

Request for Proposal Response:

Laundering & Rental Service



prepared for

Cathy Lehman

Senior Commodity Manager



*Jim & David
Leef*

*Family-Owned and
Operated Since 1930*



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Alaina,
Account Executive

Cleaner, Safer Solutions for Industry

For over 80 years, ITU AbsorbTech has provided managed programs for launderable, reusable textile products in support of cleaner, safer and more productive work environments.



ITU opened a Milwaukee, Wis., operation in November of 1930 providing laundry services across eastern Wisconsin and is now headquartered in New Berlin, Wis., with additional processing facilities in Wisconsin, Pennsylvania, Indiana and South Carolina.

AbsorbTech, LLC, was founded in 1996 to process and service Sorblts®, the leading launderable, reusable line of absorbents in the U.S. AbsorbTech became the first laundry facility to achieve ISO 9001:2008 and 14001:2004 registrations in the U.S. AbsorbTech is unmatched in recovering and recycling hydrocarbon soils.



Our facilities in New Berlin, Wis.; Neenah, Wis.; and Titusville, Penn., utilize advanced processing systems for wastewater, VOC emissions and other environmental controls. ITU AbsorbTech plants generate virtually no hazardous waste, even though we process thousands of tons of soiled textiles each year. Now, all our processing facilities are registered to ISO 14001:2004.

Our environmentally preferred services include absorbents, towels, mats, garments, floor care, washroom needs and first aid. All ITU AbsorbTech products are processed in our facilities. We maintain complete control over all aspects of processing and quality control for everything we deliver.

ITU and AbsorbTech (now ITU AbsorbTech, Inc.) are owned and operated by the Leef family, now in its third generation of ownership. Brothers Jim and David Leef are committed to building upon the four principles and continuing the family tradition started over 80 years ago: delivering superior service, obtaining the newest technologies, innovating new products and processes, and remaining active in the community.



Jose,
Material Handler

Genuine Service Excellence

Managed Program

Our full-service, team management approach to your program will help Allison Transmission realize significant time savings through an optimized program that fits your budget and needs. Our managed service programs include:

- Knowledgeable, certified professionals assigned to manage your account
- Strict adherence to your safety requirements while at your facility
- Reliable, scheduled delivery and pick-up of clean and soiled products
- Program optimization through ongoing training, reporting, and customer quality visitations
- Proactive inventory management to ensure product usage and inventory match current needs
- Live customer support through our Customer Response Center

Your Genuine Service Excellence Team

Our Genuine Service Excellence Team that will service Allison Transmission has a combined 45 years of experience partnering with manufacturers to provide waste reduction and safety solutions.

Your 24/7 Contact



Alaina Smith,
Account Executive
asmith@ituabsorbtech.com
(574) 361-8287

Your Corporate Contact



Doug Wortman,
Sales Manager
dwortman@ituabsorbtech.com
(502) 649-8453



Dan Harris,
District Manager
dharris@ituabsorbtech.com



Randy Ragin,
Route Manager
rragin@ituabsorbtech.com



Bob Stillinger
Route Service & Sales Rep
bstillinger@ituabsorbtech.com



Chris Behles,
General Manager
cbehles@ituabsorbtech.com

“The service from ITU AbsorbTech is exceptional. Our delivery rep. always stops in to go over usage and our account rep. makes regular visits to make sure quantities we receive are correct.”

Bill Evans,
Customer Support Manager,
Vantage Equipment, LLC

Quarterly Visits

ITU AbsorbTech will visit Allison Transmission on a quarterly basis (or as needed) to review the program. We will share a cost history report, service record, waste reduction data and conduct a Customer Quality Visitation Report (CQVR).

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. Through this process we:

- Maintain healthy, regular communications with each facility
- Learn about specific concerns so we can take proactive action
- Measure our performance and adhere to ISO principles
- Compile data from your facilities to deliver a summary to the corporate level

1. CUSTOMER SERVICE

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

Improvements/Actions Needed:
“THEY'RE EXTREMELY HAPPY WITH EVERY ASPECT OF SERVICE...CONSTANT COMMUNICATION AND TIMELY SERVICE AT ALL TIMES.”

2. PRODUCTS

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

Sorblits® Sorblits® Ultras Floor Protection Garment Program Direct Purchase
 Gloves Dust Control Filter Bags Washroom Services First Aid

How satisfied are you with ...	Not At All Satisfied									Extremely Satisfied	
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

Include improvements/actions needed on reverse side

3. OVERALL PERFORMANCE

How likely are you to recommend to friends and colleagues?	Not At All Likely									Extremely Likely	
How likely are you to renew the service agreement?	1	2	3	4	5	6	7	8	9	10	N/A
How would you rate our overall performance?	1	2	3	4	5	6	7	8	9	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

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

Sample CQVR

93

ITU AbsorbTech's Net Promoter Score

Net Promoter Score (NPS) is a proven method utilized by companies worldwide for measuring and improving loyalty. Across industries, a score of 69 is considered exceptional.

Bob,
Route Service & Sales Rep



Solid Waste Reporting

Solid waste stream elimination and environmental reporting is an important part of corporate sustainability initiatives. Sorblts®, Sorblts® Towel and Mop programs have a measurable impact in pounds of solid waste eliminated from landfill. Through the use of these programs, Allison Transmission 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.

ITU AbsorbTech can provide monthly, quarterly and annual solid waste reports detailing waste diverted through the use of Sorblts®, Sorblts® Towels and Wet Mops. See sample below.

Sorblts® — The Waste Free Absorbent System

Achievement in Waste Reduction

ALLISON TRANSMISSION

is recognized for its corporate environmental initiatives to reduce solid waste in support of ISO 14001 objectives from January 1 through December 31, 2016.

