# Foundations of the Canadian Sanitation Supply Association



On Nov. 17, 1958 at the Royal York Hotel, a group of potential CSSA members met for an informal meeting. They included Front Row (from left): Unknown individual, Bill Burton, Unknown, Dick Sammons, Unknown, Walter Ambler, wo Unknown individuals, Ben Kelly (NSSA Chicago), Chuck Hamilton, Jim Reider (NSSA Boston), Gordon Hay, Stan McKenzie, John Forsythe, Unknown, Larry Joyce, John Kerr, Unknown, and Fred Wigney, Back Row (from left): Unknown, John Decker, Burton Feinson (American Dispenser of N.J.), Harold White, Harold Pond (President NSSA Chicago), Gordon A. MacEachern, Unknown, Jim Peterman, Stan Burton, Charlie Snowdon and Joe Moyle.

In the next several issues of Sanitation Canada, we will highlight some of the events and people who helped make the Canadian Sanitation Supply Association what it is today.

In the 1950s remarkable growth occurred in the sanitation industry in Canada, both in volume of sales and the number of companies engaged in it. The leadership provided by the national companies spawned the development of smaller companies operating with more specific product lines or in a more limited marketing area. As more of an emphasis was put on cleanliness, small companies be-

gan to spring up all over Canada offering new products and services to their end-user customers. It was apparent that the industry needed better communication amongst itself.

It was in the late 1950s when a movement arose among the companies operating in Ontario to get together and talk about the industry problems. Some of these individuals had met at National Sanitary Supply Association (NSSA) conventions in the United States and it was at these events when discussion began on the possibility of forming a similar organization within Canada. Other

movements and attempted organizations had been tried and failed because of the intense competitive attitude of the participants.

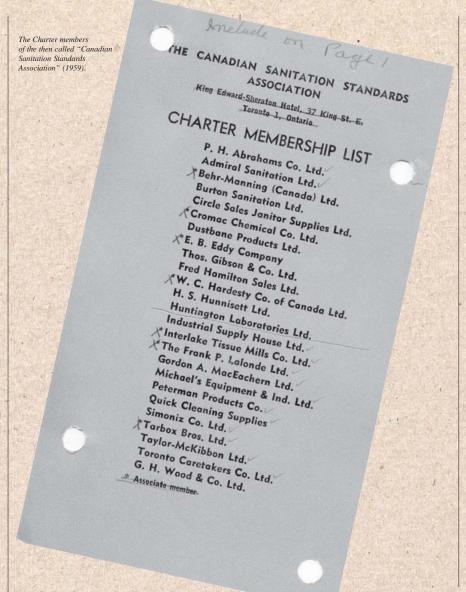
The late Gordon A. MacEachern took the initiative and called a meeting of sanitation supply and maintenance contractor companies in Toronto at the King Edward Hotel on Apr. 24, 1958. The meeting was festive, but no conclusions were reached.

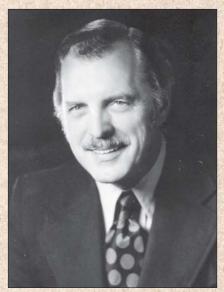
On Nov. 17, 1958, most of the same people attended a district meeting of NSSA in Toronto. A discussion took place regarding the formation of a Canadian association. A motion was

posed nominating the late Stan McKenzie to head up a committee to establish such an association. The first meeting of this committee was held in Toronto at the then-called King Edward Sheraton Hotel, Room 220, on Mon. Feb. 19 at 3 p.m. Those present at this memorable meeting were Stan J. McKenzie, John C. Decker, James L. Peterman, Charles B. Hamilton, Harold L. White and Gordon B. Hay. Invited but unable to attend were J.C. Blanchford, C.S. Burton and Joseph Forsyth. "Chuck" Hamilton acted as secretary and the conclusions of this committee meeting were as follows:

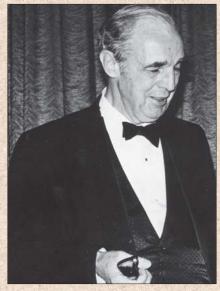
- (1) An Association of companies engaged in the manufacture or distribution of sanitary supplies would be formed and known as the Canadian Sanitation Standards Association.
- (2) A general meeting of the potential membership would be called.
- (3) Stan McKenzie would convene and chair the meeting.
- (4) Membership fees to the newly-created Association were set at \$50 per year.
- (5) Gordon Hay was appointed membership chairman.
- (6) Harold White was appointed chairman of publicity.

