

Pro-Link Adds New Members

CANTON, MA -- Pro-Link, a jan-san-focused marketing and buying group with members and distribution centers throughout the U.S., has announced three distributors have recently become members.

The new members are:

- J.D. Thompson & Associates, Oklahoma City, OK
- Pro-San Maintenance Supply, Inc., Durham, NC
- Shamrock Supply Co., Inc., Tigard, OR

According to Sue Thompson, CEO, and Thomas Van Ness, Vice President of Thompson & Associates, the 30-year-old company provides cleaning chemicals and equipment, paper supplies, and related products to the cleaning industry as well as public and private organizations throughout the state.

Asked what interested the company in Pro-Link, Thompson said, "The improved purchasing power was a big factor, of course. But we were also impressed with Pro-Link's expertise and knowledge of the jansan industry, especially buildings service contractors, a new part of our business."

Both Tony Sullivan, president of Shamrock Supply, and Michael Overby, president of Pro-San, emphasized Pro-Link's focus on quality service and products for end customers as their reason for joining the organization. "We are going for repeat business and [quality service and quality products] is how you do it," said Overby.

According to Brian Slack, Vice President of Sales for Pro-Link, "these three distributors are exactly the type we are looking for as new members," he says. "They know the industry, are customer focused, and have made a contribution to our industry."

For more information on Pro-Link or to become a member, visit www.prolinkhq.com or call 1 800 74 LINKS.

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Today's News from Building Services Management

Grubb & Ellis to Provide Facilities Services for Kraft

SANTA ANA, CA -- Grubb & Ellis Company, a real estate services and investment firm, has been selected by Kraft Foods Global, Inc., as its facilities services provider for its headquarters in Northfield, IL, and all of its R&D sites across North America.

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K-C Pro Sales Grow Eight Percent

DALLAS -- Though its K-C Professional product line and net sales increased eight percent, Kimberly-Clark Corp. reported less profits for the third quarter of 2008.

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Duro-Last Donates Roof To Beacon House

SAGINAW, MI -- Duro-Last Roofing, Inc. recently donated over 4,500 square feet of roofing membrane to Beacon House in Marquette, MI, an independent organization that provides lodging and other support services for patients, their caregivers, and family members traveling to Marquette County for medical treatment.

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Ashkin Group Names Senior Project Manager

BLOOMINGTON, IN -- The Ashkin Group has added Jeff Pease as its new Senior Project Manager to work with jan-san distributors to develop and manage green programs from a sales and marketing perspective.

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IFMA Names Awards of Excellence Winners

HOUSTON -- The International Facility Management Association has announced the winners of its prestigious Awards of Excellence, recognizing groups and individuals who have made significant contributions to the facility management profession and the association.

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Ecolab 3Q Profits Rise 11 Percent

ST. PAUL, MN -- Steady gains from its U.S. business and double-digit growth from Latin America and Asia Pacific operations led Ecolab to record sales and profits in the third quarter.

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UGL Unicco Makes Business Development Promotions

NEWTON, MA -- UGL Unicco, a subsidiary of United Group Limited (UGL), has announced that Eric Miller, John Rogers, Rich Armandi and Jonathan Peck of the company's Business Development organization, have been promoted.

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SCA Tissue Starts Up Second Machine in Alabama

PHILADELPHIA -- SCA Tissue started up its new No. 14 paper machine on last week 17 at their plant in Barton, AL. The new machine represents a strategic investment of \$145 million that together with the Barton plant's existing paper machine will increase annual tissue production at the facility by 70,000 tons to 180,000 tons.

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Grosvenor CIMS Certified With Honors

ORLANDO, FL -- Grosvenor Building Services has attained the CIMS Certification With Honors, the highest quality recognition from the ISSA, the cleaning industry's leading trade association.

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