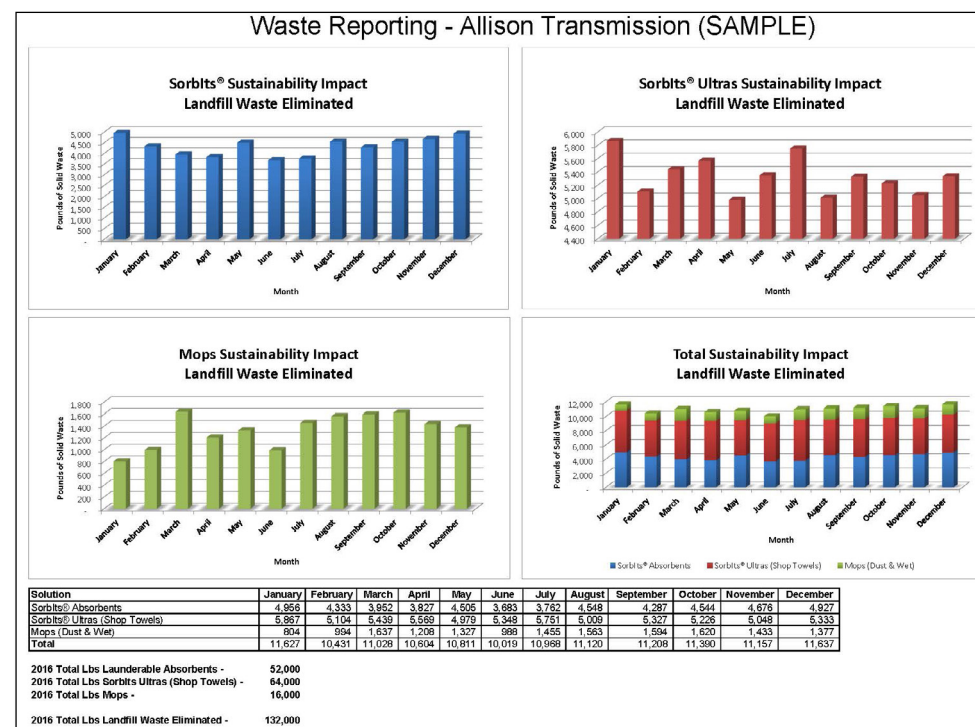
By utilizing the Sorblts® System including launderable, reusable textiles and managed service programs, your company eliminated the following solid waste

64,000 lbs. of industrial wiping towels
52,000 lbs. of waste oil absorbents
16,000 lbs. of mop heads

Sample Certificate



Jodi,
Environmental Engineer



ITU AbsorbTech's Environmental Engineer, Jodi Drew, is available to assist customers with questions related to solid waste reduction

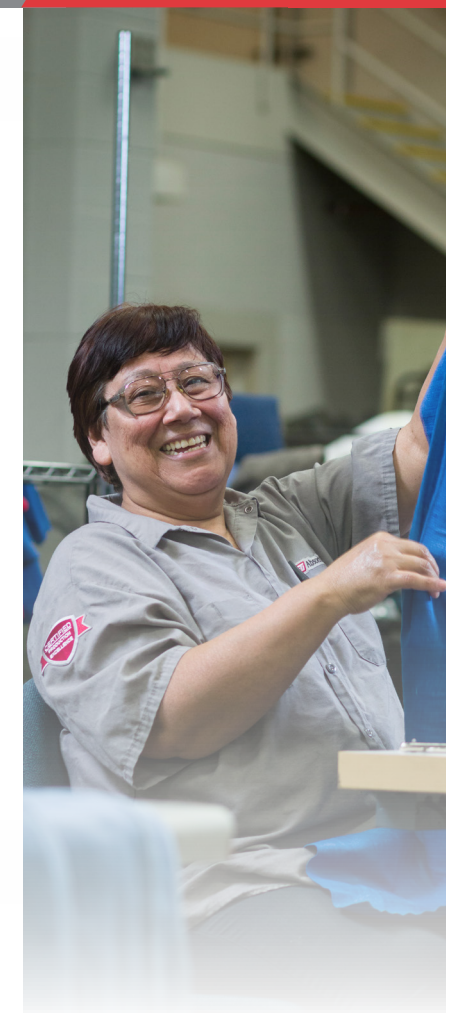
AbsorbU

AbsorbU is our unique center of excellence for service, sales, operations and safety training. We teach important concepts like providing exceptional service to our customers and sustaining a best in class safety work environment.

All employees invest over 30 hours of training and professional development to 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.



Customer Response Center

You can speak to a live person by contacting our Customer Response Center at 888-729-4884 or CRC@ITUAbsorbTech.com 5 days a week. Our Customer Response Center team is empowered to handle your request while on the phone with you.

Our Customer Response Center team tracks every call by assigning a case number, following up to ensure inquiries have been addressed and logging each correspondence into your account's history. 85% of all inquiries are solved immediately. If an issue is unresolved, the team contacts the District Manager (Dan Harris) and Account Executive (Alaina Smith) servicing Allison Transmission to assist.

The Customer Response Center team has a combined 40 years of experience assisting our customers and a 99% satisfaction rating.



Valerie, Margaret and Carolyn
Customer Response Center



Customer Training

ITU AbsorbTech's Genuine Service Excellence teams are trained to ensure installation of the program does not negatively affect production and that all Allison Transmission employees are educated on the program and solutions. We will provide:

- Product installation and set up
- Product training for employees on product use and application
- Safety training for product handling
- 6S assistance



Signage and Storage

We deliver clean solutions directly to your designated workstations or storage areas. You are never just a dock stop.

We will provide drums for clean and soiled product and label with product specific signage attached to each drum.

ITU AbsorbTech can also provide Allison Transmission with customized banners to educate users on the program and solutions.



I particularly like the hands on approach that ITU AbsorbTech takes. They just don't drop off the product. They make sure everything is put away and they communicate really well.

William,
EHS Coordinator



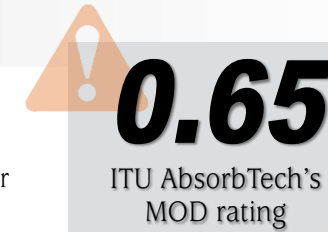
Dan,
District Manager



Safety Culture at ITU AbsorbTech

MOD Rating

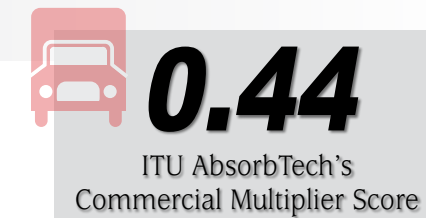
We strive to maintain a best-in-class workplace safety environment as evidenced by our low MOD rate of .65 (2016). Our MOD rating is about half our industry's average.



The MOD rate is a number used by insurance companies to gauge both past cost of injuries and future chances of risk. The lower the MOD rating, the lower the worker compensation insurance premiums.