So it began. The first meeting of the Canadian Sanitation Standards





Stanley J. McKenzie CSSA President 1959 - 1960



Gordon Hay CSSA President 1960 - 1961



Gordon H. Pimm CSSA President 1962 - 1963

Continued From Page 39



Association was held on Thurs. Mar. 19, 1959 in dining room 219 of the King Edward Sheraton Hotel in Toronto. It was well attended, according to sources, although no accurate record of attendance has been found. Motions were carried to confirm the actions of the steering committee and the elections of the initial board of directors for the new CSSA.

- Stan J. McKenzie President.
- John C. Decker -

Vice President.

- James L. Peterman Treasurer.
- Charles B. Hamilton -Secretary.
- Harold L. White Director.



"Bart" Bartholemew CSSA President 1963 - 1964





• Gordon B. Hay - Director. CSSA has grown steadily every year since that day. Quarterly meetings were held in Toronto, but from this movement sprang a national or-

ganization with Chapters in Atlantic Canada, Quebec, Ontario, Manitoba, Saskatchewan, Alberta and British Columbia.

- Special Thanks to Bob Semenyk,

Wood Wyant Inc. for providing the material which has allowed us to bring the story of CSSA to readers. During their 50th year, Sanitation Canada will continue to highlight the events and personalities leading up to today. For additional copies, please contact the publisher.





Cal Blachford CSSA President 1965 - 1966

May/June 2007

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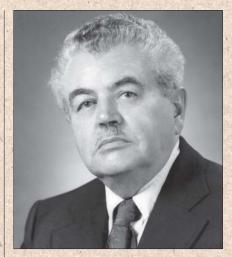
## The Early Days

As we continue with our biographical look at the history of the Canadian Sanitation Supply Association (CSSA), the late 1960s and early 1970s were pivotal times in the evolution of the association.

In 1967, Donald A. White, Huntington Laboratories of Canada Ltd., had the honour of drafting the association's first national constitution. Upon its acceptance by the association, White became the first true national president of CSSA.

As the CSSA nominee and accepted international director of ISSA, the long-discussed coalition of the two associations also came to fruition under the leadership of

A dedicated ambassador and supporter of the CSSA, White had these



Donald A. White. President of the Canadian Sanitation Standards Association - 1967 to 1968.

words to say in a brief address to the National Board: "As I have said many times in the past, whatever the original, current and future endeavours of the CSSA may be, if it never does anything else, it produced an arena where we could get to know and appreciate our competitors as good fellows with common ambitions, needs and problems."

In the Spring of 1969, the Execu-



Harold L. White, President of the Canadian Sanitation Standards Association - 1969 to 1970.

tive Board of CSSA announced the appointment of Ronald Underwood, Underwood Building Maintenance, Markham, Ont., as the first ever national director of Public Relations.

As an operating director, Underwood's responsibilities were to include the new CSSA's national public relations program. The CSSA



The Canadian Standards Association International Day, Thurs. Nov. 11, 1971, Park Plaza Hotel, Toronto, Ont. Guests from the International Sanitary Supply Association (from left - seated) Robert T. Powell, Burton Feinson and John Joerg. CSSA members (back row - standing) Frank DeVerno, Tom Malone, Rudy Mussely and Harold White.



Ron Underwood National Director of Public Relations Canadian Sanitation Standards Association

News was one of the many projects initiated by the new director.

Underwood became the editor and the youngest member of the Association to serve in an executive capacity.

Under the chairmanship of J.H.



