

# The INTEGRA® Dispatch

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A QUARTERLY NEWSLETTER BRINGING  
YOU PROGRAM HIGHLIGHTS, NEW  
PRODUCTS, SERVICES AND IDEAS.

## All Things Green

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Hi Everyone,

"**ALL THINGS GREEN**" is the theme of this edition of **The DISPATCH**. We are pleased to announce that we have a **DfE\*** approved lineup of kitchen products that are ready for sale. Our new **HPG™** (i.e., **High Performance Green**) family of products includes machine and non-service components.

It has not been an easy process to be sure, but a satisfying one. Our R&D team has done yeoman work in formulating, field-testing and guiding the submission process through the often challenging governmental gauntlet. We have been rewarded for our efforts. Two major Minneapolis metro-area school districts have recently installed the **HPG** line. We, of course, expect many to follow in their footsteps. You will read much more about our **HPG** products in this issue, but it hardly stops there.

Our new **DOSE™ by SurFlex®** housekeeping technology is beginning to demonstrate what a novel offering (a profitable one at that) this line can be. Most of its products, again, are **DfE\*** approved.

Not to be outdone, we remind everyone that **INTEGRA®** was the first to have a full system of laundry products sanctioned by the **Design For the Environment**. We were pioneers in this effort and have a 1997 **DfE\*** Memorandum of Understanding to substantiate our claim.

We can now provide you and your customers an amazing array of options when it comes to "**Green**" — in all three of our product lines. As we continue to celebrate 100 years of rich tradition, we remain dedicated to providing our national network members technologies that can and do protect and grow their investment with us.

We invite you to explore this issue in detail. Feel free to ask your IPR about these exciting developments and how you can leverage them to your benefit.

We're here to help you sell; and sell profitably. We hope you find these latest offerings to your liking.

All the very best!

Leif

\*U.S. EPA's Design For The Environment



# Green Schools Cost Comparison



Switching to green cleaning products is considered "cost neutral" when compared to high quality traditional cleaning options. Schools that use green products often end up using fewer chemicals to complete normal cleaning tasks, thus saving money and time.

Rather than just looking at price, school districts should consider a "best value" purchasing model. This model should consider performance, health and environmental attributes of product and the vendors ability to train personnel on proper use of the products.

Experience has shown that purchasing practices based solely on price can create difficulty when trying to implement a green cleaning program. Unlike the purchasing of most school products, cleaning supplies are highly labor dependent. Remember, labor represents around 80-90% of the cleaning budget, while cleaning supplies represent less than 10%, without proper training, small savings on the product can result in large labor costs.

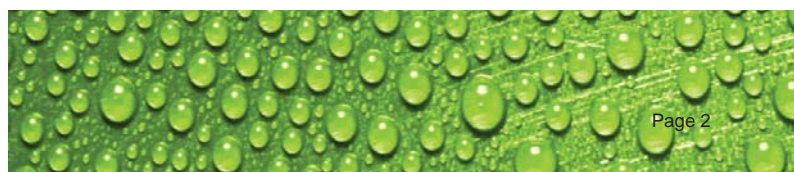
After implementing "green cleaning" programs, many schools have found their costs for products to be less than or equal to conventional products. Instead of using lots of specialized products, schools can use as few as four green cleaning products, purchased in larger volumes that result in cost savings. Schools, by the way, are willing to spend money on things they believe are important, such as reducing the number, type and toxicity of the chemicals used.

## INTEGRA® HPG Foodservice Products HIGH PERFORMANCE GREEN



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

An important mission of the INTEGRA® staff is keeping our customers informed of the best ways to profitably grow their INTEGRA® chemical program.



# Green Laundries

The **INTEGRA® TIP® Laundry Program (Total Impact Program®)** was created in December of 1997 and received the EPA's first **Design for the Environment** Institutional Laundry Program partnership. Since that time we have worked to maintain that program while adding additional laundry products in the past several years. Laundry products included in the DfE program include:

- **ACCENT** - High surfactant, emulsifying detergent, recently being awarded the **Safer Product Labeling Program**.
- **CITRI SOUR** - Environmentally preferable and user safe laundry sour.
- **HARMONY** - Combination of detergent and oxygen bleach for use in institutional and personal programs.
- **OXY BOOST** - Oxygen safe bleach.
- **ZYME PLUS** - Liquid detergent with a preferable combination of enzymes, surfactants and solvents.