Fleet Safety

ITU AbsorbTech has one of the lowest commercial multiplier scores for a fleet our size. Our Commercial Multiplier Score is 0.44 which means we are 56% safer than comparable fleets.



We follow strict adherence to your facility's safety requirements. Every month our route personnel is observed during ride alongs to ensure our vehicles are being operated safely. We conduct monthly safety training sessions which review the driver operator manuals to guarantee our drivers are following all safety guidelines properly.

Awards & Achievements

We take pride in our state awards recognizing ITU AbsorbTech as a leader in safety excellence.

- Indiana Governor's Workplace Safety Award
- Wisconsin Corporate Safety Award
- Pennsylvania Governor's Award for Safety Excellence
- Wisconsin Safety Hall of Fame



Jerry,
Corporate Safety Manager



Environmental Practices at ITU AbsorbTech

Dry Cleaning

Our state-of-the-art dry cleaning and petroleum solvent operations are designed to clean our Sorblts® products, and water-sensitive materials such as leather gloves. **We use petroleum solvent instead of the more common retail dry cleaning solvent called perchloroethylene.** Perchloroethylene (also called PERC) is a colorless, nonflammable liquid commonly used in the dry cleaning industry that has been labeled by the International Agency for Research on Cancer as a Group 2A carcinogen.

Soiled products are washed in 50 to 500 pound capacity washer-extractors. The machines remove the soil by agitating and dissolving it in solvent, much like paint thinner cleaning a paintbrush. This process is repeated several times. The product is centrifugally extracted a final time and then transferred to a solvent recovery dryer for drying. The dryer evaporates and recondenses the residual solvent, which is reused. The products are then inspected and delivered to the customer for reuse.

Water Processing

Soiled products are sorted into the proper wash categories and weights to ensure cleaning quality. Products are washed in several sizes and types of equipment including 675 lb. washer extractors, 900 lb. stripper washer extractors, and a 3,200 lb. per hour 12-module continuous batch washer.

The washers are computer controlled for most machine functions and supplies. **This capability limits employee contact with cleaning products; ensures proper time, temperature, chemistry, and mechanical action during the cleaning cycle; and reduces reprocessing.** Cleaning is mainly accomplished with detergents and low pH surfactants, similar to heavy-duty products available for home use. Individual product lines are then dried, inspected, mended, packaged, and prepared for delivery to the customer.

We invite Allison Transmission to visit any of our processing facilities to see our processing methods, meet our people and learn more about our products



Doug,
Director of Operations

ISO 14001 & ISO 9001

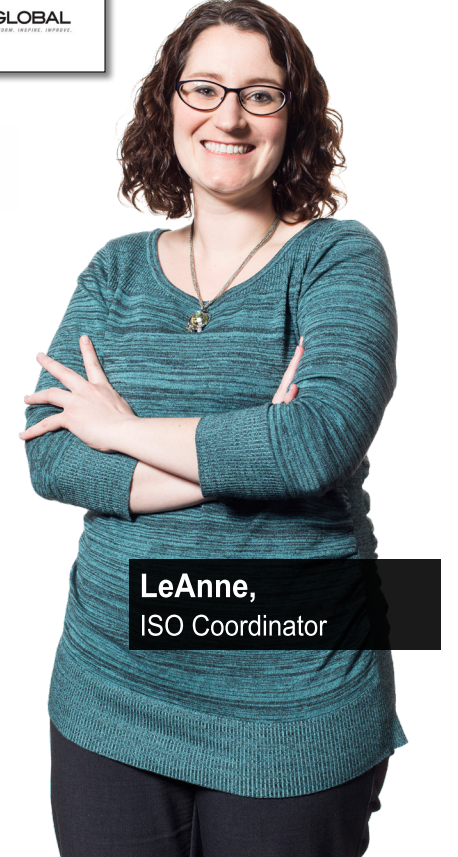
All ITU AbsorbTech processing facilities are registered to ISO 14001:2004. Our South Bend, Indiana processing facility is also registered to ISO 9001:2008.



ISO 9001



SAI GLOBAL
ISO 14001
Environmental



LeAnne,
ISO Coordinator

Awards & Recognition





StraightUp!™ Billing Practices

Our StraightUp!™ invoices are straightforward and easy to understand. StraightUp!™ eliminates frustration by providing you with a consistent invoice with no surprises.

- ✓ **Simple** - easy to understand pricing, invoices and statements
- ✓ **Straightforward** - no hidden or new charges during the term of your service agreement
- ✓ **Predictable Invoices** - budget with assurance for the year or the entire term of your service agreement

Sample of our StraightUp!™ Invoices, billed by department

		Service Questions: (888) 729-4884 Accounts Receivable: (262) 827-3600 Fax: (262) 782-9930 E-Mail: ar@ITUAbsorbTech.com					
ITU AbsorbTech, Inc. Bin 88479 Milwaukee, WI 53288-0479		INVOICE #: SAMPLE INVOICE DATE: 08-08-2016 PAGE #: 1					
BILL TO: ALLISON TRANSMISSION BILLING ADDRESS		SHIP TO: ALLISON TRANSMISSION DELIVERY ADDRESS					
PURCHASE ORDER XXXXXXXXXXXXXXXX DEPT: 00001 - MACHINING		ACCOUNT *SAMPLE ROUTE 720 WE 80 BILLING TYPE Delivery PAYMENT TERMS NET 30 DAYS BILLING REF					
FREQ	PERSON	ITEM	DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT	INVENTORY
F3		R570100	LBS SORBITS® CLEANED				
F3		R572101	SORBITS® SUPERSOCK™ 3IN X 56IN	40			40
F3		R573105	SORBITS® QUILTED PAD STANDARD	750			750
F3		R573110	SORBITS® QUILTED PAD LARGE	625			625
F3		R575100	SORBITS® DRUM TOP LINER	80			80
F3		R576115	SORBITS® NATURAL MAT 3 X 5	40			40
F3		R577001	SPILL KIT 55 GALLON WITH DRUM	3			3
F3		R577151	SPILL KIT SOCK				
F3		R577152	SPILL KIT PILLOW				
F3		R578115	SLIPBUSTERS® 3X5	64			64
F3		R578130	SLIPBUSTERS® 3X10	34			34
DEPT: 00001 - MACHINING TOTAL							
DEPT: 00002 - FITTINGS ASSEMBLY							
FREQ	PERSON	ITEM	DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT	INVENTORY
F3		R570100	LBS SORBITS® CLEANED	41			
F3		R573105	SORBITS® QUILTED PAD STANDARD	220			220
F3		R577001	SPILL KIT 55 GALLON WITH DRUM	2			2
F3		R577151	SPILL KIT SOCK				
F3		R577152	SPILL KIT PILLOW				
DEPT: 00002 - FITTINGS ASSEMBLY TOTAL							
DEPT: 00003 - CUSTOM TUBE							
FREQ	PERSON	ITEM	DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT	INVENTORY
F3		R570100	LBS SORBITS® CLEANED	41			
F3		R573105	SORBITS® QUILTED PAD STANDARD	425			425
F3		R577001	SPILL KIT 55 GALLON WITH DRUM	2			2
F3		R577151	SPILL KIT SOCK				
F3		R577152	SPILL KIT PILLOW				
F3		R578115	SLIPBUSTERS® 3X5	12			12
F3		R578130	SLIPBUSTERS® 3X10	2			2
DEPT: 00003 - CUSTOM TUBE TOTAL							



