Name**

Amrep, Inc.  
Bro-tex, Inc.  
Bullen Companies, The  
Charlotte Products Ltd.  
Chase Products Co.  
Chemical Universe, Inc.  
Clean Control Corporation  
Clift Industries, Inc.  
Clorox Professional Products Co.  
Crown Chemical, Inc.  
Diamond Wipes Intl.  
Epic Industries  
Fuller Industries LLC  
Harvard Chemical Research, Inc.  
ITW Professional Brands  
Kaivac, Inc.  
Legend Brands  
Meterpak, Inc.  
Nycoproducts Company  
Pro-Link, Inc.  
QuestVapco Corporation  
Sheppard Redistribution, Inc.  
Spartan Chemical Company, Inc.  
Starco Chemical  
Stearns Packaging Corp.  
Triple S  
Unelko Corp.  
United Group, The (TUG)  
Warsaw Chemical Co., Inc.

### **Disinfectants—Private Label**

Amrep, Inc.  
Bro-tex, Inc.  
Bullen Companies, The  
Carroll Company  
Cascades Tissue Group - IFC Disposables, Inc.  
Charlotte Products Ltd.  
Chase Products Co.  
Chemical Universe, Inc.  
Crown Chemical, Inc.  
Diamond Wipes Intl.  
Epic Industries  
Harvard Chemical Research, Inc.  
Meterpak, Inc.  
MidLab, Inc.  
National Chemical Laboratories, Inc.  
Nycoproducts Company  
QuestVapco Corporation  
Seatex Ltd.  
Sheppard Redistribution, Inc.  
Starco Chemical  
Stearns Packaging Corp.  
Triple S  
United Group, The (TUG)  
Warsaw Chemical Co., Inc.

### **Disinfectants—Raw Material**

Bullen Companies, The  
MidLab, Inc.  
United Group, The (TUG)

### **Dispensers—Paper Products/Soaps**

Brightwell Dispensers, Inc.  
Bro-tex, Inc.  
Cascades Tissue Group  
Colgate Palmolive  
DEB USA, Inc.  
Delamo Manufacturing  
Draco Hygienic Products, Inc.  
Kruger Products L.P.  
Nexstep Commercial Products  
NPS Corporation  
Pro-Link, Inc.  
RD Industries, Inc.  
Royce Rolls Ringer Co.  
Sofidel America  
Triple S  
United Group, The (TUG)  
Von Drehle Corporation  
Warsaw Chemical Co., Inc.  
Wausau Paper

### **Drain Opener Chemicals**

Amrep, Inc.  
Bullen Companies, The  
Carroll Company  
Chemical Universe, Inc.  
Clift Industries, Inc.  
Clorox Professional Products Co.  
Crown Chemical, Inc.  
Gold Coast Chemical Products  
Harvard Chemical Research, Inc.  
MidLab, Inc.  
National Chemical Laboratories, Inc.  
Nycoproducts Company  
QuestVapco Corporation  
Seatex Ltd.  
Sheppard Redistribution, Inc.  
Spartan Chemical Company, Inc.  
Triple S  
United Group, The (TUG)

### **Drain Opener Equipment**

Clean Control Corporation  
Seko Dosing Systems Corporation  
United Group, The (TUG)

### **Drums**

Action Pump Co.  
NPS Corporation  
United Group, The (TUG)

### **Dusters**

Berk Wiper International LLC  
Bro-tex, Inc.  
Burdisco Imports, LLC.  
Cascades Tissue Group - IFC Disposables, Inc.  
Filmop USA  
Fuller Industries LLC  
Ha-Ste Manufacturing, Inc.  
IPC Eagle  
ITW Professional Brands  
Mercantile Development, Inc. (MDI)  
Moerman Americas, Inc.  
Moonsoft International, Inc.  
Nexstep Commercial Products  
Rubbermaid Commercial Products  
Super Cool Products, Inc.  
Triple S  
United Group, The (TUG)

### **Dusting Cloths**

Berk Wiper International LLC  
Bro-tex, Inc.  
Burdisco Imports, LLC.  
Cascades Tissue Group - IFC Disposables, Inc.  
Filmop USA  
Fuller Industries LLC  
Ha-Ste Manufacturing, Inc.  
IPC Eagle  
ITW Professional Brands  
Mercantile Development, Inc. (MDI)

Moerman Americas, Inc.  
Moonsoft International, Inc.  
Nexstep Commercial Products  
Rubbermaid Commercial Products  
Super Cool Products, Inc.  
Triple S  
United Group, The (TUG)

### **Dust Pans**

Carolina Mop Mfg. Co.  
Culicover & Shapiro, Inc.  
Delamo Manufacturing  
Fuller Industries LLC  
Gift Sales Co.  
GSC Manufacturing, Inc.  
Monahan Partners  
Nexstep Commercial Products  
Perflex Corporation  
Remco Products  
Rubbermaid Commercial Products  
S & S Innovations  
Triple S  
United Group, The (TUG)  
Weiler Corporation

### **Electric Motors**

Gofer Parts

### **Emergency Spill Kits**

Fuller Industries LLC  
H & S Manufacturing Co.  
NPS Corporation  
Super Cool Products, Inc.  
Triple S  
United Group, The (TUG)

### **Escalator Cleaning Machines**

KleenRite Equipment  
United Group, The (TUG)

### **Filters**

ACS Industries, Inc.  
Mor-Value Parts Co. (MVP)  
Triple S  
United Group, The (TUG)

### **Fire Extinguishers**

United Group, The (TUG)

