









The Most Trusted Name In Clean. Since 1945.





Paul Trimberger and Connor Keaton with WAXIE Sanitary Supply

Sustainable Partnerships & the Importance of Green Cleaning





Sustainable Partnerships & the Importance of Green Cleaning

- WAXIE Green Partner Support
- Cleaning with Microfiber
- Green Chemical Options
- Green Floor Care





Who Is WAXIE?

- Company Started in 1945
- Largest Family Owned Jan San Company in the US
- WAXIE JAN SAN Only Focused
- Preferred Vendor on the ORWA Green Contract
- WAXIE prides itself in working with select Vendors who share equal values in sustainability



WAXIE GPS® Green Partner Support



Your Trusted Green Partner

- Green Cleaning Practices & Procedures
 - Promote safer + healthier learning environments
 - Increase wellness + productivity
 - Reduce environmental impacts
 - Practical + efficient cleaning procedures
 - Training + expert consulting
 - Achieve LEED and AASHE STARS certification
- Experts on Staff
 - LEED[®] Accredited Profesionals
 - CIMS-GB ISSA Certification Experts



Sustainable Cleaning Solutions Focused on your Triple Bottom Line

custom-fit green solutions





VPER PRODUCTS & TIL You Have Green Cleaning Goals to Reach. EANING TOOLS & EQUIPMENT AASHE STARS Red WAXIE GPS® Guides You Towards Reaching Your Goals. WAXIE GPS' Green Partner Support four Guide to More Sustainable Cleaning Solutions WAXIE GPS® WAXIE **Green Partner Support**[™]













WAXIE GPS® Green Partner Support

is an ideal platform for customers who would like to implement a green cleaning program which combines low environmental impact cleaning products with good sound cleaning procedures, along with the training and consultative expertise needed in order to create a more effective and safe cleaning program.



WAXIE GPS GREEN PARTNER SUPPORT



CHEMISTRY

which are three-party certified to have a reduced

norsave the effective case of your classing pharmon systems by comparing them with microfoliar classing book, and clice other low environmenter impact beaming equipment to classing on building's floor and vertice surface



DIVERSION



ENTRYWAYS

Febuce the amount of dirt entering your building by deploying entryoxy matting systems, and develop the associated strategies to keep your entryways and exter or walkways clean.



CONSUMABLES

Promote source reputtion through controlled disponsing systems for paper products and right sizing your tream Thers Use products which contain nows editoritism, are third-barty partified, or darived from renewable resources





WELLNESS



STEWARDSHIP

addressed by your WAXIE GPS⁶ green cleaning



WAXIE GPS[®] Guides You Towards Reaching Your Sustainability Goals





Sustainable Cleaning Solutions Focused on Your Triple Bottom Line.

Protect Health

Promote safer and healthler indoor environments.

d healthier 🔂

Reduce Impact

Reduce environmental impacts associated with cleaning process.

Increase Productivity

Increase workplace wellness and productivity.









Cleaning Chemicals

Start with low environmental impact cleaning chemicals and dispensing systems, using products which are third-party certified to have a reduced impact on human health and the environment.

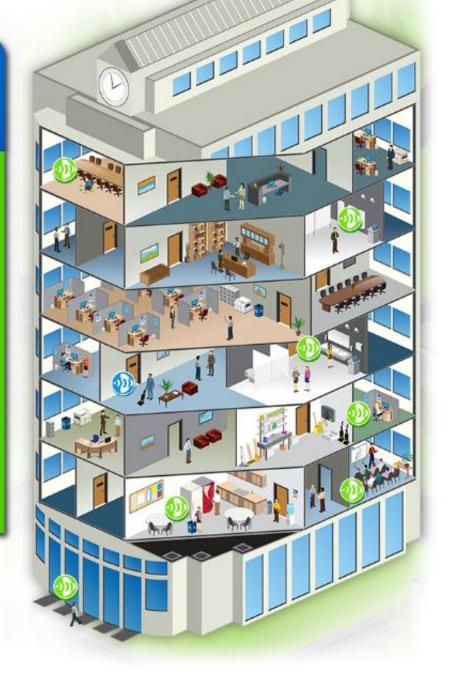






Cleaning Tools & Equipment

Increase the effectiveness of your cleaning chemical systems by combining them with microfiber cleaning tools, and utilize other low environmental impact cleaning equipment to clean your building's floor and vertical surfaces.



