

# What's New Newsletter?

## Flexamatic's New Burnisher Head



The powerful dual-motor upright vacuum now is available with a 2000-rpm burnisher. In one lightweight machine, the Flexamatic can now be used as an upright vacuum, a canister vacuum, or a burnisher. The Flexamatic with Burnisher Head can thoroughly vacuums your carpets and shine your hard floors without having to switch machines.

### The Flexamatic with Burnisher Head features:

- 12" burnishing path
- Non-marking bumper that protects machine and furniture
- Indicator lights alert operator
- Automatic shut-down in case of blockage
- Easy-to-clean dust control system



The Flexamatic Burnisher is the perfect machine to bring a shine back to small or hard to-reach floor areas. This 12" burnisher maneuvers easily in and out of tight spots and with a weight of under twenty pounds, it's simple to get it to any cleaning location.



Flexamatic Burnisher automatically adjusts to the floor for a consistent shine and it even completely lifts the pad off the floor surface for protection if there is too much resistance. It has never been easier to make hard floor shine.

## "No Touch" ez Hygiene System



The EZ Hand Hygiene No Touch automatic dispensing system reduces cross-contamination in restrooms and makes hand-washing more effective.

Originally developed for our popular EZ Foam foaming dispenser, the EZ Hand Hygiene No Touch automatic dispensing System now accommodates 6 rich foam formulas, including one **Green Seal Certified**.

Foaming Alcohol Hand Sanitizer is a 62% ethyl alcohol based formula meets CDC recommendations for the highest hand sanitation. Easy rub-in and great after-feel. Dye and fragrance free, the popular foam-style encourages usage.

- Top mounted valve eliminates leaks
- Multilingual bag labels
- Large refill indicator window



## Myers Supply

900 Arch St. Little Rock, AR 72202  
501-372-6677  
831 Third St. Hot Springs, AR 71913  
501-623-7742  
[www.MyersSupply.com](http://www.MyersSupply.com)

Newsletter Date 10/20/08 , Issue 44

## Microfiber Floor Pads



Microfiber pads, used in both cleaning and burnishing applications, are designed to meet the highest standards of hygiene, while meeting today's demands for improving the indoor environment.

Microfiber pads are composed of very fine fibers that are capable of removing soil from the smallest pores within a floor or within the finish coating. The microfiber traps the dirt particles within the pad creating a "capillary" effect that allows the pad to absorb up to seven times its weight in soil and water.

Microfibers are very small (less than 1 denier) however they maintain their strength and uniformity even under use with the highest rpm burnishing machines. The tiny microfibers are even finer than luxury fabrics, like silk, allowing them to generate higher levels of heat needed to rejuvenate gloss.

Myers Chemical & Supplies

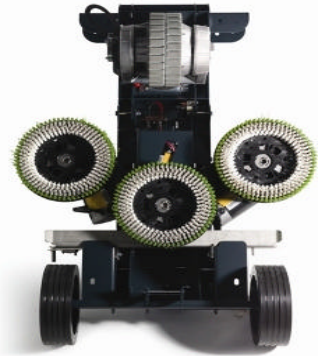
Get more product info at: [www.MyersSupply.com](http://www.MyersSupply.com)

MyersSupply.com

## New Twintec Vario Rider

This new ride on floor scrubber offers you 3 machines in 1. That is a machine with 3 different scrub widths of 26", 30" and 34". Available with an 30 Gal capacity and a run time of 3.5hrs which can be increased to 4.5hrs simply by adding 2 extra batteries.

- The new Twintec Vario is a careful blend of proven features and powerful new technology.
- With an adjustable brush deck, the TwinTec Vario is 3 machines in one. The brush deck adjusts from 26" - 34".
- Fully adjustable water flow rate from 0.25 gpm to 1.0 gpm
- Patented pop-on / pop-off brushes and pad drivers for easy brush changes.
- Adjustable brush pressure (up to 160 lbs.) and speed (up to 4.3 mph)
- 6 Gel batteries are standard with 8 as an option for extended runtime.
- Low voltage shut off protects batteries from being over discharged
- 2 squeegee sizes come with each machine
- Onboard chemical dispensing system allows for 32:1, 64:1, 96:1, 128:1 chemical metering.



