



the world of

NISSCO

buyers' guide



spring 2011



NATIONAL I NDEPENDENT S ANITARY S UPPLY C OMPANIES

Established in 1985, today NISSCO has 250 distribution centers providing market penetration, sales support, and logistics throughout the U.S., Canada, South America, and the Caribbean. Through national purchasing programs with more than 100 premier manufacturers of sanitary maintenance products, NISSCO represents \$2 billion in annual sales.

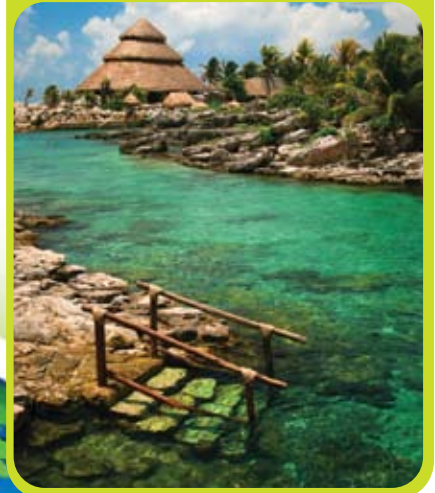
The NISSCO Mission

To consistently provide our Distributor Members and Supplier Partners with new, profitable business and revenue enhancing programs.

2008 - Punta Cana



2009 - Riviera Maya



2012 - ??????



T.R.I.P

2010 - Jamaica



2012
be amazed!

2011 - Cabo San Lucas



niSSCO

NATIONAL INDEPENDENT SANITARY SUPPLY COMPANIES

from the desk of Keith B. Marcoe

It is a formula that works ... and has worked for over 25 years. In 1985, NISSCO was created with a simple mission: to provide meaningful support to the Independent JanSan distributor and supplier community.

Over the years, our mission has remained the same as we continue to redefine the value proposition of buying groups. NISSCO is like no other group. We are constantly raising the bar, then raising it again in our effort to be on the forefront of providing our Distributor Members unparalleled value:

- The Industry's strongest portfolio of premier JanSan manufacturers and suppliers
- The most aggressive programs, pricing, and revenue streams in the industry
- Highest income return of ANY group

We are pleased that we eclipse other groups in those components. But, we are never satisfied.

NISSCO continuously raises the bar by providing innovative ways for the distributor to gain important information, improve business practices, and most importantly, increase their business' profitability.

This year is no exception, as you will experience our efforts in creating new avenues for distributors to gather important information, improve business practices, and most importantly, increase their business' profitability through:

- **Enhanced revenue programs and financial incentives**
- **Additions to our portfolio of exclusive product / revenue programs available to NISSCO Members only** - a true local advantage that drives margin

And, we will maintain our series of symposiums and publications on topics that give NISSCO Members relevant information to leverage in the marketplace, such as the NISSCO Distributor Profitability Model (providing a way for distributors to double pre-tax profit) and Salesman Commission Plans (strategic use of a variety of different plans to meet company goals and needs).

NISSCO is committed to never letting the bar rest too long in one place. In our continued pushing for higher levels of performance, we see success continue for our Distributor and Supplier Partners for many years to come.



Keith B. Marcoe
President



NISSCO

NATIONAL INDEPENDENT SANITARY SUPPLY COMPANIES

from the desk of Mark G. Bozich

Everything old is new again, or so the song goes.

Twenty-six years ago I started in this business with Minuteman International ... it was then called HAKO. The company was owned by Hako-Werke of Germany (they bought the American Cleaning Equipment Company) and I broke into this business selling industrial vacuums, HEPA systems, flippers, auto-scrubbers (referred to by the Germans as scrubber-dryers), floor machines and the original electric high-speed burnishers. These burnishers rode on a center caster wheel that filled so quickly with floor finish we used to send replacement parts with new machines! That was a long time ago.

Why the waxing nostalgic? On April 1, 2011, Minuteman International becomes a Preferred NISSCO Supplier and T.R.I.P sponsor. Companies, like people, evolve. Minuteman has literally run the business gauntlet ... from being subservient to HAKO-WERKE GmbH and the Deutschmark in the 1980s, to its name change from HAKO to Minuteman International, to an IPO on the exchange (the stock issuance from which the company was eventually brought back), to concentrating on direct sales and catalogs. Minuteman is now returning full circle to the business that makes our industry work, DISTRIBUTION.

Minuteman comes to NISSCO committed to distribution, abandoning direct sales to end-users to the point that they have sold off their branches to private ownership. The company's product offering at the very least equals current market offerings, and its delivered quality is the highest of all the major manufacturers.

I came to the conclusion regarding the power of distribution in a way quite similar to the path that Minuteman has taken. We have seen what doesn't work and we know what does work. Simply stated, independent distribution is the key to success in the equipment manufacturing business and Minuteman International supports that initiative to the exclusion of all other avenues.

Welcome to Minuteman International and the other new distributor-focused manufacturers, new T.R.I.P sponsors: Eco-Concepts, Inc and Stearns Packaging Corporation.



Mark G. Bozich
Executive Vice President



niSSCO

NATIONAL INDEPENDENT SANITARY SUPPLY COMPANIES

**Sunshine and Sand,
Water and Warmth,
In NISSCO T.R.I.P Tradition!**

February 2012



In the NISSCO "Fun in the Sun" tradition, our February 2012 T.R.I.P will be amazingly breathtaking for a full five days and four nights.

The trip Includes all meals, non-motorized water sports, libations, ground transfers and an airline voucher.

Grow your 2011 purchases with NISSCO sponsoring manufacturers and earn T.R.I.P credits.

Once 2,000 credits are earned, you and a guest are on your way to join other successful NISSCO Distributors in February 2012 for fun-in-the-sun NISSCO style!

Cabo San Lucas



Cabo San Lucas



The RIU Resort in Cabo San Lucas, Mexico was this year's T.R.I.P destination for five days of "fun-in-the-sun" NISSCO style.





YOU'VE NEVER SEEN GREEN CLEAN LIKE THIS BEFORE

US

- 100% sustainable, plant based ingredients
- Free of synthetic perfumes and dyes
- Neutral pH
- Greywater and septic safe
- 20+ years of plant-based formulation experience
- Optimum efficacy, economically priced
- Recognized as one of the Top 100 Green Companies in the US by the Green Patriot Group
- Recognized as a Champion Partner of the EPA's Design for the Environment SDSI Program

THEM

- Contain VOC's which contribute to hazardous indoor air quality within schools, hotels and offices
- Contain synthetic perfumes which agitate allergies and asthma
- Contain unnecessary dyes which are counterproductive to sustainability
- Contain phosphates which kill aquatic life in oceans, lakes and rivers
- Contain hazardous synthetic chemicals which are known carcinogens
- Subject you to green-washing causing unnecessary confusion
- Directly and indirectly have a negative effect on every aspect of people's lives

YOUR CHOICE



luke@ecos.com
 800.592.1900 ext. 104
 www.EFPPROLINE.com

Eco Concepts Introduces Green, Portable Dispensing System

Green Concepts Series 300 (GCS300) is a patent-pending, proprietary, compact, portable, and highly concentrated dispensing system developed to lessen the carbon footprint. It gives special considerations to embracing a safer and superior green cleaning technology.

GCS300 Two Custom Kits: Health Care and Hospitality Kits. These kits have been well received in schools, universities, health care clinics, hotels, resorts, office complexes, etc. that have limited storage space, require effective solutions and are concerned with the environment.



One (1) 32 oz Series 300 Extreme Concentrate = 128oz of Ready-to-Use (RTU) cleaning solution

GCS300 Benefits: There are many packaging and performance benefits of the Green Concept Series including:

- Minimal space needed
- No additional equipment required
- No plumbing or plumbing code concerns
- Uses any water source
- Consistent and reliable product measurement
- Superior performance to non-green brands
- Superior in-use product cost

GCS300 Added Value: The Green Concepts Series delivers even more performance and environmental benefits:

- EPA partnered product
- GSA approval
- Reduced packaging, weight and size in shipping and transporting
- Reduced installation and maintenance time and cost
- Reduced operating cost in that it is simple to train and use
- Reduced personal health risks with low to no VOC's, no high pH solutions, no highly toxic ingredients, etc.

In short, GCS300 embodies “Creating Tough Solutions for a Fragile World” with Safer and Superior Green Concepts technology!



Convenient Carrying Case



Consistent Product Measurement



Recognized for Safer
Chemistry
www.EPA.gov/DfE



These products are available for
sale to the federal government
under the authority of the U.S
General Services Administration
www.GSA.gov



These products are
Kosher approved
www.OUKosher.org

Call Terry Sandage at (888) 326-6278 for more information, or e-mail sales@ecoconceptsusa.com



green concepts[®]
SAFER and SUPERIOR

Professional Green Cleaning Products
TOUGH SOLUTIONS *for a* **FRAGILE WORLD**

Series 100:

Highly versatile formulations
designed to safely clean every facility



Series 300:

A revolutionary and highly concentrated
alternative to traditional chemical dispensing



Tel 888.326.6278
www.ecoconceptsusa.com

ecoconcepts.INC.
© 2011 ALL RIGHTS RESERVED

Chase SprayScents® Expands Fragrance Line

Watch for some inviting additions to the SprayScents® Metered Air Freshener line from Chase Products Co.

Five new choices are being added to the 7-ounce SprayScents®, which are currently available in 24 fragrances. The new varieties will include Juicy Green Apple, Lemon Lime, Hazelnut Coffee, Fresh Cotton, and Hawaiian Island.

All SprayScents® are metered to **deodorize up to 6,000 cubic feet** and to **last for a full month when sprayed at 15-minute intervals**.

The packaging features attractive labels, a 100 percent recyclable container, small caps to reduce plastic waste, and a spray tip that fits most dispensers. Their fine spray is safe for plastics.

In addition to cases of individual fragrances, All Fruit Scents and More Fresh Scents assortments are available.