### **Fire Restoration Products**

Clean Control Corporation  
Harvard Chemical Research, Inc.  
Legend Brands  
Seatex Ltd.  
Triple S  
United Group, The (TUG)

### **Floor Finish Applicators**

Aztec Products, Inc.  
Fastrak Industries  
Ha-Ste Manufacturing, Inc.  
Haviland Corporation  
Lambskin Specialties  
Moonsoft International, Inc.  
Padco Inc.  
Triple S  
United Group, The (TUG)

### **Floor Finishes—Brand Name**

Amrep, Inc.  
Bullen Companies, The  
Charlotte Products Ltd.  
Chemical Universe, Inc.  
Crown Chemical, Inc.  
Epic Industries  
Fuller Industries LLC  
Gold Coast Chemical Products  
Harvard Chemical Research, Inc.  
MidLab, Inc.  
Nycoproducts Company

Pro-Link, Inc.  
 QuestVapco Corporation  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Starco Chemical  
 Triple S  
 United Group, The (TUG)  
 Warsaw Chemical Co., Inc.

### Floor Finishes— Private Label

Amrep, Inc.  
 Bullen Companies, The  
 Carroll Company  
 Charlotte Products Ltd.  
 Chemical Universe, Inc.  
 Crown Chemical, Inc.  
 Epic Industries  
 Gold Coast Chemical Products  
 Harvard Chemical Research, Inc.  
 MidLab, Inc.  
 National Chemical Laboratories, Inc.  
 Nyco Products Company  
 QuestVapco Corporation  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Starco Chemical  
 Triple S  
 United Group, The (TUG)  
 Warsaw Chemical Co., Inc.

### Floor Machine Motors

Gofer Parts  
 IPC Eagle  
 Mor-Value Parts Co. (MVP)  
 United Group, The (TUG)

### Floor Machines

Aztec Products, Inc.  
 Hoover, Inc., A Div. of TTI  
 Floor Care  
 IPC Eagle  
 Kaivac, Inc.  
 Koblenz (Thorne Electric Co.)  
 Legend Brands  
 Lindhaus USA  
 Oreck Commercial  
 Qleeno  
 Tornado Industries, Inc.  
 Triple S  
 Tundra Equipment Co.  
 United Group, The (TUG)  
 VPR Impex, Inc.

### Floor Pad Holders

ACS Industries, Inc.  
 Carolina Mop Mfg. Co.  
 Gift Sales Co.  
 Gofer Parts  
 IPC Eagle  
 Malish Corporation, The  
 Moonsoft International, Inc.  
 Mor-Value Parts Co. (MVP)  
 Nexstep Commercial Products  
 Oreck Commercial  
 Perflex Corporation  
 Qleeno  
 Remco Products  
 Sheppard Redistribution, Inc.  
 Triple S  
 Tucel Industries, Inc.  
 United Group, The (TUG)

### Floor Pads

ACS Industries, Inc.  
 Americo Manufacturing Co., Inc.  
 Carolina Mop Mfg. Co.  
 Ha-Ste Manufacturing, Inc.  
 HTC Twister, Inc.  
 Moonsoft International, Inc.  
 Mor-Value Parts Co. (MVP)  
 National Chemical Laboratories, Inc.  
 Nexstep Commercial Products

NPS Corporation  
 Oreck Commercial  
 Padco Inc.  
 Perflex Corporation  
 Pro-Link, Inc.  
 Qleeno  
 RDA Advantage  
 Sheppard Redistribution, Inc.  
 Triple S  
 United Group, The (TUG)

### Floor Pads—Raw Material

ACS Industries, Inc.  
 Moonsoft International, Inc.  
 United Group, The (TUG)

### Floor Sealers—Brand Name

Bullen Companies, The  
 Charlotte Products Ltd.  
 Chemical Universe, Inc.  
 Crown Chemical, Inc.  
 Epic Industries  
 Fuller Industries LLC  
 Harvard Chemical Research, Inc.  
 MidLab, Inc.  
 Nyco Products Company  
 Pro-Link, Inc.  
 QuestVapco Corporation  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Starco Chemical  
 Triple S  
 United Group, The (TUG)

### Floor Sealers— Private Label

Amrep, Inc.  
 Bullen Companies, The  
 Carroll Company  
 Charlotte Products Ltd.  
 Chemical Universe, Inc.  
 Crown Chemical, Inc.  
 Epic Industries  
 Harvard Chemical Research, Inc.  
 MidLab, Inc.  
 National Chemical Laboratories, Inc.  
 Nyco Products Company  
 QuestVapco Corporation  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Starco Chemical  
 Triple S  
 United Group, The (TUG)

### Food Processing Products

ITW Professional Brands  
 Matguys, Inc.  
 MidLab, Inc.  
 Spartan Chemical Company, Inc.  
 United Group, The (TUG)

### Food Service Disposable Tableware

RDA Advantage  
 Sheppard Redistribution, Inc.  
 United Group, The (TUG)

### Food Service Equipment & Supplies

ACS Industries, Inc.  
 Clift Industries, Inc.  
 Clorox Professional Products Co.  
 Crown Chemical, Inc.  
 Dinesol Commercial Products  
 Haviland Corporation  
 ITW Professional Brands  
 Malish Corporation, The  
 Mercantile Development, Inc. (MDI)  
 Moonsoft International, Inc.  
 National Tissue Company LLC  
 Nexstep Commercial Products  
 Polydros, S.A.  
 Rubbermaid Commercial Products

Triple S  
 Tucel Industries, Inc.  
 United Group, The (TUG)

### Fragrances

Air Spencer USA, LLC  
 EES, Inc.  
 Gift Sales Co.  
 Harvard Chemical Research, Inc.  
 Pro-Link, Inc.  
 Sky Systems Co., Inc.  
 United Group, The (TUG)

### Furniture Glides

Expanded Technologies  
 Pro-Link, Inc.  
 United Group, The (TUG)

### Gloves

B8 Sales Inc.  
 Burdisco Imports, LLC.  
 Emerald Professional Protection  
 Products  
 Gift Sales Co.  
 Pro-Link, Inc.  
 RDA Advantage  
 Sheppard Redistribution, Inc.  
 Triple S  
 United Group, The (TUG)  
 WASIP Ltd.