## Odor Assassin Air and Fabric Freshener

Have you been looking for a "good" odor eliminator. One that not only can be used to spray in the air but also can be used to freshen fabrics, upholstery and carpeting. One that eliminates the odor so it doesn't come back. One that effectively neutralizes smoking odors, pet odors, cooking odors like fish, garlic, and more. One that they can use in their home, office and auto.

Odor Assassin Air and Fabric Freshener is the product you want. It contains a unique patented ingredient, SE-500, that works immediately to stamp out odors. It's designed to penetrate deep down into fabrics where trapped odors linger, lifting them out for good.

## Green & Clean Green Seal Liquid Hand Soap

Green & Clean Hand Soap is Gentle, effective cleaning that's easy on the skin and good for the environment. White color with a pleasant tropical fragrance. Biodegrades 90% in 30 days.

Green & Clean Hand Soap is available in the DuraView large capacity dispensing system that eliminates the need for bulky, expensive cabinets without sacrificing appearance, security and performance. Available in 2000mL, the DuraView system replaces traditional cabinets by utilizing a unique "bag-in-bottle" cartridge and durable dispenser combination.



Sealed bags of skin care product are welded inside molded heavy-duty PVC to create a disposable, space saving soap cartridge that is durable and completely waterproof. When it's time to refill, simply recycle the old cartridge and insert the new one. Lock in place and you're ready to go! In addition to being great looking, the dynamic design creates the ultimate view window, eliminating all guessing about product-type and soap level.

## Superior Recycling Container Bins

### What to look for in a recycling container:

A Quality Sort	Capacity	Ease of Collection	Recycled Content	Ease of Use
			<p style="font-size: small;">Minimum 35% Post Consumer Recycled Plastic</p> 	
Shape, colour and labels make sure recyclables end up in the right place.	Overflowing and under-capacity bins can really hurt a program.	Appropriate size, handles, bottom grips and easy accessibility.	Uses recycled content and more importantly efficient designs that conserve resources.	The right sizes and hanging options to maximize diversion and make it easy for the user.



The **Three in One** is one of the best recycling bins for outdoor use. It is perfect for downtowns, stadiums or high traffic areas. The optional signage holders can generate advertising revenue that will pay for your recycling program.

The Three in One outdoor recycling container comes with 3 durable plastic liners and can be modified to fit 4 high density liners to add a fourth opening.

Like the other Super Sorters, the vertical opening keeps out rain, snow and ice. The Three in One will also not rust or dent. It is perfect for offices, venues or downtown recycling programs.

The Super Sorter Openings ensure a quality sort of recyclables. It is also available in various colors that make it look great!

The **Clear view Lid** significantly reduces contamination. The clear lid allows for people to easily see the contents inside and the custom openings accommodate only desired content.

The hot stamped openings will not fade or peel. It is an ideal educational tool in schools, great for lunch-rooms or any centralized area.



The **Better than stone** is more cost effective than concrete recycling bins. It costs less to ship and is more durable to the elements.

The lid has a hinge on the side that makes it easy to empty when placed against walls. It doesn't get dirty like concrete, will not rust and it is easy to remove graffiti.

There is less risk of damage to cars or people when bumped into and this durable unit is bottom heavy for stability.

The **Can-Pactor II** can reduce volume of aluminum cans by 80% making the most of your available storage space. It not only removes bulk issues but also eliminates unsightly mess and contamination problems. Using standard 30 gallon trash bags, the Can-Pactor can store up to 400 cans at one time.

With it's safe and easy to use hand-operated crusher and convenient size, it is ideal for use in apartment/ multi-family buildings, cafeterias, offices, schools, clubs, at home and other places collecting cans.



## EPA Moves Forward on Green Claims for Disinfectants and Sanitizers

A U.S. Environmental Protection Agency (EPA) work group has committed to developing a proposal that would allow companies to make “green” claims and/or use eco-labels in conjunction with the promotion and marketing of disinfectants, sanitizers, and possibly other EPA-registered pesticide products. Current EPA policy prohibits such claims.

