

MAINTENANCE SALES NEWS

2010

Buyers Guide

Lake Worth, FL

MSN Cover Feature

Janitor's Supply Outlet

How 4 Distributors Are

Helping Customers

Succeed

In Today's Economy

tured by people who have been in the contract cleaning business for over 40 years. 00

CPAC, Inc.,

2364 Leicester Rd. - P.O. Box 175

Leicester, NY 14481 USA

Phone: 585-382-3223

Fax: 585-382-3031

E-Mail: cpacinfo@cpac.com

Web Site: www.cpac.com

Products: Established in 1969, CPAC, Inc. manages holdings in two industries: cleaning and personal care, and imaging. The Fuller Brands segment develops, manufactures and markets over 2,700 branded and private label products for commercial cleaning, household cleaning and personal care. Fuller Brands' business units sell these chemicals and stick goods (mops, brushes, and brooms) across North America and internationally. 10

CP Industries

560 North 500 West

Salt Lake City, UT 84116 USA

Toll Free: 800-453-4931

Fax: 801-539-0510

Web Site: www.cpindustries.net

Products: Ice melters, detergents, natural based cleaners, room and rug deodorizers. 00

Crusader Mfg., Inc.

2955 Lone Oak Circle #8

Eagan, MN 55121 USA

Toll Free: 800-597-3336

Fax: 800-998-7311

Web Site: www.crusadermfg.com

Products: Vacuums, floor machines, extractors, carpet cleaners, hepa vacuums, backpack vacuums, carpet spotters, carpet dryers, pump-out vacuums. 09

Crystal Lake Manufacturing, Inc.

P.O. Box 159

Autaugaville, AL 36003 USA

Toll Free: 800-633-8720

Web Site: www.crystallakemfg.com

Products: Corn and plastic brooms, wet mops, dust mops, dust mop frames and handles, mop sticks, handles for

OEM and for all floor brushes and street brooms. 00

Culicover & Shapiro Inc.

220 S. Fehr Way

Bayshore, NY 11706 USA

Phone: 631-918-4560

Fax: 631-918-4561

E-Mail: culicoverbrush@aol.com

Company Officers: Rich Shapiro, President

Products: Floor, garage, counter and radiator brushes; street brooms; cement brushes; wall & venetian blind dusters; corn and angle brooms; whitewash, kalsomine and wire scratch brushes; deck, pot, fender and scrub brushes; baseboard and bi-level brushes; wet and dust mops; window/truck wash brushes; handles; squeegees and braces. 08

Daley International

4100 W. 76th St.

Chicago, IL 60652 USA

Phone: 773-284-6565

Fax: 773-284-6591

E-Mail: info@daleyinternational.com

Web Site:

www.daleyinternational.com

Products: Institutional systems and services, commercial cleaning solutions and coatings, private label chemicals, contract packaging, managed care services and sanitation management services. 09

Daniels Associates, Inc.

2930 E. Northern Ave., Bldg. B

Phoenix, AZ 85028 USA

Phone: 602-992-5192

Fax: 602-992-7590

E-Mail: iang@danielsworldwide.com

Web Site: www.danielsworldwide.com

Company Officers: Ian G. Greig, CEO; Chris M. Mowen, COO; Lisa Mowen, VP of Operations

Products: Daniels Associates is a leading worldwide custodial consulting firm. Along with consulting, the company offers the premium workloading software, as well as training CDs. Ian Greig, CEO, is a recognized speaker worldwide. 10

DCL Solutions/PAK-IT

4201 Torresdale Ave.

Philadelphia, PA 19124

Toll Free: 800-426-1127

Fax: 215-288-0847

Web Site: www.pakit.com

Company Officers: Steve Seneca, President; Frank Wiley, Marketing

Products: A full line of private label and branded cleaning chemicals featuring PAK-IT™, a patented, water-soluble liquid packet. No messy powders, spills, or waste. No cutting, tearing or measuring. 100 percent dissolvable. Saves space, time and money. Provides job site portion control. Just drop entire PAK-IT™ into spray bottles, mop buckets, floor and carpet equipment. Significant environmental source reduction. 10