Tracy,
Accounts Receivable

Customer References

Eaton Corporation (customer since 2015)
 1225 Main St.
 Van Wert, OH
 Andrew Klindera, EHS Manager
 (419) 232-7499

Replaced all Cintas oil absorbents and Cintas shop towels with 100% launderable and reusable oil absorbents (Sorblts®) and shop towels (Sorblts® Towels). By better managing the program and providing a higher quality towel, Eaton Corporation was able to reduce shop towel inventory from 30,000 weekly to 30,000 every 4th week (75% reduction).

MPI Products LLC (customer since 2014)
 1200 Kloeckner Dr.
 Knox, IN 46534
 Sarah Shidler, Management Representative
 (574) 772-3850 ext. 1334

Replaced all oil absorbents, shop towels, and wet mops with 100% launderable and reusable oil absorbents (Sorblts®), shop towels (Sorblts® Towels) and wet mops. Through better program management and providing a higher quality towel, MPI Products reduced shop towel inventory from 12,000 weekly to 11,000 every other week (54% reduction).

Chrysler Indiana Transmission Plant 1 & 2 (customer since 2016)
 3660 N. US Highway 31
 Kokomo, IN 46901
 Tyler Adams - EHS Manager
 Jerry Berghoff - EHS Manager
 (765) 854-4513

Replaced all oil absorbents with 100% launderable and reusable oil absorbents (Sorblts®).

Berry Plastics (customer since 2006)
 Nathan D. Haas, Corporate Purchasing Agent
 (812) 250-3481 ext 12481

Replaced many oil absorbents, disposables shop rags and disposables rags with 100% launderable and reusable oil absorbents (Sorblts®), shop towels (Sorblts® Towels), and printer towels (Sorblts® Towels) in 20 Berry Plastics facilities throughout the country.



“ITU AbsorbTech provided a great solution to clean up the waste generated from our large truck repair facility. They also provide a waste reduction certificate that we display for our environmental audits. I suggest and encourage anyone to experience the program and the outstanding service behind it.”

Greg Kraft,
Service Manager,
Bentley Truck Services

Absorbent Services

Sorbblts® Solutions

Sorbblts® Natural Mats are made from tough, natural fibers that will not tear or fray. Our mats are heat-sealed to prevent metal chips from sticking to the mat.

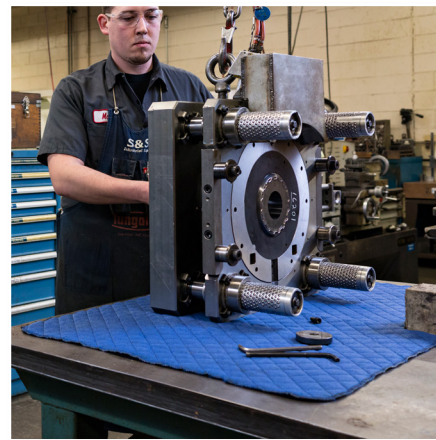
- Precut sizes eliminate the time and waste of pulling a roll and cutting. Available in 2' X 3', 3' X 5' and 3' X 10'.
- Made with a blend of natural fibers and polypropylene
- Bright, blue color to enhance visibility
- Great for slow drips, splashing, significant leaking and areas where metal chips may get on product.



2' X 3' absorbs **2.5 quarts**
3' X 5' absorbs **1.5 gallons**
3' X 10' absorbs **3 gallons**

Sorbblts® Quilted Pads - The flexible nature of the Quilted Pad makes it the most versatile absorbent solution.

- Composed of a natural cellulose fiber on the outside with a polyester fill
- Available in four sizes to fit your various applications and absorbency needs.
- Great for soaking up spills quickly. Use in and around machines that leak and for bench top protection. Excellent performance at the source of leaks.



Standard absorbs **1 quarts**
Large absorbs **3.5 quarts**
X Large absorbs **2 gallons**
Jumbo absorbs **3.5 gallons**

It's amazing how much solvent/oil that these pads can absorb! The savings are huge, half the cost of purchasing/hazardous waste disposal. The service team monitors usage to make sure you never run out of product or have too much product that will make unnecessary costs.

Jack Hill,
 Maintenance Manager,
 Consolidated Container

Sorbblts® SuperSocks™ feature a grip handle for easy pick-up and reduced contact with fluids. FlatSocks™ are effective in tight areas where a SuperSock™ may not fit.

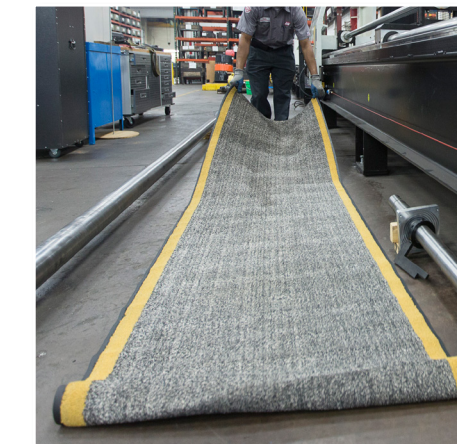
- Skin is cotton and polyester; Fill is polypropylene and polyester
- SuperSocks™ size is 3" x 56" and FlatSocks™ size is 4.5" x 36"
- Used to contain spills under and around machinery.



