# The World of Essential...



# World Class Coatings and Chemistry

www.essind.com



Whether it's world class coatings or custom-blended chemistries...

# Innovation is ESSENTIAL.









Monomer shipment direct to our Nevada facility



New investments in our Polyurethane Reactors and Dispersion Drop Kettles



Acrylic Polymer Reactors



# PRIME Explanation of the portunities





MAKE IT EASY FOR YOU

# Why choose Essential Industries?



- We design, invent and manufacture our own acrylic, urethane and polyethylene polymers which gives you higher margins on custom cleaners, finishes and wood coatings
- Innovative products to give our customers a unique advantage in the market place
- Proprietary packaging options
- Experienced sales representatives provide expert product knowledge
- Hands-on training seminars and product demonstrations
- Customized maintenance programs
- Technical support and regulatory guidance





# DEVELOP YOUR OWN PRIVATE BRAND PROGRAM WITH ESSENTIAL'S SIMPLE 4-STEP PROCESS:



# **Create YOUR brand look:**

Our talented design team will work closely with you to create a unique look that rivals national brand labels and sets you apart from the competition. We will create YOUR image, establish YOUR market presence and increase YOUR profit margin.







# 9

# Choose YOUR products:

**Our product line is YOURS!** Essential will help you choose products based on the needs of your customers. Our strong commitment to research and development allows us to offer systems of products that reduce end-user maintenance costs and are innovative and profitable to sell.







# Set up YOUR program:

Our in-house design and marketing teams will personally and professionally design everything you need for your program including labels, sell sheets, brochures, wall charts, reference cards and training manuals.





# **Implement YOUR program:**

Our experienced sales representatives will support you in implementing your program with their expert knowledge, literature, training materials and end-user application assistance.





4

# PRINTE Opportunities



# GRAPHIC DESIGN SERVICES PORTFOLIO

**PRODUCT LABELS • BROCHURES • SELL SHEETS • WALL CHARTS** 



**Go Green Product Packaging and Literature** 



**Reliant Sports Floor Product Packaging and Literature** 



**Your Brand Product Packaging and Literature** 



### READ BEFORE USING

- 1. Dilute before using. Do not use on painted surfaces or wooden floors. Use cautiously for stripping linoleum, or rubber tile as stripper may cause bleaching.
- 2. Wipe up any spills or splashing from baseboards or painted surfaces immediately. 3. Dilute as instructed below. Stronger dilutions will not increase efficacy.

- . Dilute with cold water as follows: 1 part stripper to 4 parts water.
- 2. Apply liberally to floor covering 100 square feet at a time. Be sure to leave surface
- 3. Allow to remain on floor 5 to 10 minutes. Agitate for 100% removal of old floor finish. 4. Pick up solution using a wet vac or auto scrubber. If any finish remains (around baseboards), reapply stripping solution and agitate as necessary.
- 5. Rinse floor thoroughly, Allow floor to dry.
- 6. Apply green finish.

NOTE: For stripping and maintaining asbestos containing tile, follow OSHA guidelines or EPA guidelines.

### Warning

Causes serious eye irritation. Causes skin irritation. Read label before use. Keep out of reach of children. If medical advice is needed, have product container or label at hand. Wear protective gloves. Wear eye or face protection. Wash hands thoroughly after handling.

FIRST AID: IF ON SKIN (or hair): Wash with plenty of soap and water. Take off contaminated clothing. Wash contaminated clothing before reuse. If skin irritation occurs: Get medical attention. IF IN EYES: Rinse cautiously with water for several minutes. Remove contact lenses, if present and easy to do. Continue rinsing. If eye irritation persists: Get medical attention.

### Phosphate-Free

See Product Safety Data Sheet Before Using. For Commercial, Industrial and Institutional Use Only.

Contents: Water 7732-18-5, Dipropylene glycol n-butyl ether 29911-28-2, Benzyl alcohol 100-51-6, 2-phenoxyethanol 122-99-6, Monoethanolamine 141-43-5. 8881J1116

Net Contents: One Quart (0.95 Liter)

## (FRANÇAIS) LIRE AVANT UTILISATION

- Diluer avant usage. Ne pas utiliser sur les surfaces peintes ou sur les sols en bois. Utiliser avec précaution lorsque vous décapez les linoleums, les carrelages en asphalte ou en caoutchouc, car le décapant peut provoquer du blanchiment, du ramolissage ou des coulées.
- Essuyer immédiatement tout renversement ou toute éclaboussure qui se produise sur les plinthes ou sur les surfaces peintes.
- Diluer selon les instructions ci-dessous. Les dilutions plus fortes ne produiront pas une efficacité accrue.