### Hand Cleaners

Bro-tex, Inc.  
 Cascades Tissue Group - IFC Disposables, Inc.  
 Charlotte Products Ltd.  
 Crown Chemical, Inc.  
 DEB USA, Inc.  
 Epic Industries  
 Fuller Industries LLC  
 Harvard Chemical Research, Inc.  
 ITW Professional Brands  
 Kruger Products L.P.  
 MidLab, Inc.  
 National Chemical Laboratories, Inc.  
 Pro-Link, Inc.  
 QuestVapco Corporation  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Triple S  
 United Group, The (TUG)  
 Warsaw Chemical Co., Inc.

### Hand Dryers

American Dryer  
 Oreck Commercial  
 Palmer Fixture  
 Pro-Link, Inc.  
 Sky Systems Co., Inc.  
 Triple S  
 United Group, The (TUG)

### Handles—Mop, Broom, Brush & Telescopic

ABCO Products Corp.  
 American Select Tubing, LLC  
 Briarwood Products  
 Carolina Mop Mfg. Co.  
 Culicover & Shapiro, Inc.  
 Delamo Manufacturing  
 Filmop USA  
 Fuller Industries LLC  
 Golden Star Inc.  
 GSC Manufacturing, Inc.  
 Ha-Ste Manufacturing, Inc.  
 Haviland Corporation  
 IPC Eagle  
 Lafitte Mop., Inc.  
 Lambskin Specialties  
 Mary Moppins  
 Moerman Americas, Inc.  
 Monahan Partners  
 Moonsoft International, Inc.  
 Nexstep Commercial Products

Perflex Corporation  
 Pro-Link, Inc.  
 Remco Products  
 Rubbermaid Commercial Products  
 Sheppard Redistribution, Inc.  
 Triple S  
 Tucel Industries, Inc.  
 Tucker Manufacturing Co., Inc.  
 United Group, The (TUG)  
 Zephyr Manufacturing Company, Inc.

### Hoses—All Types

Gofer Parts  
 Perfect Products, Inc.  
 Stahl's Cleaning Systems, Inc.  
 United Group, The (TUG)

### Hydrogen-Peroxide Cleaners

Charlotte Products Ltd.  
 Chemical Universe, Inc.  
 Crown Chemical, Inc.  
 Fuller Industries LLC  
 Harvard Chemical Research, Inc.  
 MidLab, Inc.  
 Nyco Products Company  
 Pro-Link, Inc.  
 QuestVapco Corporation  
 Spartan Chemical Company, Inc.  
 Starco Chemical  
 Triple S  
 United Group, The (TUG)

### Ice & Snow Removal Compounds

Cargill Salt  
 Compass Minerals Co.  
 CP Industries LLC  
 Dead Sea Works Ltd. c/o K+S  
 Harvard Chemical Research, Inc.  
 International Salt Company  
 Kissner Group, Inc.  
 Milazzo Industries, Inc.  
 Morgro Inc.  
 Morton Salt  
 Occidental Chemical Corporation  
 Pro-Link, Inc.  
 QuestVapco Corporation  
 Salt Depot Inc.  
 Sheppard Redistribution, Inc.  
 Triple S  
 United Group, The (TUG)  
 XYNTH Manufacturing Corp.

### Insect & Rodent Control Chemicals & Devices

Amrep, Inc.  
 Carroll Company  
 Chase Products Co.  
 ITW Professional Brands  
 QuestVapco Corporation  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Triple S  
 United Group, The (TUG)

### Labeling

United Group, The (TUG)

### Laundry Chemicals

Anderson Chemical Company  
 Charlotte Products Ltd.  
 Chemical Universe, Inc.  
 Crown Chemical, Inc.  
 Epic Industries  
 Harvard Chemical Research, Inc.  
 MidLab, Inc.  
 Nyco Products Company  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Starco Chemical  
 Stearns Packaging Corp.

Triple S  
 United Group, The (TUG)

### Laundry Equipment

Cross Country Installations & Service, LLC  
 R & B Wire Products, Inc.  
 Rubbermaid Commercial Products  
 Seko Dosing Systems Corporation  
 United Group, The (TUG)

### Lawn & Turf Chemicals

Amrep, Inc.  
 Bullen Companies, The  
 Harvard Chemical Research, Inc.  
 United Group, The (TUG)

### Lawn & Turf Equipment

Haviland Corporation  
 Rubbermaid Commercial Products  
 United Group, The (TUG)

### Leasing—Equipment

Cross Country Installations & Service, LLC  
 Qleeno  
 United Group, The (TUG)

### Light Bulbs

Satco Products, Inc.  
 Sheppard Redistribution, Inc.  
 United Group, The (TUG)

### Liquid Filling Equipment

Action Pump Co.  
 RD Industries, Inc.  
 United Group, The (TUG)

### Litter Vacuums

IPC Eagle  
 United Group, The (TUG)