SuperSocks™ absorb **1.5 gallons**
FlatSocks™ absorb **0.5 gallons**

Sorbblts® SlipBusters® contain absorbent cotton material that catch and hold fluids to reduce slip hazards while accommodating foot and light-wheeled traffic.

- Cotton pile blend to maximize absorbency and durability
- Yellow striping to enhance visibility
- Available in three sizes to fit your various applications and absorbency needs
- Low profile design, ADA compliant



3' X 5' absorbs **0.5 gallons**
4' X 6' absorbs **3 quarts**
3' X 10' absorbs **1 gallon**



Chit,
 Dry Cleaning Operator



Quality Specifications - Sorblts®

ITU AbsorbTech Corporate Quality Specifications Sorblts® QPs, Mats & Socks

Sorblts® Quilted Pads

1. Product should be clean
 - a. Odorless
 - b. Not oily to the eye or touch
 - c. Not sticky or tacky
 - d. Staining is permissible
2. The following holes of any kind are allowed.
 - a. Standard QP: 1 square inch total in holes with no material shredding. (about the size of one quarter)
 - b. Large QP: 4 square inches, or about \$1.00 worth of change
 - c. Extra-large QP: 32 square inches total, or no one hole larger than 4 inches across.
 - d. Jumbo QP: 42 square inches total, or no one hole larger than 7 inches across
3. Stitching should be complete, tight and without unraveling. Loose stitching in more than 20% of the piece is unacceptable

Sorblts® Natural and TechMat™

1. Product should be clean
 - a. Odorless
 - b. Not oily to the eye or touch
 - c. Not sticky or tacky
 - d. Staining is permissible
2. Minimal foreign material (metal, caulk, silicone)
3. The following holes of any kind (including burn holes) are permissible
 - a. 3x2: 2 square inches total or no one hole larger than 2 inches across
 - b. 3x5: 4 square inches total or no one hole larger than 4 inches across
 - c. 3x10: 8 square inches total or no one hole larger than 6 inches across
 - d. Any customer cut or custom sizes are not acceptable
4. Product that no longer is absorbent or is significantly burnt is unacceptable
 - a. Scorched and hard with a flat or compromised surface is unacceptable
 - b. Discolored but still soft, has fluff, and feels absorbent is acceptable
5. Product having excessive pilling is unacceptable
6. Product having excessive rippling is unacceptable
 - a. Ripples at or lower than 2" at fold creases are allowed
 - b. Ripples at or lower than 1" inch otherwise are allowed
7. Mats should be heat sealed on both sides

ISSUED	REV-DATE	PAGE	APPROVAL	FOLDER	FILE NAME
06/13/12	05/12/16	1 of 2	ON FILE	Quality Specifications	Sorblts® QPs, Mats, & Socks

Review Date: 05/12/16
Printed 8/3/2016

**Safety Data
Sheets (MSDS)
are available for
our absorbent
laundrying
process at Allison
Transmission's
request**

ITU AbsorbTech Corporate Quality Specifications Sorblts® QPs, Mats & Socks

Sorblts® SuperSocks™ & Sorblts® FlatSocks™

1. Product should be clean
 - a. Odorless
 - b. Not oily to the eye or touch
 - c. Not sticky or tacky
 - d. Staining is permissible
2. Super socks must have a loop
3. No more than 1 hole is allowed
4. Sock skin may not be torn out at either end or 3 inches along long seam
5. Sock may not be hard so that it will prevent absorption

Spill Kit Pillows

1. Clean and dry.
2. Must have label.
3. No rips larger than 2".
4. No shredding of cover or exposed stuffing.
5. Stay stitching in tack.

Spill Kit Socks

1. Clean and dry.
2. Must have label.
3. No rips larger than 4".
4. No shredding of cover or exposed stuffing.
5. Must have red handles on each end of the sock.

Sorblts® Tabbings

1. Tabs should be readable.
2. Tabs should be well-adhered

ISSUED	REV-DATE	PAGE	APPROVAL	FOLDER	FILE NAME
06/13/12	05/12/16	2 of 2	ON FILE	Quality Specifications	Sorblts® QPs, Mats, & Socks

Review Date: 05/12/16
Printed 8/3/2016

Shop Towel Services

Ultra™ Towel Solutions

SorbIts® Ultra™ Red Shop Towels are the strongest, most absorbent towel on the market. This multipurpose towel is a perfect match for manufacturers, the auto repair/service industry or any machining application. Used for moderate to heavy wiping of oil, grease and dirt.

SorbIts® Ultra™ Red Shop Towels are 100% cotton and polywrapped in bags of 50.



Towel Program Benefits

- No automatic towel replacement charges (can be up to 7% of inventory, up to \$.50 per towel)
- Ultra™ towels are heavyweight, low-linting
- Proprietary laundering process reduces chances of foreign matter
- Cleaner towels are more absorbent - requires fewer towels for the job
- More cost effective than disposable towels:
- It takes 3 to 5 disposables to do the work of one Ultra™ Red Shop Towel
- Eliminates the cost of having to dispose of the soiled product

The shop towels at ITU AbsorbTech absorb the solvent we use in our manufacturing far better than any product we have purchased in the past.

ITU AbsorbTech employees are always accommodating. Once we ran out of shop towels before our next scheduled delivery. Shortly after our phone call they delivered a bag to us.

