





HOW BILL AND FRANK MET

Of the many connections and relationships that form and shape 'us', it started with a single one. It is like when Hewlett met Packard. Frank and Bill met each other through their mutual friend Tony - back in 2006. They both had been working on different sides of the cleaning business. Frank had been developing and manufacturing industrial cleaning machines since 1994, starting out from the Netherlands." In 2004, Frank expanded his production capacity into China in order to expand and accelerate his business. Bill, also known by many as Mr. Bill, started his cleaning company HCC 38 years ago in Hawaii. Hawaii Care and Cleaning went on to become the leading name in cleaning and currently counts over 1300 team members across all 5 major islands of Hawaii.

RECONNECT

Frank: "It wasn't until 2011 that we reconnected at the opening of my new production facility in China. From that day forward we became best friends and we kept in touch ever since, looking for ways to collaborate more closely together." Bill: "We share the same passion and commitment for improving the cleaning industry, creating better machines and bringing more joy to those using them."

Frank: "We realized that by working together, combining our knowledge and resources, we could achieve something great and have a real opportunity to make our shared vision come true."

Bill: "The end result is 'us', you + me.
Together we're better!"







REVOLUTIONAIRY IDEAS

Revolutionary ideas within a certain framework can change the way you think about an object, or field. In this case, it's cleaning. We have changed the traditional ways of mopping, keeping the flexibility of the original mop, but with the added power of an industrial cleaning machine. We've made a scrubber dryer on a mop handle, so you can move left to right and, up and down and front and back, and even turn 360 degrees. 'Spread the joy, not the dirt' has not only become one of our core values, we have made it possible! There is a new way of cleaning and it's called: i-mop.

WHY WE DO WHAT WE DO

"We really care about the cleaning business. And the most important part of the business, are the people. Our ideas and inspiration comes from the workforce, and the users who clean offices, factories, laboratories, and even stadiums all across the globe. We genuinely want to change the perspective of the user, and make their lives easier and more fun while cleaning. Our expertise, knowledge and involvement in the industry wasn't simply manufactured, it emerged from the voice and the heart of the people."







LISTENING AND HEARING

We know that listening and hearing are two different thinas. We're not afraid to share our ideas and we're not afraid to admit when we don't know the answer. We know the extent of our expertise. We share our knowledge, learn as a group from each other's mistakes, but maybe most important of all, we never stop asking questions. We'd rather listen to someone else's advice, than to think that we know it all. It are the things you think you know, that aren't so, that can cause major problems. Some of your best thoughts are those who others came up with, and stuck with you.. So true learning only happens when you are interested, instead of trying to be interesting and dare to listen instead of talk. Together we truly are better!

REPAIR

The total cost of ownership is important, balancing the cost of repairs and residual value. We're constantly looking for ways to extend the lifetime of our products, so we need to be critical in keeping repairable products in circulation. With this idea in mind, we developed detachable powercords which we combine in our products with illuminated power switches. It makes it easy to diagnose a broken power cord, and it is easier than ever to solve this. We can send you a new cord in the mail, instead of having you send your machines in for repair. Potential downtime and logistical costs are minimized and the turnover of machines in your operation is greatly reduced, because they are made to last. When we really listen, we can act on what needs to be done.







WHIZZO

The Whizzo makes a sound that indicates that the paper bag in our vacuum cleaner needs to be replaced. It actually operates on two levels. First off, it opens a valve so that fresh air can come in and cool off the vacuum motor. And in the meantime: this fresh air makes a sound through the Whizzo that alerts the operator that the bag is full. We increase the lifetime of the vacuum motor and therefore reduce the cost of ownership. We guide and help the operator this way. Because that's what a good friend does. Lend a helping hand.

ACT

We act when we know we have a great idea on our hands. We celebrate this idea by making it happen. Because what are great ideas for if you don't act on them? Otherwise, it will only be a great idea, just floating there in the clouds. Now, because we act on it, we actually have results and an opportunity for structural change.







TROWEL

Microfiber means cleaning without a lot of water and chemicals. But the real question is: how can we clean non-flat surfaces? We've made a tool that can easily flex and bend, ideal for bathtubs, sinks, washrooms and other curved objects. The trowel moves across all of these areas as if they were flat. To help the user check if the area is totally clean, we developed a UV light for the trowel and integrated it into the handle. Because usability and design is extremely important in all of our products.