### Lodging Amenities

United Group, The (TUG)

### Lubricants & Oils

Airosol Company, Inc.  
 Amrep, Inc.  
 Gold Coast Chemical Products  
 ITW Professional Brands  
 QuestVapco Corporation  
 Spartan Chemical Company, Inc.  
 Triple S  
 United Group, The (TUG)

### Magnetic Attachment For Vacuums

United Group, The (TUG)

### Marketing Services

DPA Buying Group

### Material Handling Equip.

Action Pump Co.  
 Perflex Corporation  
 Remco Products  
 United Group, The (TUG)

### Mats & Matting

Americo Manufacturing Co., Inc.  
 Expanded Technologies  
 Gift Sales Co.  
 Lightfeather, LLC (US Licensee of Floorguard)  
 Matguys, Inc.  
 Nexstep Commercial Products  
 Pro-Link, Inc.  
 Sanastar  
 Triple S  
 United Group, The (TUG)

**Microfiber**

ACS Industries, Inc.  
 Briarwood Products  
 Bro-tex, Inc.  
 Burdisco Imports, LLC.  
 Carolina Mop Mfg. Co.  
 Fastrak Industries  
 Filmop USA  
 Golden Star Inc.  
 Ha-Ste Manufacturing, Inc.  
 IPC Eagle  
 ITW Professional Brands  
 Kaivac, Inc.  
 Lafitte Mop Co., Inc.  
 Lambskin Specialties  
 Magnolia Brush Manufacturers Ltd.  
 Mary Moppins  
 Moerman Americas, Inc.  
 Monahan Partners  
 Moonsoft International, Inc.  
 Nexstep Commercial Products  
 Perfex Corporation  
 Rubbermaid Commercial Products  
 Super Cool Products, Inc.  
 Triple S  
 United Group, The (TUG)  
 Zephyr Manufacturing Company, Inc.

**Mop Treatment Chemicals**

Amrep, Inc.  
 Chase Products Co.  
 Chemical Universe, Inc.  
 Harvard Chemical Research, Inc.  
 ITW Professional Brands  
 MidLab, Inc.  
 Nyco Products Company  
 QuestVapco Corporation  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Triple S  
 United Group, The (TUG)

**Mopping Equipment**

Aztec Products, Inc.  
 Briarwood Products  
 Carolina Mop Mfg. Co.  
 Delamo Manufacturing  
 Filmop USA  
 Fuller Industries LLC  
 Golden Star Inc.  
 GSC Manufacturing, Inc.  
 Ha-Ste Manufacturing, Inc.  
 IPC Eagle  
 Lafitte Mop Co., Inc.  
 Magnolia Brush Manufacturers Ltd.  
 Monahan Partners  
 Moonsoft International, Inc.  
 Nexstep Commercial Products  
 Perfex Corporation  
 Pro-Link, Inc.  
 Qleeno  
 Royce Rolls Ringer Co.  
 Rubbermaid Commercial Products  
 Sheppard Redistribution, Inc.  
 Super Cool Products, Inc.  
 Triple S  
 United Group, The (TUG)  
 Weiler Corporation  
 Zephyr Manufacturing Company, Inc.

**Mops—Dust**

ABCO Products Corp.  
 Carolina Mop Mfg. Co.  
 Culicover & Shapiro, Inc.  
 Filmop USA  
 Fuller Industries LLC  
 Golden Star Inc.  
 GSC Manufacturing, Inc.  
 Ha-Ste Manufacturing, Inc.  
 IPC Eagle  
 Lafitte Mop Co., Inc.  
 Magnolia Brush Manufacturers Ltd.  
 Monahan Partners  
 Moonsoft International, Inc.

Nexstep Commercial Products  
 Perfect Products, Inc.  
 Perfex Corporation  
 Pro-Link, Inc.  
 Rubbermaid Commercial Products  
 Sheppard Redistribution, Inc.  
 Super Cool Products, Inc.  
 Triple S  
 United Group, The (TUG)  
 Weiler Corporation  
 Zephyr Manufacturing Company, Inc.

**Mops—Wet**

ABCO Products Corp.  
 ACS Industries, Inc.  
 Carolina Mop Mfg. Co.  
 Culicover & Shapiro, Inc.  
 Delamo Manufacturing  
 Filmop USA  
 Fuller Industries LLC  
 Golden Star Inc.  
 GSC Manufacturing, Inc.  
 Ha-Ste Manufacturing, Inc.  
 Hight Brush  
 IPC Eagle  
 Kaivac, Inc.  
 Lafitte Mop Co., Inc.  
 Magnolia Brush Manufacturers Ltd.  
 Mary Moppins  
 Monahan Partners  
 Moonsoft International, Inc.  
 Nexstep Commercial Products  
 Perfect Products, Inc.  
 Perfex Corporation  
 Pro-Link, Inc.  
 Rubbermaid Commercial Products  
 Sheppard Redistribution, Inc.  
 Super Cool Products, Inc.  
 Triple S  
 United Group, The (TUG)  
 Weiler Corporation  
 Zephyr Manufacturing Company, Inc.