Jack V. Jacobson, CSSA National General Secretary 1967 to 1971

Quarton, W.E. Green Ltd., Alberta became the fourth chapter of the Canadian Sanitation Standards Association. With 21 members - 12 from Edmonton and nine from Calgary - the Chapter held business meetings between the two cities, a practice which continues today.

In late December 1969, as the CSSA News became the CSSA Maintenance News, a major announce-



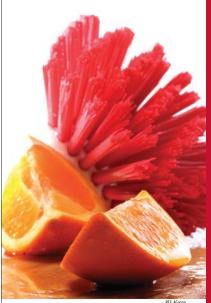


CSSA President Harold White(right) presents Harry Quarton with the Alberta Chapter at the National Convention in Winnipeg, May 8 and 9, 1970.

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#### Foundations of the Canadian Sanitation Supply Association



E.M. "Mac" MacAuley, G.H. Wood Co., Calgary Chapter presents Dorothy Slee, National General Secretary of CSSA with a gift for outstanding service to the industry at the V.I.P.'s of the Industry night held at the Seaway Towers in Toronto, Ont. on Jan. 19, 1967.

ment was made to the industry. The Board of Directors approved the cosponsorship of the first Industry Trade Show. The Quality Control and Maintenance Show was to be held at the Automotive Building, Exhibition Park, Toronto, Ont. on Jun. 23, 24 and 25, 1970.

With four strong Chapters across the country and an industry trade show, the Canadian Sanitation Standards Association was beginning to blossom...

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July / August 2007

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## The Growing 70s

The 1970s saw CSSA cement itself as the industry voice in Canada as it formed regional chapters and solidified its relationship with U.S. counterpart the International Sanitary Supply Association (ISSA).

The affiliation between CSSA and ISSA was recognized during the

1971 CSSA Annual Convention held at the Park Plaza Hotel. During the event, a special "International Day" was announced, which honoured executives from the ISSA.



Samuel Tughan, Vice-President and General Manager, GH. Wood & Co. Ltd.

It was also during this time when ISSA President, Robert Powell announced details of the first ever "Open Day" policy. This policy



Past President Harold L. White presents the presidential gavel to president elect Thomas J. Malone of Empire Maintenance Ltd.

came into effect during the 49th Annual International Education Conference and Exposition held at the Conrad Hilton Hotel in Chicago. This event marked the first time in history that an association opened its door to all industry members – as well as consumers – to view the latest developments in modern



Jean Larose and C.E. Pickering with 50 year old vacuum.



Larry Dornan, Ab Robins, Joe Kuchard and Av Morrow.

cleaning maintenance services and equipment. Non-member distributors, housekeepers, building superintendents and building service contractors were also granted entry but were charged a nominal \$5 registration fee.

That same year, CSSA adopted a similar exposition format as well as an educational program. A presenter during one of these sessions was Richard F. Ehmann, operations manager of the World Trade Center in New York City. Ehmann presented an informative seminar detailing cleaning procedures and maintenance of the facility's 16 million sq. feet of floor space.

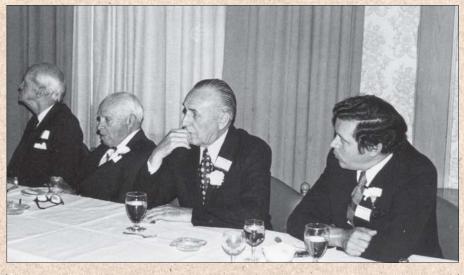
In 1972, CSSA addressed the in-



Gene Allaire addresses delegates at the CSSA Pioneers of the Industry Night, Montreal, May 28, 1974.

dustry to find resolutions to a variety of issues affecting members. During one of these meetings, the late Samuel Tughan, vice president and general manager of G.H. Wood and Co. Ltd., voiced his concern.

