



Managed Programs for Manufacturers

Delivered through Genuine Service ExcellenceSM



Garrett
Account Executive
Pulaski, PA

prepared for



ITU AbsorbTech is one of the largest **family-owned** industrial laundry service companies. We help facilities **eliminate waste streams & support safety goals** with reuse programs including towels, absorbents, garments, & industrial safety mats.

ITU AbsorbTech[®]
Cleaner, safer solutions for industry



Cleaner, safer solutions for industry

The Genuine Service Excellence Team

Our full-service, team management approach will service your facility with cleaner, safer solutions. You will realize significant savings through a program that fits your budget and your facility's needs.

Our program stands out because of our exceptional people. Here's why:

- **Award-winning training program** - All employees become certified in Genuine Service Excellence or Production Excellence. Our training program was recently ranked with Coca Cola and UPS as one of the world's best.
- **Experienced and team-oriented** - Our service team boasts an average tenure of over 15 years. We have a culture of working as a team to service your account.
- **Safety first** - We follow strict adherence to your facility's safety requirements and take pride in our awards recognizing ITU AbsorbTech as a leader in safety.



5 reasons to use Sorblts®

Pictured: Sorblts® SuperSocks™ and Sorblts® Natural Mats

Sorblts® are professionally laundered for reuse



Sorblts® are professionally laundered mats, socks and pads to keep your workplace safe and support your waste reduction goals. **We are confident you'll find Sorblts® the best in the industry.**

- 1 Safety** → Reduce the risk of slip & fall injuries & help maintain a safer work environment.
- 2 Waste** → Have an immediate & measurable impact in pounds of solid waste eliminated from your facility.
- 3 Quality** → Sorblts® outperform alternatives in quality, cleanliness and absorbency.
- 4 Savings** → Customers save significant cost and time compared to alternative programs and disposables.
- 5 Managed** → Delivery, pick up, laundering, inventory management & more - we take care of all the details.



Jeff
District Manager
Titusville, PA

Sorblts®

Hassle-free absorbent programs

Pictured: Ultra™ Red Shop Towels

How it works

A Genuine Service Excellence team will monitor your budget and manage your program completely.



You use Sorblts® Absorbents
Absorbs synthetic oils, hydraulic fluids, solvents, process fluids.



You get a custom waste reduction report
We quantify your waste reduction to showcase your environmental achievement.



We pick-up & deliver
We pick up soiled & deliver clean Sorblts® to specific work stations or storage areas on a dependable schedule.



We manage inventory
We recommend adjustments up or down with your written approval.



We recycle oils and solvents
Sorblts® are cleaned at our ISO 14001 facilities and recovered oils are reused in industry.



You save time and money
Enjoy significant cost savings compared to alternatives & disposables.

Sorblts®

Eliminate a solid waste stream

Sorblts® are professionally laundered for reuse



Solid waste stream elimination and environmental reporting is an important part of corporate sustainability initiatives. Sorblts® programs have a measurable impact in pounds of solid waste eliminated from landfill. Through the use of Sorblts® solutions, your facility will:

- Divert tons of non-hazardous fluids from landfills and the sewer system annually.
- Support ISO 14001 and other sustainability objectives by conserving water, air, and utilization of raw materials.
- Eliminate the need for costly solid waste disposal, manifesting and incineration.



Our **Environmental Engineer, Jodi Drew**, is available as a resource for waste stream elimination, solvent recovery and compliance questions.

Achievement in Waste Reduction

Sorblts®

HESSPRINT

is recognized for its corporate environmental initiatives to reduce solid waste in support of ISO 14001 objectives from January 1 through December 31, 2016. By utilizing the Sorblts® System including launderable, reusable textiles and managed service programs, your company eliminated the following solid waste

- 2,500 lbs. of industrial wiping towels**
- 2,500 lbs. of waste oil absorbents**
- 1,000 lbs. of restroom hand towels**
- 1,000 lbs. of mop heads**
- 500 lbs. of filter bags**

iu AbsorbTech®
Cleaner, safer solutions for industry



Sorblts®, Ultra™ Towel, Cotton Roll Towel, Mop and Filter Bag programs are Zero to Landfill Solutions supporting our customers' sustainability and solid waste stream elimination goals.