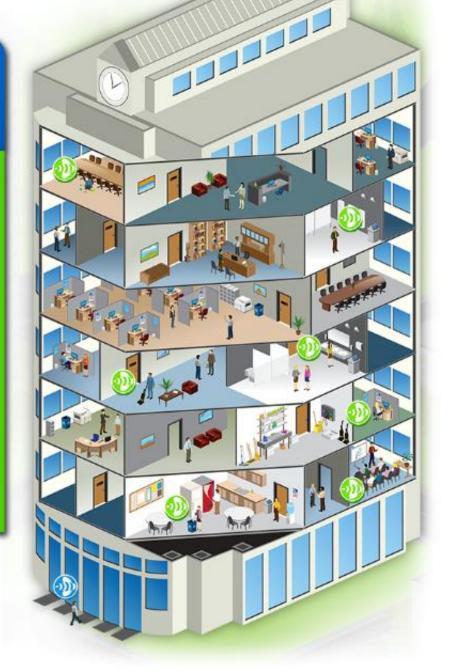






Entryway Matting Systems

Reduce the amount of dirt entering your building by deploying entryway matting systems, and develop the associated strategies to keep your entryways and exterior walkways clean.







Recycling

Divert waste from the landfill by instituting a recycling program complete with the appropriate recycling containers to hold divertable items such as paper, plastic, glass, light bulbs, batteries and compostables.









Paper Products & Trash Liners

Promote source reduction through controlled dispensing systems for paper products and right-sizing your trash liners. Use products which contain recycled content, are third-party certified, or derived from renewable resources.







Water Efficiency

Conserve water and increase hygiene in your building by utilizing no-touch restroom fixtures which regulate and reduce indoor water consumption and have hands-free operation.









Workplace Wellness

Develop strategies to fight the spread of germs in your workplace and promote improved hand hyglene through increased hand washing and the use of hand sanitizers.









Ongoing Stewardship Goals

Identify the stewardship and sustainability goals for which your WAXIE GPS® green cleaning program can contribute – and partner with WAXIE to focus on opportunities for continuous improvement.







Drline Teals for Green Cleaning Program Implementation

WAXIE GPS[®] Catalog

Looking for just the right cleaning product solution for your Green Cleaning Program? The WAXIE GPS® Catalog offers the most comprehensive assembly of green cleaning products in the cleaning industry.

WAXIE GPS® Suite of Tools The WAXIE GPS® Suite of Tools has everything you need to develop a customized green cleaning policy and implement a high performance cleaning program.



WAXIE GPS Suite of Tools





WAXI 65013 WOOE Sanitary Supply

Corporate Neodoparters | 5035 Waxe Way | San Diops, CA 52123 | (500) 505 4468 | www.euro.com





Corporate Headquarters | 9255 Wave Way - San Divgo, CA 92123 | (800) 995-4466 | www.wave.com

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Organization

Organization

Organization:

Organization

Organization:

WAXIE

CONTRACTOR Survivation (Second

www.wade.com

Corporate Headquarters | 0563 Waxle Way | San Diego, CA 02123

Team Member:

learn Member.

learn Member:

Term Member

Tern Member

Contribution Green Cleaning, Program will make to

equivalents overall environmental industries

Ceats of Green Cleaning Program (REA 5 MS-CS certification, UES) on Interface.

Induiting exponenties for Saves Cleaning

management and particulary such that effective next assessments and building out-part surveys. Partility scientist to pilot Secon Straving Program Individuals responsible for Green Cleaning Side Survey Date of Brees Cleaning Site Survey

Program documentation (8 spplicable) Instructions responsible for remembing progress of Gree Elicaning Program, making to get from for continuous

Next Ships

environmental leadership. Environmentally Proternet

Parahasing, 55-42 contribution, bailding company. wellness, meet mandale, ether) individuals responsible for selling unitationer. and determining roles of team members for Green Glounin Program intelementation individuals responsible for Secon Cleaning Program implicate dation