**Odor Control Chemicals**

Amrep, Inc.  
 Bullen Companies, The  
 Carroll Company  
 Charlotte Products Ltd.  
 Chase Products Co.  
 Chemical Universe, Inc.  
 Clean Control Corporation  
 Clift Industries, Inc.  
 Crown Chemical, Inc.  
 Delta Marketing Int'l, LLC  
 Draco Hygienic Products, Inc.  
 EES, Inc.  
 Epic Industries  
 Fuller Industries LLC  
 Gift Sales Co.  
 Gold Coast Chemical Products  
 H & S Manufacturing Co.  
 Harvard Chemical Research, Inc.  
 ITW Professional Brands  
 Legend Brands  
 National Chemical Laboratories, Inc.  
 Nyco Products Company  
 Pro-Link, Inc.  
 QuestVapco Corporation  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Starco Chemical  
 SurcoTech  
 Triple S  
 United Group, The (TUG)

**Odor Control Devices**

Air Spencer USA, LLC  
 Amrep, Inc.  
 Chase Products Co.  
 Delamo Manufacturing  
 Delta Marketing Int'l, LLC  
 Draco Hygienic Products, Inc.  
 Gift Sales Co.  
 Newaire

Pro-Link, Inc.  
 Queenaire Technologies, Inc.  
 Rainbowair Activators  
 Seko Dosing Systems Corporation  
 SurcoTech  
 Triple S  
 United Group, The (TUG)

**Ozone Generators**

Newaire  
 Queenaire Technologies, Inc.  
 Rainbowair Activators  
 United Group, The (TUG)

**Packaging Equipment**

United Group, The (TUG)

**Packaging Supplies**

NPS Corporation  
 Plastics Marketing, Inc.  
 Poly Plastic Products  
 United Group, The (TUG)

**Paint & Paint Products**

Briarwood Products  
 Burdisco Imports, LLC.  
 Chase Products Co.  
 Distribuidora Perfect S.A. de C.V.  
 ITW Professional Brands  
 United Group, The (TUG)  
 Wooster Brush Company, The

**Paper and/or Food Service Products**

American Paper Converting Inc.  
 Berk Wiper International LLC  
 ITW Professional Brands  
 Kruger Products L.P.  
 Nexstep Commercial Products  
 Nittany Paper Mills, Inc.  
 NPS Corporation  
 RDA Advantage  
 Sheppard Redistribution, Inc.  
 Soundview Paper Co.  
 United Group, The (TUG)

**Paper Products—Office Supplies**

Nittany Paper Mills, Inc.  
 Palmer Fixture  
 United Group, The (TUG)

**Paper Products—Towel & Tissue**

American Paper Converting Inc.  
 Berk Wiper International LLC  
 Bro-tex, Inc.  
 Carolina Paper Converters, Inc.  
 Cascades Tissue Group  
 Cross Country Installations & Service, LLC  
 Diamond Wipes Intl.  
 Draco Hygienic Products, Inc.  
 ITW Professional Brands  
 Kruger Products L.P.  
 National Tissue Company LLC  
 Nittany Paper Mills, Inc.  
 NPS Corporation  
 Palmer Fixture  
 Pro-Link, Inc.  
 RDA Advantage  
 Royal Paper Converting, Inc.  
 SCA Americas  
 Sheppard Redistribution, Inc.  
 Sofidel America  
 Soundview Paper Co.  
 Triple S  
 United Group, The (TUG)  
 Von Drehle Corporation  
 Wausau Paper

**Pavement Patching**

Haviland Corporation

**Personnel Services**

Michael J. Hawkins, Inc.

**Plastic Bags**

Sheppard Redistribution, Inc.  
 United Group, The (TUG)

**Plastic Containers**

Consolidated Paper Company  
 Continental Commercial Products  
 Gift Sales Co.  
 L & M Food Service Inc.  
 PrimeSource Supply  
 RDA Advantage  
 Remco Products  
 United Group, The (TUG)

**Polishes—Furniture**

Gift Sales Co.  
 Remco Products  
 United Group, The (TUG)

**Polishes—Metal**

Amrep, Inc.  
 Bullen Companies, The  
 Carroll Company  
 Chase Products Co.  
 Chemical Universe, Inc.  
 Epic Industries  
 Harvard Chemical Research, Inc.  
 MidLab, Inc.  
 QuestVapco Corporation  
 Seatex Ltd.  
 Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Triple S  
 United Group, The (TUG)

**Polishes—Plastic**

Chemical Universe, Inc.  
 MidLab, Inc.  
 QuestVapco Corporation  
 Sheppard Redistribution, Inc.  
 United Group, The (TUG)

**Poly Trash Can Liners**

Poly Plastic Products  
 Pro-Link, Inc.  
 RDA Advantage  
 Sheppard Redistribution, Inc.  
 Triple S  
 United Group, The (TUG)

**Pool & Spa Chemicals & Equipment**

Milazzo Industries, Inc.  
 Mr. Hard Water Cleaning Supplies  
 Nyco Products Company  
 Polydros, S.A.

**Pre-Measured Chemicals**

Chemical Universe, Inc.  
 Epic Industries  
 MidLab, Inc.  
 Seatex Ltd.  
 Stearns Packaging Corp.  
 United Group, The (TUG)

**Pressure Washer Pumps**

Stahl's Cleaning Systems, Inc.  
 United Group, The (TUG)

**Pressure Washing Chemicals**

Amrep, Inc.  
 Chemical Universe, Inc.  
 Crown Chemical, Inc.  
 Dirt Killer Pressure Washers Inc.  
 Harvard Chemical Research, Inc.  
 MidLab, Inc.  
 Nyco Products Company  
 QuestVapco Corporation  
 Seatex Ltd.

