

Fuller Group incorporates new subsidiary into operations

Cannon Hygiene of Puerto Rico to introduce state-of-the-art hygiene and cost-saving products for restrooms

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Cannon Hygiene of Puerto Rico, a new subsidiary of the Fuller Group of Puerto Rico, will soon introduce into the local market state-of-the-art, cost-saving hygiene products and a service program unlike any other seen before for public and commercial restroom environments. Fuller becomes the sixth franchise to partner with Cannon Hygiene and the first one outside the mainland U.S.

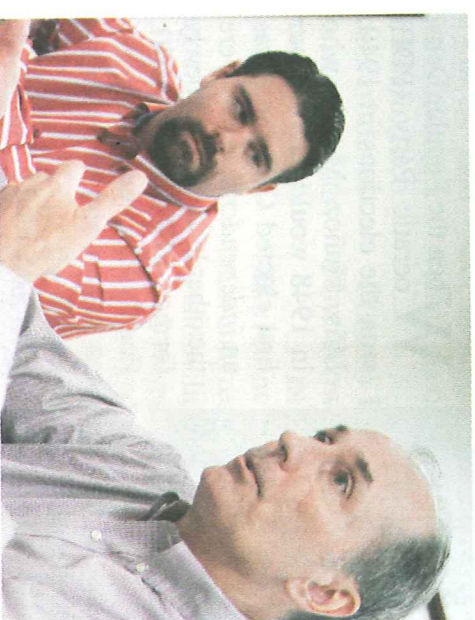
"When we were looking at who we wanted as future partners, clearly the

Fuller Group was on top of our list because of its commitment to quality. They will have a fabulous opportunity to take this new division and introduce hygiene services into the local market that have never had the opportunity to be shown here before," said Douglas R. Calvert, president of Cannon Hygiene Inc.

"Cannon Hygiene of Puerto Rico will be a separate division of Fuller but in parallel with our focus. We think it's a great add-on to the services we currently offer in this marketplace. We are firm believers in the Cannon system and will make sure that it works here in Puerto Rico,"

said Jorge López, vice president of Fuller Group Puerto Rico.

Calvert indicated that Cannon would soon be launching a brand-new hand-care product. When the Dyson Co. (famous for vacuum cleaners) came to the U.S. to introduce its new hand dryer, they were looking for a partner and selected Cannon because of its focus and expertise in restroom hygiene.



From the left: Jorge J. Lopez, vice president, Fuller Group Puerto Rico; and Douglas R. Calvert, president, Cannon Hygiene Inc.

"The new Dyson air

blade hand dryer will soon be available in Puerto Rico. It is 80% more energy efficient than any other hand dryer on the market as there is no heating element in the unit, which has a digital motor that generates 81,000 rpm. This converts to about a 400 mph wind current that virtually squeezes your hands dry in 12 seconds. It is also the only unit available that has a HEPA filter to continuously clean and filter the air in a restroom, removing 99.9% of the bacteria. There are some estimates that this technology can deliver 98% savings on operating costs versus traditional paper towel use. It has a very nice green story to it and is a great environmental fit to any organization in Puerto Rico and elsewhere that is looking to enhance their green initiatives," said Calvert.

Calvert demonstrated a touch-free feminine hygiene unit that will also soon be introduced to Puerto Rico. "Women who use this new system will never, never go back to using what they have in the past. Right now they don't know there is a better way, but they soon will. This is really what Cannon started with 60 years ago when we invented feminine hygiene service," added Calvert.

"In the restroom environment today, hygiene is important because everyone is worrying about germs, bacteria and things like that. For the past 60 years, Cannon Hygiene has focused entirely on hygiene and primarily touch-free technologies because that is becoming more and more important in the marketplace. When people use a public restroom, they really don't want to touch

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anything," said Calvert.

"With regard to touch-free technology and its implications on public health, it's not a matter of people not wanting to touch anything in public restrooms; they shouldn't have to touch anything, and that is something no one is addressing. From a health standpoint, it is something that we desperately need; you would be amazed how many diseases are spread daily in public bathrooms. A company that invests in these hygiene systems is really saying we care about our customers and employees," said Lopez.

According to Calvert, besides hygiene, there is a significant energy-saving component to the type of technology that Cannon provides. The auto faucets can save up to 70% in water consumption. The same can be said for an automatic flushing system in a restroom environment. "These are very much the energy-conserving services that everyone is looking for, particularly here in Puerto Rico where conservation of valuable resources is important," noted Calvert.

"This is a very specialized service offering for providing and enhancing restroom hygiene in any kind of commercial, industrial or governmental facility you can imagine. Cannon Hygiene services Buckingham Palace in the U.K. and the White House in the U.S. What we do is widely recognized as important, and frankly, when people learn about our services through Cannon Hygiene or our franchise partners, they really appreciate and like what we provide and deliver," concluded Calvert. ■