

SIMPLE, HASSLE-FREE

Our reuse programs are easy.
We take care of all the details.

prepared for



ITU AbsorbTech®
Cleaner, safer solutions for industry



5 reasons to use Sorblits® & Ultras™

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® & Ultras™ 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.

Sorblts[®]

HOW THE PROGRAM WORKS





SOAK UP OIL

3-5 times more absorbent than disposables

SorbIts[®]

SAVE
REPORTS
RECYCLE
DELIVER
LAUNDRY
PICK UP
OIL

Sorblts[®]



WE PICK UP

And proactively manage inventory

Sorblts[®]



WE LAUNDRY

Sorblts[®] are laundered through a proprietary process

SAVE REPORTS RECYCLE DELIVER LAUNDRER PICK UP OIL



WE DELIVER
Clean Sorblts® are delivered back to your facility

 AbsorbTech®

SorbIts®



FLUIDS RECYCLED

Recovered fluids are recycled or beneficially reused

Sorblts[®]

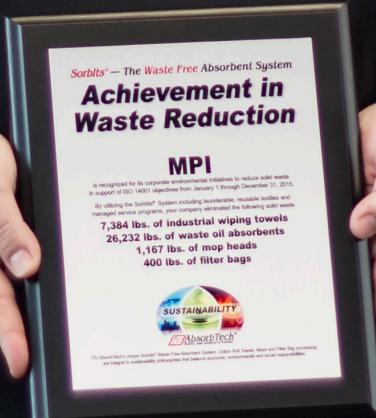
SAVE REPORTS RECYCLE DELIVER LAUNDER PICK UP OIL



WASTE REPORTS

SorbIts® are a **Zero Waste To Landfill** solution. Solid waste data is tracked and delivered to you

SorbIts®



Achievement in Waste Reduction

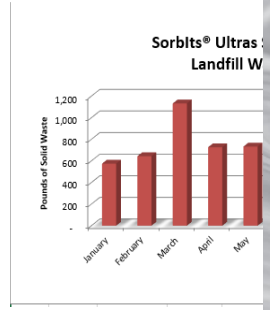
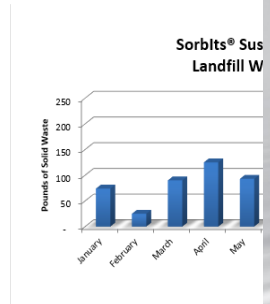
MPI

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 Sorblits® System including launderable, reusable textiles and managed service programs, your company eliminated the following solid waste:

- 7,384 lbs. of industrial wiping towels
- 26,232 lbs. of waste oil absorbents
- 1,167 lbs. of mop heads
- 400 lbs. of filter bags



Custom Waste Reduction Results



Achievement in Waste Reduction



PACE INDUSTRIES

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 Sorblits® System including launderable, reusable textiles and managed service programs, your company eliminated the following solid waste:

28,998 lbs. of waste oil absorbents



ZERO Sorblits® Ultra™ Towel, Cotton Roll Towel, Mop and Filter Bag programs are Zero to Landfill

103,029 lbs. of waste oil absorbents since 2014



SAVE TIME & MONEY

Significant time, cost savings compared to disposables, alternatives

Sorblits[®]

Significantly reduce your solid waste through a Sorblts® reuse program. Use our Savings Calculator to estimate waste savings.

Cost Savings



Save **\$27,304** in product cost and **299.1 hours** of labor annually

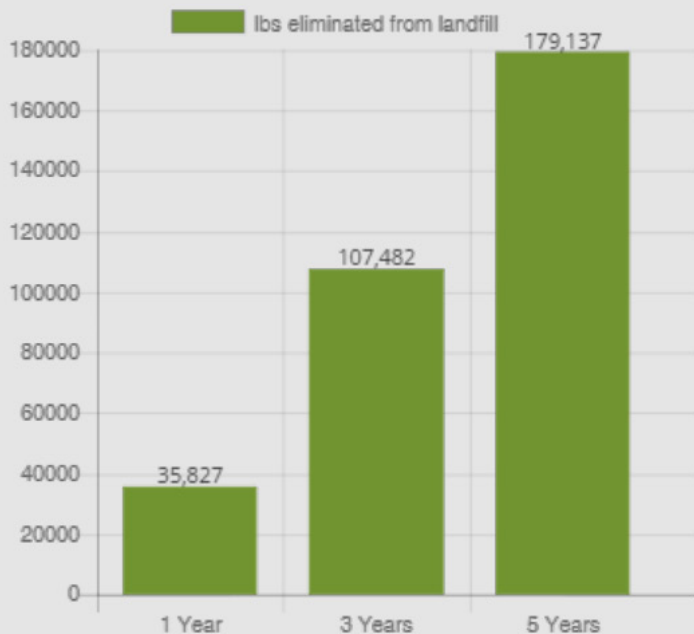
- Our program saves you money because you
- Eliminate waste hauling expenses
 - Reduce the number of absorbents needed (Sorblts® are 2-3 times more absorbent)
 - Reduce clean-up time