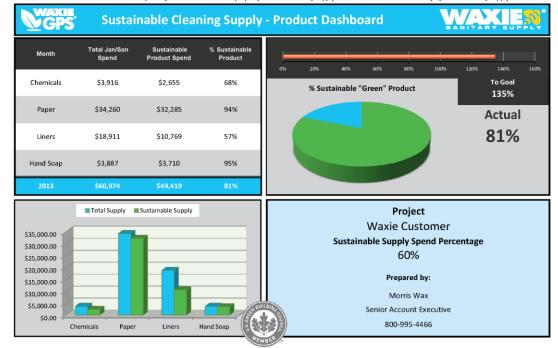
WAXIE GPS Suite of Tools

| Month | Total Jan/San | Sustainable | % Sustainable | Month Dashboard |
|-------|---------------|--------------------|---------------|--------------------------------------|
| | Spend | Product Spend | Product | |
| JAN | \$3,444 | \$2,505 | 73% | 0% 20% 40% 60% 80% 100% 120% 140% 16 |
| FEB | \$3,783 | \$2,820 | 75% | To Goal |
| MAR | \$4,870 | \$3,937 | 81% | % Sustainable "Green" Product 135% |
| APR | \$7,417 | \$6,133 | 83% | 155% |
| MAY | \$4,473 | \$3,616 | 81% | Astural |
| JUN | \$3,564 | \$3,055 | 86% | Actual |
| JUL | \$8,720 | \$7,226 | 83% | |
| AUG | \$4,305 | \$3,785 | 88% | 81% |
| SEP | \$3,513 | \$2,629 | 75% | 01/0 |
| OCT | \$9,026 | \$7,567 | 84% | |
| NOV | \$4,403 | \$3,258 | 74% | |
| DEC | \$3,456 | \$2,889 | 84% | |
| 2013 | \$60,974 | \$49,419 | 81% | |
| | Total Supply | Sustainable Supply | | Project |
| | | | | |
| 000 | | | | Waxie Customer |
| 000 - | | | | Sustainable Supply Spend Percentage |
| 000 - | | _ | | 60% |
| 000 - | ╶┺╹┺╾ | | | Prepared by: |
| | | ┠┤┠┤┠┤┣╴ | | Morris Wax |
| 000 | | | | Senior Account Executive |
| 000 📕 | | | goico/ | |

* Tool for tracking cleaning product spend activity for projects pursuing LEED for Existing Buildings: Operations & Maintenance EQ. Credit, ISSA CIMS-GB Certification and AASHE STARS Rating © 2012 WAXIE Sanitary Supply



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* Tool for tracking cleaning product spend activity for projects pursuing LEED for Existing Buildings: Operations & Maintenance EQ Credit, ISSA CIMS-GB Certification and AASHE STARS Rating





Process

WAXIE Sanitary Supply has the best value and most comprehensive offering of green cleaning product solutions available in the industry. In addition to offering this wide range of product choices, WAXIE GPS[®] places these products within a platform that recognizes that maximum positive impact can be achieved by considering an approach which addresses the best cleaning PROCESSES and PROCEDURES in association with these products as well.

Any product, if used incorrectly, can be potentially harmful to people, surfaces or the surrounding environment. WAXIE GPS[®] identifies BEST PRACTICES for the proper use and disposal of cleaning products in your building, with the goals of improving worker safety, maximizing source reduction opportunities, and increasing overall efficiency.





Procurement

Our Green Cleaning Consultation addresses opportunities to consolidate and standardize product selections to save inventory space, as well as opportunities to consolidate and streamline deliveries to minimize transportation impacts, and opportunities to use online e-commerce ordering, invoicing and reporting solutions to minimize paper usage and increase overall efficiencies.

| Product | Process | Procurement | RESULTS |
|----------------------------------|--|---|---|
| It starts with green products | Combined with the best practices | Combined with responsible procurement | Lower operating costs and reduced impact on human health and environment |





WAXIE Knows Clean Since 1945, WAXIE has grown from one small store in San Diego, CA into America's largest independent familyowned sanitary maintenance supply distributor. WAXIE Knows Green WAXIE is committed to being an industry leader in promoting RESPONSIBLE business practices that support more sustainable communities. WAXIE Knows Service "Serving the customer is the focus of everything we do" is more than just our motto – it is our mission! You can count on WAXIE to come through with the help that you need.

and productivity.