- Diluer avec de l'eau froide comme suit: 1 part pour 4 parts d'eau. Appliquez libéralement sur le plancher pour couvrir 9 m² à la fois. Être sûr que la surface est TRÈS mouillée
- Laisser le produit sur le sol de 5 à 10 minutes. Agiter pour enlever complètement le vieux fini du sol
- Ramassez la solution à l'aide d'un aspirateur à eau ou un balai-brosse automatique. S'il reste du fini (autour des plinthes), appliquer de nouveau la solution de décapage et agiter selon les besoins. Rincez le plancher à fond. Le laisser sécher.
- Appliquer le revêtement de sol vert.

Provoque une sévère irritation des yeux. Provoque une irritation de la peau. Lire l'étiquette avant utilisation. Tenir hors de portée des enfants. En cas de consultation d'un médecin, garder à disposition le récipient ou l'étiquette. Porter des gants de protection. Porter une protection oculaire ou faciale. Se laver les mains soigneusement après manipulation.

PREMIERS SECOURS: EN CAS DE CONTACT AVEC LA PEAU (ou les cheveux): Laver abondamment à l'eau et au savon. Retirer les vêtements contaminés. Laver les vêtements contaminés avant réutilisation. En cas d'irritation cutanée: Faire appel à un médecin. EN CAS DE CONTACT AVEC LES YEUX: Rincer avec précaution à l'eau pendant plusieurs minutes. Enlever les lentilles de contact si la victime en porte et si elles peuvent être facilement enlevées. Continuer à rincer. Si l'irritation oculaire persiste: Faire appel à un médecin.

### Sans Phosphate Lire la Fiche de Sécurité Avant d'Utiliser. Pour Usage Commercial, Industriel ou Institutionnel Seulement.

Contenu Net: 0.95 Litres

Scan QR code for access to the Safety Data Sheet.

## (ESPAÑOL)

## LEER ANTES DE USAR

- Diluirlo antes de usarlo. NO lo use en superficies madera. Uselo cuidadosamente al usarlo en baldo o asfalto ya que el removedor puede causar que
- Limpie los derrames o salpiques de los rodapiés inmediatamente.
- Diluya segun las instrucciones siguienes, Dile incrementaran la eficacia.

### INSTRUCCIONES

- Diluir con agua fría como sigue: 1 pa Aplicar generosamente en el piso,
- cación. Sea seguro dejar la supe Dejar que se quede en el piso S Limpiar la solución utilizando un
- auto-fregador. Si poco del acaba
- a aplicar la solución removedora. Enjuagar el piso completamente Aplique el acabado verde.

### Atención

Provoca irritación ocular grave. Provoca Leer la etiqueta antes del uso. Mantene consultar a un médico, tener a mano e quantes de protección. Usar protecció mente las manos después de la manij

PRIMEROS AUXILIOS: EN CASO DE C abundante agua y jabón. Quitar la ropa tes de volverla a usar. En caso de irritació DE CONTACTO CON LOS OJOS: Enjuc minutos. Quitar las lentes de contacto, a lidad. Proseguir con el lavado. Si la irrita

Sin Fosfatos Consulte la Hoja de Datos de Segur Antes de Usar este Producto. Solamente Para Uso Comercial, Industrial e Institucional.

Contenido Netos: 2424 East



# **Example of a Quart Bottle Label**



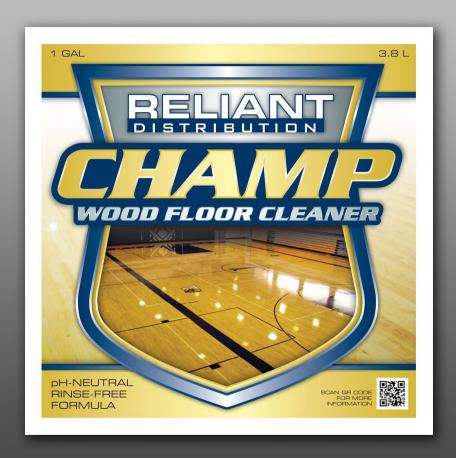


**Example of a Squeeze & Pour Bottle Label** 





**Example of a 5-Gallon Pail Label** 





**Example of a 1-Gallon F-Style Bottle Label** 



(ENGLISH)
Do not use more than once per week.
TOOL 1: CLEANER

Dilute at 6 ounces per gallon (48 ml per liter) of water.