Chase also offers **three SprayScents® dispensers**, from the basic Model 1000 to the fully programmable Model 3000 with a 1- to 60-minute adjustable interval, daily start/stop time, and weekend-off feature.

All of Chase's air fresheners contain Ordenone™, an odorless deodorizing compound that permanently entraps malodor molecules when sprayed into the air or directly onto the source of the malodor.

Chase, founded in 1927, manufactures aerosol cleaning products, disinfectants, insecticides, air fresheners, craft and seasonal sprays, health and beauty products, paints and coatings, and automotive and industrial sprays.

Now available in 29 scents!

Apple Blossom

Bayberry

Cherry Jubilee

Cinnamon Stick

Cucumber Melon

Exotic Garden

NEW! Fresh Cotton

Georgia Peach

NEW! Hawaiian Island

NEW! Hazelnut Coffee

NEW! Juicy Green Apple

Lemon Drop

NEW! Lemon Lime

Mandarin Mist

Mango

Mountain Meadows

Mulberry

Ocean Mist

Odor Neutralizer

Orange Sun

Piña Colada

Powder Fresh

Refreshing Spa

Spring Linen®

Strawberry

Vanilla Bean

Warm Harvest

Watermelon

Wild Berry



Chase Products Co.
2727 Gardner Road
Broadview, Illinois 60155

(800) CHASEco

www.chaseproducts.com

Contact: sales@chaseproducts.com



Easy Effective Economical

Champion Sprayon®
SprayScents®
GreenWorld™



Chase
PRODUCTS CO.

2727 Gardner Road • Broadview, Illinois 60155
P.O. Box 70 • Maywood, Illinois 60153
Phone (800) CHASEco • FAX (708) 865-7041
www.chaseproducts.com

STEARNS on Leading Edge of Trends in Dilution Control

Dispenser-free single-use packs offer distributors competitive advantage.

“Packs can go places that dispensers can’t. A dispenser-free option offers flexibility, yet consistent results for your customers,” says John Everitt, president of Stearns Packaging Corporation, located in Madison, Wisconsin. “Other systems rely on wall-mounted plumbed hardware. Our premeasured single-use packets eliminate the need for cleaning personnel to waste time returning to the supply closet to refill their spray bottles and mop buckets.”

“Facility managers see the value of portion control because it’s an easy system that benefits them in many ways,” says Everitt. The packaging technology reduces waste, saves time, decreases storage, eliminates wall-mounted machinery and simplifies training.

Since 1964, Stearns Packaging Corporation has been the foremost provider of premeasured liquid and powder cleaning systems for the janitorial and institutional markets. The company’s original line, One Packs™, includes more than 60 premeasured liquid and powder concentrates. To complement One Packs™, Stearns has also developed Water Flakes® and Quart’r Packs™ water-soluble powder packets.

Many of Stearns’ products, such as the Water Flakes® and Quart’r Packs™ water-soluble lines and the One Packs™ GS line have been recognized for safer chemistry by the US EPA’s Design for the Environment program. Plus, the leading items in the One Packs line are Green Seal certified.

These product lines are only available through distribution. “Distribution has been the key to our success. In order to penetrate any market, whether it’s retail, facility managers, or universities, you have to partner with an organization you can trust to do the right thing,” says Bill Bestmann, Vice President of Sales and Marketing.



“Stearns has built its program around driving down labor costs and providing a chemical management system that is simple to use, dispenser-free, and environmentally responsible,” says Bestmann. “Recently, we have refocused our efforts to providing our distributors the tools and resources they need to exponentially grow both the Stearns’ line and their bottom line.”

Stearns was a key sponsor of Green Seal’s GS-42 Green Cleaning Standard. The company also promotes CIMS, the International Sanitary Supply Association’s Cleaning Industry Management Standard. Both Everitt and Bestmann are ISSA Certification Experts for CIMS and CIMS-GB. They are prepared to assist cleaning organizations for CIMS certification.

“Board room executives are looking harder at the way their facilities are managed, considering both cost and safety,” says Everitt. “They appreciate a system that delivers consistent performance, integrates compliance, and lowers environmental impact.”

For more information call Bill Bestmann at 800.655.5008 or e-mail bill.bestmann@stearnpkg.com.



Dispenser-Free Control Systems

PREMEASURED SOLUTIONS FOR THE ENTIRE FACILITY

WATER FLAKES.

Stearns Water Flakes®

Some cleaning products are delivered and stored more efficiently as powders instead of liquids. To complement our innovative One Packs™ premeasured system for liquids, Stearns has developed the revolutionary Water Flakes® water-soluble packets for powder concentrates.



QUART'R PACKS™

Stearns Quart'r Packs™

A quicker and simpler dilution control system for spray-and-wipe cleaning. A complement to our Water Flakes line, each packet of Quart'r Packs™ dilutes with one quart of water.



ONE PACKS™

Stearns One Packs™

A comprehensive line of more than 60 professional-grade cleaning liquids and powders, innovatively packaged in premeasured packs. Precise measuring guarantees accurate-strength solutions every time, maximizing cleaning performance while saving you time and money.



10 MEASURES OF SUCCESS

01. **No Waste** - Premeasured One Packs™, Water Flakes®, Quart'r Packs™, and Quik Tank make perfect solutions without over-mixing
02. **Save Money** - Pay for cleaning strength, not water or expensive dilution-control equipment
03. **Easy Training** - No special instructions, just add one color-coded packet to water and that's it
04. **Less Storage** - Store concentrated packs, not gallon containers or drums
05. **Inventory Control** - Packs are easily counted for inventory and budgeting
06. **No Special Equipment** - Eliminate complicated, trouble-prone dispensing machines
07. **Product Selection** - More than 60 products for the most complete premeasured line in the industry
08. **Mix-and-Match Systems** - Build your own systems for unique cleaning applications and facility requirements
09. **Color Coding** - Makes proper identification and staff training easier
10. **Low Entry Cost** - No costly set-up or capital investment means you can get started right away!

Stearns Packaging Corporation
4200 Sycamore Avenue (53714) • P.O. Box 3216 • Madison, WI 53704-0216
Toll-Free 800-655-5008 • Local 608-246-5150 • Fax 608-246-5149



Transforming Analytics into Sales: Distributors Take Action

What would you do with “up to the day” business performance information?

Today’s top businesses have a not-so-simple response – turn them into sales. The idea of converting data into actionable steps is not a new one however; it can be a difficult one if the data is not readily available in an easy-to-analyze format.

DDI System’s **inform** software provides the information necessary to make faster and smarter decisions throughout leading organizations.

Understandable dashboards display top-level overviews with immediate drill-down capabilities allowing for quick access to executive level data. When used consistently, this data directly leads to increased cash flow, lean inventory levels, stronger gross margin return on investment (GMROI) and more.

The ability to leverage purchasing and sales information increases cross-sell opportunities, allows for effective

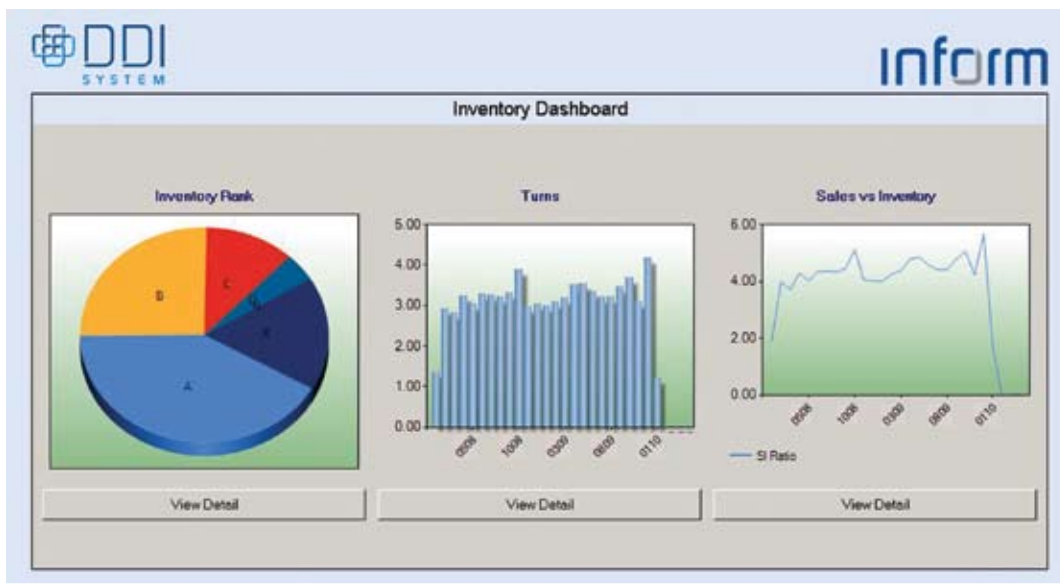
The information needed to run our business is now complete and can be ascertained in mere seconds.

– Sikes Paper Company

management of advertising, and highlights pipeline potential. Anytime, anywhere access to this information provides your sales team with the necessary tools to recognize and remedy challenge accounts and take immediate action.

inform

“DDI’s **inform** was a terrific choice for us! Starting with an absolutely seamless transition, it has exceeded our expectations in every possible way. The information



“Up-to-the-day” inventory information is easy-to-understand with overviews and drill-down capabilities.

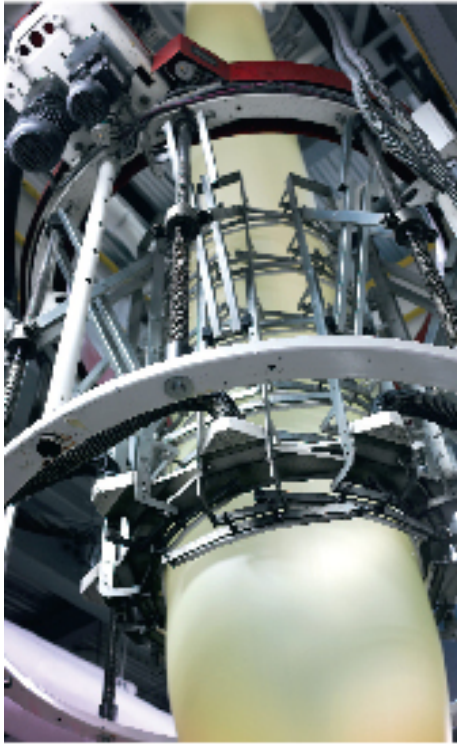
needed to run our business is now complete and can be ascertained in mere seconds. **Inform’s** thoughtful design has made it the window to our world.” – *Sikes Paper Company*

With the strongest technology and exceptional user-driven reporting available today, DDI System’s comprehensive approach to distribution software will increase profitability and drive sales. See how DDI drives success.