In this regard, ISSA Director of Legislative Affairs Bill Balek and The Ashkin Group President Stephen Ashkin were appointed co-chairs of a committee tasked with the responsibility of carving a path forward for the use of environmentally preferable claims related to institutional and commercial disinfectants and sanitizers. This committee will report its results to the EPA Work Group on Comparative Claims for Pesticide Products.



Balek and Ashkin were appointed to the comparative-claims work group in late summer. The group was established for the specific purpose of making recommendations to the EPA Office of Pesticide Programs regarding the use of green claims in the promotion of EPA-registered pesticide products. Historically, the EPA has prohibited the use of environmentally preferable claims, including the use of eco-labels, in relation to any pesticide products, including disinfectants and sanitizers.

The EPA recently agreed to review its current policy at the prodding of ISSA and others that have argued that the market-place demand for environmentally preferable cleaning products requires the agency to develop a new policy that allows industry to make objective and verifiable claims regarding the environmental and safety and health attributes of its disinfectants and sanitizers.

To date, the work group has met twice, most recently on October 6, and is moving forward quickly to finalize its recommendations. It is expected that a specific plan will be proposed and discussed at the work group's next meeting, in early December.

## Green Seal Gains ANSI Accreditation



Washington, D.C.-based non-profit Green Seal has been recognized by the American National Standards Institute (ANSI) as an accredited standard developer.

ANSI is coordinator of the U.S. voluntary standards and conformity assessment system.

Green Seal has been developing environmental standards since 1989. These environmental standards include requirements to reduce, to the extent technologically and economically feasible, the environmental and health impacts associated with services and the manufacture, use, and end-of-life or life cycle of products. Set on a category-by-category basis, Green Seal's environmental standards focus on significant opportunities to reduce a product or service's environmental impact.

“We are pleased to join the ranks of ANSI-accredited standard-making bodies,” said Green Seal President and CEO Arthur Weissman, PhD. “ANSI accreditation validates the consensus and procedural processes used by Green Seal for standard development, and, in turn, paves the way for individual Green Seal standards to become American National Standards.”

According to ANSI: “Accreditation ... signifies that the procedures used by the standards body in connection with the development of American National Standards meet the Institute's essential requirements for openness, balance, consensus and due process.”

More than 215 organizations across a broad spectrum of industries are now accredited by the Institute. ANSI member organizations include educational institutions, companies, professional associations, and government members.

In addition to the ANSI accreditation, Green Seal follows the Guiding Principles and Procedures for Type I Environmental Labeling adopted by the International Organization for Standardization (ISO 14024) in developing environmental standards and certifying products. Green Seal has standards for cleaning products and services, building products, lodging properties, paper products, and many other categories. Green Seal is also actively developing new standards.

Green Seal has played an important role in helping to shape policy at the national and international levels and the market transformation towards the purchase and use of more sustainable products and services.





## Green Seal Stands Behind GS-37

Green Seal certified products are increasingly used in schools and more and more cleaning chemicals are demonstrated to contribute to health and environmental problems. Updating the Green Seal standard for the cleaners used in schools and other institutional settings (GS -37) involved careful consideration of vulnerable populations needs. Given the significance of GS-37 and the controversy that surrounds all chemical restrictions, Green Seal anticipated that consensus might not be achieved in its Scope of Work issued to all stakeholders early in the 21-month-long process.

Early documents in the revision process also set out the rationale for special consideration of children, in particular, because of their sensitivity to chemical exposures and the many ways in which they may be affected during their developmental stages.

Green Seal strictly adhered to the ISO standard that govern such standard development: ISO 14020 Environmental labels and declarations - General principles and ISO 14024 Environmental labels and declarations: Type I environmental labeling - Principles and procedures.

The process to develop the GS -37 standard was open and transparent. All interested parties were allowed to participate in the public review period and given several opportunities to register as a stakeholder for more active involvement throughout the process. Project progress and discussion were continually accessible through several electronic means (e.g., Web site, on-line forum, and e-mail). Discussions were also conducted through teleconferences with open participation. In addition, draft language on specific issues was provided to interested parties to further enable discussions.