US

We've collaborated on this with CPI USA. They had a vision and ideas that needed to become a reality. We've nurtured and supported their dream and used all of our resources to make this happen. Because that's what friends are for.







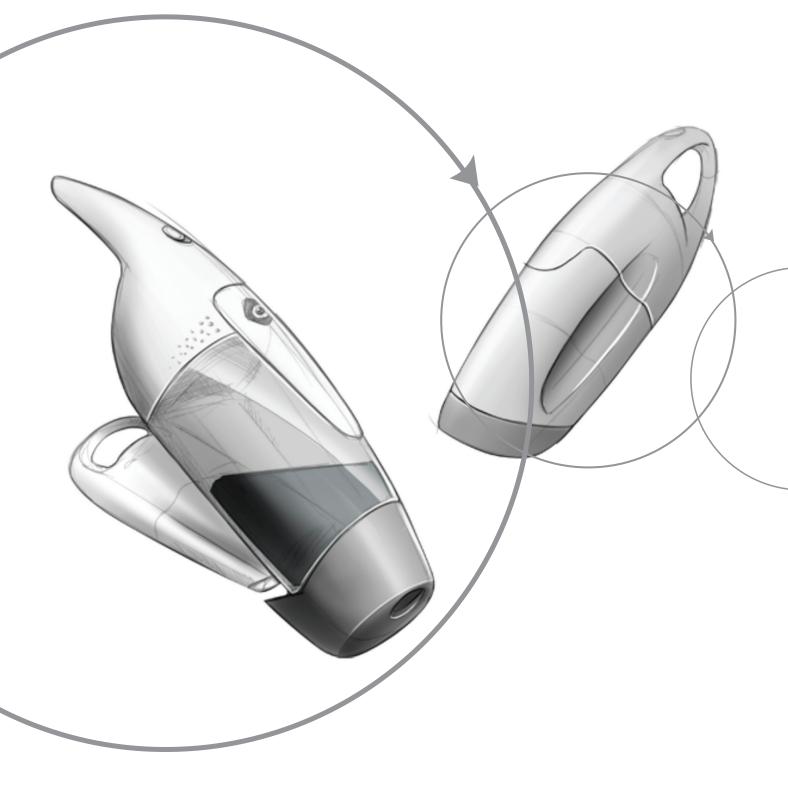
GET CONNECTED

Frank van de Ven and Dave Maurer crossed paths 15 years ago. They liked working together and that's what they've been doing ever since, regardless from where. As a result, CPI (Creative Product Ideas) USA is based in Holland. They got connected and more importantly, stayed connected, like best friends do!

STAY CONNECTED

It's important for us to stay connected, because it opens up such a wide range of possibilities. And when you meet great friends, you want to keep them.







JOE'S DREAM

Joe St. Clair lives in the USA. He spent many years as a veterinarian, during which he spent a lot of time wondering how to clean up the mess after a cat or a dog visited his practice and keep everything hygienic. He tried all kinds of solutions and none of them seemed to work to his satisfaction. Joe started making several prototypes and often locked himself in his study, spending evenings on end improving his designs. Joe didn't have the technical and financial resources to take his idea to the next level. This is where we stepped in and now, based on a royalty construction, we are making his dream come true.

OUR RESOURCES

We could learn a lot from Joe's ideas and prototypes, he gave us a great foundation to build this product on. It's just one of many examples to illustrate the importance of collaboration. We really do make things better together.