Debra Locke,
President,
Specialty Machine & Hydraulics



Randy,
Route Manager

CONFIDENTIAL INFORMATION

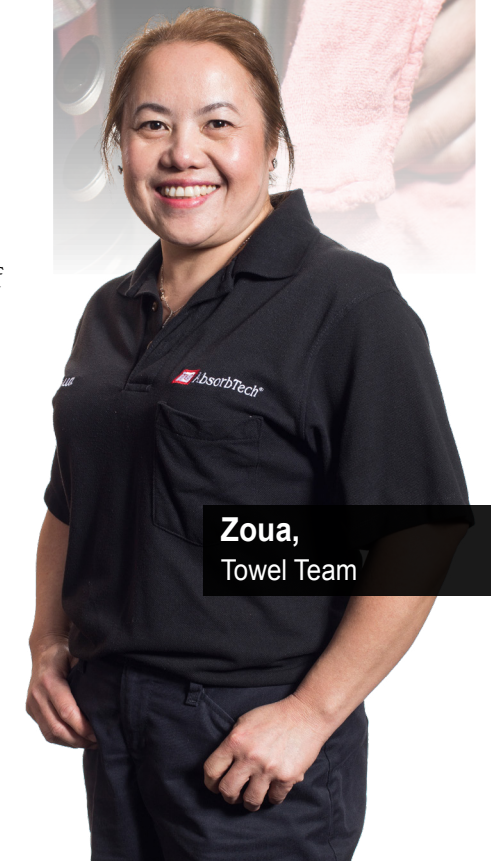
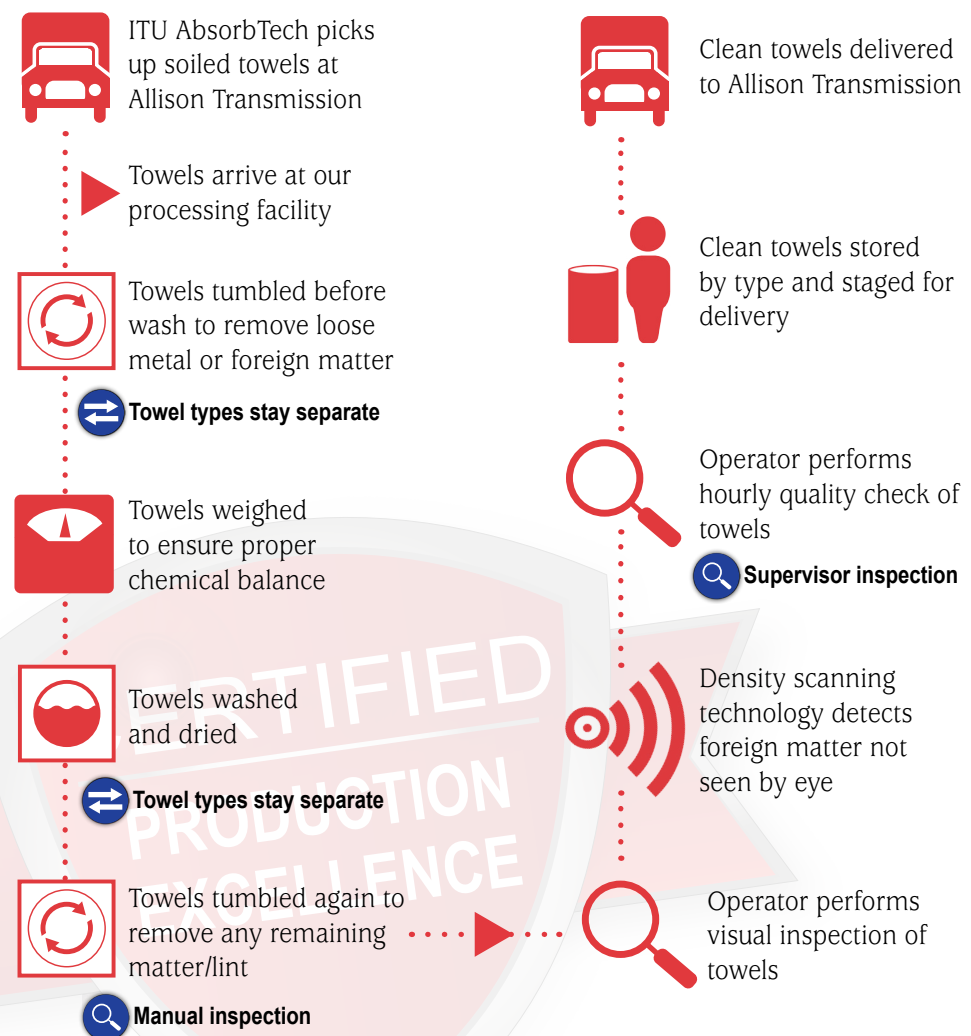
Density Scanning Technology

Metal in towels can compromise your equipment and your employees safety.

ITU AbsorbTech runs all towels through density scanning technology that can detect microscopic foreign matter.

We invite Allison Transmission to tour our facility and see our density scanning technology in action

Towel Laundering Process Flow



Zoua,
Towel Team

Quality Specifications - Sorblts® Towels

ITU AbsorbTech Corporate Quality Specifications Sorblts® Ultras & Towels

	Sorblts® Ultras – Ultra Red Shop or Ultra Printer Blue	Sorblts® Standard Shop Towel Orange or Standard Printer
Visible metal chips	None allowed	None allowed
Cleanliness	Ultras will water wick 2" in less than 60 seconds	Ultras will water wick 2" in less than 60 seconds
Holes –Small	One hole the size of 1-quarter or a series of holes that equal the size of 2 quarters or one corner missing up to 2 ½" x 2 ½"	One hole the size of 2 quarters or a series of holes that equal the size of 3 quarters or one corner missing of up to 4"x4"
Holes - Large	Large: One hole the size of 2 quarters or a series of holes that equal the size of 3 quarters	Large: One hole the size of 3 quarters or a series of holes that equal the size of 4 quarters
Edges	Ultras Red Frayed edges are allowed Ultras Printers No more than 2" of continuous un-edged surface on any one side No more than 2" of frayed material as measured from edge of string to woven part	Standard Red Frayed edges are allowed Standard Printers No more than 4" of continuous un-edged surface on any one side No more than 4" of frayed material as measured from edge of string to woven part
Stains	Staining allowed as long as quality is not affected	Staining allowed as long as quality is not affected
Stiffness & Foreign Matter	Ultras Red Soft and thin matter up to the size of 2 quarters Ultras Printer Stiffness & foreign matter – none allowed No hard substances – epoxy, lead, cement, etc.	Standard Red Soft and thin matter up to the size of 2 quarters Standard Printer Stiffness & foreign matter – none allowed No hard substances – epoxy, lead, cement, etc.
Thinness	Minimum individual weight of 0.75 ounces	Minimum individual weight of 0.60 ounces

ISSUED 11/19/98 REV-DATE 03/14/16 PAGE 1 of 2 APPROVAL ON FILE FOLDER Corporate FILE NAME Sorblts® Ultras and Towel Quality
Review Date: 03/14/16
Printed 08/05/16

ITU AbsorbTech Corporate Quality Specifications Sorblts® Ultras & Towels

Bagged Count Standards

Auto Bagger

- a. Small towels = 50 per bag
 - minimum number of small towels per bag = 45
 - maximum number of small towels per bag = 55
- b. Large towels = 40 per bag
 - minimum number of large towels per bag = 35
 - maximum number of large towels per bag = 45
- c. Bar towels = 25 per bag
 - minimum number of large towels per bag = 24
 - maximum number of large towels per bag = 26

Towels Bands:

Colored bands may be used to signify large folded towels

ISSUED 11/19/98 REV-DATE 03/14/16 PAGE 2 of 2 APPROVAL ON FILE FOLDER Corporate

Review Date: 03/14/16
Printed 08/05/16

 **Safety Data Sheets (MSDS) are available for our towel processing at Allison Transmission's request**



Mop Services

Wet Mops

Wet mops are essential to any good floor care program for a clean, professional image and to prevent slips and falls.

