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## REPRESENTATION INTRODUCTION

04/25/2022

# Fundamentals

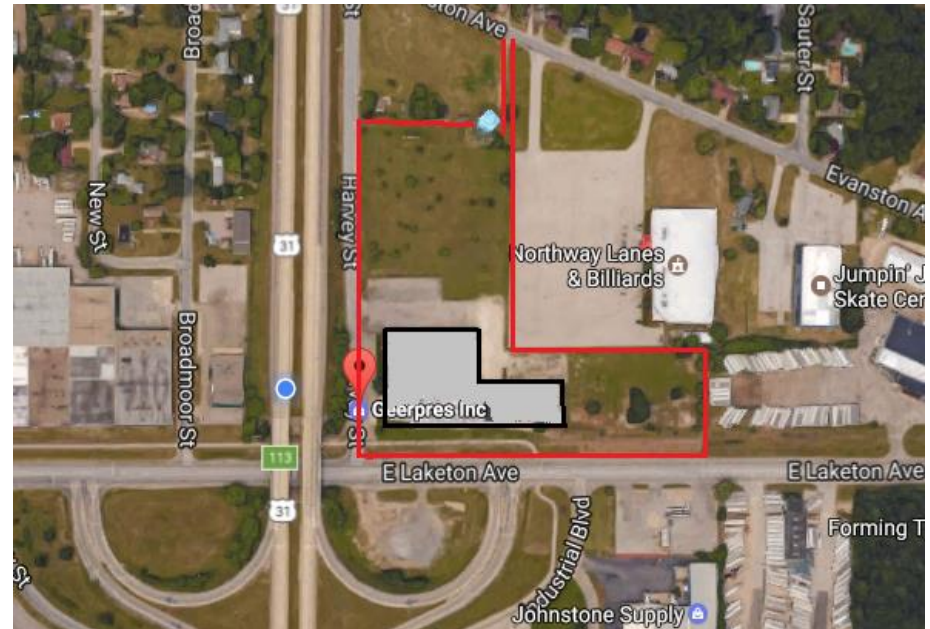
- Founded in 1935 by Elmer Bard with the invention/perfection of the downpress wringer, a design which is now used by all wringer manufacturers.
- Serving the Jan-San industry worldwide, primarily through distribution, but includes national Building Service Contractors, and private label (OEM) manufacturing.
- Geerpres manufactures a comprehensive line of systemic cleaning products including housekeeping carts, mop handles, buckets, wall washing systems, microfiber applicator systems and single-use microfiber products.
- We specializes in lasting value, developing product in consultative partnership with customers.
- Purchased in late 2013 by Scott Ribbe, President, sole owner.

## PROFESSIONAL CLEANING SOLUTIONS

- Premium product quality, lasting value and ROI
- Designs targeted to improve efficiency
- Cross-selling, Integrated, Systemic Product Lines.

70,000 SF Manufacturing/Distribution  
10,000 SF Administrative Facilities

1780 Harvey St.  
Muskegon MI, 49442



## Supply Chain; Local and Reliable

- > 70% of Raw Material Components sourced domestically.
- > 40% of Raw Material Components sourced in Michigan.
- > 95% of Outside Operations provided locally.
- Incremental focus on lower cost sourcing when applicable.

# Key Contact Team Members

Scott Ribbe, President

Lee Sherrell, VP Sales

Jason McCaskey, Customer Service/Supply Chain

Dwanya Baldwin, Customer Service Representative

Michele Lynn, Accounting / Credit

Dale Bucy, Operations, Quality, Engineering

- Industry and Manufacturing Experience
  - Jan-San / Distribution
  - Office Furniture
  - T1, T2, T3 Automotive
  - Lean Manufacturing / TPS / Kaizen
  - APQP / RCCA
- Engineering / Fabrication
  - SolidWorks Design
  - Sheet Metal
  - Welding
  - Fabrication
  - Casting



## Materials;

Plastics; Nylon, Acetyl, Polypropylene, Molded, Extrusion.

Metals; Aluminum, Aluminum Extrusion, Stainless Steel, Cold Rolled Steel, Zinc.

Wood; Pine, Bamboo.

Fiberglass.

PET, PPP textiles

## Coatings;

Electropolish, Zinc Plated, Powder Coat, Anodized.

## Design;

To meet customer needs.

Customizable, adaptable, capable.

# Go To Market Factors

- Network Buy Group
  - Nearly all core J/S distribution membership
  - Contract Rebate/discount incentives
  - Focused purchasing via Distribution
  - Annual Trade Show 'Earned'
- Global Purchasing Organizations (HC)
  - Targeting Healthcare / Vizient / Premier / HealthTrust
- Distribution Pull Through via end user Sales & Marketing
- Trade Shows / Groups
  - ISSA – Jan San Distribution, BSC base
  - AHE – EVS End User (Healthcare) base
  - AORN – Operating Room Nurses
  - APIC – Infection Prevention



Distribution	50%
Cleanroom	20%
OEM / PL	15%
BSC	15%
	<hr/> 100%

Healthcare	65%
Food Service	10%
Education	3%
Military	10%
Hospitality	2%
Cleanroom	10%
	<hr/> 100%



# Product Categories

- EVS Carts, Enterprise, Specialty
- Single Use Microfiber Mops, Wipes, Other
- Microfiber Applicator Handles
- Traditional Mop Handles
- Wall Wash Handles
- Buckets (Plastic, Stainless Steel, Steel)
- Wringers (Steel, Plastic, Stainless Steel)
- Cleanroom (Specialty Carts, Handles)
- Software
- Accessories (Gripits)

# PRODUCT HIGHLIGHTS

***We listen to customer needs.***



# The BEST.....



# The ONLY.....and the BEST



**ZINC - PLATED DOWNPRESS WRINGER**



**STAINLESS STEEL DOWNPRESS WRINGER**

# 2022 Goals & Objectives

- Growth via consolidated Sales Representation
- Launch 'Loo Mop' biodegradable toilet brush, Advantex bucket
- Cost/Inflation Mitigation
- Supply Chain Normalization (Lead Times)
- Integrated Selling, product combinations, accessories
  - Cart / Microfiber Combo-Convert Program
    - (Network Only through 06/30/2022, all distribution thereafter)
  - Accessory Giveaways
    - Linen Hamper Curtain (1 for each 4 hampers sold)
    - Dry Dock Bag (1 for each 4 carts sold)
    - Advantex mop (10 pack) and new bucket with each cart sold
- Limited Pricing Adjustment Planned, Mid 2022 – item level

# Things to Consider

- Resources (all) located at **Representative Portal**. Password = “Geerpres1780!!”
- **Representative Handbook** (located on the Portal)
  - Significant reference to standard policy and procedure.
- Planning / Forecasting. **Please assist in planning new business !!**
  - *NEW BUSINESS IS HAPPENING FAST!*
  - Transitional Volume Requirements
  - Lead Times are unpredictable on Manufactured Items
- Our Team
  - Lean, Agile, Enthused
  - We are focused on unified growth, success.

# Complete Integrated Solutions

Sustainable, Effective Microfiber Solutions

Efficiency Enhancing EVS Carts, & Mopping Systems

Productivity Enhancing Software System



# Q & A