

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.

The Ashkin Group is a longest-stand advocate for the use of Green cleaning products and processes. Stephen Ashkin, President, founded the organization in 1990 and is also Executive Director and Founder of the Green Cleaning Network.

“Jeff’s duties are actually much more than just helping distributors understand what Green cleaning is all about,” says Ashkin. “We help them move from selling just products to selling a complete program—consisting of a bundle of Green products and services.”

According to Pease, distributors are looking for ways to differentiate themselves in the marketplace. “With this sales program, we help educate and train their [sales] reps and, perhaps most important, help them succeed at leveraging Green to open new business and retain what they have,” says Pease.

The initiative was started about four years ago when it became apparent that many distributors had little time or knowledge to develop a Green program and train their reps. “But now, the need has grown so large that we decided to create an entire department [headed by Pease] to manage it,” Ashkin says.

Pease has a master’s degree in business administration and a 20+ year history holding senior sales and marketing management positions, including:

- Corporate Vice President of Sales and Marketing for Brady Industries, a privately-held janitorial distributor based in Las Vegas, Nevada
- Senior Vice President for Marketing and Channel Development for Castle Rock Industries, which is now part of Karcher Floor Care, Inc.
- Vice President of Sales for supplyForce.com, a leading National MRO (maintenance, repair, and operations) service company for Fortune 1000 companies
- Vice President of National Accounts for Affiliated Distributors, one of the largest buying and marketing groups in North America.

“Green is now on everyone’s mind and it’s getting stronger. I have admired Steve and all that he has accomplished by Greening the cleaning industry,” says Pease. “Much of this he did single-handedly and I am now proud to help him and be a part of his team.”

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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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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.

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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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