

What's New Newsletter?

New Silhouette® Wave'n Dry®



With the newly redesigned Wave'n Dry® dispenser the only thing you touch is your personal towel. The towel is stored fully protected inside the dispenser until you pass your hand or arm underneath the sensor.

Competitive designs leave the towel exposed to the restroom environment before it is dispensed. With the Wave'n Dry, the towel remains inside the dispenser until you request service. There are no levers, buttons or cranks to touch. This is particularly important in public restrooms, food preparation, and health-care environments where maintaining proper sanitary conditions is essential. The Wave'n Dry® dispenser helps to prevent cross-contamination and reduce contact with potentially dangerous bacteria.

The Wave'n Dry® sensor is pointed downward to eliminate sensitivity issues and allow for flexible installation. Dispensing can be tailored to your facility's needs with 8", 11", 16.5" or 22" of toweling dispensed with each wave. Additional features include quieter dispensing, sensitivity and delay settings, use of standard alkaline batteries directly into the battery holder, and availability in five translucent color choices to complement additional towel and tissue dispensers available under the Bay West® brand.

TC® adds Sanitary Waste System

Technical Concepts, LLC is adding market-leading Buffalo feminine hygiene units to its range of products aimed at the Washroom Service Market.



The qualities of the Buffalo sanitary waste disposal product line mirror that of TC's own Touch-Free Washroom Hygiene products. Both have been developed by long-established businesses, well-known throughout the washroom industry with excellent reputations for service and supply. Both have been developed in line with market needs and are recognized as being the best in their categories. Both address the needs of raising standards of washroom hygiene, by reducing cross-contamination and making washroom experiences positive.

Waste Receptacle Deodorizer

SaniSense is a proprietary deodorizer Controls waste receptacle odors up to 4 weeks with one dose. SaniSense automatically activates when exposed to waste material contained in the waste receptacle. Large granular formulation Prevents dust formation – Protects service personnel from dust inhalation.



Myers Supply

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Gator Compact Cart

The Gator® Cart's compact size and contoured design make it highly maneuverable in tight spaces, avoiding damage to walls and furnishings.



The only cleaning cart in the industry with a molded-in upright vacuum storage area; a zippered vinyl refuse bag to conceal; trash and a front platform to securely hold a mop bucket or a 32-gallon refuse container.

Handle slot secures mop handles in an upright position, protecting walls and people as the cart moves.



Myers Chemical & Supplies

Get more product info at: www.MyersSupply.com

MyersSupply.com

DestinationGreen

Transforming the Cleaning Industry by Helping Salespeople Sell Green Products and Services

Why Buy Green Paper

There are many reasons to buy recycled paper. For example, did you know that every year the commercial and institutional cleaning industry consumes approximately 4.5 Billion pounds of janitorial paper products (i.e. towels, tissues, toilet paper and napkins)? And if all of this was made from virgin tree fiber, it would require the cutting of approximately 35 million trees – EVERY YEAR! And while the paper companies do in fact plant 2 or more trees for every one they cut, using paper made from virgin fiber would nonetheless have huge impacts on our forest and the environment in general.

Did you know that for each 80 cases (approximately one ton) of virgin-fiber janitorial paper that was replaced with 100 percent recycled fiber we could save:

- 17 trees
- 4,100 kwh of energy (enough to power the average home for six months)
- 7,000 gallons of water
- 3.3 cubic yards of landfill space

And of course this does not comment on the positive impacts that this would have on our forests and biodiversity, nor does these saving address the reductions in pollution to the air and water – issues that can directly affect health.



For minimum recycled content levels the green community is typically using EPA's Comprehensive Procurement Guidelines which establishes the recycled content requirements for a variety of products including janitorial paper products. Information on this program and the specific percentages of post- and total recycled content for each type of janitorial paper can be found at <http://www.epa.gov/cpg/products/tissue.htm>



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Windsor is Awarded Green Label Approval from The Carpet and Rug Institute for iVacuum Stand-Up Vacuum

DENVER – The Chariot iVacuum Stand-Up Vacuum has been certified as a high-performance vacuum that has a significant impact on improved indoor air quality. The Chariot iVacuum is the first Stand-Up vacuum that meets the standard for removing a set quantity of soil, containment of dust particles and carpet appearance. The Chariot iVacuum also qualifies towards the U.S. Green Building Council for LEEDS certification, which is a national standard for developing high-performance, sustainable buildings.

Cleaner Carpet

The Chariot iVacuum will get your carpet cleaner, faster! The iVacuum's dual brushes lift, agitate and clean both sides of the carpet fiber at once. The floating suspension system is designed to maintain consistent brush contact over uneven surfaces for unmatched cleaning.

Greater Coverage

The iVacuum 28 & 34 inch wide cleaning path gives maximum cleaning coverage in the minimal amount of time. The wide area vacuum was specifically developed for use in facilities with large, open areas and corridors that require deep cleaning and high productivity.