- Our mops are professionally laundered for reuse and can pick up and hold more water than traditional blend mops.
- Made from spun cotton and rayon blend.
- Antimicrobial filament in fiber helps prevent odor and mildew. Contains 76% postconsumer content.
- Allows for scrubbing without breaking down yarn.
- Blue, 9" reinforced polyester headband, double tailbands for wide surface span and even coverage, looped end construction.
- Absorb two times more liquid than a disposable mop. Professional grade mop absorbs five to six times its weight in moisture.



Wet Mop Program Benefits

- Regular, scheduled delivery to ensure right number of mops.
- Lower overall cost than disposable mops.
- Absorbs 2X more liquid than a disposable mop, reducing slip hazards.
- Antimicrobial fiber provides bacterial resistance and superior longevity.
- Professional cleaning process produces a cleaner, more absorbent and longer lasting mop. Colored yarn hides soil so your mop looks fresh between service cycles.
- No solid waste to landfill compared to disposables. A wet mop can last up to one and a half years, helping you meet ISO 14001 goals.
- Rental program includes mop handle.

Our wet mops will be replaced after approximately 40 washes.

ITU AbsorbTech provides great service! I like that we don't have to pay an employee to clean, organize, and inventory our mops. [Our Route Rep] can figure out what we really need before we sometimes even know it.

Pamela Hartmann,
Office Manager,
Pro-Clean Inc.

Check-in, check-out form

ITU AbsorbTech will use the Wet Mop Tracking Form at Allison Transmission. The data will be stored in our records for easy access and can be reviewed at quarterly visits or as requested by Allison Transmission.

Wet Mop Tracking Form

Customer Name: _____ Location: _____

Location in plant	Clean Delivered	Soiled Picked Up	Total
TOTAL			

ITU AbsorbTech Signature: _____ Service Date: _____

ITU AbsorbTech
Cleaner, safer solutions for industry



One account now handles all my janitorial and Sorblits® needs - very convenient! The program definitely makes housekeeping jobs easier, and we have seen substantial cost and waste savings.

Rick Soules,
Tool Crib Manager,
Millenium Machining

Chris,
Regional General Manager

Quality Specifications - Wet Mops

ITU AbsorbTech Corporate Quality Specifications Wet Mops

1. Wet mops
 - a. Visible metal chips:
 - i. None allowed. Metal is not acceptable in any mop!
 - b. Cleanliness:
 - i. No bleeding of color when rinsed.
 - ii. Oily feel to touch is not acceptable
 - c. Color
 - i. Blue to light blue, but stains and discoloration are allowed
 - ii. Staining allowed as long as mop quality is not affected or more than 50% of mop is not significantly a different color
 - d. Thinness
 - i. Original mops weigh a minimum of 1.40 pounds
 - ii. 60% of original weight or .80 pounds
 - e. Holes: defined as two or more consecutive strings missing
 - f. Stiffness and Foreign Matter
 - i. Minor amounts of soft and thin matter (silicone, permatex, etc. which equal a maximum amount of 3 square inches)
 - ii. No hard substances – metal, epoxy, lead, cement, etc.
 - g. Odors
 - i. Must be dry to the touch to prevent mildew and odors
 - ii. Cannot have obvious heavy odor
 - h. Meshing
 - i. Upper meshing of mop must have two full complete uninterrupted ribs from side to side
 - j. Fraying
 - i. Partial fraying is allowed without trimming
 - ii. Complete broken strings must be trimmed to the upper meshing and/or to the lower "belt"
 - iii. Frayed strings must be trimmed to within 3 inch of the upper meshing and/or to the lower "belt"
 - iv. End loops can be broken or frayed without trimming
 - v. Fraying up to 3 inches from lower "belt" or from upper meshing

Safety Data Sheets (MSDS) are available for our wet mop processing at Allison Transmission's request

ISSUED	REV-DATE	PAGE	APPROVAL	FOLDER	FILE NAME
05/04/05	02/27/15	1 of 1	ON FILE	Corporate	Wet Mops Quality Specifications

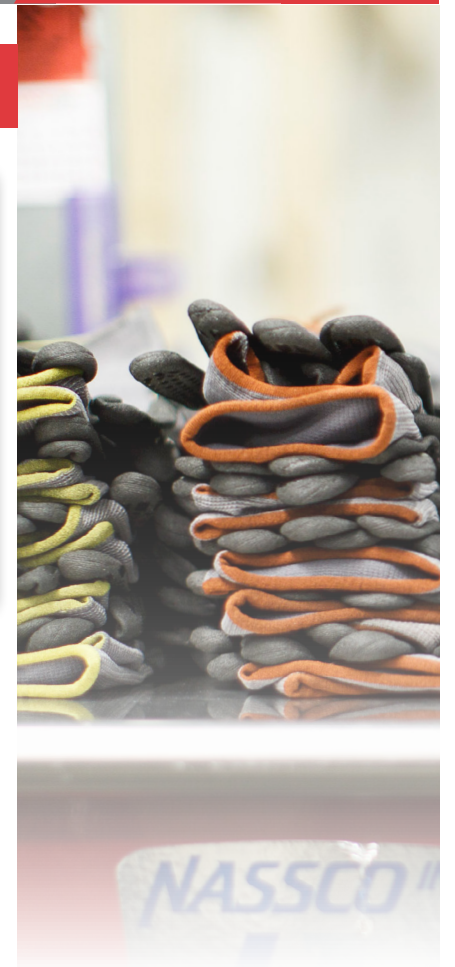
Glove Services

We clean customer-owned gloves for a wide variety of industrial applications. Our cleaning process is unmatched. Simply put, we get gloves cleaner.