*Distributors can see the many benefits of the **inform** software and its fully integrated e-commerce solution at ddisys.com or by calling DDI System for a demonstration at 1-877-599-4334.*

premium quality commercial can liners



PITT **Plastics** **INC.**



Minority Certification

Many corporations and government entities have social sustainability policies in place. Many of these policies encourage the use of minority companies. Pitt Plastics, Inc. is a certified Minority Business Enterprise.

IS YOUR BUSINESS GETTING ENOUGH VISIBILITY AND TRAFFIC ON THE INTERNET?

We can maximize your profit by harnessing the power of Google

Vision Fillers realizes that in this day and age the power of the internet can not be ignored. We have spent years developing lead generation strategies for the Janitorial Supply Industry to best position your business for maximum online exposure.



WHAT WE CAN DO FOR YOU:

- ✓ Website Design
- ✓ Search Engine Optimization
- ✓ Social Media Marketing
- ✓ Online Branding
- ✓ Content Creation
- ✓ Video Marketing
- ✓ Classified Ad Marketing
- ✓ Online Advertising

And much more...

Position your business for success this year with an **ONLINE TRANSFORMATION**

Contact us now to arrange your complimentary web evaluation and visit our website to get our FREE Report on: **How Businesses are Leveraging New Internet Marketing Platforms to Acquire More Leads and Customers!**



twitter

facebook

YouTube

Google

www.VisionFillers.com | Call: 1-888-361-3303 | Email: support@VisionFillers.com

Vision Fillers

— Bringing your vision to the world

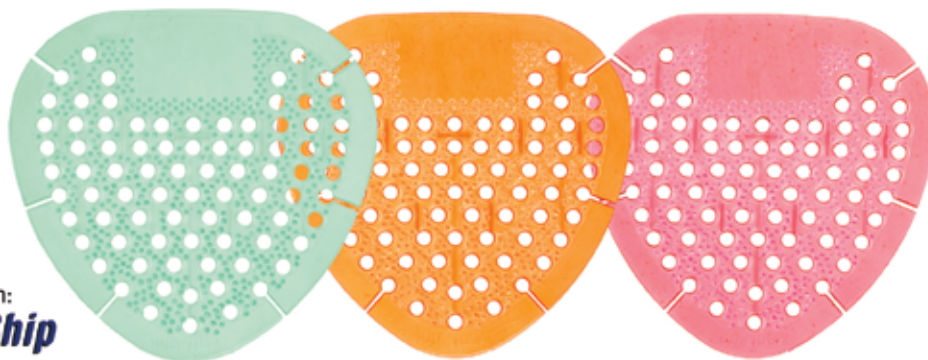
The Choice Is clear... **ClearChoice**



It seems like everyone and their brother has a clear urinal screen these days. SO DO WE! Unlike the others, we are 10% larger than the category leader, because when it comes to urinal care, we believe size matters. Not to mention, that the increased surface area allows for greater fragrance release.

Tolco offers a complete line of ClearChoice odor control products that include a urinal deodorizer, a toilet bowl clip, and an air freshener that was specifically developed to replace and outperform wicks and cells at a fraction of the cost. These exciting new items are available exclusively from Tolco. They can be added to any order and are also available on Quickship – Tolco’s unique program that provides a ridiculously low prepaid minimum on over 100 items.

Tolco is the leading supplier of industrial trigger sprayers and innovative products in the janitorial industry. Please visit: www.tolcocorp.com to learn more about Tolco Corporation and all the products available, or call (800) 537-4786 for additional information.



Available on:
QuickShip



1920 Linwood Avenue
Toledo, Ohio 43604
(419)241-1113
FAX (419)241-3035
www.tolcocorp.com

Earth Friendly Products Recognized with NISSCO Sustainability Award

NISSCO recognized Earth Friendly Products as the recipient of its first NISSCO Sustainability Award. The award was presented at the ISSA Show in Orlando.

“At NISSCO we are creating a path and a process for our distributors to partner with bone fide sustainable manufacturers, not just individual products that bear some type of green label,” points out Mark Bozich, executive vice-president of NISSCO. “NISSCO distributors can provide their customers a healthier cleaning solution and in turn differentiate themselves from the competition.

“We believe it takes more than offering a few products, paying a fee, and doing the minimum for a supplier to call its self yourself ‘green.’ At NISSCO, we look at the larger picture of sustainability and how manufacturers incorporate a cradle-to-cradle consideration in their everyday business activities,” Bozich continues. “Earth Friendly Products epitomizes a manufacturer that fully embraces sustainability and therefore the ideal recipient for the first NISSCO Sustainability Award.”

Earth Friendly Products, known for pioneering 100% sustainable, plant-based cleaning technology, recently

completed the largest commercial solar panel installation in the state of Illinois at its corporate headquarters located in Addison, Ill. Its other manufacturing plants are in the midst of similar solar installations.



NISSCO’s Keith Marcoe, president and Mark Bozich, executive vice president present Earth Friendly Products’ John Vlahakis, president, Kelly Vlahakis-Hanks, vice president, and Luke Bobek, director of industrial and institutional sales with the NISSCO Supplier Partner Sustainability Award during the ISSA Show in Orlando.

PITT Plastics, Recognized Minority Business Enterprise

Many corporations and government entities have social sustainability policies in place. Many of these policies encourage the use of minority companies. Pitt Plastics is certified by the National Minority Supplier Development Council as a Minority Business Enterprise.



The primary objective of the National Minority Supplier Development Council, one of the country's leading business membership organizations, is to provide a direct link between corporate America and minority-owned businesses. It was chartered in 1972 to provide increased procurement and business opportunities for minority businesses of all sizes.

The NMSDC Network includes a National Office in New York and 37 regional councils across the country. There are 3,500 corporate members throughout the network, including most of America's largest publicly-owned, privately-owned and foreign-owned companies, as well as universities, hospitals and other buying institutions. The regional councils certify and match more than 16,000 minority owned businesses (Asian, Black, Hispanic and Native American) with member corporations which want to purchase goods and services.

A copy of the Pitt Plastics certification can be found at www.pittplastics.com/literature.



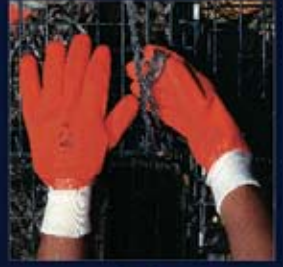
For more information call
Lonnie McThompson at
800.835.0366, lonniem@pittplastics.com



The Safety Zone

Personal protective equipment and supplies since 1973

Our corporate headquarters and warehouse are located in the Centerbrook section of Essex, CT. This is one of four warehouses in Connecticut which compliments our other full stocking facilities in Indiana, California, Florida and Texas.



Visit us online at www.safety-zone.com

Phone: 800-821-5702 Fax: 800-783-2987 email: comments@safety-zone.com

Kutol's new headquarters means expanded capacity... *and sustainability!*

Kutol Products Company has new headquarters!

Our move into this state-of-the-art, green facility, signals an expansion of manufacturing, R & D, distribution, and customer service...as well as environmental responsibility.

The 160,000 square foot facility is located in Sharonville, Ohio, a suburb of Cincinnati.

The building is being registered with the U.S. Green Building Council for LEED certification.



* final certification pending

Kutol provides the broadest line of hand soaps, hand sanitizers, and soap dispensing systems in the business. We also offer customized formulas and private label. All products are manufactured in our FDA-registered, LEED certified* facility.



KUTOL

Hand Hygiene Specialists

Custom Solutions. Consistent Performance.



Celebrating our 100th year in business!

Kutol Products Company Cincinnati, Ohio 45241 / 1-800-543-4641 513-527-5500 / www.kutol.com

KUTOL Commitment to Sustainable Hand Hygiene

Kutol Products Company manufactures a full line of Hand Hygiene products and dispensing systems for commercial use. Whenever possible, Kutol creates formulas that keep the environment at its cleanest.

Green Seal Certified Hand Soaps

Kutol offers three Green Seal Certified formulas - Foaming Luxury Hand Soap, Foaming Dye and Fragrance Free Hand Soap, and Green & Clean Liquid Hand Soap. All of the versatile, high-performing hand cleaners are Green Seal (GS-41) approved to be environmentally responsible, from the ecosystem-friendly formula to the recyclable packaging.




BioPreferred Hand Sanitizers

Our full line of alcohol hand sanitizers are bio-based and USDA bio-preferred. They are grain-based formulas (not petroleum-based), helping maintain nature’s own sustainable cycle. Plus, this grain is grown on U.S. farms, keeping down usage of fuel and transportation.



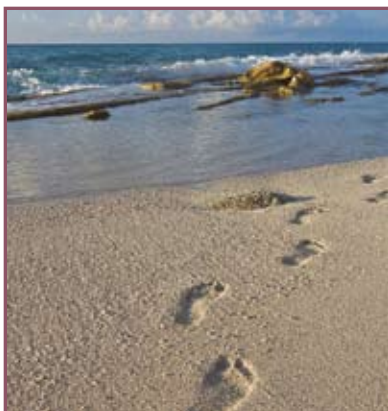
Every industry requires hand cleaning and Kutol has a solution for every industry. Office and public restrooms, schools and colleges, manufacturing plants, health care facilities and food service all benefit from the careful formulations and variety of dispensing systems that Kutol provides.

