



# Sorblits®

## Printer Towel Programs

Delivered through Genuine Service Excellence<sup>SM</sup>



*prepared for*



**Trina**  
Account Executive  
*Piedmont, SC*

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.





# 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.



Sorblts®

# The Ultra™ Advantage

*Pictured: Sorblts® Ultra™ Printer Towels*

Ultra™ towels are professionally laundered for reuse

ZERO  
LANDFILL

SOLUTION

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, stronger and softer than industry standard.

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



**Smell** - Ultra™ towels simply smell cleaner than alternatives.



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

# Simple, hassle-free programs

Pictured: Mirus™ Towels

SM-S2  
MAINTENANCE LOG

Sorblits®

## 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.



### You get a custom solvent recovery report

We report gallons of solvent recovered from your towels for mass balance reporting.



### We pick-up & deliver

We pick up soiled & deliver clean printer towels 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 the solvents

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



### 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



### CONSTANTIA FLEXIBLES

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

**309 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.



SorbIts®, 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.

2016 Solvent Recovery Certificate for Constantia Flexibles  
in Mason, OH

# Wiper Rule Compliance

*Pictured: SorbIts® Ultra™ Printer Towels*

## Our programs are compliant with the EPA Wiper Rule

The EPA issued a final rule that modified the hazardous waste management regulations for solvent-contaminated wipes. The “Wiper Rule” outlines new standards for how to store, manage and transport solvent-contaminated wipes.

We help our customers comply with this rule by:

- ✓ Providing removable labels for customers to place on transportation containers for solvent-contaminated wipes.
- ✓ Making changes to storage containers to ensure they are sealed and labeled according to the standard.
- ✓ Implementing strict checks, as no free liquids can be accepted for transportation.
- ✓ Solvent recovery and waste reduction certificates to reinforce corporate sustainability efforts.

Visit [ITUAbsorbTech.com/epa-wiper-rule-compliance](https://www.ituabsorbtech.com/epa-wiper-rule-compliance) for more information on how our programs can help your facility comply with the EPA standard.



**Matt**  
Route Manager  
Piedmont, SC

# 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.

Year-to-date company-wide results:



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



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

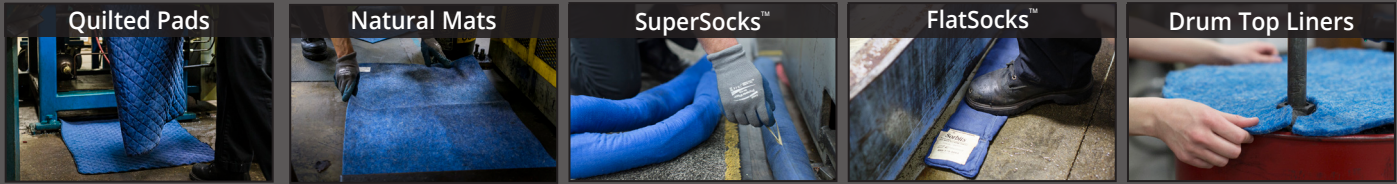


**Scott**  
Regional Sales Manager  
Piedmont, SC

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

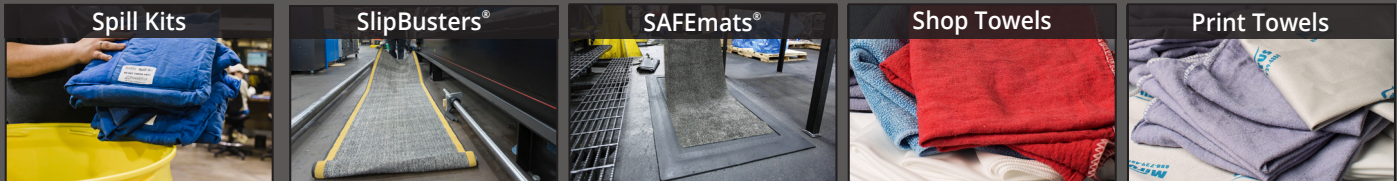
Compare our products, processing and service to alternatives. We are confident you'll find our programs the **best** in the industry.

Sorbblts® Absorbents



Sorbblts® Safety Mats

Ultra™ Towels



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

ITU AbsorbTech is locally, nationally and internationally recognized as a leader in safety, environmental and training.



## 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.



**Jim & David Leef**  
Third Generation Owners



Customer Response Center (888) 729-4884  
ITUAbsorbTech.com

All products processed in our ISO 14001:2004 registered facilities. Our South Bend, Ind., processing facility is also registered to ISO 9001:2008.