

Introducing Liquid Safety Solutions

Whether your business involves a factory floor, a lab, fleet operations or has environmental concerns, we have a **liquid safety solution** for your operation!

FyterTech Nonwovens is the largest integrated sorbent manufacturer supplying our distribution partners with the diverse line of liquid safety product solutions. What this means to our customers is that we have the reach, scope and help to help them be successful and grow their business wherever it takes them.

Reach - We are where you need us to be, around the corner or across the ocean. With nine U.S. operational centers and global distribution in 60 countries, we can deliver regional and targeted solutions for your business.

Scope - Multiple manufacturing sites allow us to effectively serve a variety of industries with targeted products and technologies. We manufacture our own sorbents (not just convert them). With our Essentials line, we now offer no minimum order quantity and a three-day (LTL) lead time on standard product from multiple distribution facilities.

Scale - Our footprint allows you to consolidate your orders and benefit from unparalleled product selection and field sales support.

You can bundle your sorbent, wiper, rag secondary containment and stormwater compliance products to meet minimums and reduce the number of suppliers you manage. Our nationwide sales force is there to support both you and your end users with product recommendations, regulatory knowledge, industry experience and our free site survey.





Contents

Product Categories

Target Industries

Product Overview

Sales Strategy

LSS Contacts

Email Template / Script

Click to jump directly to the section

Product Categories

Janitorial & Facility Maintenance

- Cleaning Wipes
- Rags
- Shop Towels
- Surface Disinfecting Wipes



Safety & Security

Spill Absorption

- Absorbent Blankets, Pads, Pillows & Rolls
- Absorbent Socks & Booms
- Chemical Neutralizers
- Loose Absorbents

Spill Containment

- Drip Pans & Spill Containment Trays
- Spill Containment Accessories
- Temporary Leak Repair

Spill Kits & Stations

Facilities Management

Wipers, rags and absorbents play a critical role in facility safety, cleanliness and compliance. Each of these products can help you with your cleaning regimen; prevent slips, trips and falls; meet OSHA and EPA guidelines; and be prepared when that spill does happen.

Spilfyter Wiper Kits:

Cleaning and disinfecting is more important than ever. These wiper kits give you another tool for keeping your facility clean and safe.

- Easily add a wet wipe to your existing cleaning regimen, the kit utilizes whatever cleaning solution you already use.
- Control how saturated the wipes become based on your cleaner and application.
- Reusable bucket has an airtight lid to keep your wipes saturated, avoid contamination and reduce staff exposure to the chemicals.
- Wipers easily absorb the cleaning solution while remaining durable to handle your daily cleaning needs.

Wipers & Rags:

GT Series Wipers blend strength, absorbency and durability to give your operation a new workhorse for tackling everyday challenges.

- Created using a hydro-entanglement process that weaves absorbent cellulose fibers with polypropylene for additional strength.
- Engineered to be your new "Go To" wiper, the GT Series will withstand harsh chemicals and extended scrubbing
- Offers superior low linting and wipe dry properties

Shop rags come from a number of sources and are an economical, general purpose wipe and absorbent. Terry towels are ideal for cleaning and polishing.

High Visibility Sorbents:

Every time you deploy a "High Vis" sorbent to manage and clean your leaks, drips and spills, you are posting a warning sign that keeps your workers safe.

- High Vis sorbents have a durable, tear-resistant coverstock printed with a caution/warning sign
- Ideal for high traffic areas where the risk of slips, trips and falls is greater
- Offered in a variety of configurations including pads, rolls, dispenser packs, kits and wipers



Facilities Management, cont.

Absorbent Mats & Rugs:

Traction rugs are an easy to deploy, durable solution for preventing slips, trips and falls. Rugs cling to the floor creating a clean and safe working environment.

- Adhesive or cling backing adheres to floors but can still be re-positioned easily
- Traction rugs are a universal sorbent absorbing a wide variety of oil and water-based spills
- Withstands heavy foot traffic andvehicle traffic including fork trucks

Essential Sorbents:

Universal sorbents are designed to absorb oils, coolants, solvents, water and more. They are perforated for flexibility and efficiency while offering great wicking and performance for all of your leaks, drips and spills. Socks can be molded around equipment for those troublesome problem areas.

Secondary Containment:

No matter what size or shape liquid storage container you have, there is probably a spill containment solution to make sure your facility is in compliance with EPA, SPCC and other regulations. These products should be a part of your "prevention first" best practices to limit the spread and issues associated with a spill.