Sample Waste Reduction Certificate

Sorblts®

Reduce your facility costs

Pictured: Sorblts® Natural Mat

Significant cost savings compared to alternatives



Customers save **15%-30%** over disposable absorbents & towels by switching to reusable program. Here's how:

- ✓ Sorblts® last longer and absorb more than than disposable absorbents.
- ✓ No disposal or incineration costs. Sorblts® are professionally laundered for reuse.
- ✓ Sorblts® reduce soft labor costs. No ordering, storing, or manifesting required.

Pay-by-the-drum reusable absorbent programs cost **40%-60%** more than our programs. Here's why:

- ✓ Our cleaning standards are unmatched so you need less product to do the job. Sorblts® are processed in our ISO 14001 certified facilities.
- ✓ We manage your inventory so you have enough product to do the job but not too much to create unnecessary cost. We do not charge by the drum.
- ✓ With our StraightUp!™ billing practices, there are no hidden fees. Invoices are straightforward with no surprises.



Rick
Route Manager
Titusville, PA

Sorblts®

The Ultra™ Advantage

Pictured: Sorblts® Ultra™ Printer Towels

Ultra™ towels are professionally laundered for reuse



Ultra™ Printer Towels are the better choice for the graphics industry. Compare our towels to alternatives. We are confident you'll find them the best in the industry.

Shake - Check for fine particles. Our dual tumbling and cleaning process removes lint.



Feel - Ultra™ towels are thicker, strong and softer than industry standard.



Smell - Ultra™ towels simply smell cleaner than alternatives.

Rub - Rub an Ultra™ towel against white paper. Ultra™ towels do not leave residue.



Wick - Ultra™ towels absorb 50% faster than the industry standard and hold more ink and solvent.



Our printer towel programs are compliant with the EPA Solvent-Contaminated Wipes Rule. Visit ITUAbsorbTech.com/epa-wiper-rule-compliance for more information on how our programs help your facility comply with the EPA standard.



Simple, hassle-free programs

Pictured: Mirus™ Towels

How it works

A Genuine Service Excellence team will monitor your budget and manage your program completely.

- 


You use the printer towels
Use for wiping inks and solvents.
- 

We pick-up & deliver
We pick up soiled & deliver clean printer towels to specific work stations or storage areas on a dependable schedule.
- 

We recycle the solvents
Towels are laundered at our ISO 14001 processing facilities. Printer towels are cleaned separately from shop towels.

- 

You get a custom solvent recovery report
We report gallons of solvent recovered from your towels for mass balance reporting.
- 

We manage inventory
We recommend adjustments up or down with your written approval.
- 

You save time and money
Enjoy significant cost savings compared to alternatives & disposables.




Decrease environmental impact

Ultra™ towels are professionally laundered for reuse



We understand that environmental reporting is an important part of sustainability initiatives in many industries. The use of Ultra™ Printer Towels will significantly enhance efforts to decrease your environmental impact. We support your initiatives by measuring and reporting solvent recovery data.

- Reduce waste liability
- Solvent recovery reports assist with EPA, OSHA, SARA, Title V and POTW reporting and ISO 14001 objectives
- Solvent recovery and waste reduction certificates reinforce corporate sustainability.



Our **Environmental Engineer, Jodi Drew**, is available as a resource for waste stream elimination, solvent recovery and compliance questions.

Achievement in Pollution Prevention

Sorblits®

HESSPRINT
is recognized for its corporate environmental initiatives to reduce air emissions from January 1 through December 31, 2016.

1,000 gallons of solvent
were prevented from entering the environment through your company's utilization of Sorblits® Ultra™ launderable, reusable towels, processed through ITU AbsorbTech's proprietary solvent recovery and data reporting system.

