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Maintenance Supplies



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Industry News





Greg Powers



Soren Christensen

Jan/San Distributors Participate in Survey

More than 100 Jan/San distributors throughout the United States completed an online survey regarding a variety of issues affecting their businesses and the cleaning industry. Among some of the responses noted, more than 50 percent of the distributors believe "pricing pressures" are their number one business concern today, followed by 48 percent troubled by the growing influence and competition from national distributors competing in their cities and towns.

Other findings include: To address the business challenges of the future, 56 percent of the distributors indicated this could best be accomplished by concentrating on "niche" markets. In another question, 56 percent of the respondents

reported that providing "value added" services to end customers was one of the most effective ways for local distributors to compete against larger and national distributors.

Forty-four percent believe Jan/San buying groups "will become increasingly important" for distributors as another way to meet the marketing challenges of the future.

Kimberly-Clark Professional Launches Sweepstakes

To help celebrate 60 years of service, Kimberly-Clark Professional is launching a sweepstakes for laboratory professionals. One grand prize winner will be selected at random from all entrants on or about January 15, 2008. No purchase is necessary to enter the contest. For entry forms and complete contest rules visit www.kimtech.com/birthday.

EcoLogo Offers Special Pricing to ISSA and DfE Members

EcoLogo™, North America's oldest and leading Green-certification organization, has announced special pricing to ISSA members wishing to have their products certified environmentally preferable.

Basic Certification, the standard fee for certification that is priced as a percentage of the annual sales of the certified product, will be extended to all ISSA members. Fully half of all EcoLogo licensees pay no more than \$1,200 per year.

EcoLogo also offers two programs — EcoLogo Plus! and EcoLogo Premium! — that help their clients market their Green-certified products. These will also be offered at the following special prices to ISSA members:

Special pricing to partners of the DfE Program, an important Green formulation program established by the U.S. Environmental Protection Agency is also available.

For more information, go to www.ecologo.org.

Distributor Digest

Unger won the innovation award in the best hand tools category at the Cleaning Show 2007 in Birmingham, United Kingdom, for its new HiFlo Carbon Tec Water Fed Pole. The HiFlo CarbonTec revolutionizes pure water, high-level window cleaning with its "any position" Waterfeed Assembly. This feature includes an on/off flow control connector to make cleaning high areas from the ground a safe, practical alternative.

NCP Commercial signed an agreement to acquire the assets of Bouras Mop Company in St. Louis, Missouri. NCP will relocate Bouras' assets to NCP's main manufacturing and distribution facilities in Paxton, Ill. Bouras' Safeguard™ mopheads, Radial Flare mopheads, Super Strand™ mopheads, and extensive line of dust mops, wet mops, and microfiber products will be added to NCP's line of products for the commercial and foodservice markets.

SEI Chemical of Northridge, California purchased 21st Century Coatings Ltd. of Vancouver, British Columbia, Canada. Purchase price was not disclosed, although the SEI did announce that 21st Century would continue in the immediate future operating under the same name and with its current sales outlets. It is expected that in due course sales personnel from both companies will, after training, be selling a unified product line under the SEI brand.

Grainger announced plans to expand and enhance its operations. As part of this multi-year expansion, the company will revamp its distribution network by opening new facilities, relocating others, and expanding some of its existing facilities. The company plans to increase its number of locations by about 25 percent once the expansion is complete.

People

Eastern Bag & Paper recognized Rubbermaid Commercial Products' Sales Manager, Michael Weisenberg as its 2006 Manufacturer Sales Representative of the Year at its Milford, Connecticut office. In addition, Rubbermaid was named 2006 Manufacturer of the Year.

Enviro-Solutions announced that Scott Thomson, president of ECO-CLEAN of New England based in Portsmouth, New Hampshire, a newly formed manufacturer's rep firm, has recently taken on the Enviro-Solutions line. Thompson represents other lines including Cleanfix, EES, Vonschrader and Milwaukee Dustless Mops. His company will be representing Enviro-Solutions in Massachusetts, Connecticut and Rhode Island.

Carlisle SynTec Inc. appointed Paul Markel to the position of FleeceBACK Sales and Marketing Specialist. In this position, Markel is responsible for helping to drive sales initiatives and continuing to build momentum in the marketplace for Carlisle's high performance FleeceBACK roofing systems.

Fluor Corporation announced that Steve Dobbs has been promoted to the position of senior group president and

Dwayne Wilson has been promoted to group president. In his new expanded role, Dobbs will oversee the company's Industrial & Infrastructure, Government and Global Services business groups. Succeeding Dobbs, Wilson will be in charge of Fluor's Industrial & Infrastructure group. Rick Koumouris will replace Wilson as senior vice president and general manager of the Mining & Metals business line.

Eco Concepts, Inc. hired Greg Powers as Assistant Vice President, Strategic Accounts Manager.

Ideal Industries, Inc. appointed Westley W. Howard as Product Manager for its hand tool line.

Soren Christensen joined U.S. Products as General Manager of Sales and Marketing, Europe and Asia Pacific.

National Chemical Laboratories, Inc. appointed Juan Henry to the position of Regional Sales Manager. Henry is responsible for sales and distributor support in South, Central and West Texas.

Tornado Industries hired three new territory managers to represent the company in different areas of the United States. Tom Clark will represent the company in Pennsylvania, New York, New Jersey and Delaware. Jeff Drost will represent Tornado in west Missouri, Kansas and Iowa. Dennis Sheridan will be responsible for east Missouri, Iowa and southern Illinois.

LagasseSweet appointed Paul Barrett as Vice President, Sales.

Barrett will be based out of the LagasseSweet corporate headquarters in Deerfield, Illinois.

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