The program continues to evolve with new criteria for formulations. The **DfE Industrial and Institutional Laundry Partnership** has now become a part of **DfE's Safer Product Labeling Program**. The **Safer Product Labeling Program** reviews and restricts chemical formulations, performance, packaging and transportation. We continue to formulate to these standards and are proud to be part of this enhanced chemical program.

A complete list of **INTEGRA® Green** laundry products can be found on the insert inside this Dispatch.



## HPG LITERATURE

Call the Anderson Chemical office to request literature. You will also find this available on our website listed under literature.

800-366-2477

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



# Green Kitchens

Increased public awareness and heightened interest by school administrations in meeting **OSHA** safety guidelines has recently generated much interest in green chemistry ranging from pre-school to post-grad institutions. A deluge of "**OSHA**" style consultants have made themselves available to review school safety practices and procedures.

Traditional kitchen chemistry for automatic dish machine detergents and rinses, delimers and oven & grill cleaners ranges from high alkaline to high acidity. Coupled with this conventional chemistry are Material Safety Data Sheets containing significant (and reasonable) safety precautions. Automatic dish detergents, oven & grill cleaners, and delimers usually carry a "safety showers and eyewash stations should be provided in the areas where this product is handled" special precaution. The "**OSHA**" consultants and **Anderson Chemical Company** endorse the MSDS and the use of safety showers in locations where these products are being used. Typically school kitchens do not have safety showers and typically will not install them. They are actively looking for green replacements.

We reviewed the market and found numerous products with "green" claims for the auto/manual dish detergents, delimer, oven & grill, and silverware presoak. A review of the chemistry and a review of customer comments lead us to believe that many of the "green" products may have been green, but were not able to provide the performance that the traditional chemistry provided.

The **HPG, HIGH PERFORMANCE GREEN**, products are **Anderson Chemical Company's** response for this market. About a year ago we began the process of sourcing and formulating materials, which would meet the **EPA's Design for the Environment** criteria **AND** provide functionality for the kitchen market:

All six products, **HPG Auto Dish**, **HPG Rinse**, **HPG Delimer**, **HPG Oven & Grill**, and **HPG Silverware Presoak** have been formulated, have passed the **DfE** screen and are currently listed on the **DfE Safer Product Labeling** website. **HPG Pot & Pan** is presently in the screening process.

Performance of these environmentally preferable products is as good as, or superior to conventional products. (It should be noted that to achieve the pH requirements of the **DfE**, the **HPG Delimer** has less acidity than our standard delimer. It should be considered a maintenance product for systems which are not highly scaled. The benefit of **HPG Delimer** is that it can be used in a maintenance program without a safety shower.)

We are pleased with the new **HPG** products and are confident that your customers will be as well.

A combination of **DfE** green chemistry and performance is an outstanding answer for kitchen markets.

# Webinars

**WEBINAR** -noun, often capitalized (web-in-ar)

An interactive seminar conducted over the World Wide Web. Short for Web-based seminar, a presentation, lecture, workshop or seminar that is transmitted over the Web.

A key feature of a **Webinar** is its interactive elements -- the ability to give, receive and discuss information.



## Getting The Word Out ...

Communicating effectively and in a timely manner is a vital part of any successful endeavor. We each have a myriad of options to pass and receive information, with everyone having their own preferences of "go to" devices.

There are new technologies coming out, what seems like daily, which strive to make communication more effective and immediate.

One of those technologies, which has been around for a while, but is rare in our industry, is the use of **WEBINARS**. A **WEBINAR** is a live online presentation that can be viewed from your computer anywhere in the world. On the date and time of the presentation just click on the link, which is provided after you register, to view the live presentation!



**WEBINARS** are interactive, as participants can type questions and submit them to the presenter in real time. Polling questions, as well as follow-up surveys, help the presenter connect with the audience and make sure that each attendee has their individual questions answered.

With the reality of busy schedules and a National Network, we are excited to be able to provide you with a "voice" from **INTEGRA**® Central on a more regular basis!

This technology will never replace face-to-face interactions with our customers; only enhance our efforts to communicate, in a timely manner, the vital information that leads to success!

Please find a calendar of our **WEBINARS** at [www.theintegraprogram.com](http://www.theintegraprogram.com) or e-mail [integra@accomn.com](mailto:integra@accomn.com) for more information.