Protect Health Promote safer and healthier indoor environments.



Reduce Impact Reduce environmental impacts associated with cleaning process.



Increase Productivity

Sustainable Cleaning Solutions Focused on Your Triple Bottom Line.



we don't just deliver the box, we know what's in it, what it does, and how to use it



Chairman & CEO, WAXIE

WAXIE Delivers Peace of Mind

SUP





Cleaning with Microfiber / Green Impact

- Reduction in Paper Usage
- Reusable
- Reduced Water and Chemical Usage
- Less Waste to the Landfill





Cleaning with Microfiber Basics

- Color Coding
 - Red = High Risk Contamination
 - Yellow = Low Risk Contamination
 - Blue = Glass & Dusting
 - Green = Food Service Areas





Cleaning with Microfiber Basics

- Eight Sides to a Microfiber Towel
- Apply Chemical Direct to the Towel with exception of disinfecting dwell time
- Clean from the Outside in / Top to Bottom





Maintaining Microfiber Towels

- Keep colors separated to prevent cross contamination
- Launder Towels in a designated mesh bag
- Never use Fabric Softener or a High Temp Dry
- Towels can be laundered up to 250 times (depending on initial quality)





WAXIE Brand Green Chemicals

- What Makes Our Chemicals Green
- How are Green Chemicals as effective as
 Traditional Chemicals



STATEMENT OF COMMITMENT



It's All About Green

» WAXIE-Green Cleaning Products

- Support your commitment to sustainable cleaning
- High-quality cost effective products
- Superior cleaning performance
- Latest cleaning technology
- Products certified by third-party eco-labels

» Protect People

- Promote safer & healthier environments
- Improve workplace wellness & Increase productivity

» Respect the Environment

- Reduce environmental impact
- Specially formulated chemicals designed to reduce impacts on health & environment



Everything You Need to "Clean Green"



ECO LABELS & CERTIFICATIONS







WAXIE-GREEN FLOORCARE PROCEDURES











Environmentally Friendly Floor Care Prep



How can I lessen the impact on the environment when prepping a floor for finish?

- Use of orbital equipment and SPP pads
- Use of a general purpose chemical instead of stripper
- Using diamond floor pads with your traditional floor machines

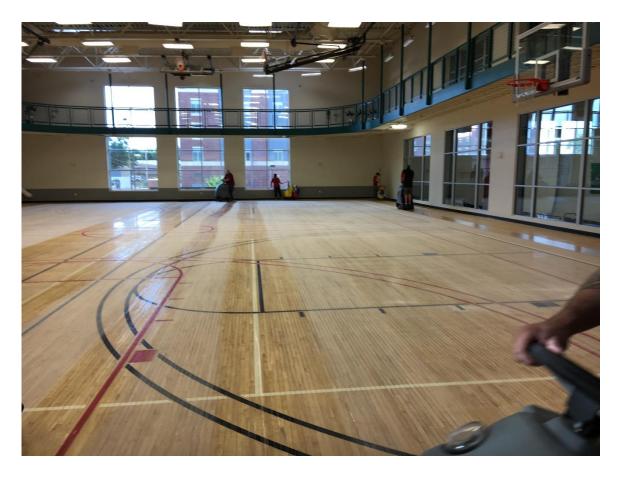






GYM PREPPED WITH DIAMOND PADS AT EASTERN WASHINGTON UNIVERSITY











SPP Finish Removal Video

https://youtu.be/NG3RxvXiCEg





How can the use of a flat mop system reduce waste and increase productivity?

- Flat mop systems allow the user to lay thinner and more even coats
- Flat mop systems make it very easy to re-use any left over finish
- Microfiber pads can be washed and reused many times



FINISH APPLIED WITH WAXIE FAST GLIDE FLAT MOP







WAXIE-GREEN FLOOR CARE PRODUCTS







WAXIE-GREEN FLOOR STRIPPER





WAXIE-GREEN FLOOR STRIPPER is **Green Seal GS-40 Certified** and is specifically designed to remove WAXIE-Green Floor Finishes, but it also removes most conventional metal-crosslinked floor finishes too. This fast acting and pleasant to use stripper removes multiple layers of finish without harsh alkalies and other conventional components. Does not contain hazardous or corrosive materials.