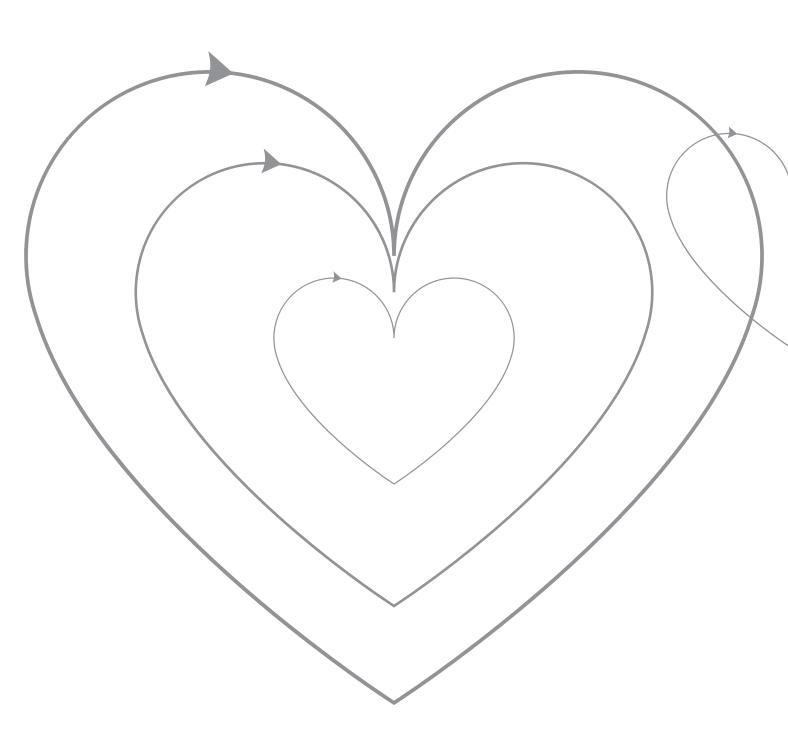
THE IMOP STORY

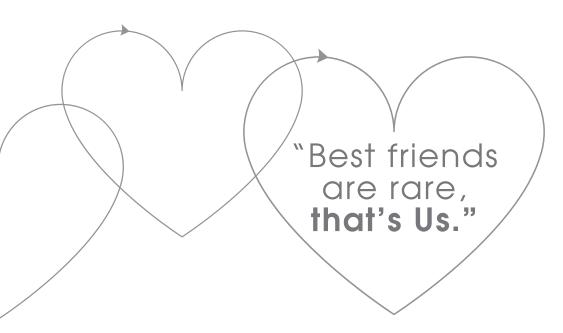
Another areat success story is that from an idea from Rudolf Franke from Germany. His dream was to find a way to reduce time spent mopping and increase the quality of the end result. After many years working on an idea, he finally had a concept. 'Us' developed his concept and created a team with designers, electrical engineers, plastic and molding specialists and construction engineers. In just two years, we've made the i-mop come to life. We're so proud of our team consisting of Belgian, Dutch, German and Chinese members. We just absolutely love the end result.

CHAMPIONS

There's no limit to what you can do, when you are surrounded by a championship team. The collaboration was flawless and the commitment was unbelievable. We're amazed at the outcome of our work together. A true revolution in cleaning, changing the way you think about it. This is the dream of Bill Allen and the foundation of the partnership between him and Frank van de Ven.







PERSONAL

'People before things'. So simple, but so often forgotten in business. Personal is where all great things begin. We connect and explore the background of the people we work with and their companies. We really are invested in what you do best. We can paint better pictures when we know who we're dealing with and what it is that you want, need and love. We do business by creating personal, long-term and sustainable connections. You can be our customer or supplier, but we would rather have you as our client or partner and ultimately: our friend.

FRIENDS

Friends know each other so well, they can understand each other with just a few words. They have each other's best interest at heart. They have each other's back. They tell each other the truth. They know how to push each other's buttons and how to energize and inspire each other and are there when things get rough. Let's be friends. This is the start of "us", built upon the connections of all the people involved with us, and many more to follow.