Don’t see exactly what you want? Kutol creates custom formulas and private labels to satisfy you.



Kutol is entering its 100th year in the hand hygiene business.

For more information on how Kutol can create a hand hygiene solution for you, contact Mark Dardy at 800.543.4641 or email sales@kutol.com



WHERE WILL YOU BE SPENDING FEBRUARY?

Once 2,000 credits are earned, you and a guest are on your way to join other successful NISSCO distributors in February 2012 for “fun-in-the-sun” NISSCO style!



The **CHOICE** is clear

SafeStep® Pro Series 960

CHOICE FORMULA

is now

DfE Certified



**Recognized
For Safer Chemistry
www.epa.gov/dfc**

- Fewer chlorides to the environment
- Lasts up to 2 1/2 times longer than conventional deicers
- Safer for people, pets and the environment When used as directed
- Will NOT harm floors, concrete or vegetation When used as directed

Dear Valued Reader,

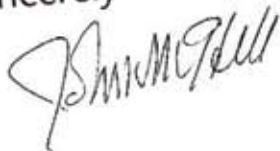
We Will...

- Help You Increase Profits
- Build a Relationship Based on Trust
- Keep Cash in Your Business
- Develop Exclusive Territories
- Make Doing Business Easier
- Sales and Service Training
- Customized Dealer programs
- No Questions Asked Warranty and Parts Program
- Have Fun & Grow Together

We Won't...

- Sell Direct
- Create Channel Conflict
- Tell You How to Run Your Business
- Over Promise & Under deliver

Sincerely



Jack

The New Evolution of Minuteman Scrubbers



**Become Part of
Our Circle,
Contact Us Today**



E26ECO

- Small Auto Scrubber with high productivity
- 40% savings
- Environmental benefits (Water & Chemical)
- Perfect for schools with budget constraints
- High Reliability
- Low cost of ownership

Show Special \$3849.00

Minuteman[®]
Excellence Meets Clean

www.minutemanintl.com

The Difference Between Synthetic and Real Fragrance



Synthetic fragrance oils are quite often used in cleaning products because they are less pricey than essential oils, which are made from the actual pressing of the plant.

Synthetic oils are derived by chemical reactions and created in the form of synthetic compounds.

An artificial fragrance may, or may not, be listed under Section II of the MSDS. Sometimes they are listed on

the product's ingredient list as "fragrance" or "fragrance oil."

Although essential oils are more expensive than synthetic alternatives, you can find cleaning products that contain them. Manufacturers will list the ingredient as an "essential oil."

"We reject the use of synthetic ingredients and actually go one step further by sourcing organic suppliers for our essential oils," points out Luke Bobek, director of industrial and institutional sales for Earth Friendly Products.

For more information call Luke at 800.592.1900, ext. 104 or e-mail luke@ecos.com.

COMPARISON: SYNTHETIC OR REAL?

Scent	Ingredients in Synthetic Fragrance	Ingredients in Earth Friendly Products
Lavender	Amyl cinnamic aldehyde (manufactured from benaldehyde, a possible carcinogen), Camphor (causes irritation to eyes, skin, respiratory system)	Essential oil of Lavender*
Lemongrass	Amyl Salicylate-N (toxic to aquatic organisms). Musk Xylol (accumulates in human tissue, has been found in breast milk)	Essential oil of Lemongrass*
Grapefruit	Diethyl Phthalate / DEP (suspected endocrine, gastrointestinal, reproductive, respiratory toxicant)	Essential oil of Grapefruit*

*National Organic Program certified ingredient

People. Product. Process. Service. Delivery. Customer Care.

It's what we're about. We're here for you.



**Finding new and better ways
to service you, our customer.
Providing the extra that makes us unique.**

Contact Scott Erwin, Regional Sales Manager
serwin@impact-products.com
800.333.3561

IMPACT III®
CLEANING, MAINTENANCE AND SAFETY SUPPLIES



ONLY AVAILABLE FROM MIMA!

**WIPE
OUT**
ONE

- ✓ 99.99% Microbial Kill Without Chemicals
- ✓ Patented Physical Reaction Pierces, Electrocutes Microbes
- ✓ Saves Labor and Chemical Costs

ANTI-MICROBIAL MICROFIBER

Your Source for Everything Microfiber

Towels | Glass Cloth | Mop Tools | Mop Pads | Shammies | String Mops | Dusting Tool

Mike Nitto ~ 732.295.2311 ~ 800.228.MIMA (6462) ~ mike@mimatowel.com

www.mimatowel.com

The Safety Zone Means All Things PPE

Safety Zone is one of the nation's most prominent manufacturers and importers of personal protective equipment and supplies for jan/san, foodservice, food processing, healthcare and a wide array of industrial applications.

The Safety Zone's product line encompasses a large selection of disposable and reusable gloves, head-to-toe disposable apparel, rainwear, dust masks and respirators, safety glasses and first aid kits.

In addition to the Safety Zone brand, we wholesale many other safety products made by leading manufacturers of eye, face, hearing, respiratory protection and more.

Founded in 1973, our Connecticut headquarters is now complemented by full stocking facilities in Florida, Indiana, Texas and California, as well as Toronto, Canada; Shanghai, China and Kuala Lumpur, Malaysia.



The Safety Zone

*For more information call 800.821.5702 or e-mail
comments@safetyzone.com.*

If You're Serious About Floor Care!

etc.

ETC of Henderson, Inc.

Richard Southerland
800-334-6651
gorilla@etcpads.com
www.etcpads.com

Innovators of Floor Care Maintenance Products!

PRECIOUS™ Preserve™

100% RECYCLED

GREEN SEAL CERTIFIED

Our state-of-the-art paper mill uses only 100% recycled fiber.

- Environmentally-friendly, chlorine-free technology
- Exceeds EPA guidelines for post consumer content
- Wide variety of Green Seal™ Certified products

Green Hotels Association

The von Drehle Corporation is a proud Member of the U.S. Green Building Council

The von Drehle Corporation is an Ally Member and Approved Vendor of the "Green" Hotels Association

The von Drehle Corporation is an Approved Supplier on the EPA's Comprehensive Procurement Guidelines Supplier database

VONDREHLE CORPORATION

INTEGRITY IS OUR MOST IMPORTANT ASSET

Tel: 800/438-3631 • Fax: 828/322-4145 • sales@vondrehle.com • www.vondrehle.com

Let Misty Air Care Take You There...

Introducing a new line up of Misty Air Care. Inspired by tropical florals and fruits infused with vanilla, musk and lavender, these fresh and uplifting fragrances are sure to take you there.

- Premium Fragrances from Latest Trends
- Ultra Dry Formula for Extended Suspension Time
- Dual Odor Counteractant System
- Universal "Tip" Actuator
- Low VOC Content-50 State Compliant



990 Industrial Park Drive • Marietta, GA 30062
800-66-AMREP (800-662-6737)
www.amrep.com

amrep
PROFESSIONAL PRODUCTS GROUP inc.

VOLK PROTECTIVE PRODUCTS



GLOVES FOR ALL INDUSTRIES RESPIRATORY, HEARING & EYE PROTECTION

- Dispense Safe™** - low cost glove and apron dispensers
- Clean Hand®** - premium disposable gloves
- Health Hand™** - exam grade latex, vinyl, nitrile products
- Work Clean™** - disposable aprons, bouffants, and beard covers
- Work Safe™** - heavy duty applications including gloves for heat, cut, liquid, & chemical-resistant, eye, hearing, and respiratory protection

Brad Gustafson
630.258.4652

bgustafson@volkent.com



www.volkprotectiveproducts.com

Janitized® Introduces Industry First!

Janitized offers another FIRST in environmentally responsible filters with its line of replacement panel filters that fit the most popular industrial and commercial floor and sweeper equipment.



The line features the industry's FIRST WASHABLE filter, in addition to standard paper and meltblown filter media.

These new filters fit the most popular equipment including Advance, Alto / American Lincoln, and Tennant.

Call today to find out more about these reusable filters.



Janitized

Call 888.689.1235 or
email customerservice@janitized.com

NEXSTEP COMMERCIAL PRODUCTS

Exclusive Licensee of O-Cedar



CONTACT:
Todd Mauer
Nexstep Commercial Products
625 Burt Street
Springfield, Ohio 45505
Email: toddmauer@cedarcommercial.com
Phone: 1-937-322-5163
Fax: 1-937-322-6826



ORECK[®] COMMERCIAL

**FOR ALL YOUR
FLOOR CARE NEEDS!**



www.oreckcommercial.com – 800-242-1378

Nexstep Expands Product Offerings

Nexstep Commercial Products (exclusive licensee of O-Cedar) continues to develop “Nexgeneration” Solutions that “Make Your Life Easier!”

- “MaxiPlus[®] Microfiber Duster w/68” Extension Handle” – Attracts and holds dust better than other cleaning products; extends for hard-to-reach places
- “MaxiPlus[®] Static Sweeper & Microfiber Refill” – microfiber dry disposable cloths remove dust, dirt and common allergens easily
- “MaxiClean Eraser Sponge” – Removes marks from all surfaces



For more information, call Todd Mauer at (937) 322-5163 or visit www.ocadoarcommercial.com.

Don Mistro - NoTrax Floor Matting
800.621.2802
donm@notrax.com
www.notrax.com

Matting for:

- Food Processing
- Food Service
- Hospitality / Hotels
- Education/Schools
- Assisted Living
- General Office
- Manufacturing
- Retail

NOTRAX[®]
FLOOR MATTING

MADE IN THE
USA



A Complete, Exercise-Reducing, Scrubbing & Mopping System™



Photo: Tuway

The Challenge

Reduce slip and fall liability

Save time and money

Reduce workman's compensation claims

Our Solution

Tuway's Agitator ER Mopping System

Call Tuway American Group To Find Your Solution

(800) 587-8750

www.tuwaygroup.com





Marc DuCharme
800.849.6287
mducharme@americomfg.com

Your first choice for the highest quality floor pads and floor matting for over 40 years.