"Our industry is still faced with a number of economic problems," he said. "Although we expect business to be better, we are still faced with high inflation, rising costs of goods and raw materials, and steady freight increases. We are also in great need of highly trained, knowledge-



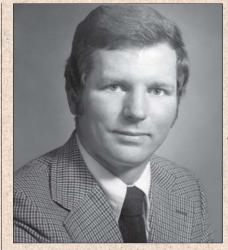
Pioneers of the Industry Night, Montreal, May 28, 1974. From left are W.A. Kennady, Allen Kennady Ltd.; C.E. Pickering, Dustbane Enterprises Ltd.; T. Armstrong, Dustbane Enterprises Ltd.; and Gordon Pimm, Michaels Equipment Ottawa Ltd.

able and skilled sales personnel."

Thirty-five years later, these same issues are being addressed.

In May 1974, the Quebec Chapter of the CSSA honoured the "Pioneers of the Industry" at a gala event held at the Executive Hall of the Club Canadian in Montreal. Chapter Chairman, Larry Dornan, welcomed the following pioneers:

- E. Allaire Par All Ltée.
- G. Armstrong Dustbane Enterprises Ltd.
- C.E. Pickering Dustbane Enterprises Ltd.
  - E. Cusson Husky Floor Ma-



John Ambler. CSSA National President, 1973 - 1974



From left: Adolphe Larose, Larose et Fils Ltée. and Marcel Bouchard, SM Bouchard at the CSSA Pioneers of the Industry Night.

chines.

- H. Lamoureaux Husky Floor Machines.
  - C. Blachford Circle Sales.
- Hebert • G. d'Equipement Ltée.
- W.A. Kennady W.A. Kennady Ltd.
- J. Kuchard Record Chemicals Co. Inc.
  - L. Lacoste Kimberly Clark.
  - A. Larose Larose et Fils Ltée.
- L. Morency L. Morency & Fils.
  - A. Morrow Avmor Ltée.
- G.H. Pimm Michaels Equipment.
- A. Robins Cartier Chemicals Ltd.
- F. Roy Savon Majestic Ltée. Each of these pioneers addressed delegates and honoured the two eldest in the group - C.E. Pickering and W.A. Kennady. A highlight of the evening was a 50-year-old vacuum cleaner displayed by Jean Larose of Larose et Fils Ltée.

During 1973 and 1974, under the presidency of John Ambler, Swish Maintenance Ltd., the CSSA contin-



The newly-formed Atlantic Chapter of CSSA. From left (back row): Eric Day, Charles Reeves, Bill Bond, Rick Jackson, Unnamed, Unnamed, Wayne Cliff. (Front row): Bruce Wishart, Dave Morrise and Jean Larose.

ued to flourish. As well as the new British Columbia Chapter forming, the CSSA Constitution was established, an ISSA/CSSA agreement was created and the first steps were taken to establish a permanent CSSA national office run by its own staff.

The following year, 1975 and 1976, saw Jean Larose step into the role of CSSA president. Larose became the first representative from Quebec to hold the position. He joined CSSA in 1962 and was the second member from outside of Ontario. In 1963, Larose became chapter chairman and continued to build membership in the eastern re-



Jean Larose (left) accepts a Thunder Bay city scroll from Raymond Bonnie, King's Northern Sales during the CSSA Annual Meeting held at the Hyatt Regency Hotel in Toronto.



The first issue of Sanitation Canada published by the Canadian Sanitation Supply Association in 1976.