*"Once a new technology rolls over you,  
if you're not part of the steamroller, you're part of the road."*

*Quote by Stewart Brand*



ANDERSON CHEMICAL COMPANY  
325 South Davis Avenue  
Litchfield, MN 55355



Recognized for  
Safer Chemistry  
www.epa.gov/dfe



INTEGRA® Green™  
Environmentally  
Preferable Chemistry

## Dose™ Inserts



**DOSE™ by Surfex®** released some important changes to the system on July 15, 2011. These improvements make it easier for you and the customer to use the system, as well as ordering the systems.

Instead of having our Network Partners order colored dose cups for the different dilution rates, they will now receive three colored inserts (red, green and orange) with each system ordered. Simply choose the dilution rate needed for the chosen product, unscrew the base, place the proper colored insert inside the bowl and replace the base.

These changes will make it easier to:

- Order the systems
- Maintain and control inventory
- Flexibility in changing products

These are just a few small steps we are taking with the **DOSE™ by Surfex®** system to maintain the **INTEGRA®** "Simple" philosophy. Good Luck Selling!

Jamie Brekke

**DOSE™ by Surfex** Fax Order Form 800-888-8338

Company: \_\_\_\_\_ PO#: \_\_\_\_\_

Product	Dilution Rate	Part Number
Surfex 100	1:1	100-1000-01
Surfex 100	1:2	100-1000-02
Surfex 100	1:4	100-1000-03
Surfex 100	1:8	100-1000-04
Surfex 100	1:16	100-1000-05
Surfex 100	1:32	100-1000-06
Surfex 100	1:64	100-1000-07
Surfex 100	1:128	100-1000-08
Surfex 100	1:256	100-1000-09
Surfex 100	1:512	100-1000-10
Surfex 100	1:1024	100-1000-11
Surfex 100	1:2048	100-1000-12
Surfex 100	1:4096	100-1000-13
Surfex 100	1:8192	100-1000-14
Surfex 100	1:16384	100-1000-15
Surfex 100	1:32768	100-1000-16
Surfex 100	1:65536	100-1000-17
Surfex 100	1:131072	100-1000-18
Surfex 100	1:262144	100-1000-19
Surfex 100	1:524288	100-1000-20
Surfex 100	1:1048576	100-1000-21
Surfex 100	1:2097152	100-1000-22
Surfex 100	1:4194304	100-1000-23
Surfex 100	1:8388608	100-1000-24
Surfex 100	1:16777216	100-1000-25
Surfex 100	1:33554432	100-1000-26
Surfex 100	1:67108864	100-1000-27
Surfex 100	1:134217728	100-1000-28
Surfex 100	1:268435456	100-1000-29
Surfex 100	1:536870912	100-1000-30
Surfex 100	1:1073741824	100-1000-31
Surfex 100	1:2147483648	100-1000-32
Surfex 100	1:4294967296	100-1000-33
Surfex 100	1:8589934592	100-1000-34
Surfex 100	1:17179869184	100-1000-35
Surfex 100	1:34359738368	100-1000-36
Surfex 100	1:68719476736	100-1000-37
Surfex 100	1:137438953472	100-1000-38
Surfex 100	1:274877906944	100-1000-39
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Surfex 100	1:1099511627776	100-1000-41
Surfex 100	1:2199023255552	100-1000-42
Surfex 100	1:4398046511104	100-1000-43
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Surfex 100	1:35184372888064	100-1000-46
Surfex 100	1:70368745776128	100-1000-47
Surfex 100	1:140737491522256	100-1000-48
Surfex 100	1:281474983044512	100-1000-49
Surfex 100	1:562949966089024	100-1000-50
Surfex 100	1:1125899932178048	100-1000-51
Surfex 100	1:2251799864356096	100-1000-52
Surfex 100	1:4503599728712192	100-1000-53
Surfex 100	1:9007199457424384	100-1000-54
Surfex 100	1:18014398908848768	100-1000-55
Surfex 100	1:36028797817697536	100-1000-56
Surfex 100	1:72057595635395072	100-1000-57
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Surfex 100	1:4611686120665284608	100-1000-63
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Surfex 100	1:36893489645242276864	100-1000-66
Surfex 100	1:73786979290484553728	100-1000-67
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Surfex 100	1:295147911619538174976	100-1000-69
Surfex 100	1:590295823239076349952	100-1000-70
Surfex 100	1:118059164647815269904	100-1000-71
Surfex 100	1:236118329295630539808	100-1000-72
Surfex 100	1:472236658591261079616	100-1000-73
Surfex 100	1:944473317182522159232	100-1000-74
Surfex 100	1:188894663365044438464	100-1000-75
Surfex 100	1:377789326730088876928	100-1000-76
Surfex 100	1:755578653460177753856	100-1000-77
Surfex 100	1:151115730692035507712	100-1000-78
Surfex 100	1:302231461384071015424	100-1000-79
Surfex 100	1:604462922768142030848	100-1000-80
Surfex 100	1:120892584537284061696	100-1000-81
Surfex 100	1:241785169074568123392	100-1000-82
Surfex 100	1:483570338149136246784	100-1000-83
Surfex 100	1:967140676298272493568	100-1000-84
Surfex 100	1:1934281352596444971136	100-1000-85
Surfex 100	1:3868562705192889942272	100-1000-86
Surfex 100	1:7737125410385779884544	100-1000-87
Surfex 100	1:1547425082077155977088	100-1000-88
Surfex 100	1:3094850164154311954176	100-1000-89
Surfex 100	1:6189700328308623908352	100-1000-90
Surfex 100	1:12379400646217247816704	100-1000-91
Surfex 100	1:24758801292434495633408	100-1000-92
Surfex 100	1:49517602584868991266816	100-1000-93
Surfex 100	1:99035205169737982533632	100-1000-94
Surfex 100	1:198070410339475950067264	100-1000-95
Surfex 100	1:396140820678951900134528	100-1000-96
Surfex 100	1:792281641357903800269056	100-1000-97
Surfex 100	1:1584563282715807605338112	100-1000-98
Surfex 100	1:3169126565431615210676224	100-1000-99
Surfex 100	1:6338253130863230421352448	100-1000-100

