

The Connection™

Marvins View

November 20, 2007

Well it has been an amazing six weeks and I want to share with you some of the events that may have value for your operation.



MRSA (Methicillin Resistant Staph Aureus, as if you didn't know that already) has been on the front burner at School Boards, Hospitals, in newspapers, news magazines and on TV. Some are acting responsibly and some in panic...but what's new about that. Hal Temkin, Sean Leer and Jerry Goldman have been busy sending on responsible data to our customers, but we still want to emphasize the importance of publicizing your own documented program and special efforts like the Clean Team. As you know we have sent a great deal of info on the subject during the past year.

Environmental cleaning is taking on a whole new meaning for many different industries. I had the honor of speaking at the Association of Manufacturing Excellence Convention, and they had two tours that visited our factory. Thousands of representatives from the world's largest manufacturers were there to hone their skills on LEAN Manufacturing which is based on the Japanese Style of Management. AME deserves a lot of credit for the survival of our country's manufacturing base due to these practices. The movement is also spreading to the Health Care Industry so being LEAN and GREEN is something you will be hearing much more about. Hunter Lovins was the Keynote Speaker on the subject and she really motivated them to understand their future challenges and the head start they already have. Lean practices can help all of us to be more efficient and effective. **Here is a [link](#) to an informative article from AME's President, Ralph Keller, in the current issue of *Industry Week*.**

Monument to Waste

Our display of wasted bottles drew a lot of attention at the ISSA (International Sanitary Supply Association) Show in Orlando. The thought that one case of our All Purpose Detergent (528 pacs) replaces all those bottles, 100 pounds of plastic and 56 pounds of cardboard seemed shocking to many people. Does your administration understand the impact you have had on waste disposal through the years? Add the savings up and pass it on up the ladder.



USGBC GreenBuild Explodes With Attendance and Interest



The show was overwhelming and must have had twice as many people as last year. People were jamming into McCormick Place to hear the programs and view the exhibits. We brought our service and support team...over 45 people (see photo) to the Show so they could see and learn. Our booth attracted over 250 inquiries- the most we ever had in 43 years of exhibiting at major shows. They included powerful builders, property owners, city planners, Universities and architects. If you weren't sure that "green" had arrived, this massive crowd would have changed your mind. Keynote speakers included Bill Clinton and Paul Hawken.

Did you see us on TV?

Our Company was featured by NBC-TV during their Green Week.

Here is a [link](#) to that story.

PortionPac Sustainability Concepts In Demand. There was so much more going on, but let me add one more, our Education Director Mark Samios and our CEO Burt Klein had numerous speaking and teaching engagements during the month. For example, Burt was a key presenter at the Illinois Governor's Pollution Prevention Award Ceremony and taught a Sustainable Business Course located at the Illinois Institute of Technology.

I am glad the month is over and hope we can catch our breath. Whether you call it environmental concerns, LEAN, or sustainability, the focus today is how to be most efficient with our resources and get our organizations prepared for challenges. If we can help you or your professional association on any of these subjects, let us know.

Have a GREAT Thanksgiving!

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