The ISO standards also require that the criteria of an ecolabeling standard be based on sound scientific and engineering principles and be derived from data that support the claim of environmental preferability. The GS-37 revision process provided a clear rationale for each criterion in all the support documents. It was recognized that a conventional risk assessment approach is not sufficient for an environmental leadership standard - which attempts to promote the safest alternatives, not to set so-called safe limits for questionable chemicals - it also inappropriate for protecting vulnerable populations that are not considered in standard risk assessment methodologies.

Even though some trade associations oppose the viewpoint on using a hazard-based (vs. risk assessment) approach to protect vulnerable populations, other stakeholders fully supported this approach, and yet others felt that potentially more could be done. As a result, the ballot was nearly split, with only a few specific issues with sustained opposition. It was Green Seal's task, supported by RESOLVE and the Stakeholder and Executive Committees, to sort through these differing viewpoints and the available science to create a strengthened standard that would ensure the protection of vulnerable populations and the environment.

While Green Seal strived to reach consensus and took reasonable efforts to achieve consensus, it has long recognized that it is difficult to do so for environmental leadership standards that, by definition, exclude the majority of products in a market and potentially a number of manufacturers that cannot meet the standard. It is therefore no coincidence that seven trade associations object to the standard, as they are constituted to uphold the interests of all their members and members' products. "With the extensive and intensive process involved in revising GS-37," Dr. Arthur B. Weissman, President and CEO, of Green Seal, Inc, believes "One could fairly say that Green Seal went above and beyond this requirement and in fact made extraordinary efforts to achieve consensus."

In the final analysis, the success of the revision of GS -37 will be measured by the extent to which it changes the market of cleaning products to make them more protective of human health, including vulnerable populations such as children, and the environment.

"We regret that some are unable to support the revised GS -37," says Dr. Weissman, "[But] we trust that government agencies that are charged with protecting the health of their citizens will choose to support a standard that protects the rights of children over the rights of chemicals, and anticipate that many progressive manufacturers will see the benefit of conforming with a leadership standard that promotes more sustainable cleaning products that will ensure a healthier, cleaner environment for all."



Seeking a way to differentiate your organization from the competition, demonstrate your commitment to quality and customer satisfaction, and improve your overall operations?

Look no further than the ISSA Cleaning Industry Management Standard (CIMS), the first consensus-based management standard that outlines the primary characteristics of a successful, quality cleaning organization. Join the growing list of CIMS-certified companies by attaining this prestigious symbol of excellence.

And CIMS is more than just a way for cleaning organizations to set themselves apart in the marketplace. While facility managers and others responsible for selecting a cleaning service provider can gain an increased level of confidence in their contractor by using CIMS as a powerful pre-qualification tool.

CIMS applies to management, operations, performance systems, and processes. Compliance with the Standard demonstrates an organization is structured to deliver consistent, quality services that are designed to meet the customer's needs and expectations. It sets forth processes, procedures, and supporting documentation proven to be characteristic of customer-driven organizations. CIMS is non-prescriptive and each individual organization has the flexibility to choose the most effective ways in which to meet its requirements.

The Standard is divided into five areas of management best practices:

- Quality systems
- Service delivery
- Human resources
- Health, safety, and environmental stewardship
- Management commitment



Further, CIMS applies to an organization in its entirety, rather than to a specific individual, process or product, and without respect to the size of the organization.

### **Created By the Industry, For the Industry**

The Standard was created through a true consensus-based process that brought together representatives of the cleaning, facilities management and purchasing communities. In total, more than 100,000 constituents were represented in the process, which included full peer review, and was administered by ISSA and the American Institute for Cleaning Sciences (AICS).

### **Who Can Help My Organization Prepare For Certification?**

Achieving CIMS certification is not necessarily an easy task. Fortunately, there is a group of individuals who are uniquely positioned to help!

CIMS "ISSA Certification Exerts" (I.C.E.) are ready to provide training and consulting services to cleaning organizations interested in complying with and preparing to be certified to the Cleaning Industry Management Standard (CIMS).



**Myers Supply & Chemical is the only distributor in Arkansas to have a CIMS ISSA Certification Exert on staff.**



**Myers Chemical & Supplies**  
Get more product info at: [www.MyersSupply.com](http://www.MyersSupply.com)