To download your Order Form, go to [www.THEINTEGRAPROGRAM.com](http://www.THEINTEGRAPROGRAM.com) and click on literature.

## ADDITIONAL GREEN KITCHEN PRODUCTS

<b>BIO CLEAN</b>	ENZYME FLOOR CLEANER
<b>CITRI SUDS</b>	MANUAL DISHWASHING DETERGENT
<b>COMMAND</b>	LIQUID LAUNDRY DETERGENT WITH BUILDERS
<b>DEFY</b>	CONCENTRATED INSTITUTIONAL CLEANER
<b>DISSOLVE</b>	NON-CORROSIVE LIME SCALE REMOVER
<b>FOAM CLEAN</b>	CLEANER/DEGREASER
<b>INVADE</b>	WAREWASHING PRESOAK
<b>LUSTER</b>	PREMIUM POT & PAN DETERGENT
<b>NATURAL</b>	MULTI-PURPOSE CLEANER/DEGREASER, (DfE APPROVED)
<b>PURSUIT</b>	DRAIN MAINTENANCE SYSTEM
<b>SPOTLESS</b>	ALL-TEMP RINSE AID
<b>VISION</b>	ENVIRONMENTALLY PREFERABLE WAREWASH DETERGENT
<b>VIVID</b>	ALL-TEMP RINSE AID

## GREEN DOSE™ BY SURFLEX® HOUSEKEEPING PRODUCTS

<b>BRILLIANT</b>	MULTI-PURPOSE / GLASS CLEANER, (DfE APPROVED)
<b>CLEAR CHOICE</b>	ACID FREE RESTROOM CLEANER
<b>DEFY</b>	CONCENTRATED INSTITUTIONAL CLEANER
<b>FRESH AIR</b>	ODOR NEUTRALIZER
<b>NATURAL</b>	MULTI-PURPOSE CLEANER/DEGREASER, (DfE APPROVED)
<b>PRISTINE</b>	ALL-PURPOSE RESTROOM CLEANER
<b>RIVER RAPIDS FRESH</b>	AIR FRESHENER, (DfE APPROVED)
<b>STELLAR</b>	INSTITUTIONAL GENERAL PURPOSE CLEANER, (DfE APPROVED)