Sheppard Redistribution, Inc.  
 Spartan Chemical Company, Inc.  
 Stahl's Cleaning Systems, Inc.  
 Starco Chemical  
 United Group, The (TUG)

**Pressure Washing Equip.**

Dirt Killer Pressure Washers Inc.  
 Hydro Tek Cleaning Equipment Mfg.  
 Mr. Hard Water Cleaning Supplies  
 Stahl's Cleaning Systems, Inc.  
 United Group, The (TUG)

**Pumps & Dispensers**

Action Pump Co.  
 Gift Sales Co.  
 Gofer Parts  
 Seko Dosing Systems Corporation  
 Sky Systems Co., Inc.  
 United Group, The (TUG)

**Recycling Systems**

United Group, The (TUG)

**Repair Parts—Floor Equipment & Vacuum Cleaners**

Gofer Parts  
 Haviland Corporation  
 IPC Eagle  
 Oreck Commercial  
 Qleeno  
 United Group, The (TUG)

**Restroom Cleaning Equip.**

Fastrak Industries  
 Gator Cleaning Products, LLC  
 Gift Sales Co.  
 Kaivac, Inc.  
 KleenRite Equipment  
 Malish Corporation, The  
 Moerman Americas, Inc.  
 Nexstep Commercial Products  
 Oreck Commercial  
 Pro-Link, Inc.  
 Qleeno  
 Royce Rolls Ringer Co.  
 Sheppard Redistribution, Inc.  
 Tuel Industries, Inc.  
 United Group, The (TUG)

**Robotic Cleaning Equip.**

United Group, The (TUG)

**Safety Apparel**

B8 Sales Inc.  
 H & S Manufacturing Co.  
 Pro-Link, Inc.  
 Triple S  
 United Group, The (TUG)  
 WASIP Ltd.

**Safety Products, Equipment & Signs**

Action Pump Co.  
 B8 Sales Inc.  
 Banner Stakes  
 Carolina Mop Mfg. Co.  
 Delamo Manufacturing  
 Expanded Technologies  
 Fastrak Industries  
 Gift Sales Co.  
 ITW Professional Brands  
 Lambskin Specialties  
 Matguys, Inc.  
 Palmer Fixture  
 Pro-Link, Inc.  
 Product Innovations, LLC  
 Remco Products  
 Rubbermaid Commercial Products  
 Sheppard Redistribution, Inc.  
 Triple S  
 United Group, The (TUG)  
 WASIP Ltd.



**Safety Treads**

Gold Coast Chemical Products  
Matguys, Inc.  
United Group, The (TUG)

**Sales Incentives**

United Group, The (TUG)

**Sanitary Napkins & Dispensers**

Cascades Tissue Group  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

**Scouring Chemicals & Powders**

Bar Keepers Friend  
Chemical Universe, Inc.  
Harvard Chemical Research, Inc.  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

**Scouring Pads/Bars**

Americo Manufacturing Co., Inc.  
Gift Sales Co.  
Ha-Ste Manufacturing, Inc.  
Hight Brush  
Nexstep Commercial Products  
Polydros, S.A.  
Triple S  
United Group, The (TUG)

**Shampoo Tanks**

Malish Corporation, The  
United Group, The (TUG)

**Smoking Urns**

KL Designs  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

**Soaps**

KL Designs  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

**Spill Kits—Chemical**

Bro-tex, Inc.  
Bullen Companies, The  
Fuller Industries LLC  
NPS Corporation  
United Group, The (TUG)

**Sponges & Chamois**

ACS Industries, Inc.  
Lambskin Specialties  
Nexstep Commercial Products  
Perfex Corporation  
Super Cool Products, Inc.  
United Group, The (TUG)  
Zephyr Manufacturing Company, Inc.

**Spray Tanks**

United Group, The (TUG)

**Sprayers & Foggers**

Action Pump Co.  
Fastrak Industries  
Gift Sales Co.  
Nexstep Commercial Products  
United Group, The (TUG)  
Westpak USA, Inc.

**Squeegees—Floor**

ABCO Products Corp.  
Carolina Mop Mfg. Co.  
Culicover & Shapiro, Inc.  
Fuller Industries LLC

Gofer Parts  
GSC Manufacturing, Inc.  
Haviland Corporation  
Hight Brush  
IPC Eagle  
Laitner Brush Company  
Magnolia Brush Manufacturers Ltd.  
Malish Corporation, The  
Mary Moppins  
Moerman Americas, Inc.  
Mor-Value Parts Co. (MVP)  
Nexstep Commercial Products  
Perfex Corporation  
Remco Products  
Rubbermaid Commercial Products  
Sheppard Redistribution, Inc.  
Triple S  
Tucel Industries, Inc.  
United Group, The (TUG)  
Weiler Corporation  
Zephyr Manufacturing Company, Inc.

**Squeegees—Window**

ABCO Products Corp.  
Culicover & Shapiro, Inc.  
Gofer Parts  
GSC Manufacturing, Inc.  
Haviland Corporation  
Hight Brush  
IPC Eagle  
Laitner Brush Company  
Lambskin Specialties  
Magnolia Brush Manufacturers Ltd.  
Moerman Americas, Inc.  
Nexstep Commercial Products  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)  
Weiler Corporation  
Zephyr Manufacturing Company, Inc.

