



**SorbIts**<sup>®</sup>

# Managed Programs

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



**Dimp**

Account Executive

*Piedmont, SC*

prepared for

# HSM

## SOLUTIONS

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.

 **AbsorbTech**<sup>®</sup>  
*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.





Sorblits®

# 5 reasons to switch to Sorblits®

*Pictured: Sorblits® SuperSocks™ and Sorblits® Natural Mats*

Sorblits® are professionally laundered for reuse



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



**Scott**  
Regional Sales Manager  
Piedmont, SC



SorbIts®

# Simple, hassle-free programs

*Pictured: Sorblts® SlipBusters®*

## How it works

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



### **You use Sorblts® 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® 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.





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®, 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®

### HSM SOLUTIONS

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**

 **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® SAFEmats®

## Significant cost savings compared to alternatives



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

- ✓ Sorblts® last longer and absorb 3-5 times more 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 a Sorblts® program. 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.



**Eric**  
District 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?

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

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

\*Available from some suppliers



**Quilted Pads**



**Natural Mats**



**SuperSocks™, FlatSocks™**



**SlipBusters®**



**SAFEmats®**

Additional Programs: Sorblts® Drum Top Liners, Sorblts® Spill Kits, Ultra™ Shop & Print Towels, Uniforms, Flame Resistant Uniforms, Cotton Roll Towels, First Aid, Floor Mats, Dust & Wet Mops, Washroom Needs, Glove Cleaning & Filter Bag Cleaning

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