Transportation

All modes of transportation require maintenance, repair and regular fueling, these operations use spill control products to keep their businesses clean, safe and compliant.

- Maintenance/Repair Bays
- On Location Refueling and Repairs
- Outdoor Liquid Storage
- Oil/Water Separator
- Fueling Vehicles
- Waste and Stormwater Runoff/Drainage
- Walkways Slips, Trips & Falls Risk

Did you know? Per SPCC guidelines, fueling vehicles must be parked in secondary spill containment overnight.



General Automotive/Fleet Maintenance

Maintenance centers can benefit from a wide variety of spill control products to keep their facilities clean and safe.

Whether you select our Spilfyter® branded products or choose from our Essentials line, our products are designed to efficiently manage and clean up spills from oil to anti-freeze to brake fluid.

Trucking

Truck fleets present unique challenges surrounding the sheer size of the vehicles and the mobile nature of the fleet. You don't always have the luxury of making repairs or handling a spill in a controlled environment. Truck sized spill kits and portable containment berms allow you to properly manage leaks, spills and repairs while remaining in compliance.

Railroad Operations

These operations combine everyday fleet maintenance needs with the challenges of size and unique locations. The appropriate spill control solution reflects that same mix of standard and specialized products including sorbent pads, wipes and rags to railroad mats tailored to keep these operations in compliance.

Oil & Gas

A combination of standard product and our specialized oil only collars and rugs is a great starting point for tackling these specific problem areas:

- Leaking (or spilling) hydrocarbons at the point of drill head insertion
- Leaks and spills reaching the ground or platform during the drilling process
- Spills directly in to the waterway from marine drilling operations
- Pipeline leaks and repairs

Specialized sorbents come in several different configurations offering varying levels of durability, poly backing to prevent leaching in to the soil and and die cuts for a perfect wellhead entry point fit.

These operations also require standard spill control products and kits to manage many of their day-to-day needs that are not drilling specific:

- Generators
- Hydraulic equipment (forklifts, etc.)
- Oil drums
- Stocking warehouses
- Storm drains
- Drilling equipment
- Machinery & Vehicles
- Shared work spaces



Lab & Healthcare

Featured Products

Poly-Backed Sorbents

These skid-resistant, leak-proof pads help keep your work environment neat and clean and offer a three-ply construction resulting in a low-lint, high strength, non-slip product that keeps fluids from reaching the floor.

- Keeps surgical rooms safe and dry
- Place around scrub sinks that are likely to be high-traffic wet areas

Cleanroom Pads & Pillows

Cleanroom pads and pillows are perfect for hospital, laboratory and research environments. These low and extra-low lint sorbents will keep your work areas safe from spills and chemical over-runs.

- Extra low lint pads provide for a 100% lint free cleanroom where airborne particles are prohibited
- Hazmat pads encased in tear resistant, low lint spunbond
- Static resistant

Lab Surface Soaker Pads

Heavy-duty soakers are made with a clear poly backing to prevent skids and chemical soakthrough, while absorbing 1 liter per square meter. Light-duty soakers are made with multiple layers of 100% recycled absorbent tissue with a waterproof, skid-resistant and chemical resistant poly backing.

In addition, we offer many other products critical to the safe operation of laboratory and medical work environments:

- HazMat Sorbent Pads, Socks & Rolls color-coded yellow for safety!
- Neutralizers & Classifiers
- Specialty Chemical & Neutralizer Spill Kits



Energy

The demand for power in this country continues to increase and plant managers are faced with increasing output while overcoming the day-to-day operation of an aging infrastructure. As equipment becomes less efficient, it naturally leaks and drips creating hazards and reducing productivity. While the nature of the plant may vary (coal, hydroelectric, wind farms, etc.), the equipment that translates the natural resource in to power still requires maintenance and repair. Which in turn needs sorbents and other spill control products to keep the operation clean, its workers safe and the business in compliance.

- Sorbent Pads & Rolls
- Spill Kits
- Socks & Boom
- Wipers & Rags



General Manufacturing

Very similar to our MRO Solution, manufacturing operations use spill control products to keep their facilities clean, safe, compliant and productive. Using these products to help you prevent slips, trips and falls; meet OSHA and EPA guidelines; and be prepared when that spill does happen. As with MRO, we'll focus on:

- Walkways
- Production Areas
- Shipping & Receiving
- Liquid Storage (Indoor & Outdoor)
- Environmental Impacts

Walkways

Susceptible to weather and the leaks, drips and spills from nearby equipment, walkway safety is key in preventing slips, trips and falls.

