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Major Cleaning Industry Players Form Strategic Alliance

Chicago – **ISSA**, the worldwide cleaning industry association, and the **Building Service Contractors Association International (BSCAI)**, today have jointly announced their agreement and formation of a strategic alliance to capitalize on the strengths of both organizations for the betterment of the industry, their respective associations, and to benefit the members of each organization.

Through this new cooperation, ISSA and BSCAI will jointly collaborate to co-host or otherwise cooperate with events, educational programs, membership and regulatory and civic issues toward providing mutual benefit for the members, which businesses serve as distributors, building service contractors, in-house facility service providers and manufacturers. This historic agreement is designed with the purpose to create improved understanding, sharing and efficiency for all parties. It further aligns both groups' participation at the respective annual events of each – ISSA/INTERCLEAN North America and the BSCAI Annual Convention – among other products, services and events each offer for their members.

BSCAI President Ernie Clark, CBSE, stated, "Our strategic partnership with ISSA will drive additional value to our members and further enhance the networking, educational and professional services provided to our members."

"It has been a long time coming," said ISSA President Bob Stahurski. "As the worldwide cleaning industry association, ISSA values our strategic alliances with all our industry partners and welcomes this opportunity. ISSA is proud to have reached a mutually cooperative agreement with BSCAI."

Recently, BSCAI participated as an exhibitor at the 2008 ISSA/INTERCLEAN North America event in Las Vegas, as a first step in aligning the two groups' membership values, and to demonstrate commitment to the new strategic partnership.

"BSCAI's presence and participation in the ISSA/INTERCLEAN show was outstanding," said Maurice (Moe) Desmarais, Executive Vice President of BSCAI. "We attracted many new members as well as exhibitors for the Association's annual convention. This is just the beginning!"

The formation of the strategic partnership between ISSA and BSCAI has been in progress for several months and was driven from requests by members, vendor partners and leadership of both associations.

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“This strategic partnership between ISSA and BSCAI is designed to create improved value, business relationships and efficiency for the industry among all channel partners by bringing the distributors, building service contractors, facility services managements and product manufacturers closer together” said John Garfinkel, ISSA Executive Director. “I expect this announcement to be the first of several between us, identifying and creating greater synergies and mutual efficiencies both for the associations but also particularly for our respective members.”

ISSA is committed to participating in BSCAI’s Annual Convention and Trade Show, scheduled for March 6-9, 2009 at the Hyatt Regency Hotel in Chicago.

“The interaction between both organizations will provide new co-educational opportunities benefiting the membership of both organizations,” Stahurski added. “We look forward to promoting, exhibiting at, and sponsoring educational speakers for BSCAI’s March 2009 convention.”

Additional details of the strategic partnership are being finalized, and will be announced at the BSCAI Annual Convention and Trade Show, during the event’s General Session on Saturday, March 7, 2009.

“The leadership of ISSA and BSCAI, by entering into this cooperative agreement, has acted in the best interest of our respective members and the cleaning community as a whole,” said Jim Chittom Sr., a distributor member of ISSA and past-president of ISSA, who took a leadership role in the early development of the alliance. The agreement will help promote a healthier world through education and cooperative efforts.”

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About ISSA

ISSA is the leading international trade association for the cleaning industry; ISSA's worldwide membership includes more than 5,500 distributor, manufacturer, manufacturer representative, BSC, ISP, and associate members. The association is headquartered in Lincolnwood, IL, USA, with offices in Amsterdam, The Netherlands; Leicester, United Kingdom; Mexico City and Monterrey, Mexico; Singapore; and Shanghai, China. ISSA also works with more than 75 associations, alliances, and government agencies around the world on an ongoing basis to represent the cleaning industry. For more information, visit www.issa.com.

About BSCAI

Founded in 1965, BSCAI has become the trade association of the building service industry, representing a worldwide network of more than 2,000 member companies from across the United States and 30 countries worldwide who provide cleaning, facility maintenance, security and other related services to building owners and managers. The association provides educational programs, certification, publications, video training programs, seminars, and networking opportunities, all developed specifically for leaders in the building service contracting industry.