Promoting a "Greener" World Maroon EcoPrep "EPP"

The Maroon EcoPrep floor pad meets today's challenge of being environmentally sound while producing superior results.

- No Chemicals Needed
- Use Wet or Dry
- Removes Floor Finish
- Repairs Wood and Tile Floors for Recoating



www.americomfg.com • phone: 770.974.7000 • fax: 770.974.0614

Learn more about Americo's Green initiatives by visiting www.AmericotheBeautiful.com



At Tolco, we understand what it means to be a family-owned business. Unlike so many suppliers in our industry, we have chosen to remain family-owned; providing a personal level of service to every distributor. With three generations still involved in the company, we have a unique perspective on working with our partners to achieve one goal...

Be Great - Have Fun.



1920 Linwood Avenue ♦ Toledo, Ohio 43604 ♦ Phone: (419) 241-1113 ♦ Fax: (419) 241-3035
www.tolcocorp.com

One Wipe, One Swipe Total Disinfecting with Monk®

With rising concerns over bacteria, disinfectant wipes are now more popular than ever. The bottom line, of course, is protection against harmful bacteria and germs that can transfer diseases (such as the swine flu) from person to person through high traffic areas or heavily used objects.

The most important use for disinfectant wipes is to protect against the transfer of germs and bacteria from a hard surface to individuals. Some statistics show germs can survive on hard surfaces up to 72 hours.

Monk® Disinfecting Wipes deliver a one-wipe, one-swipe solution for cleaning, disinfecting and deodorizing. Effective in the presence of 5% serum contamination, these heavy duty disinfecting wipes will “wipe-out”



46 pathogens, including Influenza H1N1 (swine flu), MRSA, HIV, and Hepatitis B & C.

Use Monk Disinfecting Wipes with safety confidence, as they are alcohol-free, acid-free, ammonia-free, bleach-free, and phenol-free:



- As a disinfectant on hard, nonporous areas
- In kitchens, bathrooms and other household areas
- To clean and disinfect hard nonporous surfaces of gym equipment, exercise machines, wrestling mats, and gymnastic equipment.
- In federally inspected meat & poultry plants as a disinfectant on all surfaces in inedible product processing areas, non-processing areas and/or exterior areas.

*Sold exclusively through distributors.
No redistribution, retail, or end-users.
Contact Bill Braile at braile@towelettes.com.
www.monkwipes.com*

HELP US PRESERVE THE ENVIRONMENT

ECO-STEP™ & ECOPLUS™
100% RECYCLED P.E.T. SURFACE FIBER

NISSCO

T.R.I.P.
Travel Reward Incentive Program

Mat Recycled Content
1 sq. ft = 4 Bottles
4' x 6' mat = 96 Bottles
6' x 60' roll = 1440 Bottles

CROWN
MATS AND MATTING
800-628-5463

Chris Tricozzi Ext. 2323
ctricozzi@crown-mats.com

TTI Look what's **NEW** for 2011...
www.ttifloorcare.com

All-Metal Upright

- All-metal housings
- Ball bearing quad brushroll
- 9-blade metal fan
- 2-year commercial warranty

Green/Biodegradable Cleaners & Lubricants

Mean But Green

The old days of sacrificing performance in favor of environmental responsibility are over. Armed with real penetrating power, Nutek Green products are made with the latest green innovations to handle the toughest tasks.

Wide Area Vac

- 30" wide cleaning path
- Retractable 20-foot aisle hose
- Quiet operation- 70 decibals
- 5-year warranty

For more information, contact Brad Nyholm at 440-896-2347

ROYAL
royalvacuums.com

Nutek GREEN
nutekgreen.com

GROUND COMMAND
hoover.com/groundcommand

HOVER
hoover.com

All this & more!



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



LAMBSKIN SPECIALTIES



1 800 665 0202
www.lambskin.com
info@lambskin.com
One source, your source.

EARTHONE™

Sustainable Solutions



GCP has set the tone for sustainable solutions in the workplace! We share a common sense approach to sustainability through a Green-Cleaning Program that focuses on cost-effective solutions. Reduce, Reuse, Recycle! Protect health and learning for the environment!



For more information, visit us at www.earthone.com

WATERHOG™ eco

making buildings greener



Our WaterHog™ Eco line of mats are made from 100% recycled PET post-consumer recycled fiber reclaimed from drink bottles and 15% post-consumer recycled tires.



the andersen company

www.andersenco.com 800.241.4696

Mastercraft

Professional products for a cleaner environment.

New Innovation New Products New Partnerships

Visit Our New Website
www.mastercraftusa.com
Today



Exclusive **Cleanfix** Distributor for North America

To request a catalog or speak to a Sales Representative, call us toll-free at 800.835.7812 or visit us at www.mastercraftusa.com



Janitized®

PREMIUM PERFORMANCE FILTRATION FOR COMMERCIAL CLEANING

AFTERMARKET REPLACEMENT VACUUM BAGS AND FILTERS

Now Available



Janitized® Industrial & Commercial Sweeper / Scrubber Filters

Janitized® Biodegradable

To request a catalog or speak with a sales representative
call us toll free at

1-866-689-1235 or visit us at www.janitized.com

Janitized® is a registered trademark of APC Filtration Inc.

Crown Mats Introduces 24-hour Quick-Ship

Needed it yesterday? Well ... how about overnight!

Crown Mats and Matting introduces its new 24-hour Quick-Ship program - the only program of its kind in the industry.



Orders received by 4:00 p.m. (ET) will ship within 24 hours. If the order is not shipped complete within 24 hours, the portion not shipped will be shipped freight prepaid.

You can order as often as you wish, and drop ship orders qualify.

Some requirements apply. For more information, contact Chris Tricozzi, ctricozz@crown-mats.com, or (800) 628-5463

WIPE OUT ONE Microfiber - Chemical-free 99.99% Kill

The WIPE OUT ONE anti-microbial line of microfiber cloths is the only of its kind on the market today.

It has been proven that the WIPE OUT ONE treated towel will kill 99.99% (the highest level that can be achieved) of significant bacteria, algae, and fungus for the life of the product.

A simple explanation of the WIPE OUT ONE product is there are millions upon millions of tiny swords covalently bonded to the microfiber products. These swords pierce the micro-organisms as they come in contact with the surface of the product.

The "bug" is then drawn down by the negative charge of the sword and with the positive charge of a nitrogen atom it is electrocuted. This unique technology, coupled with the finest microfiber available, ensures the absolute, most sanitary way to clean and protect.



For more information, contact Mike Nitto, mike@mimatowel.com, or (800) 228-MIMA (6452)

Georgia-Pacific Professional

SofPull™ Centerpull Tissue



SofPull™ is the first bath tissue dispenser of its kind combining centerpull technology with one-at-a-time dispensing. SofPull innovation makes it easier than ever to get just the right amount of bath tissue - helping to reduce waste, overhead costs and the spread of tissue-borne germs.

The tissue dispenses in a single, generously portioned 2 ply 5.2" x 8.4" sheet so users touch only one fresh sheet at a time. The tissue is completely enclosed to help reduce the potential for cross contamination from hand to hand while helping to eliminate unsanitary tissue trails hanging from open rolls. Efficient high capacity rolls minimize roll changes.

What's more, SofPull tissue is both EPA compliant for recycled fiber and packaged with 60% less packaging waste* than Jumbo Roll Tissue cases.

A great replacement for jumbo roll tissue.

SofPull.

Splash Blue Dispenser - 54500 Smoke Dispenser - 54501 Tissue - 11500

*When compared to Georgia-Pacific Jumbo Roll Bath Tissue

Go to www.gppro.com for additional information.

© 2010 Georgia-Pacific Consumer Products LP. All rights reserved. The Georgia-Pacific logo, and all trademarks are owned by or licensed to Georgia-Pacific Consumer Products LP.

Geerpres® Now More Than Metal

Since 1935, Geerpres®, Inc., has been the name to trust for metal wringers, mops, and buckets.

Now, Geerpres® is expanding the family.

Introducing Our Newest Family Members:

- ~ Geerpres C.A.T. Chemical Applicator Tool
- ~ BioShield® 75 Biostatic Surface Protectant
- ~ Geerpress® GPS™ 2000 Microfiber Applicator
- ~ Geerpres® Modular Plastic Cart



800.253.0373
www.geerpres.com



Canusa Development Corporation

Manufacturer of the Original

Spring Green®

Natural Bio-Enzymatic
Odor Cleaning Products
Since 1970



Robert Corinaldesi

Tel: 518 638-6343
Email: cdcproducts@gmail.com
Website: www.cdcproducts.com



The system
WORKS
for you.

Scott Wilson
760.458.8406
swilson@lagasseinc.com

Customer Service
800.989.7487
emailorders@lagasseinc.com



www.lagassesweet.com

GREEN.



Wausau Paper products help your facility stay green no matter what color dispenser you choose.

800.723.0001 • wausaupaper.com

wausauPAPER®

The Best Feminine Hygiene System for Women Away from Home.



www.rochestermidland.com

Ultimate, Universal Squeegee for Floors

Never throw away another handle because SmartFit™ accepts virtually all handles - aluminum, wood, fiberglass, threaded and non-threaded; 15/16" to 1-1/8" in diameter - and protects them from breakage with a unique universal socket, no-wobble design.



No tools are needed since the SmartFit socket locks onto any handle by hand. SmartFit pliable twin foam blades work on all types of floors and adjust to different floor types and contours, including grouted floors.

SmartFit's design enables quick-flushing of the handle base and socket to prevent microbial growth. Prevent cross-contamination with color-code discs to keep squeegees in discrete zones for better hygiene.