ITU AbsorbTech®
Cleaner, safer solutions for industry

Sorblits® Ultra™ Towel, Cotton Roll Towel, Mop and Filter Bag programs are Zero to Landfill Solutions supporting our customers' sustainability and solid waste stream elimination goals.

Sample Solvent Recovery Certificate

Managed First Aid Program



How our managed first aid program works

Our certified First Aid Specialists provide first aid cabinet restocking services and regular, scheduled visits to ensure products are up-to-date.

We are 100% committed to helping you comply with OSHA and ANSI first aid workplace requirements. We will only stock your cabinets with products that you authorize.

You will never be charged for our manage service visits. We deliver Genuine Service Excellence through straightforward, honest and reliable service.

ITU First Aid is the best choice:

- Regular four week scheduled visits
- ANSI & OSHA approved individual packaging
- Routine monitoring of expiration dates
- Organized cabinets
- Cabinets sanitized and disinfected during service visits

Your dedicated ITU AbsorbTech First Aid Specialist will:

- ✓ **Install** → Install new first aid cabinets that meet ANSI/ISEA Z308.1-2005 requirements
- ✓ **Clean** → Check & clean first aid stations to ensure function and compliance with regulations
- ✓ **Update** → Remove and discard out-of-date products at all first aid stations
- ✓ **Replenish** → First aid station will be replenished on a regular bases with authorized products
- ✓ **Be Safe** → Comply with safety & personal protection equipment requirements while on site
- ✓ **Check In** → Meet with a designated employee each time first aid stations are serviced
- ✓ **Comply** → Ensure first aid stations meet ANSI's five major areas of first aid needs
- ✓ **Train** → Train employees on effective use of first aid products

Customer Reviews



Customer Quality Visitation Reports

Customer Quality Visitation Reports (CQVRs) help facilitate a conversation about your program. We take the comments and ratings seriously in order to measure and track how our customers value our solutions and services.

Company-wide results for 2016:



How likely are you to recommend ITU AbsorbTech to friends and colleagues?



How likely are you to renew your service agreement with ITU AbsorbTech?

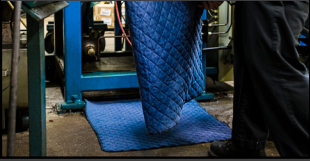
Net Promoter Score - a proven method companies worldwide use to measure & improve loyalty. Across industries, a **69 out of 100** is considered exceptional.



Tim
First Aid Specialist
Pulaski, PA

Compare our products, processing and service to alternatives.
We are confident you'll find our programs the **best** in the industry.

Sorbblts® Oil Absorbents



Industrial Safety Mats



Ultra™ Shop Towels



Ultra™ Print Towels



Garments



First Aid



Cotton Roll Towels



Wet & Dust Mops



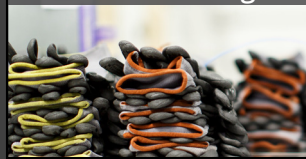
Office Floor Mats



Washroom Services



Glove Cleaning



Filter Bag Cleaning



Additional Programs: Uniforms, Flame Resistant Uniforms, Cotton Roll Towels, First Aid, Office Floor Mats, Wet Mops, Dust Mops, Washroom Needs, Glove & Filter Bag Cleaning

A Leader in the Industry

Locally, nationally and internationally recognized as a leader in safety, training and environmental practices.



Family owned and operated since 1930

ITU AbsorbTech is owned and operated by the Leef family now in its third generation of ownership. Brothers Jim and David Leef are committed to continuing the company's historical tradition of Genuine Service Excellence, process and service innovation, and community involvement.



Customer Response Center (888) 729-4884

ITUAbsorbTech.com



Jim & David Leef
Third Generation Owners

All ITU AbsorbTech processing facilities are registered to ISO 14001:2004. Our South Bend, Ind., processing facility is also registered to ISO 9001:2008.