## GREEN LAUNDRY PRODUCTS

<b>ACCENT</b>	HIGH SURFACTANT LAUNDRY DETERGENT
<b>CITRI SOUR</b>	LAUNDRY NEUTRALIZER, (DfE APPROVED)
<b>CONCLUDE</b>	CONCENTRATED NEUTRALIZER & FABRIC SOFTENER
<b>HARMONY</b>	DETERGENT WITH OXYGEN BLEACH, (DfE APPROVED)
<b>OXY BOOST</b>	LAUNDRY PERFORMANCE BOOSTER, (DfE APPROVED)
<b>PROPEL</b>	CONCENTRATED LAUNDRY PERFORMANCE BOOSTER
<b>SPECTRUM</b>	ENZYME LAUNDRY STAIN REMOVER
<b>ZYME PLUS</b>	ENZYME LAUNDRY DETERGENT, (DfE APPROVED)

## GREEN HAND SANITIZERS

<b>CITRI FOAM</b>	FOAMING HAND SOAP
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INTEGRA® Green™  
Environmentally  
Preferable Chemistry



Anderson Chemical Company  
Litchfield, MN 800-366-2477

## HIGH PERFORMANCE GREEN PRODUCTS

**Areas of Use:** Institutional kitchens, schools, and healthcare facilities.

### HPG AUTO DISH

#### HIGH PERFORMANCE GREEN AUTO DISH DETERGENT

In accordance with DfE criteria, **HPG AUTO DISH** is formulated from the safest possible ingredients. **HPG AUTO DISH** is formulated with green polymers, detergent builders, and a non-caustic base. Works in hard water and rinses easily with no caustic film. **HPG AUTO DISH** is packaged in accordance to DfE Sustainable Packaging Standard criteria. With **HPG AUTO DISH** you can go "green" without sacrificing performance.

PK13004 2x1 Gallon Case



### HPG RINSE

#### HIGH PERFORMANCE GREEN RINSE AGENT

In accordance with DfE criteria, **HPG RINSE** is formulated from the safest possible ingredients. **HPG RINSE** is non-foaming and formulated with green sheeting and drying agents. **HPG RINSE** leaves dishes and glassware streak and spot free. **HPG RINSE** is packaged in accordance to DfE Sustainable Packaging Standard criteria. With **HPG RINSE** you can go "green" without sacrificing performance.

PK13034 2x1 Gallon Case

### HPG OVEN & GRILL

#### HIGH PERFORMANCE GREEN OVEN & GRILL CLEANER

In accordance with DfE criteria, **HPG OVEN & GRILL** is formulated from the safest possible ingredients. **HPG OVEN & GRILL** is based on green detergents and builders and will not leave a caustic film. **HPG OVEN & GRILL** cleans comparably to high alkaline formulas with significantly less discoloration. No rinsing is necessary under normal conditions. **HPG OVEN & GRILL** is packaged in accordance to DfE Sustainable Packaging Standard criteria. With **HPG OVEN & GRILL** you can go "green" without sacrificing performance.

PK13024 2x1 Gallon Case

### HPG DELIMER

#### HIGH PERFORMANCE GREEN KITCHEN DELIMER

In accordance with DfE criteria, **HPG DELIMER** is formulated from the safest possible ingredients. **HPG DELIMER** dissolves soap scum and hard water film and removes limestone deposits. **HPG DELIMER** is not DOT regulated. **HPG DELIMER** is packaged in accordance to DfE Sustainable Packaging Standard criteria. With **HPG DELIMER** you can go "green" without sacrificing performance.

PK13009 2x1 Gallon Case

### HPG SILVERWARE PRESOAK

#### HIGH PERFORMANCE GREEN UTENSIL PRESOAK

In accordance with DfE criteria, **HPG SILVERWARE PRESOAK** is formulated from the safest possible ingredients. **HPG SILVERWARE PRESOAK** quickly removes food soils from flatware. Safe on soft metals. **HPG SILVERWARE PRESOAK** is packaged in accordance to DfE Sustainable Packaging Standard criteria. With **HPG SILVERWARE PRESOAK** you can go "green" without sacrificing performance.

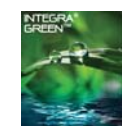
PK13043 2x1 Gallon Case

### HPG POT & PAN

#### HIGH PERFORMANCE GREEN MANUAL DISH DETERGENT

In accordance with DfE criteria, **HPG POT & PAN** is formulated from the safest possible ingredients. **HPG POT & PAN** is gentle on your hands, yet tough on grease. **HPG POT & PAN** rinses easily leaving no harsh residue on dishes. **HPG POT & PAN** is packaged in accordance to DfE Sustainable Packaging Standard criteria. With **HPG POT & PAN** you can go "green" without sacrificing performance. **DfE approval pending.**

PK13019 2x1 Gallon Case



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