

CSC Network News

Empowering Independent Laundries

4TH QUARTER 2025

NuWest Linens
MEMBER SPOTLIGHT
pg 28



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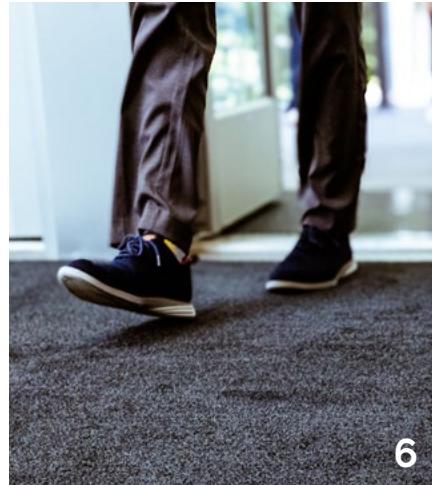
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The Laundry Chemical EXPERTS

Our commitment to continuous quality improvement keeps Gurtler Industries on the cutting edge of laundry chemical innovation and dispensing.

- SUPERIOR CHEMICAL PRODUCTS • ADVANCED DISPENSING TECHNOLOGY
- FOCUSED RESEARCH & DEVELOPMENT • EXPERT SERVICE SUPPORT & TRAINING

WHAT OUR CUSTOMERS SAY...



“Gurtler understands how to treat a customer.

We're impressed with the level of detail and attention we receive!"

Ben Warnecke, President & CEO,
Plymate, Inc.



“Gurtler is always looking to see how to improve problems.

Working with another family-owned company you're not just a number to them, you're a valued customer."

Nick Porter, General Manager,
Wildman Business Group



“Gurtler's integrity and values align with Northern Uniform!

We appreciate Gurtler, and the timeliness, support and genuine service they provide."

Chad Laframboise, GM, Northern Uniform



Three Generations of the Gurtler Family!

The Gurtler Advantage

SERVICE • INNOVATION • PEOPLE



1.800.638.7300 | www.gurtler.com

GURTLE
INDUSTRIES, INC.

SUPPLIER SPOTLIGHT

Gurtler Industries



Company History, Products, & Services

Gurtler Industries was established in 1982 by Bill and Greg Gurtler. Previously, Bill and Greg had years of experience in the laundry chemical market and learned that a company dedicated to superior product quality and performance plus a commitment to excellence in service could be successful in the professional commercial laundry industry. After over forty years of dedication to that original vision and now under the leadership of Greg Gurtler, the company has grown to an internationally recognized leader in the laundry chemical industry. Gurtler now serves laundries across the US, Canada

and Mexico, plus the Caribbean and Australia. And now the third generation of the Gurtler family, represented by Jake Gurtler, is actively contributing to the growth of the company.

Gurtler is a leader in the laundry specialty chemical market, manufacturing a full line of laundry chemicals at our Chicago-based headquarters. In addition, Gurtler also manufactures all of our liquid chemical dispensing systems, plus develops the controlling software for our dispensing systems productivity reporting capabilities.

Gurtler's field representatives are unmatched in their expertise. Our "Gurtler Experts" can act as your consultant that

reviews your overall operation, from soil-sort to washing to final finishing, to make sure that the process is running smoothly at maximum efficiency, producing the highest possible quality at the lowest possible overall cost.

Gurtler is a family-owned and operated business, unlike our major competitors. Greg and Jake are only a phone call away. We pride ourselves on our integrity in business relationships, our proactive and innovative capabilities, and our response time to market needs is unmatched.

What Makes Gurtler Distinctive

Our Vision Statement is the "**Gurtler Advantage**" which explains the driving forces that propel our business: **Service, Innovation and People.**

Expert Service is Gurtler's key distinction in the marketplace. Our service representatives have broad knowledge of the overall laundry market segments, from Industrial, F&B, Healthcare or Hospitality our team has experience and expertise. Plus the team is backed by a network of specialists that understand the challenges that our customers face on a daily basis. Your Gurtler Expert can act as your consultant that reviews your overall operation, from soil-sort to washing to final finishing, to make sure that the process is running smoothly at maximum efficiency, producing the highest possible quality at the lowest possible overall cost.



Three Generations, Bill, Greg, and Jake Gurtler lead the entire Gurtler Team.