For more information call
Bill Fosselman at 203.362.9547,
bfosselman@ungerglobal.com

Quality Tools for Smart Cleaning

UNGER A GLOBAL REVOLUTION IN FLOOR CLEANING

Quality Tools for Smart Cleaning

SMARTFIT™ FLOOR SQUEEGEE

- Don't throw away another squeegee handle!
- No more broken squeegees!
- Sanitary flush and rinse system

Patent Pending!



www.ungerglobal.com

Nilodor Introduces 24-hr. Disinfectant

Spectra San 24™ is the only disinfectant that provides 24 hours of residual protection including pandemic 2009 H1N1, MRSA, and HIV.

It is an EPA registered, broad spectrum antibacterial, antifungal, and antiviral disinfectant that can provide up to 24-hour residual effectiveness. Key benefits:

- Broad spectrum rapid kill (30 seconds)
- Kills Influenza A (H1N1)
- 24-hour Protection
- Kills MRSA and VRE in 2 minutes
- Does not induce bacterial resistance
- Ideal on all hard surfaces and water-safe fabrics
- EPA category IV toxicity rating (the lowest)
- Odorless and colorless
- Anti-bacterial, fungicidal, virucidal
- Stable in solution
- Formulated for childcare environments



For more information call
Kurt Peterson at 800.443.4321,
kurt@nilodor.com

One Spray Takes You Away to Tropical Paradise

Amrep introduces an exciting new line of dry deodorizing products that can easily transport you to the balmy beaches of the Caribbean with just one spray.

This new line combines quality fragrances and essential oils with state of the art odor counteractants to create an environment rich with tropical lime, island air, tropical pineapple, island flower, white tea and lavender zest.

The increased concentration will treat up to 6,000 square feet when used in automatic metered aerosol dispensers.

Features include:

- Metered and/or Hand Held Room Deodorizer
- Ultra Dry Formula for Extended Suspension Time
- Dual Odor Counteractant System
- Universal "Tip" Actuator
- Low VOC Content-50 State Compliant



For more information, call Amrep at 800.66.AMREP or visit www.amrep.com

Carlisle Expands Product Offerings

Carlisle Sanitary Maintenance Products continues to expand product offerings with cleaning tools designed to make work easier for your customer.

- **Colortech Rotary Brushes** – Only Colortech Rotary Brushes outlast pads more than 200 to 1. Using Silicon Carbide grit, they clean more effectively than pads and provide huge cost per use savings and sustainability advantages.
- **Waste Handling** – Our expanded Waste Handling offering includes wastebaskets (standard and fire resistant), step-on bins, receptacles (half-round, round, tall and square) and lids (dome and funnel top).
- **Lobby Dust Pan & Broom** – Carlisle's new Lobby Dust Pan includes two piece handles for the broom and dust pan. The new handles protect product integrity while providing 50% reduction in carton size saving you freight and warehouse space.



For more information, call Steve Williams at 972.524.8861 or visit www.carlislefsp.com

Get a Better Clean with Golden Star



Golden Star products are manufactured to the highest quality standards in the industry. Specifically designed and manufactured to withstand the demands of tough industrial and commercial maintenance applications.

Golden Star products are made with the highest level of recycled content possible while still maintaining the integrity and quality of our products.

Contact Golden Star for more information on our full product line consisting of wet mops, dust mops, full range of microfiber, hardware, brooms, and accessories.



Golden Star Inc.
4770 N. Belleview Ave., Ste. 209
Kansas City, MO 64116
www.goldenstar.com
816.842.0233 • 800.821.2792



Look at what Hospeco has to offer-

In 1919, Hospeco became a pioneer in personal care products for public restrooms and the leader in vendible feminine hygiene products. Over the past 90 years we have grown into a top manufacturer of healthy, safe and clean products serving the Janitorial, Workplace, Healthcare, Foodservice and Hospitality Markets.

Today, Hospeco offers a complete bundle of products that includes air care, feminine hygiene products, restroom essentials, restroom hardware, safety products, skin care, sorbents and wipers.

Talk to us... We have the solutions to make sure your customers remain Healthy, Safe and Clean.



TaskBrand™ Wipers



ChemWorks™ Green



Aircare



Toilet Seat Covers/Dispenser



SaniGuard™ Sanitizing Spray



ProWorks™ Safety



Feminine Hygiene



The industry's leading manufacturer of the highest quality, innovative, odor-control products, while providing efficient, value-added, cost effective, solutions and services.



Pat Marcano

800-331-1657

pmarcano@freshproducts.com

www.freshproducts.com



No Touch enMotion® Reduces Waste and Cross-Contamination

Georgia-Pacific Professional's national Spread Wellness campaign helps consumers and facility managers take action to further promote hygiene away from home.

The company's enMotion® Automated Touchless Towel dispenser allows facilities to maintain a hygienic and sleek washroom through number of efficient features.



The dispenser utilizes no-touch technology, one-at-a-time dispensing and controlled towel lengths to help reduce cross-contamination and waste.

For more information about Georgia-Pacific Professional's Spread Wellness campaign and enMotion dispenser, please visit www.spread-wellness.com.



For more information call
Troy Nimmo at 404.652.4176,
TDNimmo@GAPAC.com

NEW!



Hand Sanitizing Wipes

- Kills 99% of germs
- Helps prevent cross contamination
- Leaves skin feeling soft and smooth
- Quick drying formula
- Dermatologist tested

Item # 80160 - 5" x 8" wipes, 160 ct. canisters, 6 per case

Sold Exclusively Through Distributors



Tim Brock
215.245.7300 x. 302

brock@towelettes.com

COLONIAL BAG CORPORATION

Excellence Realized

Since 1975

**Service · Quality · Convenience
Innovation · Selection**

Degrade-Away™



100% DEGRADABLE



**Your Source for Degrade-Away
and Hi/Lo Blended Bags**

Mark Hosticka
markh@colonialbag.com

630-690-3999
www.colonialbag.com

von Drehle Receives Green Seal™ Certification

von Drehle Corporation has recently earned Green Seal™ Certification for a variety of their 100% recycled towel and tissue products. von Drehle received this certification by meeting or exceeding the organization's rigorous environmental standards for towel and tissue products (GS-01 & GS-09).

von Drehle is also a Member of the U.S. Green Building Council (USGBC), and supports the USGBC's Leadership in Energy and Environmental Design (LEED) program for Existing Buildings.

Additionally, von Drehle is an Ally Member and Approved Vendor of The Green Hotels Association and is an Approved Supplier on the Environmental Protection Agency's (EPA) Comprehensive Procurement Guidelines Supplier database.

"We've learned that reducing waste is not merely good stewardship of our environment - it makes good business sense," said Raymond von Drehle,

Chairman of von Drehle Corporation.

"We not only have a significant positive impact on the environment and our natural resources, but we are able to lower our manufacturing costs. This enables us to lower our costs to our valued customers. In the end, everyone benefits."



VONDREHLE
CORPORATION

For more information call 800.438.3631,
sales@vondrehle.com

"Green" EcoFresh Bowl-Clip

Fresh Products EcoFresh Bowl-Clip in the environmentally friendly toilet bowl air freshener. It contains 30 times more air freshener than standard rimsticks and lasts for a full 30 days.



The low VOC is compliant in all 50 states as well as the rest of North America and Europe. It will

not dissolve in or pollute water, and is 100% recyclable. It easily clips on the outside of the bowl, fits most standard toilets, and shrinks to fit as the fragrance evaporates.

EcoFresh Bowl-Clip is available in eight refreshing fragrances that are color-coded to the scent.

For more information
contact Pat Marcanio at
602.743.4630, [pmarcanio@
freshproducts.com](mailto:pmarcanio@freshproducts.com)



Carlisle Sanitary Maintenance Products

A large, grey, wheeled trash bin with a lid and a handle.

A small, tan, rectangular trash bin.A small, blue, rectangular trash bin.A small, grey, rectangular trash bin.

CARLISLE wastemanagement • materialhandling

Contact Steve Williams at stevewilliams@carlislefsp.com for more information on CSMP's expanded Waste and Material Handling offering

Lambskin's MultiFlex Pad Reduces Injury from Over-Reaching

Ask any housekeeper what is the hardest area to clean, and you'll find most agree it is the restroom. In fact, hotel housekeepers will probably complain the most about the difficulty in cleaning jacuzzis.



A study done by the Biodynamics Laboratory at Ohio State University

shows there is a 70% chance of back injury from cleaning bathrooms.

Why? Because housekeepers contort their bodies taking "awkward positions to reach across the bathtub to replace bath articles and clean hard-to-reach areas in tight places."

Additionally, a study done by the Calif. Dept. of Industrial Relations, shows housekeepers have a 71% higher risk of injury compared to other hotel workers, partially because they slip on wet bathtub ledges while trying to scrub hard-to-reach tiles.



The MultiFlex Pad holder eliminates over-reaching and easily reaches into hard-to-reach areas. Little to no pressure is needed to activate the contour function of either a scrub pad or microfiber pad.

MultiFlex Pad holder joins a long list of specialized dusting solutions offered by Lambskin, including the industry's original Dust Wand.®



For more information call Myron Schultz at 800.665.0202, myron@lambskin.com

THE NEXT GENERATION IN OUR FAMILY TREE

Pro+ T-Bar
Pro+ Scraper
Pro+ Squeegee
Pro+ Super System T-Bar
Pro+ Super System Squeegee

THE PRO+™ SYSTEM
A full line of window cleaning tools that represents over 70 years of innovation.

75 Years
The Professional's Choice Since 1936
ETTORE
1936 - 2011

800.438.8673
www.ettore.com

MALISH

MALISH MEANS MORE

- Selection • Customer Service
- On-time Delivery • Engineering and Design Expertise

440.951.5356 • 800.321.7044 • www.malish.com

Color Solution
Color Coded Grit Brush Line

DIAMABRUSH™
By MALISH
A REVOLUTION IN FLOOR PREPARATION TECHNOLOGY

MALISH The Malish Corporation • 4260 Hamann Parkway • Willoughby, OH 44094
440.951.5356 • 800.321.7044 • Fax 440.951.0293 • www.malish.com
North America • Asia • Europe

Easy Solution to Safety Training

Why do you need safety training programs? The reality is, the need to provide aseptic care for patients, safe food for patrons, and to send workers home safe every day dictates it. The problem is, issuing gloves to employees doesn't mean they will wear them. And wearing gloves doesn't automatically ensure safety.