Not all gloves are alike so not all gloves can be cleaned alike. We survey your product needs to build the best glove program for your facility.

- Our clean and reuse program extends useful life of gloves and reduces new glove purchases
- Our unique cleaning processes, including water wash and dry cleaning, allows for washing a variety of materials such as leather and rubber
- Compared to "use and dispose" programs, we can save most companies up to 40% on their annual glove costs.



ITU AbsorbTech's glove cleaning program helps us keep our costs down and we are keeping gloves out of landfill. The service from Bob Stillinger is able to meet our glove needs and Dan Harris is always aware of how to address our contract and billing needs.

I would recommend partnering with ITU AbsorbTech if you would like to save money.

Karen McGee,
Warehouse Clerk,
Steel Dynamics



Doug,
Regional Sales Manager

Quality Specifications - Gloves

ITU AbsorbTech Corporate Document Glove Quality Specifications

Note: Even though gloves are not a rental product with ITU and AbsorbTech, Quality specifications have been developed to satisfy customer requirements.

1. Cleanliness
 - a. Color Brightness
 - The color of the gloves must match the samples posted. Gloves that are dry-cleaned will not be as bright as those that may be water washed.
 - b. Reusable Condition
 - No soil transfer
 - Dry
2. Condition and Physical Appearance
 - a. Holes and Tears
 - None except when customer specifies.
 - b. Stains
 - Depends on soil and use.
 - c. Stiffness
 - None, except where customer has set the standard.
 - d. Foreign Matter
 - None
 - e. Fraying of Wrists & Gauntlets
 - Acceptable except where customer specifies otherwise.
3. Packaging
 - a. Sort and band all gloves other than bulk gloves.
 - Sort 10 lefts and 10 rights, pair and stack into a pile of 20, then band them. Thicker gloves may be banded in bundles of 5 pair.
 - Odds shall be placed with the customer's scrap
 - b. Bulk gloves are not sorted.
 - Place bulk gloves in package or drum or per customer specification.
4. Scrap

ITU

 - a. Weigh gloves, then bill at bulk cleaning rate.
 - b. Return gloves to the customer unless otherwise specified.

AbsorbTech

 - c. Consult the AbsorbTech Customers Glove Book for special instructions for handling scrap (some want scrap counted by product type and returned, some want scrap thrown out, etc.)
 - d. If scrap gloves are billed by the pound, weigh then enter the weight on the Non-repairable/Bulk Cleaning line of the work order.
 - e. Return gloves to the customer unless otherwise specified.
5. Related Product
 - a. All related products (sleeves, jackets, aprons, etc.) will be cleaned per customer standards using the glove specifications as a guideline.

Safety Data Sheets (MSDS) are available for our glove processing at Allison Transmission's request

ISSUED	REV-DATE	PAGE	APPROVAL	FOLDER	FILE NAME
11/19/98	09/24/13	1 of 1	ON FILE	Corporate	Glove Quality Specifications

Program Cost Proposal

Thank you for taking the time to go over your service program with us. Based on our discussion, Allison Transmission would like a service provider to assist in the following objectives:

- Work within Allison Transmission's budget to provide a savings over your current program.
- Proactively manage the program to ensure high product and service quality and consistency.
- Assist with decreasing your environmental impact through waste stream elimination.

We promise high product quality, service consistency, complete transparency and an efficiently managed program

- Our Genuine Service Excellence team eliminates service inconsistencies by delivering preventative and proactive maintenance of your account.
- We conduct employee training, deliver cost/budget data and make recommendations for improvement.
- Our family owned company provides reliable scheduled deliveries, maintains housekeeping standards and constantly maintains your program.
- With StraightUp!™ billing, there are no hidden charges. You'll get consistent billing allowing you to plan and budget with confidence. We will meet with you on a scheduled basis to go over the costs and make recommendations on adjustments to keep costs in line with needs.

Below are our proposal numbers based on the current program. We have alternative products and programs that are more cost effective for Allison Transmission. In order to provide those alternative program proposals, we need the opportunity to complete a full needs analysis of the facility and complete complimentary trials. ITU AbsorbTech is very excited about the opportunity to start a long term partnership with Allison Transmission.

Items	Current Usage	Unit of Measure	Laundering Cost	Purchase Price	Depreciation (Months)
Shop Towels - Soiled (return 50 per loose bag)	Inventory 47,000	Per Pound	\$ 1.20		Normal wear and tear of the towels are included with the program. As the towels wear out, they will be replaced at no charge.
Purchase Shop Towels - Used		Per Each		\$ 0.16	
Purchase Shop Towels - New		Per Each		\$ 0.24	
Gloves Laundered (return 1 doz pair/bundle)	800/wk	Per Pair	\$ 0.28		
Mopheads - Cotton (Full Count 500)	220/wk	Per Pound	\$ 1.25	\$ 10.00	Normal wear and tear of the mops are included with the program. As the mops wear out, they will be replaced at no charge.
Mopheads - Microfiber	New Option	Per Each			
Absorbent Rugs (RAS) - Soiled (For this program we will supply Sorblits® Quilted Pad Larges.	800-1000/wk	Per Pound	\$ 1.50		Normal wear and tear of the Sorblits® are included with the program. As the Sorblits® wear out, they will be replaced at no charge.
Mopheads - Shop Floor Use - Heavily Soiled - Laundered like Absorbents (Full Count 250)	100/wk	Per Pound	\$ 1.25		Normal wear and tear of the mops are included with the program. As the mops wear out, they will be replaced at no charge.



Complimentary Trial

No-obligation, complimentary trials are available for most of our programs. Our Genuine Service Excellence Team will conduct a needs analysis and install a trial to match the needs of your facility.

A trial period typically lasts two service cycles. This allows enough time to experience the quality and efficiency of not only the products themselves, but also our managed service programs.

 **Compare us to alternatives. We are confident you'll find our program *the best* in the industry**

Thank you for the opportunity to propose our services to Allison Transmission!



*Jim & David
Leef*



 **AbsorbTech**[®]
Cleaner, safer solutions for industry

Family-Owned and Operated Since 1930

888-729-4884 ▪ ITUAbsorbTech.com

All our processing facilities are registered to **ISO 14001:2004**.
South Bend processing facility also registered to **ISO 9001:2008**.