DDI System

75 Glen Road

Sandy Hook, CT 06482 USA

Phone: 203-364-1200

Fax: 203-364-1400

E-Mail: sales@ddisys.com

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Circle 101

From AVT

Disinfecting Schools With Water – The SVS Way

Ruben Rives, owner of Miami, FL-based PSS / H2OnlyDisinfection, maintains and disinfects schools in the Somerset Charter Schools system almost exclusively using just water and the TANCS MondoVap Steam Vapor System (SVS) from Advanced Vapor Technologies. Why? According to Rives, the water-only process disinfects in 6 seconds, has been validated by an EPA-certified lab and ATP testing for organic soil removal, and avoids the common pitfalls of chemical cleaner.

"The common cleaning regimen of applying a chemical or abrasive cleaner, then wiping or scrubbing the surface until the contaminant appears to be removed, is superficial at best," said Rives. "In addition

TANCS Steam Vapor System Advantages

- Uses only tap water;
- Leaves no potentially toxic residue;
- No fragrances introduced into the environment;
- No rinsing required;
- Use where chemical disinfectants are undesirable (water fountains, food-service areas, desktops);
- Use freely without health impacts to students and staff;
- Fast-acting and drying on all hard surfaces, reducing area downtime;
- No storage of hazardous chemicals needed;
- Reduces waste; and,
- Rapid, complete disinfection eliminates cross-contamination possible with wipes/wipers.

to degrading the surface, it exposes skin and lungs to harsh or toxic fumes and leaves behind chemical residuals that dull and attract dirt to the finished surface."

The high temperature and low moisture steam vapor of the chemical-free TANCS system not only disinfects rapidly (TANCS-equipped units are recognized as disinfection devices by the EPA) but results in deeper cleaning because it penetrates into surface pores and crevices better than topically applied cleaners. The heat melts the dirt-to-surface bond, the moisture suspends the dirt until it is wiped away, while the process reduces labor by 10 percent and minimizes drying-and downtime.

"The MondoVap takes less time, cleans more thoroughly, and uses no chemicals," Rives said. "It's a no-brainer."

What Shade Of Green Are You?

By Robert Kravitz

A recently released study conducted by Grail Research in June 2009 asked 520 U.S. consumers a variety of questions regarding their Green purchasing habits.

The researchers defined "Green" to mean that a product is believed to have a reduced impact on the environment and/or is energy efficient, recyclable, natural, or organic.

The study found there are five types of Green consumers with varying "intensity of Green behavior." For clarification purposes, they labeled each type of consumer with a different color. These were their findings:

- **Red:** About 5 percent of those surveyed indicated they "know what Green products are but have never considered buying them;"
- **Yellow:** Approximately 10 percent of those surveyed have considered buying Green products but have never actually done so;
- **Very Light Green:** These consumers, only about one percent, have selected Green products in the past but have not purchased any recently;
- **Light Green:** Seventy-six percent say that some of the products they regularly purchase are Green; and,
- **Dark Green:** This 8 percent of the group selected Green products for the majority of their purchases.

"The study revealed that those consumers deterred from selecting Green products perceive them as more expensive, even if that is not the case," says Mike Sawchuk, vice president and general manager of **Enviro-Solutions**, a leading manufacturer of professional Green cleaning chemicals.

The survey also revealed considerable information about the "Dark Green" consumer. For instance, Dark Green consumers tend to be older, more educated, and more affluent than light Green consumers. Additionally, when making their Green product selection, Dark Green consumers tend to be more specific and look that the product has environmental attributes such as these:

- Made from recycled or reusable materials and packaging;
- Made with natural or organic ingredients;
- Not toxic in nature; and,
- Energy efficient or uses renewable sources of energy.

"Dark Green consumers also look to see if a product has been Green certified," adds Sawchuk. "This helps them not only select Green products but rest assured the products have been proven Green."

AlturaSolutions Communications, based in Chicago, IL, is a communications, public relations, consulting, and marketing firm, working specifically within the jan/san and building industries.

Visit www.alturasolutions.com for more information.