TYPICAL PROPERTIES

No 2-BE (Butyl), APE, Caustic, EDTA, Ammonia • Phosphate Free • Non-Corrosive • VOC Compliant

4/cs

ENVIRONMENTAL & SAFETY BENEFITS

- No 2-BE (Butyl), APE, Caustic, EDTA, Ammonia
- Phosphate Free
- Readily Biodegradable*
- Contains No Hazardous Ingredients**
- No Petroleum Distillates
- No Halogenated Aromatic Solvents
- No Alkalies
- Non-Corrosive
- VOC Compliant
- Meets CARB VOC Limits
- Fragrance-Free

ITEM DESCRIPTION

320661

*As defined in 40CFR796.3200 EPA/TSCA **As defined in 0SHA 29CFR 1910.1200

gl/cs

C.a

| pH | 10.9 | |
|---------------------------|-----------|------|
| Weight/Gal. | 8.76# | |
| Foam | Very Low | |
| Color | Colorless | |
| Odor | Bland | |
| Clarity | Clear | |
| Sediment | None | |
| VOC @ 1:3 Dilution | 10.2% | |
| (EPA Method 24) | | |
| HEALTH AND HAZARD RATINGS | | |
| Category | NFPA | HMIS |
| Health | 2 | 2 |
| Fire | 0 | 0 |
| Reactivity | 0 | 0 |
| Protective Equipment | None | В |
| | | |
| | | |
| | | |



WAXIE-GREEN HI-GLOSS FLOOR FINISH





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WAXIE-GREEN HI-GLOSS FLOOR FINISH is ECOLOGO CCD-147/UL 2777 Certified and utilizes the latest self-crosslinking technology to produce a high quality modified acrylic floor finish without the use of metal-crosslinkers. This unique chemistry provides unparalleled high gloss and offers superior detergent resistance, gloss retention and black heel and mark resistance relative to conventional metal-free finishes.

WAXIE-GREEN HI-GLOSS FLOOR FINISH contains no heavy metals, APE/APEO (alkyl phenol ethoxylates) surfactants, NPE (nonyl phenol ethoxylates), PFOS and/or PFOA (perfluorooctane sulfonates and perfluorooctanoic acid), Ethylene glycol-based coalescents, phthalates, styrene, metabolite (styrene oxide), formaldehyde or urethane.

Zinc and Calcium Free Formula • Non-Toxic • Non-Flammable Solvent Free • Biodegradable • Meets Federal & State VOC Requirements • Meets ASTM D2047-93 requirements for Slip Resistance • Meets CARB VOC requirements and CA Prop 65

When used with WAXIE-Green Maravilloso Lavender Neutral Cleaner & Degreaser or WAXIE-Green Neutral Cleaner it maintains requirements for a slip resistant coating, as determined by ASTM D2047.

| ENVIRONMENTA | L & SAFETY BENEFITS | | TYPICAL PROPERTIES | |
|-------------------------------------|----------------------|------|-------------------------------|------------------------|
| • No Styrene or A | APE's | | pH | 8.0 |
| Neutral-pH | | | Specific Gravity | 1.024 |
| No Suspected I | Endocrine Disrupters | | Color | Opaque White |
| No Heavy Meta | al Complexes | | Total Solids | 21% |
| No Added Frag | rances | | Specular Gloss (5 Coats, VCT) | 90 |
| Non-Corrosive | | | Leveling | Excellent |
| Non-Reactive | | | Detergent Resistance | Excellent |
| No Dibutyl Phth | nalate Plasticizers | | VOC (EPA Method 24) | 0% |
| No Isocyanate | | | Coverage | 2,000–2,500 sq. ft./gl |
| ITEM DESCRIPTI | ON | | HEALTH AND HAZARD RATINGS | |
| 930284 | gl/cs | 4/cs | Category | NFPA |
| 930285 | drum | 5 gl | Health | 1 |
| | | - 3- | Fire | 0 |
| | | | Reactivity | 0 |
| | | | Protective Equipment | None |
| | | | | |



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|----------------------------|----|
| 2014 WANE Samary Supply | 40 |