Request a complimentary Sorblts® trial at **888-729-4884** or **ITUAbsorbTech.com**

www.ituabsorbtech.com/savings-calculator

Save significant costs through a Sorblts® reuse program.
Use our Savings Calculator to estimate savings.

Solid Waste Elimination



Eliminate **35,827 lbs** (17.9 tons) of waste from landfill annually



www.ituabsorbtech.com/savings-calculator

From Pace Industries in Harrison, AR



Customer Quality Visitation Report

Account Name Pace Industries City Harrison State AR
 First Location # 726 295 001 Account Contact Email* _____
 Account Contact Name* Mark Madlock ITU AbsorbTech Employee Jerry McCann
 Route Service & Sales Rep. Tony Loeper
 *Include additional contact names and emails on reverse side

1. CUSTOMER SERVICE

	Not At All Satisfied									Extremely Satisfied	
	1	2	3	4	5	6	7	8	9	10	N/A
How satisfied are you with ...										10	N/A
Representatives? (Professionalism, Communication, Responsiveness)										10	N/A
Customer Response Center?										10	N/A
Delivery timeliness?										10	N/A
Invoicing System?											
Improvements/Actions Needed:	_____										

2. PRODUCTS

Indicate current product usage: Y = Currently Used X = Need

- Sorbites* Sorbites* Ultras Floor Protection Garment Program Direct Purchase
 Gloves Dust Control Filter Bags Washroom Services First Aid

	Not At All Satisfied									Extremely Satisfied	
	1	2	3	4	5	6	7	8	9	10	N/A
How satisfied are you with ...										9	N/A
Product Performance?										10	N/A
Current Quantities?											
Include improvements/actions needed on reverse side	_____										

3. OVERALL PERFORMANCE

How likely are you to recommend to friends and colleagues? 10 N/A
 How likely are you to renew the service agreement? 10 N/A
 How would you rate our overall performance? 10 N/A
 Would you like to visit one of our facilities? Yes No If yes, which one? _____
 Include improvements/actions needed on reverse side _____

4. BUSINESS CLIMATE AT YOUR FACILITY

	Significantly Lower				About the Same		Significantly Higher				
	1	2	3	4	5	6	7	8	9	10	N/A
Projected 3-month climate compared to previous 3 months...					5	6					
Order Volume					5	6					
Production Hours					5	6					
Employment											

Mark Madlock Customer Signature 7/11/17 Date
Jerry McCann ITU AbsorbTech Employee Signature 7-11-17 Date

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.



From Pace Industries in Loyalhanna, PA



Customer Quality Visitation Report

Account Name: Pace Industries State: PA
 First Location #: 808009-001 City: Loyalhanna
 Account Contact Name: Dylan Dawdo Account Contact Email: dylan.dawdo@paceind.com
 Route Service & Sales Rep.: Kent Wurheit ITU AbsorbTech Employee: Garrett Smith

1. CUSTOMER SERVICE

How satisfied are you with ...	Not At All Satisfied									Extremely Satisfied		
	1	2	3	4	5	6	7	8	9	10	N/A	
Representatives? (Professionalism, Communication, Responsiveness)	1	2	3	4	5	6	7	8	9	10	N/A	
Customer Response Center?	1	2	3	4	5	6	7	8	9	10	N/A	
Delivery timeliness?	1	2	3	4	5	6	7	8	9	10	N/A	
Invoicing System?	None											
Improvements/Actions Needed:	Kent does a great job! Ready for updated version of West Plant proposal.											

"Kent does a great job!"

2. PRODUCTS

Indicate current product usage: Y = Current, N = Not Used, P = Purchase

SorbIts® SorbIts' Ultras Floor Protection Washroom Services First Aid
 Gloves Dust Control Filter Bags

How satisfied are you with ...	Not At All Satisfied									Extremely Satisfied		
	1	2	3	4	5	6	7	8	9	10	N/A	
Product Performance?	1	2	3	4	5	6	7	8	9	10	N/A	
Current Quantities?	1	2	3	4	5	6	7	8	9	10	N/A	

3. OVERALL PERFORMANCE

How likely are you to recommend to friends and colleagues? 10 N/A
 How likely are you to renew the service agreement? 10 N/A
 How would you rate our overall performance? 10 N/A
 Would you like to visit one of our facilities? Yes No If yes, which one?