1. Utilite at 6 ources per gallon (48 m) per liter; of worker.
2. Autremotic Corubber - sruth Bero erree and pickup.
Meg and Bucket - damp mag floor.
3. Allow floor to dry theroughly.
4. Burnish Bow with high speed machine and appropriate pad.
5. Dust map floor.

### TOOL 2: SPRAY BUFF

 Dust mon floor and remove all chewing ours and labels TOOK 2: FMAX BUILD.

1. Dilute or 2 centers per gollon (16 ml per liter) of water.

2. Spray fine mix on manageable area of floor (about 800 sp. ft./73 m²).

3. Let sound for 5 minutes until slightly don'nt but not completely dry.

4. Barmink floor with high speed machine and appropriate ped.

5. Flip pad and bull to high gloss. Dilute 8 ounces per gallon (64 ml per liter) of water.
 Apply product to floor in 200 ft<sup>3</sup> sections. Top scrub with moreon wood prep pad. Floor should be uniformly clean and mark-free.

4. Pick up soiled solution and continue with 200 ft<sup>2</sup> sections until entire floor is deep deaned. 5. Rinse floor thoroughly and allow to dry.

COVERAGE: One gollon covers up to 130,000 square feet
(1 liter covers 3250 m²) at 2 ounce (16 mil dilution.

# Weening Cause serious eye intletion. Causes skin intletion. Rood lobel before use. Keep out of reach of children. If medical advice is needed, have product container or label at hand.

Wear protective gloves. Wear eye or face protection. Wash hands thoroughly after handling

FIRST AID: If SWALLOWED. Interectionly cell o POSSON CENTER or physicism. Brow mouth, Do NOT indoor veniting, IF ON SXIN (or base).
With with planty of soop and water. Iske all interectionely of commissioned clothing. With conteminated clothing before respe. Cell modical
materials in introduce occurs. IF IN CTSS: Brow costriculy with water for several minutes. Remove contact leves, if present and easy to do.
Continue risking, Get medical streetion.

Store locked up. Dispose of contents and container in accordance with all local, regional, national and international regulations.

# This product meets ASTM D2047 method for slip resistance. Maximum VOC Contents 0,75% Phosphate-Free See Product Safety Data Sheet Before Using. For Commercial, Industrial and Institutional Use Only.

Contents: Water 7732-18-5: Potossium Indraxide 1310-58-3: Tall oil. fathy acids 61790-12-3: D-limonene 5989-27-5. 526FRG1715 Net Contents: One Gallon (3.8 Liters)

# TOOL 3: DEEP SCRUB (price to recoefling) 1. Dilete 8 ounces per gallon (64 ml per liter) of water. 2. Apply with mop and surub with single disk machine or opply and scrub with on ours scrubber and blue pack.

3. Rinse floor theropolity and allow to dry. 4. Apply 1 to 2 coats of floor finish.

TOOL 4: RUBBER/WOOD PREP

(FRANÇAIS)
Ne pas utiliser plus d'une fois par semaine.
OUTIL 1: NETTOYANT Diluez 48 ml par litre d'eau. Balai-Brosse Automatique - frumez le plancher et ramassez. Balai à Franges et d'un Seau - passer le plancher au balai à

Laissez le plancher sécher à fond.
 Polissez le plancher ovec une machine à vitesse élevée et le

### patin approprié. 5. Essuvez le plancher avec un chiffon pour enlever la poussière. OUTIL 2: VAPORISATION

Diluez 16 mil par litre d'eau. Vaporiser légèrement une superficie maniable du sol (environ 73 m²). Laisser agir pendant 5 minutes jusqu'à ce que le sol soit légèrement humide mais pas tout à fait sec.
 Polissez le plancher avec une mochine à vitesse élevée et le

 Dilute at 10-12 ounces per gallon (80-96 ml per liter) of cold water. patin approprié. Passer un tampon double action et polir pour réussir un beau lustre. 6. Essuvez le plancher avec un chiffon pour enlever la poussièr SURFACE COUVERTE: Un litre est suffisiont pour 3250 m² à une

## Diluez 80-96 ml per litre d'eau troide. Utiliser les méthodes conventionnelles pour le décapage du lini.

rovoque une sévère irritation des yeux. Provoque une irritation de la pea Lire l'étiquette avant utilisation. Tenir hars de partie des enfants. En cas de consultation d'un médecin, garder à disposition le récipient ou

PREMIS SECOUS: IN CAS DINGSTON. Appele inmediationent as CRIFIE ARTHROSON on an indicion. Renote is booked, the PAS indice vonit. (No. AS COUNTAL RATE of LEUIZ Join to themse). There shouldownset if you are up assured, indice inmediationent to use indice vonits. (Indice le visionent contaminés query investigation) and in the propriet of the proprie

# Sans Phosphate Lire la Fiche de Sécurité Avant d'Utilises

Contenu Net: 3.8 Litres

# OUTIL 3: GRAND NETTOYAGE AVANT L'APPLICATION D'UNE NOUVELLE COUCHE

D'Une NOUVELLE COUCHE

1. Divez 4 et la pri litre d'ecu

2. Appliquez evec un balai à françes et brassez avec une ma-chine à un seul disque ou appliquez et brassez avec une ma-brasse autrenotique et des parties bless.

3. Rincez à fand le plancher et leissez séches.

Appliquez 1 à 2 couches de fini pour planche OUTIL 4: PRÉPARATION CAOUTCHOUC/BOIS 1. Assez la plancher à la serolère et enlevez tous les chewins

3. Appliquer le produit ou sel dans 19 m² sections. Procéder è un nettoyage rigoureux avec des tempons bordeaux pour la préparation du bois. Sol doit être uniformément propre et sons

4. Remosser la solution souillée et continuer avec 19 m² sections

l'étiquette. Porter des gants de protection. Parter une protection oculaire ou faciale. Se laver les mains saigne PREMITRE SECOURS: EN CAS D'INGESTION: Appeler immédiatement un CENTRE ANTIPOISON ou un médecin. Rincer la bouche. Ne PAS

Garder sous del. Éliminer le contenu et le récipient conformément à toutes les réglementations locales, régionales, nationales et internationales.



1 gallon | 3.8 liters

# **Example of a 1-Gallon Bottle Label**





Example of a 2½-Gallon Bottle Label





**Sell Sheets for Green Floor Care Product Line** 



# YOUR BRAND remover

remover

ultra-condensed finish remover

## **Features**

- · Aggressive dual-solvent formulation easily strips all seals and finishes on the first pass
- · Ultra-concentrated 1:19 to 1:30 dilution provides the utmost in economy and convenience and greatly reduces inventory
- · Powerful enough to remove multiple layers of highly burnished finishes
- · Low odor formulation affords user comfort and eliminates complaints
- · Effective in cold to warm water
- · Slow evaporation rate for longer dwell time and reduced re-mopping



1234 Chemical Ave. Sunshine, ZA 55555 www.yourbrand.com 555-555-5555

# **Properties**

Type High Ac	tive Stripper
Form	Clear Liquid
OdorSl	ight Solvent
Color	Aqua
Weight per Gallon	8.47
рН	10.5 - 11.5
pH 1%	10.5
Storage Stability	. Min. 1 Year
Freeze/Thaw Pas	ses 3 Cycles
Foam Height	Moderate
Actives	>80%
Phosphate (%P)	None
* Properties are typical and subject to	usual manufacturing



# YOUR BRAND

extreme performance **Features** 

- · Incorporates our patented nano-zinc technology for more thorough and denser cross-linking of finish.
- · Nano-zinc cross-linking provides superior
- Lay-down gloss Durability
- Gloss build - Mark resistance - Dry and recoat times
- · Ammonia-free for dramatically reduced odor.
- · High solids formula offers greater protection with fewer coats.
- · Ideal for limited maintenance programs, yet responds to daily burnishing, if desired.
- Low emissions formula meets California's new 1% VOC Regulation.
- · Fast-drying 15-20 minutes under normal conditions (50% humidity and 70°F) between coats.
- · Slip-resistant per ASTM D2O47



# **Properties**

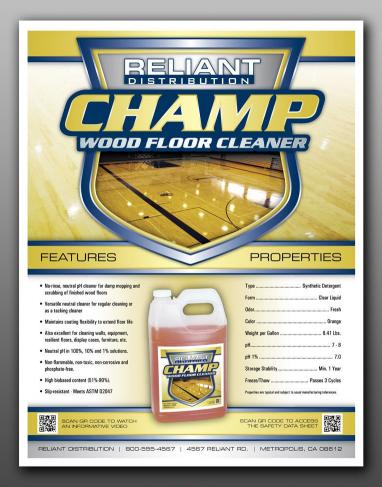
TypeAcrylic Emulsion	
Form Opaque Liqu	id
OdorBlan	nd
ColorMilky Whi	te
Film ClarityCle	aı
Weight Per Gallon 8.65 Lb	s
pH8.0 - 8	.5
Floor Solids	%
Storage Stability Minimum 1 Ye	ai
Freeze/Thaw Protect From Freezin	ng
V.O.C0.75	%
<ul> <li>Properties are typical and subject to usual manufacturing tolerances</li> </ul>	

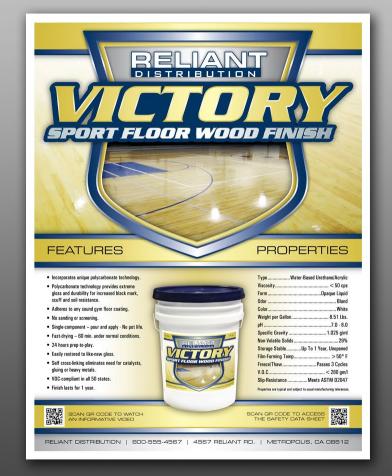
floor finish

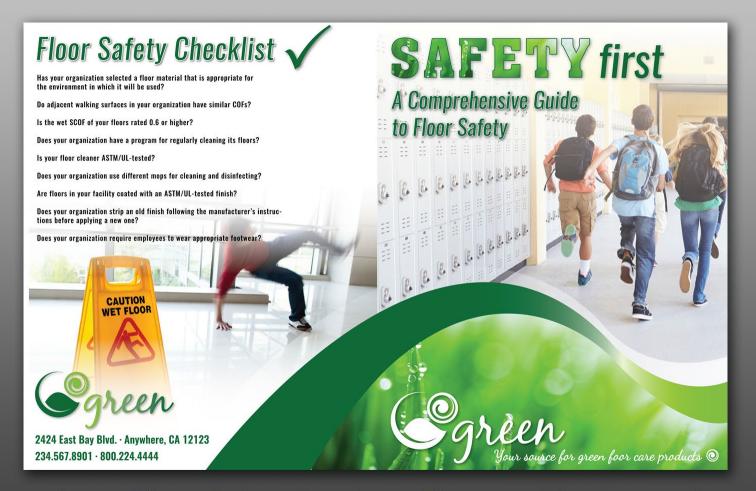


Sunshine, ZA 55555 555-555-5555

**Sell Sheets for Floor Care Product Line** 







**Green Floor Safety Brochure (front and back cover)** 



**Green Floor Safety Brochure (inside spread)** 



OUR SPORTS FLOOR CARE PRODUCTS WORK TOGETHER TO KEEP SPORTS FLOOR YOUR WOOD FLOORS LOOKING AND PERFORMING THEIR BEST. WOOD FLOOR SEALER . Water-based seal for new or newly sanded wood floors · Perfect for gym floors, racquetball courts, dance floors and other wood surfaces . Fast-build formulation, rich amber color prepares wood for game line painting and finish application . Dramatically reduces risk of sidebonding . Easily abrades smooth with maroon wood floor pads . Fast drying - 60 min, under normal conditions SUPER CONCENTRATED CLEANER AND RESTORER . Restores "wet-look" gloss and improves slip resistance by removing embedded dirt, black marks and scuffs . Cleans and repairs without build-up or yellowing because it contains no wax or polymers . Dual-purpose restorer. Use weekly for restoration or periodically for deep scrubbing prior to recoating . Super Concentrated for economy . Meets ASTM D2047 method for slip resistance GYM FLOOR TACK CLEANER SPORT FLOOR WOOD FINISH . Tacking cleaner and dust mop treatment . Dissolves rubber burns, black marks, mop treatments and soil when used for regular cleaning 1111111 . For thorough, low moisture cleaning of wood floors without an auto-scrubber . Use remove dust before sealing and/or finishing Slip-resistant - Meets ASTM D2047 SPORTS FLOOR POLISH . Combination of polymer, detergent and solvent · Produces an amazing shine on finished wood floors · Removes dirt from finished wood floors and maintains high gloss appearance . Non-yellowing formula Works with single or dual pad systems to clean and polish without traffic interruption Slip-resistant - Meets ASTM D2047 RELIANT DISTRIBUTION | 800-555-4567 | 4567 RELIANT RD. | METROPOLIS, CA 08612