Volk Protective Products wants to make every day a safe day. Our professional training modules offer a programmed approach to safety that is both engaging and memorable. The training modules include:

- Protective Glove Use and Care
- Cut-Resistant Gloves: Reducing Cuts and Lacerations
- Single-Use Gloves: Preparing and Serving Safe Food
- Personal Hygiene
- Janitorial Glove Training: Safe Use of Cleaning and Sanitizing Chemicals



For more information contact Brad Gustafson at 630.258.4652, bgustafson@volkent.com.

Modular Dust Mop from Tuway

Tuway offers a unique disposable dust mop that saves money and space.

You'll save money: about a 20% savings over pre-cut disposable mops. You'll save space. Tuway packs more mop into a smaller carton, so you'll reduce your inventory space by 35%. And the modular disposable dust mops will fit any 5 inch wide wire frame.



We offer this product in a 40 linear feet (MOD40 ShortCut). Each package not only includes the disposable dust mop strip, but also includes a cutting knife and instructions for general care and use of the product.

For more information contact Tuway Customer Service at 800-537-3750 or email at cs@tuwayamerican.com

AT THE END OF THE DAY

It's the Quality of the Finish that Reflects on You.

And you want the first impression to be a lasting impression. With Norton diamond grinding and polishing products, we can help you meet your customer's expectations and maintain them. No matter the floor density, our technologically advanced resin bonds create a mirror finish. And our new coating systems will provide an ongoing shine.

When it's your reputation on the line, don't settle for less. Choose Norton.

PROVEN PERFORMANCE

For more information, please contact Customer Service at (254) 918-2307

NORTON ALL THE MUSCLE YOU NEED.™

www.nortonprocleaning.com

© Scott Cohen Albers 2016

Republic Bag

Corona, California • Houston, Texas
OF THE SIGMA PLASTICS GROUP

Premium Quality Can Liner Manufacturer

Manufacturing Partnerships

- Premium Can Liners
- HDPE or LLDPE
- Premium Talon Series
- Coreless Rolls
- ProPak
- Contractor Clean-Up bags
- Food & Utility
- "Code Green" Compostable Bags
- Healthcare liners
- Pallet Covers
- Custom Fabrication

EV2.0

Proudly made in the USA by Republic Bag Inc.
800.852.2247
fax 951.734.9740
www.republicbag.com

when you have the right marketing elements,
everything else falls in place

PETRU & ASSOCIATES, LTD.

GINNY PETRU



servicing the jan/san industry for over 20 years

630.922.1125 ~ www.petru.biz

feature articles | webinars | e-newsletters | catalogs | advertising | media relations | trade show support

Non-Chemical Biostatic Surface Protectant

BioShield® 75 is an EPA-registered, USDA-accepted, water-based surface protectant that creates a durable bond of protection for up to 90 days when applied to porous or non-porous surfaces.

Unlike a regular disinfectant, odorless, colorless BioShield protects surfaces through a mechanical, non-chemical, non-poisonous action.



Proven effective against viruses including H1N1 and Influenza A, BioShield 75 also prevents microbes from mutating into “super bugs.” A defense against microbes, gram (+) and gram (-) bacteria, fungi, molds, yeasts, and algae, BioShield 75 offers the protection you need for all of the surfaces in your world.



For more information call Sam Waites at 770.375.0421, sam@geerpres.com

Video Illustrates Waterhog® Superior Performance

A picture says a thousand words ... and video says even more!

The next time you need to

www.andersenco.com

show a customer the importance of good door matting just click to the new posting on The Andersen Company’s website. The marketing portal provides a wealth of marketing and sales information and tools.

In addition to videos, you’ll find a multitude of product sell sheets, mat tips, facility survey diagrams, and images.

The website also houses catalogs defined by market segment for mats appropriate for food service, commercial, and industrial uses.



For more information contact Scott Andersen at 706.277.2551 or sandersen@andersenco.com.

Golden Glove™ Microfiber Sleeve Surpasses Industry Standards

With the development of its “Master Rubber” and the first squeegee in 1936, Ettore Products Company invented the modern day glass cleaning industry.



Utilizing the latest in microfiber technology, the Golden Glove Microfiber Sleeve is exceptional, delivering more cleaning power than any sleeve. Because it holds substantially more water, “reloading” is significantly reduced allowing for less fatigue and increased productivity.

The addition of a convenient scouring pad helps tackle stubborn dirt and grime. Other features include double Velcro closure on larger sizes, double-sewn ends, and an advanced microfiber that significantly reduces lint.



For more information call
John Becker at 510.748.4130,
john.becker@ettore.com

Hands-Free Silhouette from Wausau

The OptiServ™ Hands-Free dispenser only requires you to touch your personal towel, thereby reducing the chance for cross-contamination from touching commonly used surfaces. It is ideal for food preparation and healthcare environments.



It accommodates up to an 800-foot roll along with a 4-inch stub roll to optimize dispenser capacity and save maintenance time. With each pull of the slightly exposed towel, a pre-measured 11-inch towel is dispensed and cut.

WAUSAUPAPER

For more information contact Matt Jacobs at
859.613.1633 or mjacobs@wausaupaper.com.

A Disinfectant, Fungicide & Virucide with a 24 Hour Protection? **NO WAY!**



YES! SpectraSan 24™ is an EPA Registered, broad spectrum anti-bacterial, antifungal, and antiviral disinfectant that can provide up to 24-hour residual effectiveness. It kills a host of other dangerous pathogens and germs – many within 30 seconds!

THINK ABOUT IT?

- Healthcare
- Schools
- Food Service
- Athletic Facilities
- Hospitality
- Transportation
- UNLIMITED

SpectraSan 24™
The Ideal High Touch
Surface Disinfectant

It's time to maximize your disinfectant program!

NILOdor™ www.nilodor.com 800.443.4321

Sierra Hygiene Products

- ~ Protected territories
- ~ World class customer service
- ~ Factory field training
- ~ Flexible programs
- ~ Higher margins
- ~ Custom label dispenser program



Doug Johnson

866.449.4436

djohnson.shp@sbcglobal.net

www.sierrahygiene.com

Hard Surfaces Sparkle with DIAMOND

Never worry about how to restore and maintain concrete, terrazzo or natural stone floors again. ETC™'s Diamond by Gorilla® provides a full maintenance pad system for these hard floor surfaces ... from heavily damaged to daily maintenance.



The natural color of the stone will be preserved, as all Diamond by Gorilla pads are naturally colored with no dyes added, eliminating the chance of a color transferring onto the surface. They are sturdy, too. We've tested these pads in the real world against competitor pads and found them to be 40% more durable.

For availability and more information contact us by phone at 1-800-334-6651 or by e-mail at gorilla@etc pads.com



Focused on Packaging Solutions and Can Liners



Scott Silverstein
847-942-8187
ssilverstein@fortuneplastics.com

www.fortuneplastics.com

Value Through NISSCO Membership

NISSCO members receive many business-building values including:

Preferred Supplier Program

NISSCO identifies vendors (both manufacturers and re-distributors) who supply products that are applicable to the profile of the Jan/San Distributor and that deliver additional value through programs and incentives. These vendors are designated as NISSCO Preferred Suppliers.

Purchasing Programs

On behalf of the membership, NISSCO negotiates with its Preferred Suppliers to receive rebates, group leveraged national cost structures, and promotions or "special buy" opportunities.

CJDs

NISSCO distributors that purchase from NISSCO Preferred Suppliers earn CJDs as negotiated with the Supplier. The Supplier pays these CJDs quarterly as a percentage rebate based on the purchase volume. NISSCO will process these payments and forward the Member's CJDs.

Annual Buying Conference

Each year NISSCO will organize a National Buying Conference for all Preferred Suppliers and Distributor Members. During this conference NISSCO Members have the opportunity to visit with each Preferred Supplier and take advantage of "Show Special" buying opportunities. The conference also features educational programs and a host of other activities, awards and prizes.

Electronic Commerce

Interested NISSCO distributors have access to a range of technologies and e-commerce initiatives. These opportunities include private label web sites, electronic catalogs, "back-end" services and integration.

National Accounts

NISSCO Members have an opportunity to participate in National Account business as it becomes available. NISSCO develops supply programs for prominent end-user customers in markets including lodging, real estate, government, retail and industrial operations. These opportunities are directed to the local NISSCO Member who delivers and invoices the sale.

2011 T.R.I.P SPONSORS

Americo Manufacturing

Marc DuCharme
800.849.6287
mducharme@americomfg.com
www.americomfg.com

Amrep, Inc.

800.241.7766
www.amrep.com

The Andersen Company

Scott Anderson
706.277.2551
sandersen@andersenco.com
www.andersenco.com

APC Filtration Inc. - Janitized®

888.689.1235
customerservice@janitized.com
www.janitized.com

Carlisle Sanitary Maintenance Products

Steve Williams
972.524.8861
stevewilliams@carlislefsp.com
www.carlislefsp.com

Cascades

Danielle Schoen
240.620.7571
Danielle_schoen@cascades.com
www.cascades.com

CDC Products

Robert Corinaldesi
518.638.6343
cdcproducts@gmail.com
www.cdcproducts.com

Chase Products Company

Anthony Albazi, Kevin Brandush
800.CHASEco
anthony.albazi@chaseproducts.com
kevin.brandush@chaseproducts.com
800.CHASEco
www.chaseproducts.com

Colonial Bag

Mark Hosticka
630.690.3999
markh@colonialbag.com
www.colonialbag.com

Continental Commercial Products

Pam Wendt
800.325.1051 x. 264
pwendt@contico.com
www.contico.com

Crown Mats and Matting

Chris Tricozzi
800.628.5463 x. 2323
ctricozzi@crown-mats.com
www.crown-mats.com

DDI System

Barbara Jagoe
877.599.4334
sales@ddisys.com
www.ddisys.com

Earth Friendly Products

Luke Bobek
800.592.1900 x. 104
luke@ecos.com
www.EFPProline.com

Eco Concepts, Inc.