Production Areas

Equipment leaks and liquids spill, the condition of the work area and the liquids

involved in your process are a great place to start.

Liquid Storage

Indoor or outdoor, wherever you store the liquids that support your business, you need to manage leaks and control spills.

Shipping & Receiving

These busy areas need to be prepared for a spill and a sorbent that can stand up to heavy traffic.

Environmental Impacts

Nearby waterways, wastewater ponds, stormwater concerns? You need to manage your EPA compliance.



Product Overview

Click to download literature

Alcohol Wipes



Disinfecting Wipe Kit Pro



Essentials 2021 Pads & Rolls



Essentialls 2021 Socks/Boom/Pillows



Facilities Management 2021



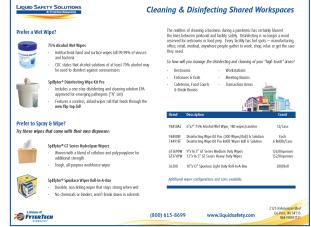
GT Series



High Vis Sorbents



Managing Facility Hot Spots

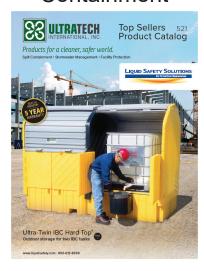


Railroad Market

Product Overview



Secondary Containment



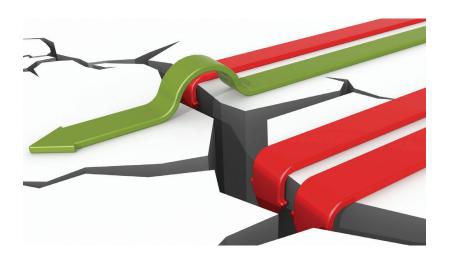
SpillFyter Wipe Kit



Wipers & Rags



Sales Strategy



People to Target:

- EHS Officers
- Purchasing
- Safety Directors

Sales Approach

- Higher end incident prevention
- EPA fine prevention
- Slip & Fall prevention (\$10k/incident, etc)
- We do not go to market as the cheapest, we sell our expertise and the spectrum of product across industries.

What sets them apart

- Spill control
- Essentials (in-stock quick ship items)
- Facility in TN stock here, ability to bundle
- They metal scan every reclaimed rag
- The risk here is that shards of metal or knives can get dropped in the boxes of reclaimed rags. They scan multiple times to prevent this, unlike many competitors.
- Consistency and quality, they don't mix in cheap products.
- · Bundling ship it all at one time

Competitors

- New Pig
- SPC Brady

Industries

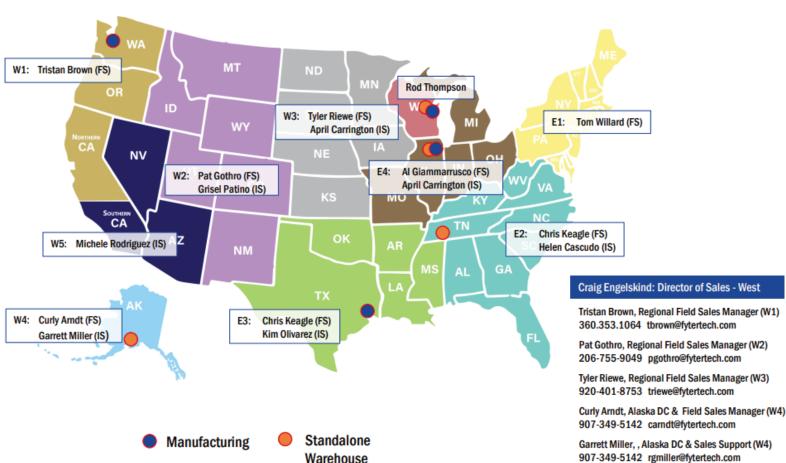
- General Industrial
 - Manufacturing
 - Oil & Gas
 - Anything that would need spills cleaned up
 - Paint & fine finishing
- Marine
- Environmental
- Janitorial

Safety

Hardware (local stores)

Contacts

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What types of fluids or coolants are being used?	Are fluids reaching the floor?
is the work area dry and slip free?	Are there rags or wipers visible in the area? if so, what kind?
Are there absorbents visible in the area? If so, what kind?	Are there chemical drums or totes in the area?
List any potentially unsafe conditions:	Any secondary containment in use?
	Liquid Safety Solution