Ease of Operation

The innovative Stand-up design of the Chariot platform means increased floor coverage with higher speeds and less operator fatigue. The Chariot's small footprint and ultra-tight turning radius provide greater maneuverability, especially in small, complex building layouts without disrupting work flow.



Windsor's innovative step-up design combines the maneuverability of a walk-behind with the speed of a ride-on while providing greater visibility. The result is a new "stand-up" platform of machines that is simple, agile and productive, that can reduce cleaning times up to 50 percent over traditional walk-behind machines.

The battery-powered Chariot iVacuum gets carpet cleaner, faster with the ability to vacuum up to 34,700 square feet per hour. The filtration bags contain dust inside the machine, creating a healthier environment for the operator and the occupants of the facility. Designed with a floating suspension system and dual counter-rotating chevron brushes that maintain consistent contact with the carpet surface requiring no operator adjustments.

Castle Rock Industries Acquired by Alfred Kärcher

Alfred Kärcher GmbH & Co. KG announced the acquisition of Castle Rock Industries, Inc., a portfolio company of Boston-based private equity firm Heritage Partners. Castle Rock is the parent company of Windsor, Prochem, Century 400, TecServ and Graco brands.

Dennis Meagher, CEO of Castle Rock Industries stated, "We are excited about the combination of strengths and culture in the joining of these companies. The result will be extremely positive for our current and future customers, the employees of the companies, and the industries we serve". Peter Hermann, General Partner of Heritage Partners said, "We are very pleased at the outcome of this investment for our investors, Castle Rock's management and employees, and the Francis family, who founded the original company."

Castle Rock greatly expands Kärcher's presence in North America through Windsor's commercial floor care equipment offering. The acquisition also provides Kärcher with a presence in the professional carpet cleaning segment with the Prochem and Century 400 lines, a national service footprint with TecServ, and an increased parts business with the Graco line.

For Castle Rock, Kärcher brings the resources of a large, multinational company with world-class capabilities. Kärcher greatly enhances the combined companies' exposure to the international marketplace.

Kärcher is excited about the acquisition of Castle Rock Industries and has indicated strong support for the company and its current activities. Mr. Hartmut Jenner, the Managing Director, of Kärcher stated, "We are happy with Castle Rock Industries' performance. I am sure that together we will strengthen our market position in the US and secure sustainable growth. Our aim is to be the number 1 in North America in the relevant product segments". He added, "We believe there are exceptional opportunities to enhance product offerings in both directions between the organizations".

Harris Williams & Co. served as Castle Rock's financial advisor in the transaction. Choate, Hall & Stewart LLP acted as legal counsel to Castle Rock and Heritage Partners. Duane Morris LLP was U.S. legal counsel to Kärcher and Kärcher engaged Ernst & Young to undertake the due diligence study.

Carpet Care Tip of the Month

Getting back to the basics

It's been said before that proper carpet care can both extend the life of your carpet and keep your carpet looking like new. In this very column we've talked about the importance of implementing a comprehensive carpet care program and the equipment necessary to do so. Yet many cleaning professionals continue to struggle with their carpet's appearance and cleanliness on a daily basis.

It seems, then, the time is right to get back to the basics of carpet care. More specifically, to reiterate the important role vacuuming plays in proper carpet care and what to look for when making a vacuum purchase.

Why vacuum?

As a refresher, a comprehensive carpet care program is a customized cleaning schedule and process that ensures your carpet is cleaned properly and in a timely manner. It's designed to keep your carpet both clean and clean looking on a daily basis, and it specifically targets preventive, interim, and restorative carpet care needs.

Vacuuming accounts for one of the most important foundational elements of preventive maintenance — that daily cleaning routine that helps protect your carpet from damage caused by the soil, dirt, and small pieces of debris that come into contact with your carpet every day — sometimes many times a day. Vacuuming, with its brushes and suction, is the only carpet care technique that can remove up to 80 percent of all that dry soil from carpet and prevent it from settling into the carpet fiber.



But don't just vacuum for the sake of vacuuming. First analyze your carpet's soil removal needs. Some areas of your carpet may need to be vacuumed daily — like hallways and offices, while other areas may need to be vacuumed several times a day — like entryways and lobbies. Still other areas of your carpet may require only occasional vacuuming (but they require vacuuming none-the-less) — like corners and behind furniture.

What's in a vacuum?

All vacuums are not created equal. Because a vacuum plays such a vital role in maintaining both your carpet's appearance and its cleanliness, look for an upright vacuum that offers ease of use, performance, and quality design elements.

Let's face it. Housekeeping is hard enough without the equipment making it even harder. A good upright vacuum should enable operators to quickly, easily and efficiently do their jobs. It should be lightweight and provide every-day conveniences. For example, look for a vacuum that includes a lightweight, ergonomic handle to help reduce operator fatigue; a base-motor design to improve vacuum mobility; an a built-in, easy-to-reach tool bay that keeps frequently used accessories within reach.