4. BUSINESS CLIMATE AT YOUR FACILITY

Projected 3-month climate compared to previous 3 months...	Significantly Lower				About the Same				Significantly Higher			
	1	2	3	4	5	6	7	8	9	10	N/A	
Order Volume	1	2	3	4	5	6	7	8	9	10	N/A	
Production Hours	1	2	3	4	5	6	7	8	9	10	N/A	

Customer Signature: Dylan Dawdo Date: 9-11-17
 ITU AbsorbTech Employee Signature: Garrett Smith Date: 9-11-17



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.



Sorblits®

SOLUTIONS



NATURAL MATS

3' X 2' Natural Mat absorbs 2.5 quarts
3' X 5' Natural Mat absorbs 1.5 gallons
3' X 10' Natural Mat absorbs 3 gallons

Sorblts[®]

A person wearing a high-visibility green safety vest and dark clothing is holding a large, blue, quilted pad. The pad is being held up, showing its diamond-shaped quilted pattern. The background is a workshop or industrial setting with blue metal structures and various tools. The floor is concrete and appears to be wet or oily. The overall scene suggests a practical application of the product in a work environment.

QUILTED PADS

Standard (14" X 21") Quilted Pads absorb 1 quart
Large (28" X 42") Quilted Pads absorb 3.5 quarts
X-Large (40" X 44") Quilted Pads absorb 2 gallons
Jumbo (44" X 55") Quilted Pads absorb 3.5 gallons

Sorblts[®]

Sorblits®

SUPER SOCKS™

3" X 56" SuperSock™ absorbs 1.5 gallons

Sorblits®

FLATSOCKS™

4.5" X 36" FlatSock™ absorbs 0.5 gallons



Sorblits[®]

DRUM TOP LINERS

22" diameter Drum Top Liner absorbs 1 quart



SLIPBUSTERS®

Sorblts®

Office floor mats vs. Industrial safety mats

Office floor mats

100% nylon pile. Stops every day tracked-in soil and moisture.



Material

A 3' X 5' office floor mat absorbs 30 oz. of industrial fluid.



Absorbency

No features related to hazard awareness.



Safety

Commercial grade rubber with gripper feature. Surface to surface contact 60%.



Backing

For office and showroom to collect salt, snow and dirt. Best on carpeted surfaces.



Application

Industrial safety mats

Cotton pile for quicker, more complete absorption of fluids.

A 3' X 5' Sorblts® SlipBusters® mat absorbs 60 oz. of industrial fluid.

Sorblts® SlipBusters® have yellow safety striping to raise awareness of slip hazards

Smooth, flat-backed, oil/solvent resistant nitrile rubber. 100% surface to surface contact.

Holds non-hazardous industrial fluids around wet/oily machines and manufacturing environments.



SAFEMATS®

Sorblits®



ULTRA™ RED

Sorblts®



Towel Laundering Process Flow





**ULTRATM
HITECH**



**ULTRATM
PRINTER**



MIRUSTM



**ULTRATM
LINT FREE**

A person wearing blue jeans and dark shoes is mopping a dark floor in a workshop. The person is holding a long yellow handle that connects to a black plastic mop head. The mop head is large and made of thick, blue, fringed material. The background shows industrial equipment, including a large metal structure and a blue vertical post. The scene is lit with overhead lights, creating a slightly dim atmosphere.

WET MOPPS

ISO REGISTRATIONS

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

 **AbsorbTech**®

Environmental, Safety & Training Awards

TOP 10
BUSINESSES of the year

atd
EXCELLENCE
IN PRACTICE


EARTH DAY
Business Sustainability Awards


THE WATER COUNCIL

**BE
ST**
AWARD
WINNER


The BKD
Indiana
Quality
Improvement
Awards


WSC
WISCONSIN SAFETY COUNCIL

WISCONSIN
PARTNERS FOR

CLEAN AIR

FRIENDS OF 
MANUFACTURING



Store Clean Ultra Red Towels HERE

Clean Sorblits®

Store Clean Sorblits® **HERE**

REUSABLE & LAUNDERABLE ■ DO NOT THROW PRODUCT AWAY ■ WILL BE CLEANED FOR REUSE

CUSTOMER RESPONSE CENTER
888-729-4884

AbsorbTech®

Questions?



Jeff

 AbsorbTech

Thank you for your time Pace Industries

 AbsorbTech®