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WAXIE-GREEN ADVANTAGE PLUS FLOOR FINISH





ECOLOGO

WAXIE-GREEN ADVANTAGE PLUS FLOOR FINISH is ECOLOGO CCD-147/UL 2777 Certified and an economical, metal free floor finish with moderate gloss and extreme durability and resistance. Extremely resistance to foot traffic and water/ detergent, while still responsive to burnishing and restoration. Designed to become harder and more durable over time with cleaning. Extremely high coverage for faster application with less material. Ideal for use in areas where low odor is most critical and extremely high gloss may not be desired. Meets ASTMD2047 standards for slip resistance.

WAXIE-GREEN ADVANTAGE PLUS FLOOR FINISH contains no heavy metals, APE/APEO (alkyl phenol ethoxylates) surfactants, NPE (nonyl phenol ethoxylates), PFOS and/or PFOA (perfluorooctane sulfonates and perfluorooctanoic acid), phthalates, formaldehyde or urethane.

No Heavy Metals • Non-Corrosive • Low Odor • No alkylphenol or nonylphenol ethoxylates • Extremely low VOC• Meets ASTM D2047-93 requirements for Slip Resistance • Meets CARB VOC requirements

When used with WAXIE-Green Maravilloso Lavender Neutral Cleaner & Degreaser or WAXIE-Green Neutral Cleaner it maintains requirements for a slip resistant coating, as determined by ASTM D2047.

4/cs

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ENVIRONMENTAL & SAFETY BENEFITS

- No heavy metal complexes
- · No alkylphenol or nonylphenol ethoxylates
- Non-Corrosive
- No phthalates
- No urethane or formaldehyde
- No PFOS or PFOA
- Extremely Low VOC: <0.1% (CARB Compliant)
- Not regulated by DOT for shipping

ITEM DESCRIPTION

933003 gl/cs 933010 drum TYPICAL PROPERTIES

| pH | 8.2 | |
|-------------------------------|------------------|------|
| Color | Opaque White | |
| Total Solids | 18% | |
| Specular Gloss (5 Coats, VCT) | >70 | |
| Odor | Extremely low | |
| Detergent Resistance | Excellent | |
| Durability | Excellent | |
| Coverage | 3,000 sq. ft./gl | |
| HEALTH AND HAZARD RATINGS | | |
| Category | NFPA | HMIS |
| Health | 1 | 1 |
| Fire | 0 | 0 |
| Reactivity | 0 | 0 |
| Protective Equipment | None | В |
| | | |



WAXIE-GREEN ARMOR II FLOOR FINSH





WAXIE-GREEN ARMOR II FLOOR FINISH is **GS-40 Certified** and a premium metal-free floor finish with high gloss and extreme durability and resistance. Exceptional resistance to foot traffic and water/detergent, while still responsive to burnishing and restoration. Designed to become harder and more durable over time with cleaning. Extremely high coverage for faster application with less material.

WAXIE-GREEN ARMOR II FLOOR FINISH contains no heavy metals, APE/APEO (alkyl phenol ethoxylates) surfactants, NPE (nonyl phenol ethoxylates), PFOS and/or PFOA (perfluorooctane sulfonates and perfluorooctanoic acid), phthalates, formaldehyde or urethane.

No Heavy Metals • Non-Corrosive • Low Odor • No alkylphenol or nonylphenol ethoxylates • Extremely low VOC

When used with WAXIE-Green Maravilloso Lavender Neutral Cleaner & Degreaser or WAXIE-Green Neutral Cleaner it maintains requirements for a slip resistant coating, as determined by ASTM D2047.

| ENVIRONMENTAL | & SAFETY BENEFITS |
|------------------------------------|-------------------|
| No heavy metal | complexes |

- · No alkylphenol or nonylphenol ethoxylates
- Non-corrosive
- · No phthalates
- · No urethane or formaldehyde
- No PFOS or PFOA
- Very Low VOC: 0.11% (CARB Compliant)
- Not regulated by DOT for shipping
- Low odor
 - Water and detergent resistant