Terry Sandage
(888) 326-6278
sales@ecoconceptsusa.com
www.ecoconceptsusa.com

ETC of Henderson, Inc.

Richard Southerland
800.334.6651
gorilla@etcpads.com
www.etcpads.com

Ettore

John Becker
510.748.4130
john.becker@ettore.com
www.ettore.com

Fortune Plastics

Scott Silverstein
847-942-8187
ssilverstein@fortuneplastics.com
www.fortuneplastics.com

Fresh Products

Pat Marcano
602.743.4630
pmarcano@freshproducts.com
www.freshproducts.com

Geerpres

Sam Waites
770.375.0421
sam@geerpres.com
www.geerpres.com

Georgia-Pacific Professional

Troy Nimmo
404.652.4176
TDNimmo@GAPAC.com
www.gppro.com

Golden Star, Inc.

Steve Lewis
800.821.2792
stevel@goldenstar.com
www.goldenstar.com

Hospeco

Bill Hemann
800.321.9832
bhemann@hospeco.com
www.hospeco.com

Impact Products

Robb Borgen
800.333.1541
rborgen@impact-products.com
www.impact-products.com

Kutol Products Company

Bob Bernet
800.543.4641
bbernet@kutol.com
www.kutol.com

LagasseSweet

Scott Wilson
760.458.8406
swilson@lagasseinc.com
www.lagassesweet.com

Lambskin Specialties

Myron Schultz
800.665.0202
myron@lambskin.com
www.lambskin.com

Malish Corporation

Terry Kukla
952.906.2114
terryk@malish.com
www.malish.com

Mastercraft Industries, Inc

Alla Brekhman
845.565.8850
Alla.Brekhman@mastercraftusa.com
www.mastercraftusa.com

Mima Towel

Mike Nitto
732.295.2311 or 800.228.MIMA (6462)
mike@mimatowel.com
www.mimatowel.com

Miracle Sealants

800.350.1901
miraclesealants.com

National Towelette

Bill Braile
215.245.7300 x.302
braile@towelettes.com
www.monkwipes.com

Nilodor

Kurt Peterson
800-443-4321
kurt@nilodor.com
www.nilodor.com

North American Salt Company / Safe Step

Todd Spencer
636.272.1428
spencert@compassminerals.com
www.compassminerals.com

NoTrax Floor Matting

Don Mistro
800/621-2802
Donm@notrax.com
www.notrax.com

O-Cedar Commercial

Todd Mauer
937.322.5163
toddmauer@ocedarcommercial.com
www.ocedarcommercial.com

Oreck Commercial

Greg Fortier
800-242-1378
gfortier@oreckhosp.com
www.oreckcommercial.com

PITT Plastics, Inc.

Lonnie McThompson
800.835.0366
lonniem@pittplastics.com
www.pittplastics.com

Republic Bag

Stephen N. Schroeder
800.852.2247 x. 621
cell: 949.433.8687
sns@republicbag.com
rbi@republicbag.com
www.republicbag.com

Rochester-Midland Corporation

Keith Bradley
585.336.2313
kbradley@rochestermidland.com
www.rochestermidland.com

Rubbermaid Commercial

Wendi Veach
888.292.0054 x.6
Customer Service: 800-347-9800
www.rubbermaidcommercial.com

Saint-Gobain Abrasives, Inc. / Norton

Darris Spruill
254.918.6401
Darris.L.Spruill@saint-gobain.com
www.nortonprocleaning.com

Sierra Hygiene Products

Doug Johnson
866.449.4436
djohnson.shp@sbcglobal.net
www.sierrahygiene.com

The Safety Zone

800.821.5702
comments@safetyzone.com
www.safety-zone.com

Stearns Packaging Corporation

Bill Bestmann
800-655-5008
bill.bestmann@stearnspkg.com
www.stearnspkg.com

Tolco Corporation

George Notarianni
419.241.1113
george@tolcocorp.com
www.tolcocorp.com

TTI Floor Care North America

Brad Nyholm
440-996-2347
Brad.Nyholm@ttifloorcare.com
www.ttifloorcare.com

Tuway American Group

Customer Service
800-537-3750
cs@tuwayamerican.com
www.tuwaymops.com

Unger

Bill Fosselman
203.362.9547
bfosselman@ungerglobal.com
www.ungerglobal.com

Volk Protective Products

Brad Gustafson
630.258.4652
bgustafson@volkent.com
www.volkprotectiveproducts.com

von Drehle Corporation

800.438.3631
sales@vondrehle.com
www.vondrehle.com

Wausau Paper (Bay West)

Matt Jacobs
859.613.1633
mjacobs@wausaupaper.com
www.wausaupaper.com

Index of T.R.I.P Sponsor Advertisements

Americo Manufacturing 31	Janitized 34	Pitt Plastics, Inc. 17
Amrep 29	Impact Products 26	Republic Bag 41
Andersen Company 33	Kutol Products Company 21	Rochester Midland 36
APC Filtration/Janitized 34	LagasseSweet 35	Rubbermaid 48
Carlisle 39	Lambskin Specialties 33	Safe Step 23
CDC 35	Malish 40	Safety Zone 20
Chase Products Company 13	Mastercraft 33	Sierra 43
Colonial Bag 38	Mima Towel & Supply 27	Sierra Hygiene Product 42
Continental 33	Minuteman International 24	St. Gobain 41
Crown Mats and Matting 32	Monk Wipes 38	Stearns Packaging Corp. 15
DDI System 47	National Towelette 38	The Andersen Company 33
Earth Friendly Products 9	Nexstep 29, 30	The Safety Zone 20
Eco Concepts, Inc. 11	Nilodor 43	Tolco Corporation 31
ETC of Henderson 28	North American Salt Company 23	TTI Floor Care 32
Ettore 40	Norton 41	Tuway American Group 30
Fortune Plastic 44	No Trax Matting 30	Unger 36
Geerpres 35	O-Cedar 29	Vision Fillers 18
Georgia-Pacific 34	Oreck Commercial 30	Volk Protective Products 29
Golden Star 37	Petru & Associates 42	von Drehle Corporation 28
Green Concepts 11		Wausau Paper 35
Hospesco 37		

Index of T.R.I.P Sponsor Articles

Amrep 37 <i>"One Spray to Tropical Paradise"</i>	Lambskin Specialties 40 <i>"MultiFlex Pad Reduces Over-Reaching Injury"</i>
APC Filtration/Janitized 29 <i>"Janitized Introduces Industry First"</i>	MIMA Towel 34 <i>"WIPE OUT ONE Microfiber, Chemical-Free Kill"</i>
Carlisle 37 <i>"Product Offerings Expanded"</i>	National Towelette 32 <i>"One Wipe, One Swipe Total Disinfecting with Monk"</i>
Chase Products Company 12 <i>"SprayScents Expands Fragrance Line"</i>	Nexstep 30 <i>"Nexstep Expands Product Offerings"</i>
Crown Mats 34 <i>"Crown Introduces 24-hour Service"</i>	Nilodor 36 <i>"24-hour Disinfectant"</i>
DDI System 16 <i>"Transforming Analytics into Sales"</i>	PITT Plastics 20 <i>"Recognized Minority Business Enterprise"</i>
Earth Friendly Products 26 <i>"Difference Between Synthetic, Real Fragrance"</i>	Stearns Packaging Corp. 14 <i>"Leading Edge, Trends in Dilution Control"</i>
Earth Friendly Products 19 <i>"NISSCO Sustainability Award"</i>	The Andersen Company 42 <i>"Video Illustrates Waterhog Superior Performance"</i>
Eco Concepts, Inc. 10 <i>"Introduces Green, Portable Dispensing System"</i>	The Safety Zone 27 <i>"The Safety Zone Means All Things PPE"</i>
ETC 44 <i>"Hard Surfaces Sparkle with Diamond"</i>	Tuway American Group 41 <i>"Modular Dust Mop from Tuway"</i>
Ettore 43 <i>"Microfiber Sleeve Surpasses Standards"</i>	Unger 36 <i>"Ultimate, Universal Squeegee for Floors"</i>
Fresh Products 39 <i>"EcoFresh Bowl-Clip"</i>	Volk 41 <i>"Easy Solution to Safety Training"</i>
Geerpres 42 <i>"Non-Chemical Biostatic Surface Protectant"</i>	von Drehle 39 <i>"von Drehle Receives Green Seal Certification"</i>
Georgia-Pacific 38 <i>"No Touch enMotion Reduces Waste"</i>	Wausau Paper 43 <i>"Hands-Free Silhouette from Wausau"</i>
Kutol Products Company 22 <i>"Kutol Commitment to Sustainable Hand Hygiene"</i>	



"I can't say enough good things about DDI, it was the best decision I ever made for this business."

Belinda Jefferson - Hercules & Hercules

Giving You More with One Integrated Solution

Software that Drives Success

DDI System's **inform** distribution software is the complete solution for paper, packaging and jansan distributors.

Find out how **NISSCO members are benefiting** with DDI's improved overall workflows, automated pricing, inventory, and accounting plus integrated e-commerce, CRM, sales tools & much more.

The logo for "inform", with the word in a lowercase, blue, sans-serif font.

Contact us for a demonstration today!

Call 877.599.4334 or visit us at ddisys.com

NISSCO

45662 Terminal Drive, Suite 200
Dulles, VA 20166-4340
Phone: 800.229.9541
Fax: 703.480.5095

Smarter Choices



RECYCLING SOLUTIONS



DECORATIVE WASTE



MATERIAL HANDLING



CLEANING PRODUCTS



RUBBERMAID HYGEN™



TECHNICAL CONCEPTS™



Wendi Veach
888-292-0054 ext 6
Customer service: 800-347-9800
www.rubbermaidcommercial.com
Work Smarter.