DIVIDE & CONQUER

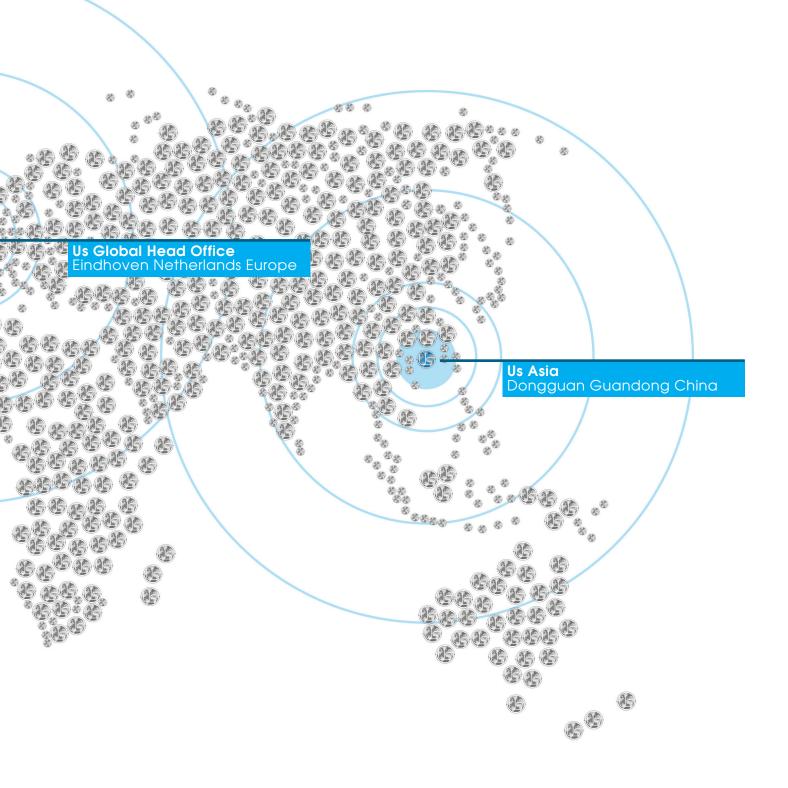
Sometimes it's difficult to stay on top of everything, or be the top player in every department. None of us are always going to be the #1 in every segment. Sometimes it's best to utilize your talents, and team up with other players in the field with different strengths in different markets. This will maximize your target audience, product range and impact on the industry. Because we all should grow, together.

WORLDWIDE

With our powers combined, we can spread our wings all over the world. i-team members are never alone, and have many partners and friends connected all over the world. From Chicago to Sydney, and from Hong Kong to Amsterdam, you will always be able to reach a friendly i-team member for support. Spread your wings, and soar on the i-team spirit!









IDEAS TO LIFE

SHARE A CONCEPT



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"Bringing new ideas to life, that's Us."

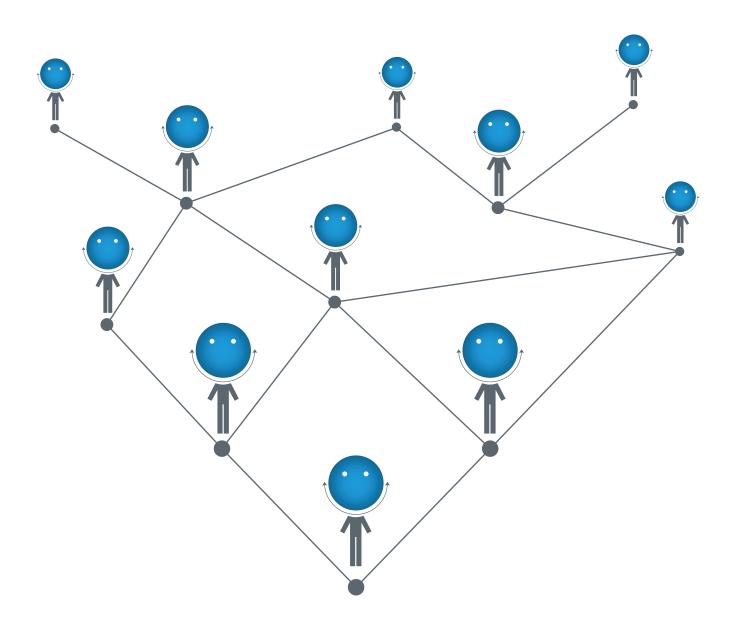
CALL Us

"If you're thinking about a concept or a product for the cleaning market, don't hesitate to call us. We can collaborate and make your ideas come to life! We have standard non disclosure agreements and flexible royalty offers. Any product that will make the world cleaner is a reason to call us. Any product that will let the cleaning worker enjoy cleaning more, is a reason to call us."

REASONS

"We have a team of very talented international professionals and resources of factories in the USA and China. We can invest in the completion of a product or in the concept of a product, or any great ideas. So give us a call, because together we're better."







COLLABORATE

The keystone to building a thriving business network is to find your equals and learning from their victories and mistakes. Communication and mutual understanding is essential for expansion and success. With excellent teamwork, we can make the dream work.

TOGETHER

We firmly believe that when we set our minds in the same direction, we can achieve anything. That's why we value our friendships, and keep expanding and growing with our connections everyday. There is an old saying: there's no I in team. We agree, so that's why we put the i in front of it. Let's start showing the world that together we are better, and sharing ideas & ideals is the only way forward in this new generation of technology and fast paced development.



Personal copy of:

