

FAQS FREQUENTLY ASKED QUESTIONS ABOUT DRAIN MAINTENANCE WITH PURSUIT

How does Pursuit compare to other products on the market?

We carefully chose the bacteria blend in Pursuit to be the best available in the market. In our experience, we have never found a similar product that has higher bacterial counts. Additionally, the blend of nonpathogenic bacteria in Pursuit is the result of extensive system and biological testing and provides specialized strains which were developed to be highly effective for drains and drain traps.

When and how are drains treated?

Drains and grease traps are most efficiently dosed at low water use times so that the bacteria have as long a hold time in the system as possible. Setting pumps to dose late at night after cleaning is complete allows the bacteria to function for several hours before being diluted with service water the next morning.

What about sanitizers?

Sanitizers by design will neutralize or kill bacteria, dosed beneficial bacteria are no exception. Quaternary ammonium sanitizers leave a film which can reduce bacterial performance. The sanitizer of choice for these systems is sodium hypochlorite because it is minimally dosed to sanitize, does not leave a residue, and is readily decomposed by organics in the drain.

Will Pursuit hurt my septic system?

No. The bacteria in Pursuit will continue to digest grease and soils as they travel through the system.

Are there additional benefits besides improved drain performance and odor control?

We have been told by customers who are using Pursuit that the bugs in the kitchen disappeared. Although not designed as an insecticide, Pursuit will digest the food supply these varmints rely upon. It is reasonable to expect that they will move on to greener pastures.

Marlene Williams

NETWORK SUCCESS:

Mc Farland is the Pur-O-Zone District based out of Hutchinson, Kansas. Mark McFarland is the DM, Roy McFarland, the father, is a DSR and Bob McFarland, a brother, is the Tech. This District really does a great job of networking their customer's experiences.

The people in middle Kansas are known for their conservatism. Roy had presented the Integra Program® to a hospital account, but they wanted more proof. Roy loaded up the facilities director and laundry supervisor and headed north to an Integra™ laundry account several miles away. The laundry supervisor was taking a pleasant little nap in the back seat. All of a sudden, a pheasant flew into the windshield, broke the windshield and the rearview mirror ended up in the back seat with the napping laundry supervisor! After she had been calmed down and quit screaming, the trip continued.

Seeing the Integra System® in operation and hearing how much it had improved their laundry was enough to make them commit to the Integra Program® for their hospital. Even after a pheasant through the windshield, the benefits of Integra™ were easily recognized!

More networking trips are planned, and hopefully no more unexpected pheasants!

Gary Gasaway

Integra Program® Representative

HUMAN INTEREST...

It's a long way from Philadelphia to Phoenix but after 17 years in Arizona, Jim Henderson, sales representative for Hillyard-Mesa, feels right at home. Oddly enough, it was his love of our "feathered friends" that first drew him to the Southwest.

While a biology teacher in Ridgewood, New Jersey, Jim made the acquaintance of a fellow in New Jersey who was involved with bird rehabilitation. As Jim puts it, "Contacting this individual changed the rest of my life."

It wasn't long after meeting his mentor, that Jim found himself doing owl and hawk rehabilitation on weekends. His free time consisted of lecturing to groups about raptors and bird banding hawks and eagles in migration when time permitted. Ultimately, these activities led Jim to a sabbatical in Scottsdale, Arizona where he became involved with Liberty Wildlife Foundation.

He and his wife Dianne relocated to the Phoenix area in 1988. Even though raising a family of three daughters ages 17, 15 and 12, coaching and working for Hillyard takes most of his time, Jim still engages in "birding" whenever he can.

But Jim's talents aren't just "for the birds." He's a top-notch sales producer for the Hillyard branch in Mesa. He has twice received the Salesman of the Year Award along with being the recipient of the President's Achievement Award. In addition, Jim has been in the President's Circle for eight consecutive years.

Jim's approach to sales is simple. "As opportunities have presented themselves in sales, it has become more difficult to focus on market products. I have focused, instead, on three areas...first and foremost selling Hillyard juice, the Tennant equipment and, of course, the Anderson Integra™ warewashing and laundry system," explains Jim. Even though chemical sales is a major part of Jim's life, the biologist in Jim is never far away. He describes his household as a menagerie of critters including two dogs, African Leopard Tortoises, a Sonoran Desert Tortoise, one Red-eared Slider turtle, two Fire-bellied toads, one Pak-Man frog, one chinchilla, five Siamese Fighting Fish, two Cockatiels, a pair of African Gray Parrots, two Guinea Pigs, five fish tanks filled with African Cichlids, two Corn Snakes and "who knows what tomorrow will bring."

"Even though I work for Hillyard, the biology in me is alive and well. Hopefully, I can pass on this love of animals and the Sonoran Desert to my children," says Jim. "My wife Dianne is my inspiration!"

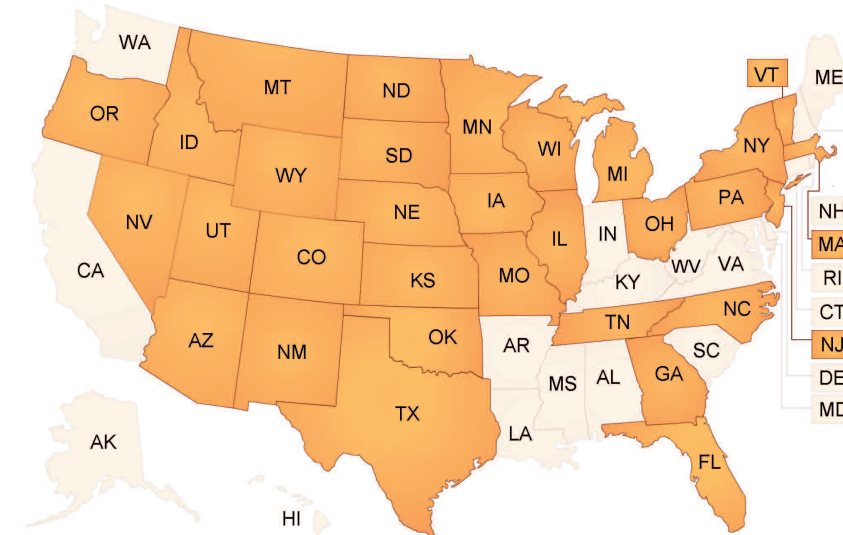
Howard Pucsko

Integra Program® Representative

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To find where you can obtain INTEGRA® technology simply click on the state you reside in.



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We again invite you to pay a visit to our expanding web-site.

Our national network of Authorized INTEGRA™ Distributors is growing at a nice clip as we've added a number of new members in the second quarter. Click on the INTEGRA™ Locator on the sites top bar menu to check out 'Who's New'.

Also, for those who have 'signed up' you'll find we've added Spanish versions of our MSDS (click "Media" on the top menu bar). While you're at the 'Media' site, why not take a moment to view video clips from our new INTEGRA™ marketing video?

You'll also find Test Kit Cards posted (click An-Care® Services on the top menu bar and go to An-Care® Technical Services). This whole 7-services area will be expanding in a major way in the months ahead as we strive to add value to your INTEGRA™ network membership.

We urge you to bookmark our site and visit it often as we'll be adding more and more features in the months ahead.

Thank you for your interest in the INTEGRA Program® - www.theintegraprogram.com.

FYI...

The following MSDS's have been updated:

- Instant Non-Alcohol Foaming Hand Sanitizer
- Green Antibacterial Foam Soap
- Natural

Please update your files at www.theintegraprogram.com.

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