**Steam Cleaning Chemicals**

Chemical Universe, Inc.  
Crown Chemical, Inc.  
Gold Coast Chemical Products  
Harvard Chemical Research, Inc.  
MidLab, Inc.  
Seatex Ltd.  
Spartan Chemical Company, Inc.  
Stahl's Cleaning Systems, Inc.  
Starco Chemical  
United Group, The (TUG)

**Steam Cleaning Equipment**

Advanced Vapor Technologies, LLC  
Hydro Tek Cleaning Equipment Mfg.  
Stahl's Cleaning Systems, Inc.  
United Group, The (TUG)

**Stone Restoration Systems**

Aztec Products, Inc.  
Chemical Universe, Inc.  
Fuller Industries LLC  
Mr. Hard Water Cleaning Supplies  
Triple S

**Striping Machines—Pavement**

United Group, The (TUG)

**Surfactants**

Starco Chemical  
Unelko Corp.  
United Group, The (TUG)

**Sweepers—Electric, Gasoline & Propane**

IPC Eagle  
Mor-Value Parts Co. (MVP)  
Oreck Commercial  
Rubbermaid Commercial Products  
Tornado Industries, Inc.

United Group, The (TUG)  
VPR Impex, Inc.

**Sweeping Compounds**

Milazzo Industries, Inc.  
Sheppard Redistribution, Inc.  
United Group, The (TUG)

**Technology Services**

DDI System  
J & M Technologies, Inc.  
Tucel Industries, Inc.  
United Group, The (TUG)  
Universal Business Systems

**Toilet Seat Covers & Dispensers**

Burdisco Imports, LLC.  
Cascades Tissue Group  
Cascades Tissue Group - IFC Disposables, Inc.  
Delamo Manufacturing  
Draco Hygienic Products, Inc.  
Palmer Fixture  
Royal Paper Converting, Inc.  
SCA Americas  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

**Toilet/Shower Compartments**

Draco Hygienic Products, Inc.

**Training Consultants, Materials & Programs**

DPA Buying Group  
Legend Brands  
NJSSA  
Spartan Chemical Company, Inc.

**Upholstery Shampoo Machines & Accessories**

IPC Eagle  
KleenRite Equipment  
Legend Brands  
Nycos Products Company  
Production Metal Forming Inc.  
United Group, The (TUG)

**Urinal Screens & Mats**

Absorbcore  
Èkcos Innovations  
Gift Sales Co.  
National Chemical Laboratories, Inc.  
Nexstep Commercial Products  
Nycos Products Company  
Pro-Link, Inc.  
Suska Industries  
Triple S

**Vacuum Cleaner Attachments**

Gofer Parts  
IPC Eagle  
Oreck Commercial  
Perfect Products, Inc.  
United Group, The (TUG)

**Vacuum Cleaner Motors**

Gofer Parts  
IPC Eagle  
Mor-Value Parts Co. (MVP)  
Oreck Commercial  
United Group, The (TUG)

**Vacuum Cleaners**

Bissell Professional  
Hoover, Inc., A Div. of TTI Floor Care  
Hydro Tek Cleaning Equipment Mfg.  
IPC Eagle

Koblentz (Thorne Electric Co.)  
Lindhaus USA  
Oreck Commercial  
Perfect Products, Inc.  
Rubbermaid Commercial Products  
Sheppard Redistribution, Inc.  
Tornado Industries, Inc.  
Triple S  
United Group, The (TUG)  
VPR Impex, Inc.

**Vacuum Tanks**

Perfect Products, Inc.  
Tornado Industries, Inc.  
United Group, The (TUG)

**Venetian Blind Cleaning Equipment & Chemicals**

United Group, The (TUG)

**Wall Washing Equipment**

Ha-Ste Manufacturing, Inc.  
Moerman Americas, Inc.  
United Group, The (TUG)

**Warewashing Chemicals**

Charlotte Products Ltd.  
Chemical Universe, Inc.  
Colgate Palmolive  
Crown Chemical, Inc.  
Epic Industries  
Harvard Chemical Research, Inc.  
Meterpak, Inc.  
MidLab, Inc.  
National Chemical Laboratories, Inc.  
Nycos Products Company  
QuestVapco Corporation  
Seatex Ltd.  
Sheppard Redistribution, Inc.  
Spartan Chemical Company, Inc.  
Starco Chemical  
Triple S  
United Group, The (TUG)

**Warewashing Equipment**

Cross Country Installations & Service, LLC  
Epic Industries  
Seko Dosing Systems Corporation  
United Group, The (TUG)

**Washroom Accessories**

Air Spencer USA, LLC  
American Dryer  
Berk Wiper International LLC  
EES, Inc.  
Nexstep Commercial Products  
Polydros, S.A.  
Pro-Link, Inc.  
Tucel Industries, Inc.  
United Group, The (TUG)

**Waste Receptacles**

Delamo Manufacturing  
Nexstep Commercial Products  
Pro-Link, Inc.  
R & B Wire Products, Inc.  
Royce Rolls Ringer Co.  
Rubbermaid Commercial Products  
Sheppard Redistribution, Inc.  
Triple S  
United Group, The (TUG)

**Water Brooms**

Haviland Corporation  
Remco Products  
Tucker Manufacturing Co., Inc.  
United Group, The (TUG)

**Water Treatment Chemicals & Devices**

Anderson Chemical Company  
AWAY Chemical Corp.

