



prepared for



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





### 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.

















Reduce the risk of slip & fall injuries & help maintain a safer work environment.

Waste

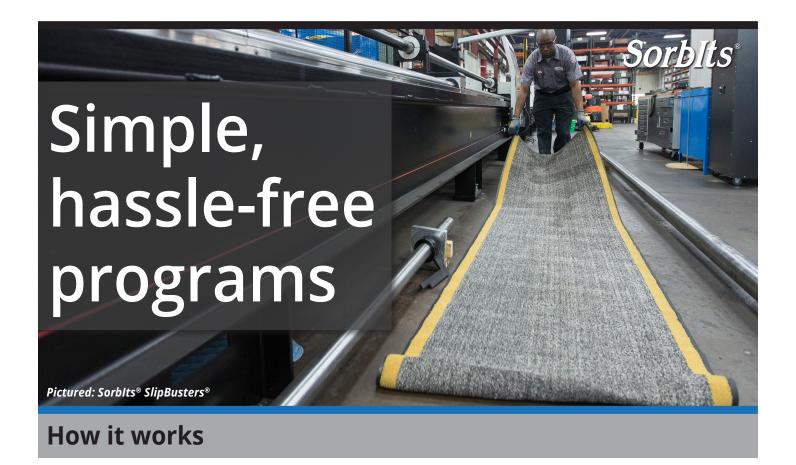
Have an immediate & measurable impact in pounds of solid waste eliminated from your facility.

Sorblts® outperform alternatives in quality, cleanliness and absorbency.

4 Savings Customers save significant cost and time compared to alternative programs and disposables.

Delivery, pick up, laundering, inventory management & more - we take care of all the details.





A Genuine Service Excellence team will monitor your budget and manage your program completely. We are confident you'll find Sorbits® the best absorbent program in the industry.



## You use Sorbits® to prevent slips and falls

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.



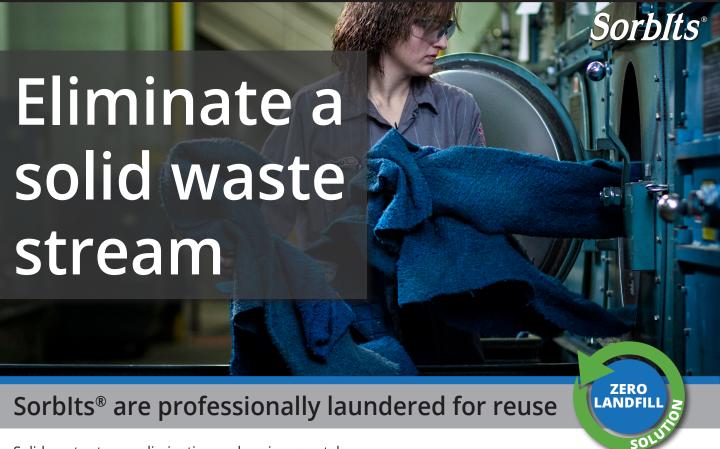
#### We recycle oils and solvents

Sorblts<sup>®</sup> 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.



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®, 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.



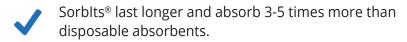
Our **Environmental Engineer**, **Jodi Drew**, is available as a resource for waste stream elimination, solvent recovery and compliance questions.

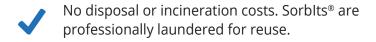


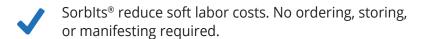
Sample Waste Reduction Certificate



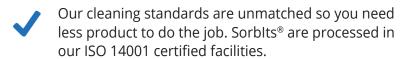
Customers save **15%-30%** over disposable absorbents by switching to a SorbIts® program. Here's how:

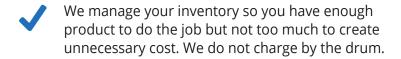


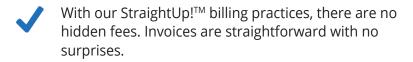




Pay-by-the-drum reusable absorbent programs cost **40%-60%** more than a SorbIts® program. Here's why:











## **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?

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



## **Compare Industrial Oil Absorbent Programs**

Compare Sorbits® solutions, processing and service to alternatives. We are confident you'll find our program the best in the industry.

	<b>SorbIts</b> °	"Pay by the drum" reusable absorbents	Disposable mats and socks	Granular
Absorbs non-hazardous waste oil	<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>
Easy to clean up and replace	<b>✓</b>	<b>/</b>	<b>✓</b>	
Durable, will not tear	<b>✓</b>	<b>/</b>		
Reusable, zero waste to landfill solution	<b>✓</b>	*		
Waste reduction reporting	<b>✓</b>	*		
Inventory management and usage reporting	<b>✓</b>			
Simple, budget-friendly billing	<b>~</b>			

<sup>\*</sup>Available from some suppliers

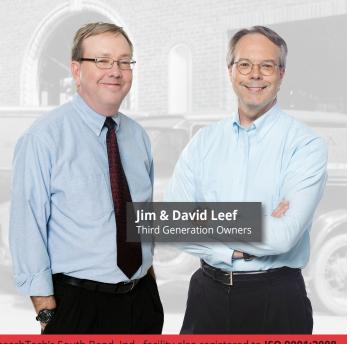


# Family owned and operated since 1930

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



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

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