Too often, a carpet will look clean but it won't actually be clean. This is because many of the upright vacuums on the market today simply don't perform well. A good upright vacuum should be easy to use and result in a clean carpet. Some upright vacuum features that offer improved performance include dynamically balanced brushes with rotation speeds in excess of 4000 rpm; side-mounted, wall-hugging edge rollers that properly and efficiently clean carpet edging and trim; and three-ply filter bags with an optional HEPA filter that provide premium indoor air quality.



The overall design and engineering of a vacuum is essential to the overall performance of both the vacuum and the operator. Consider a vacuum with a very low dBa (below 70 is ideal) that allows for vacuum use in noise-sensitive environments such as hospitals, busy retail environments, or schools; a solid housing base that protects the motor from the abuse of daily use and prevents downtimes; and a cleaning path of 12, 15 or 18 inches that ensures maneuverability as well as productivity. And if you're purchasing a dual-motor upright vacuum, ensure that the motors are designed to continuously perform separate and focused tasks — one motor spinning the brushes and one creating the suction.

Johnson Family Locates Missing Airplane

The family of the late Sam Johnson S.C. Johnson received good news when the small plane that their grandfather often flew to Brazil in 1935 was located. Johnson would often make the flight to Brazil in search of Carnauba wax, but lost his beloved plane in the Pacific Ocean in 1938.

Johnson and his two sons flew the route again in 1998 in a replica of the plane, but came up short on locating the original. Now, two years after Johnson's death, a diver exploring off the coast of Indonesia gave the family new hope. After stumbling across the wreck, he took pictures and tried researching the aircraft, which lead him to the Johnson family.



Johnson's children, accompanied by his wife, positively identified the wreckage about 90 feet down in Manokwari Bay off the coast of Papua, Indonesia. The family marked the site with a plaque reading: "I am Carnauba, my true home is not this bay but the hearts of all who love adventure."

The Johnson family has not yet decided what they will do with the wreckage.

Fluorescent Lights Can Cause Health Risks

Outdated fluorescent light fixtures can cause more than efficiency problems, they can pose serious health risks. According to the Lohontan Valley News, Vallon, NV, a large number of these outdated lights are being used in area schools, a discovery made by a school custodian when he discovered a black liquid leaking from the light. It was determined that the substance was PCB (polychlorinated biphenyls), a hazardous chemical used in fluorescent light ballasts manufactured before 1979.

PCB's are known as a possible human carcinogen that can also cause other serious health problems. To eliminate exposure, the Environmental Protection Agency suggests replacing light ballasts in schools that were built prior to 1979. It has been found that as these fixtures age, they are more likely to leak or catch fire without warning, causing long-term health problems for many students and faculty who are exposed.

According to the article, the EPA says tests on animals show PCBs can harm reproduction and growth, and can cause skin lesions and tumors. If the fluid is partially burned, it releases other chemicals that may cause anemia, blood problems, and cancer of the liver, mouth, adrenal gland and lungs in laboratory animals.

Solvents Demand In United States Growing

The Freedonia Group Inc., Cleveland, has found that the demand for solvents — which are used in the manufacture of cleaning solutions — will see an increase of almost 1 percent per year, growing to \$4.4 billion in 2010. The study noted a growing demand for green solvents; while they are expected to comprise only 11 percent of the overall market volume in 2010, they will capture over 20 percent of market value.



ISSA Launches Health & Safety Web Site

According to their Web site, ISSA has created a one-of-a-kind Web network dedicated exclusively to the protection of the health and safety of workers in the cleaning industry, the latest step in the association's ongoing alliance with the U.S. Occupational Safety and Health Administration (OSHA).

The site at www.issa.com/osha offers five topic pages focusing on:

- Exposure to Bloodborne Pathogens
- Cleaning Chemicals in the Workplace (Hazard Communication)
- Injury & Illness Recordkeeping
- Personal Protective Equipment (PPE)
- Slips, Trips and Falls in the Workplace



Each page provides detailed information on regulatory compliance obligations, plus tips and resources for creating and maintaining a safe and healthy environment for employees in that area. Additionally, there are direct links to various compliance resources such as regulatory summaries, white papers, sample programs and plans, frequently asked question documents, and checklists.

By working side-by-side with OSHA, ISSA is uniquely positioned to provide crucial safety information to employers in the most efficient and cost-effective manner.



ISSA members can help support the ISSA/OSHA alliance and gain recognition as an "Association Partner in Safety and Health" in numerous ways:

- Volunteer to act as editorial support for one of the OSHA topic pages on www.osha.gov.
- Provide appropriate content for the Web network, such as sample written hazard communication programs, bloodborne Pathogen training outlines, etc.
- Share occupational safety and health training modules that have been developed.
- Submit articles for publication on safety and health issues that are germane to the cleaning industry.
- Share company stories or case studies highlighting new or novel methods that were used to successfully address workplace safety and health hazards.

Members who actively support the ISSA/OSHA alliance will be publicly recognized by ISSA as an Association Partner in Safety and Health via www.issa.com, association periodicals, during the annual tradeshow, and various other ways that reward participants for their active involvement and support. Interested members should contact ISSA.



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