Bullen Companies, The  
Cargill Salt  
Chemical Universe, Inc.  
EES, Inc.  
Gift Sales Co.  
Harvard Chemical Research, Inc.  
Hydro Tek Cleaning Equipment Mfg.  
Inspired TEC, LLC  
Seatex Ltd.  
Seko Dosing Systems Corporation  
Spartan Chemical Company, Inc.  
United Group, The (TUG)

**Window Cleaning Accessories**

Haviland Corporation  
IPC Eagle  
Lambskin Specialties  
Moerman Americas, Inc.  
Moonsoft International, Inc.  
Mr. Hard Water Cleaning Supplies  
Nexstep Commercial Products  
Triple S  
Tucker Manufacturing Co., Inc.  
United Group, The (TUG)  
Weiler Corporation

**Wipers—Cloth**

Berk Wiper International LLC  
Bro-tex, Inc.  
Cascades Tissue Group  
Cascades Tissue Group - IFC Disposables, Inc.  
IPC Eagle  
ITW Professional Brands  
Mary Moppins  
Moerman Americas, Inc.  
Moonsoft International, Inc.  
Nexstep Commercial Products  
NPS Corporation  
SCA Americas  
Sheppard Redistribution, Inc.  
Super Cool Products, Inc.  
Triple S  
United Group, The (TUG)

**Wipers—Paper & Non-Woven**

Berk Wiper International LLC  
Bro-tex, Inc.  
Burdisco Imports, LLC.  
Cascades Tissue Group  
Cascades Tissue Group - IFC Disposables, Inc.  
ITW Professional Brands  
Kruger Products L.P.  
Mercantile Development, Inc. (MDI)  
National Tissue Company LLC  
NPS Corporation  
Pro-Link, Inc.  
SCA Americas  
United Group, The (TUG)  
Wausau Paper

**Wipers—Cheesecloth**

Bro-tex, Inc.  
United Group, The (TUG)

**Wood Treatment—Scratch Remover**

QuestVapco Corporation  
United Group, The (TUG)

**Wringers**

ACS Industries, Inc.  
Delamo Manufacturing  
Nexstep Commercial Products  
Perfex Corporation  
Pro-Link, Inc.  
Royce Rolls Ringer Co.  
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**Territory Manager**

“Founded in 1996, NPS Corporation is a privately held corporation based in Green Bay, Wisconsin. NPS markets its towel and tissue products throughout North America and also offers a full line of spill control products that are distributed in more than 40 countries worldwide. Brands include Merfin, Response, Retain, React, Spilfyter and Sustayn by Spilfyter.”

**Skills Needed / Responsibilities:**

- This position reports to the SENIOR VP of Sales & Marketing Towel & Tissue Division and is responsible for meeting sales quotas in their designated territories, developing ongoing, profitable relationships with EXISTING AND POTENTIAL NEW customers and continually maintaining a professional image of the company. Due to the rapid growth we are looking for qualified candidates in the Ohio, St. Louis/Kansas City & the Chicago markets.

**Job Requirements**

- 5-10 years’ experience in an external sales capacity PREFERRED EXPERIENCE IN SELLING TO THE AWAY FROM HOME MARKET AND SELLING TO DISTRIBUTORS IN THIS MARKET
- Exceptional written communication, verbal communication and presentational skills
- Strong knowledge of sales principles, methods, practices and techniques
- Self-motivated with high energy and an engaging level of enthusiasm
- Ability to multi-task, prioritize and work independently
- High level of integrity and work ethic

A competitive salary and generous benefit package are included. Interested candidates should send their resume and salary requirements in confidence to: [resume@npscorp.com](mailto:resume@npscorp.com)

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accounts. DPA’s programs have opened industrial/safety oriented business opportunities that we traditionally overlook — simple diversity has accomplished a bunch for me.” — Brian Magazine, Gem Chemical, Evansville, IN.

DPA distributors can meet the personal protective equipment (PPE) needs of their end-users by choosing to attend DPA’s “safety only” products show. The group also has contracts with leading manufacturers of power tools and industrial supplies such as Louisville Ladder, Hitachi Power Tools and many more.

Specialty Cleaning and Restoration is another growing market and once again DPA is ahead of the curve. The group’s negotiated product offering includes supplies for mold mitigation & remediation, smoke & fire damage, specialty carpet cleaning, floor care, tile & grout cleaning, and stone care.

**OPERATIONAL SAVINGS**

DPA saves its member distributor and suppliers money on their operational expenses! The group has contracts with several Service Providers and Human Resource Companies that offer discounts to the group’s members. Discounts include credit card processing, shipping & freight, payroll, cellular phones, inventory management software, catalogs, e-commerce platforms, and logistical management. Recently, the group has partnered with a collection agency to help members recover outstanding

invoices. DPA is always looking for new ways to save members money at every-turn. Interested companies can visit [www.DPASAVINGS.com](http://www.DPASAVINGS.com) to learn more about DPA’s operational savings platform.

**DPA SUPPLIER BENEFITS**

DPA preferred supplier programs are a way for suppliers to gain new distribution and also to strengthen their relationships with existing customers. The group only partners with a limited number of vendors in each product category, so every relationship is mutually rewarding. Joining DPA also makes it easier for suppliers to manage their distributor accounts, because the entire group partakes in one simplified national DPA program.

DPA is able to work closely with preferred suppliers to achieve their strategic sales results. The group offers an Annual Buying Conference that guarantees interaction with every attending distributor and additional opportunities to access new industry segments. There are also several marketing opportunities available including broadcast emails, member mailings and coordinated promotional opportunities at no cost to the manufacturer. A Group Label Program (regional and national) is available for interested suppliers.

DPA strives to keep distributors informed about new supplier developments and product innovations. In this way, DPA suppliers and distributors are “Totally Connected.”

**“ALWAYS LOOKING FOR A FEW  
GOOD DISTRIBUTORS & SUPPLIERS”**

*The DPA BUYING GROUP is located in Cincinnati, OH, with a Financial/Administrative Office in Naples, FL.*

*Please contact DPA or visit [www.DPABuyingGroup.com](http://www.DPABuyingGroup.com) for membership information. Phone: (800) 652-7826; E-mail: [DPA@DPABuyingGroup.com](mailto:DPA@DPABuyingGroup.com).*

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