# Floor Care Products

# FLOOR SAFETY

YOUR BRAND finish



- Patented Nano-Zinc technology
- · Increased solids offer greater protection with fewer coats
- Ultra-bright gloss and persistent durability support limited maintenance programs
- · Fast-drying 15-20 minutes or less under normal conditions
- Slip-resistant meets ASTM D2047

a guide to ensure safe floors
brought to you by



YOUR BRAND CHEMICAL

YOUR BRAND



- No-rinse cleaner for moderately soiled floors, walls and equipment
- · Excellent neutralizer of ice melter residue
- Superior floor cleaner for unfinished floors, concrete and quarry tile
- USDA C1

YOUR BRAND



- Aggressive dual-solvent formulation easily strips all seals and finishes on the first pass
- Low odor formulation affords user comfort and eliminates complaints
- Powerful enough to remove multiple layers and/or highly burnished finishes
- Super-concentrated to save money



1234 Chemical Ave. · Sunshine, ZA 55555 www.yourbrand.com · 555-555-5555

# Prevent slips and falls...

# ...we help keep your floors safe.

## Does the safety of your floor concern you?

As a manufacturer and marketer of floor care systems, Your Brand Chemical is aware that you are as concerned with a floor's safety as you are with its appearance. That's why we provide great-looking, low total cost floor care systems that are safe underfoot.

## What helps to prevent slips and falls?

- Commitment by management to reduce slips and falls through their approval of proper floor care products and support of a good maintenance program.
- Training of all employees to look for and eliminate potential slip and fall hazards.
- · Using only ASTM/UL-tested products in your facilities.
- · Follow good maintenance procedures that include:
- Dust mopping frequently Regular cleaning and restoring
- Maintaining walk-off mats Spot mopping spills and water immediately
- Proper signage (wet floor, etc.)

# What support will Your Brand Chemical provide if a slip and fall incident occurs?

- Your Brand Chemical provides expert consultation for slip and fall incidents.
   Feel free to contact us for more information.
- Documentation that a given product has been classified slip-resistant by Underwriters Laboratories.
- · Slip resistance information for our products is available on the web.

# What does Your Brand Chemical do to keep your floor safe?

Every floor finish we supply is slip-tested to conform to ASTM D2O47 standards.

Underwriter Laboratories (UL) slip resistance classification throughout our product line provides a comprehensive floor care system under which ALL products are slip-tested, including:

- Finishes Seals
- Restorers Dust Mop Treatments
- Cleaners



VALUE

ANTI-SLIP

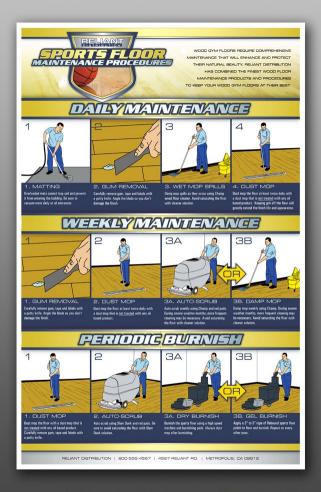
# Floor Safety Checklist

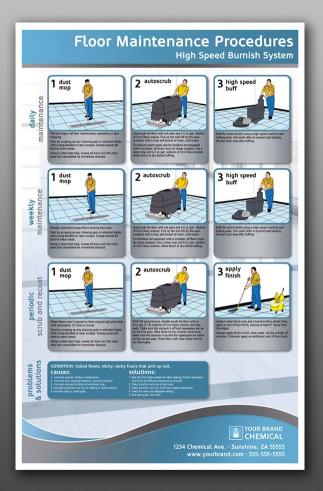
- Has your organization selected a floor material that is appropriate for the environment in which it will be used?
- Do adjacent walking surfaces in your organization have similar COFs?
- · Is the wet SCOF of your floors rated 0.6 or higher?
- Does your organization have a program for regularly cleaning its floors?
   Is your floor cleaner ASTM/UL-tested?
- · Does your organization use different mops for cleaning and disinfecting?
- · Are floors in your facility coated with an ASTM/UL-tested finish?
- Does your organization strip an old finish following the manufacturer's instructions before applying a new one?
- · Does your organization require employees to wear appropriate footwear?

# Floor Safety Brochure (inside spread)

22-32% increase

Floor Care Products Used





# **Sports Floor Procedure Chart**

# **Floor Care Procedure Chart**