Cascades Inaugurates Its First Green Building In Lachute

Cascades, a leader in recovery and in green packaging and tissue paper products, has inaugurated the significant expansion of its tissue paper plant located in Lachute, in the presence of the Premier of Québec, Jean Charest, and MP of Argenteuil, David Whissell.

This expansion project, which required an investment valued at \$15 million dollars, was eligible for a loan of \$3.1 million dollars from Investissement Québec and financial assistance in the amount of \$413,000 dollars from Emploi-Québec.

It enables Cascades to be the first in its category in North America to be awarded LEED®-NC (New Construction) certification.

The LEED® (Leadership in Energy and Environmental Design) certification recognizes buildings that are of high environmental quality and that meet stringent performance standards, notably in terms of energy, water consumption and the use of local materials.

Most of the materials used for construction in the new expansion area of the plant come from an ecological source or a recovery process. In fact, the stained-glass windows and the principal bell from the

former Saint-Julien church located in Lachute were integrated into the building. The wood frame was supplied by Chantier Chibougamau, a company that is certified ISO 14001 and Forest Stewardship Council (FSC) and that collects wood residues in order to maximize their use.

"All these changes will be beneficial to our customers who will avail themselves of products that have a lighter environmental footprint," added Suzanne Blanchet, president and chief executive officer of Cascades Tissue Group.

This recent investment will enable the maintenance of 150 jobs in the region and will increase the converting capacity from 2,231,000 to 3,360,000 cases of paper hand-towels and toilet paper that are packaged annually.

Founded in 1964, Cascades produces, converts and markets packaging and tissue products composed mainly of recycled fibers. Cascades employs close to 1,000 employees who work in more than 100 modern and flexible production units located in North America and Europe.

Visit www.cascades.com for more information.

Spray Nine Receives Direct Disinfecting Claim Against Pandemic 2009 H1N1 Virus

The U.S. Environmental Protection Agency (EPA) has reviewed and accepted independent lab testing submitted by Spray Nine Corporation for Spray Nine Cleaner/Disinfectant's efficacy against the pandemic 2009 H1N1 Influenza A Virus. The product was proven to disinfect against the virus requiring just a 30 second contact time, a claim now added to their EPA Master Label.

This new disinfecting claim now heads a list of germs killed by Spray Nine Cleaner/Disinfectant including E. coli, Salmonella, MRSA-CA, RSV, Hepatitis B & C, Norwalk/Norovirus, etc. www.spraynine.com.

Circle 102

From Atrix International, Inc. Cyclonic Series Turbo Canister Vacuums

Atrix International, Inc. has announced the new Cyclonic Series Turbo Canister Vacuums with HEPA Exhaust Filtration for the jan/san ISSA and retail markets.

These 12 AMP, 1400 Watt Series of Bagless HEPA Canister Vacuums are lightweight, quiet, versatile, economical and UL approved.

The 6-stage filtration system is designed to capture even the smallest of particles, making any job cleaner and safer. In addition,

the 1.6 gallon capacity dust container is simple to dump, with no costly and troublesome replacement bags to worry about.

The Atrix Cyclonic Turbo vacuum is easy to maneuver. It is equipped with a 360 degree rotating wheel under the front of the vacuum...making it easy to maneuver around corners. Its space-age design, with three tunnel cyclonic filter action is unique, clean and most efficient.

The Atrix Cyclonic Series Turbo Canister Vacuums come standard with a HEPA exhaust filter, hose w/telescopic metal wand, floor tool, furniture tool, crack and crevice tool, air powered turbo floor brush and 22-foot power cord with automatic power cord rewriter. The vacuum weighs only 12 pounds and features a large convenient carrying handle. Suggested retail pricing for the NEW Cyclonic Series Turbo Vacuums with HEPA exhaust filtration is \$238.00.

Atrix International is a full-line manufacturer of fine particulate vacuum products, including HEPA and ULPA filters for the field service, electronics, remediation, abatement and pest management industries. Their vacuums and filters are available worldwide via a network of authorized distributors. For more information, contact sales@atrix.com or visit www.atrix.com.



Circle 100