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June 2015 Newsletter

[www.nissco.com](http://www.nissco.com)



## RJ Schinner Announces 2 New Locations

Wisconsin-based redistribution specialists, RJ Schinner have expanded with a warehouse location in Phoenix, AZ.

R.J. Schinner Co., Inc. purchased assets of CSB Industries in Phoenix, Arizona. This facility is now servicing customers in Arizona, Nevada and New Mexico.

"RJ Schinner has experienced very strong growth over the last decade, and with this acquisition we see that trend continuing in 2015. Our acquisition of CSB assets expands our distribution into the Southwest. We look forward to the opportunities that this location will provide both our vendor and distributor partners." according to Ken Schinner, President of RJ Schinner.

R.J. Schinner also announces the commitment to their newest facility located in Tampa, Florida.

This facility will service customers in Florida and provide both 'will call' as well as RJ Schinner truck delivery to the market.

"We have long heard the requests from distributors, that they would appreciate our coming to Florida. As an independent wholesaler that supports independent distribution, Florida is a natural fit and should enable our distributor partners to compete and grow." – Jeff Heeren, Senior Vice President.

Shipping will begin out of the Tampa location in the Summer of 2015.

For over 60 years RJ Schinner has been selling paper products, can liners, janitorial supplies, and food service disposables to the commercial marketplace through distribution. With this Phoenix acquisition and new Tampa expansion, RJ Schinner will service a thirty-nine state area with 13 warehouse locations.

"Since 1951, the RJ Schinner strategy has been to focus on meeting the demands of our distributor partners. We continue to expand our logistics, sales and marketing capabilities to meet the challenges of today's market place." - Ken Schinner

To see all RJ Schinner locations [Click Here](#)  
For more information visit [www.rjschinner.com](http://www.rjschinner.com)





# We Can Save What?!



## Connected Money

is proud to be part of the NISSCO family and this year's Buying Conference. Connected Money has reduced NISSCO member's credit card processing fees by an average of 33%, resulting in thousands of dollars in savings! To date, over 40% of show attendees have sent us their statements and we have educated them on the 86 points of hidden fees that exist in the merchant processing world. (Most members that have made the switch were absolutely convinced their rates were 3% or below - and some were as high as 8%)!

As a result, over 57% of NISSCO members signed up with Connected Money to take advantage of not only our Flat Rate Program, but our entire suite of financial products and services. We could not be happier to have been introduced to such a great group of people! To see what we can save you- send 3 months of statements to npayton@connectedmoney.com. If we can't Meet Or Beat your current effective rate we will pay you \$100.00!

P.S. There are only 83 Days Left to become EMV Compliant. Are you ready?



Visit [www.connectedmoney.com](http://www.connectedmoney.com) for more information

## FIFRA Exempt BioPesticide LIGHTS OUT Wins Distributor Choice Award

LIGHTS OUT Bed Bug Killer has been named a winner of the "Distributor Choice" Award in the annual program sponsored by *Sanitary Maintenance* magazine.

LIGHTS OUT is made only with ingredients which qualify for the 25(b) exemption in the EPA Pesticide Regulations or G.R.A.S (Generally Regarded As Safe) ingredients, which makes it a winner with a variety of accounts including hospitality, homeless shelters, transitional housing, college dormitories, and kennels.

The product has efficacy certification from the American Academy of Entomological Sciences "as to all mortality in the test areas against bed bugs, ants, millipedes, carpet beetles, fleas and cockroaches."



For more information, visit [www.QuestVapco.com](http://www.QuestVapco.com)

## Kutol's new luxury foaming soaps have been recognized with the Distributor Choice Award

Two of Kutol's new luxury foaming soaps have been recognized with the Distributor Choice Award, an award based on votes by distributor readers of *Sanitary Maintenance* magazine as the most innovative and useful products of the year. Both soaps were developed based on today's most popular fragrance and color preferences.

Foaming Vanilla Essence has a clear pale green hue with a gentle vanilla scent. Foaming Spring Meadow offers a fresh floral scent and a clear light blue tint.



Both new foaming hand soaps are Green SealT certified to GS-41 standards and are available in 1000 mL refills (for Designer Series and EZ Hand Hygiene dispensers) and 950 mL CleanShape, pump bottles.

[www.kutol.com](http://www.kutol.com)

## The Anderson Company: On-Demand Training

The more you know about The Andersen Company product line, our services, and how to sell our products - the more successful you will be in growing revenues for your company.



That's why The Andersen Company developed "On-Demand Training". So your sales representatives can be updated accurately and effectively at their convenience, 24/7! [Click Here](#) to learn all about this exciting technology.

For more information visit [www.andersonco.com](http://www.andersonco.com)

## Improper Hand Hygiene Is Critical Inspection Violation

Improper hand hygiene can result in a FDA Critical Violation. Local and county health departments conduct local inspections of restaurants, cafeterias, and grocery stores, relying on the FDA Food Code for guidance.

The FDA emphasizes the importance of hand hygiene and states in its Food Code, "Ensuring that hands are washed using the proper procedure and at the appropriate times must be a top priority during every inspection."

If improper hand washing is observed during an inspection, it can result in a "critical violation" to the establishment. In some areas, these code violations become public via websites and publication in local newspapers.

The restaurant manager or "person in charge" has the responsibility to ensure workers are using the proper hand hygiene procedure. That includes following the FDA Food Code that requires hands, as well as exposed portions of the arms, be washed for at least 20 seconds. ([Section 2-301.12 Cleaning Procedure of the FDA Food Code](#))



## Rochester Midland Launches 3 new Products

### PROXI ENCAP

**Carpet Cleaning With The Power of Peroxide**

- Multi Use: Encapsulation Cleaner, Hot Water Extraction, Prespray, Bonnet Cleaning, Spotting
- Captures and Fractures Soils from Fibers
- Soils Easily Removed When Vacuumed
- Use At: Airports, Hotels, Schools, Hospitals
- Up to 5000 Square Feet Per Gallon
- Product code # 11973827 4x1gal/cs



### PERFECTO 7

**All Purpose Cleaner "with a fresh lavender fragrance"**

- Concentrated Neutral Cleaner
- Safe on surfaces

- No Rinse step
- Deep Cleans to Capture Grease and Soils
- Phosphate Free
- Product Code # 11974127 4x1gal/cs # 11974146 2x2.5gal/cs

#### **DfE SABRE**

#### **Cleaner Degreaser with Bio-Catalytic Digester Action**

- Cuts through Grease and Soils Quickly
- Bio-catalytic Action Attacks Greases and Continues Working
- Eliminates Greasy Slippery Floors that may Cause Slip and Falls
- No Rinse Required
- For use on Floors and Drains
- Product code # 11974027 4x1gal/cs

Questions or Comments? Please email Marc Huyghe at [mhuyghe@rochestermidland.com](mailto:mhuyghe@rochestermidland.com) or call 585-336-2215.

## **Welcome to the Family!**

Nissco is pleased to announce our newest Distributor Members:

**American Sanitary Supply Company**  
Wheeling, WV  
[www.americansan.com](http://www.americansan.com)

**J2 Business Products**  
Kalispell, MT  
[Check out J2](#)

**Janex, Inc.**  
Eden Prairie, MN  
Bob Blakely

**Metrosupply.US**  
Brooklyn Park, MN  
[Metrosupply.US](http://Metrosupply.US)

**Chem Source Direct**  
Kernersville, NC  
[www.chemsourcedirect.com](http://www.chemsourcedirect.com)

**Interested in learning how NISSCO can help grow your business?**  
[Become a NISSCO Distributor today!](#)



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