Gurtler's Work'Clean Team of products deep cleans even the worst example of greasy, oily soils

Innovation is part of the fabric of Gurtler's business model. Innovations have driven our success over the years. Our Vis-Tex Tunnel Water/Energy Saver System introduced nearly 20 years ago, revolutionized the way tunnel washers water reuse systems operated, reducing water usage per pound of textiles to under 0.5 gallons, and have become the standard in the industry. Our recently introduced Mint D-3 is designed to be the fastest acting EPA registered hard-surface sanitizer/disinfectant in the marketplace, sanitizing or disinfecting in 3 minutes or under, depending on the bacteria or virus, versus traditional products that require 10 minutes contact time. And our new surfactant technology used in our Work-Clean Team product line allows for superior quality while eliminating harsh alkaline builders, reducing wash temperature and eliminating the need for multiple rinse steps.

People: Gurtler knows that the people we hire, train and develop are the key to our success. But also, the people who are our customers are just as important. Bill, Greg and Jake know that it is important to develop close relationships with the entire Gurtler Team and with our customers, listening to their concerns, understanding their issues, and working to make those issues easier to resolve. For example, when Covid was an issue, one of the problems Gurtler and our customers faced was the availability of delivery vehicles and drivers, which made it difficult for Gurtler to maintain our chemical delivery commitments. Greg responded immediately launched Gurtler Logistics, a fully owned and operated division of the company, a division dedicated to providing product-delivery services to our customers. Today Gurtler trucks and drivers have become a critical component of the Gurtler experience, providing superior service and reliable delivery for almost all of our product shipments.

Product Advantages for CSC Members

The Gurtler Experts understand the challenges that are faced by F&B laundries. From difficult to remove stains to the need for fast turn-around times and cost control, we can help make your operation more efficient and your quality unmatched. Gurtler's products and systems are designed to meet your challenges and surpass your expectations. And with our environmentally friendly products and proven sanitizers we can help you achieve your certification goals. Our Work-Clean Team of products are specially formulated to easily remove stubborn oils and greases that can cause problems. We have proven processes, products and systems to make sure you meet your sanitization goals. Plus, our Vis-Tex Central System delivers the right product, at the right amount, at the right time, every time.

Value Added Services for Productivity & Efficiency

Every laundry can benefit from an annual check-up. From Healthcare, Hospitality, F&B and Industrial laundry operations, the Gurtler Team of Experts is available for consultation service. With increased scrutiny on the need for hygienically clean textiles, whether in the healthcare field, hospitality markets, food service operations, or food processing plant facilities, the Gurtler Rx Program can help laundry operations improve efficiencies, meet quality standards and achieve certification. Programs like TRSA's Hygienically Clean and Clean Green certification, and HLAC Accreditation have raised the bar for laundries that serve a wide variety of customers.

The Gurtler Rx Program is a tailored analysis by our expert consultants which offers insights into your laundry operations, identifying potential improvements not just in achieving better linen quality but across energy and water usage, labor productivity and chemical usage.

Future Innovations

Two areas of research are very interesting. First, we continue to research improved surfactant technology that will make the removal of tough, stubborn soils easier at lower temperature, plus remove the need for the addition of harder to rinse builders or additives, thus reducing the need for extensive rinsing. Plus, this can result in shorter wash formulas, making it possible to increase production capacity without the

need for a capital outlay, making our customers' businesses more profitable.

Second, we see a potential interface between traditional chemistry and hardware systems, such as Gurtler's Vis-Tex Tunnel UV System. With this System there is a synergistic interaction between Gurtler chemistry and the equipment that converts standard oxygen bleach to an activated oxygen compound that works in conjunction

with UV energy to maximize bleaching efficacy and minimize microbial contamination. This makes the rinse water in the tunnel operation much cleaner, which decreases the need for the introduction of fresh water, reducing water and energy costs.

Partnership with CSCNetwork

Gurtler is a family owned and operated business, much like most of the members of CSCNetwork. And just like CSC members Gurtler is independent and does not have to answer to mega-corporate executives on a daily basis.

We are in total sync with the independent members of CSC key beliefs:

- Independent companies only make decisions that benefit their customers and employees, not corporate shareholders.
- Fewer layers of management allow for quicker decision-making and more attentive responses to customers.
- A family-focused work culture typically creates happier employees, which leads to more satisfied customers.

Gurtler is a natural choice as a partner, because we have the same values. We like to say we are a family doing business with families. The relationships Gurtler has developed with our CSC partners has been strong and enduring, and Gurtler looks forward to many more years of growth fueled by the relationships we are creating within CSC.



Gurtler's Vis-Tex Tunnel UV System generates activated oxygen and UV sanitizers to maximize the microbiological quality of your textiles and enhance the quality of reuse water for improved water and energy conservation.



GURTLE
INDUSTRIES, INC.

Contact **GURTLE**
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