ITEM DESCRIPTION

| 933005 | gl/cs | 4/cs |
|--------|-------|------|
| 933011 | drum | 5 gl |

| all. | 7.05 | |
|-------------------------------|------------------|------|
| pH | 7.95 | |
| Color | Opaque White | |
| Odor | Extremely Low | |
| Total Solids | 20% | |
| Specular Gloss (5 Coats, 60°) | >85 | |
| Durability | Excellent | |
| Coverage | 3,000 sq. ft./gl | |
| HEALTH AND HAZARD RATINGS | | |
| Category | NFPA | HMIS |
| Health | 1 | 1 |
| Fire | 0 | 0 |
| Reactivity | 0 | 0 |
| Protective Equipment | В | В |



WAXIE-GREEN FLOOR FINISH ENHANCER





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WAXIE-GREEN FLOOR FINISH ENHANCER is ECOLOGO CCD-147/UL 2777 Certified and is a high dilution floor maintenance product that improves the efficiency of floor pads in restoration to enhance and repair dull or damaged floor finishes to a vibrant gloss. Designed to restore all WAXIE-Green Floor Finishes, but works with conventional floor finishes as well.

WAXIE-GREEN FLOOR FINISH ENHANCER contains no phosphates, glycol ethers, alkalies, acids, Dibutyl Phthalate plasticizers or APE/APEO (alkyl phenol ethoxylates) surfactants.

No Heavy Metals • No Acids or Alkalis • Readily Biodegradable • Meets ASTM D2047-93 requirements for Slip Resistance

When used with WAXIE-Green Floor Care Program it maintains requirements for a slip resistant coating, as determined by ASTM D2047-93.

| ENVIRONMENTAL & S | AFETY BENEFITS | | TYPICAL PROPERTIES | | |
|---|----------------|------|---------------------------|---------------|------|
| No heavy metal con | nplexes | | pH | 8.8 | |
| . No acids or alkalis | | | Color | Colorless | |
| No added fragrance | | | Odor | Extremely low | |
| Low VOC: <1% at 1 (CARB Compliant) | :64 dilution | | Foam | Extremely low | |
| Readily Biodegradal | ble | | HEALTH AND HAZARD RATINGS | | |
| Not regulated by DC | | | Category | NFPA | HMIS |
| | | | Health | 1 | 1 |
| ITEM DESCRIPTION | | | Fire | 0 | 0 |
| 930211 | gl/cs | 4/cs | Reactivity | 0 | 0 |
| 000211 | 9000 | 1,00 | Protective Equipment | None | В |
| | | | | | |
| | | | | | |
| | | | | | |



WAXIE-GREEN MARAVILLOSO NEUTRAL CLEANER





WAXIE-GREEN MARAVILLOSO LAVENDER NEUTRAL CLEANER & DEGREASER is ECOLOGO CCD-147/UL 2777 Certified and is a high dilution neutral cleaner and degreaser ideal for maintaining all WAXIE-Green Floor Finishes. With daily cleaning, improves hardness, durability and life of these floor finishes to reduce maintenance expenses. Pleasant lavender fragrance.

WAXIE-GREEN MARAVILLOSO LAVENDER NEUTRAL CLEANER & DEGREASER contains no phosphates, zero VOCs and is not regulated by DOT for shipping.

No Phosphates • Zero VOCs • Neutral pH • Readily Biodegradable

4/cs

| - 6 | EL I | | C I | 18.4 | CA | TAL | 0 | CALETY | DENEEITC |
|------|------|----|-----|------|-----|-----|-----|--------|----------|
| - 11 | IV | In | Uľ | 101 | CIN | IAL | Ct. | SAFELT | BENEFITS |
| | | | | | | | | | |

- No phosphates
- Zero VOCS
- Neutral pH

321194

- Readily biodegradable
- Not regulated by DOT for shipping

ITEM DESCRIPTION

gl/cs

| pH Color | 7 Purple (FD&C Dyes) | |
|---------------------|-------------------------|-----|
| Odor | Clean Lavendar | |
| Foam | Low | |
| HEALTH AND HAZAR | D RATINGS | |
| Category | NFPA | HMI |
| Health | 0 | 0 |
| Fire | 0 | 0 |
| Reactivity | 0 | 0 |
| Protective Equipmen | t None | В |



Q/A









thank you for the opportunity to serve you

www.WAXIE.com