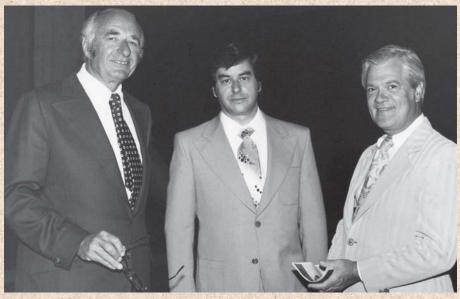


CSSA National Executive Officers (1976). From left (back row): Larry Joyce, Ontario Chapter Chairman, Bristol-Myers Products Canada; Rick Jackson, Quebec and Eastern Provinces Director, Chemjay Ltd.; Emerson Lackey, Ontario Director, Kert Chemical Industries Inc.; Paul Labossiere, Manitoba and Western Provinces Director, PML Maintenance Ltd.; Gary Hardy, Secretary Treasurer, Michael's Equipment & Industries Ltd.; John Ambler, Immediate Past President, Swish Maintenance Ltd..(Middle row / seated) Samuel Tughan, Vice President, G.H., Wood & Co. Ltd.; Ron boily, Quebec & Eastern Provinces Chapter Chairman, G.H. Wood & Co. Ltd.; Jean Larose, President, Larose et Fils Ltée. (Front row / seated) John W. Kennady, Executive Secretary and Harold White, Executive Director.

gion in an effort to establish the association as truly being a National Association.

With Larose at the helm, the CSSA formed a new chapter in Thunder Bay as well as an Atlantic Chapter on Mar. 21, 1977. Additionally, in an effort to bolster communication throughout the chapters as well as amongst the membership, the groundwork began for an association publication.

"A project which was an old dream of CSSA was to have our own publication," Larose said. "After much planning and discussion, Sam Tughan was able to (produce) the first issue of our magazine which was launched at the 1976 CSSA Convention in Toronto. We called it Sanitation Canada."

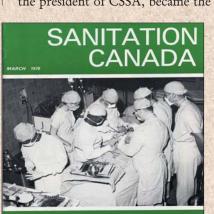


ISSA - CSSA dialogue meeting held in Toronto in 1976. From left: Bud Smith, President, ISSA Chicago; Jean Larose, CSSA President and Jack D. Ramaley, Executive Vice President, ISSA Chicago.

## A New Era Begins

As the late 70s approached, the Canadian Sanitation Standards Association seemed poised to take the next step in promoting itself as the real experts in sanitary cleaning.

In March of 1979, Sam Tughan of G.H. Wood & Company (now known as Wood Wyant Inc.) and the president of CSSA, became the







driving force in launching the new "Sanitation Canada" magazine. Tughan partnered with a small publishing company owned by Brian Perks (Perks Publishing) to help spread his vision to the industry.

"It seemed, at first, that Sam's vision was no different than any of my other clients," Perks said. "I assumed that he wanted a magazine to promote the exist-





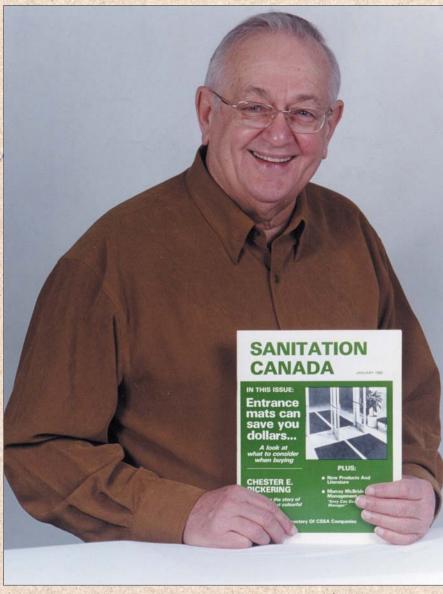
Sam Tugham



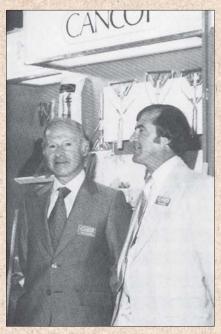
ence of CSSA. I only had it half right. Sam believed that there were three types of cleaning."

According to Perks, Tughan called the first type "Cosmetic Cleaning" and said that it's objective was to create a clean and tidy home and workplace in the interest of having a comfortable and pleasant ambience in which to live and work.

The second category of cleaning, in Sam's view, was "Commercial Cleaning" the objective being to have cleaning that served a produc-







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tion, organizational or safety in the workplace need.

The third category was "Sanitary Cleaning." This encompassed all forms of cleaning where the required end product was the elimination of less obvious dirt (including germs, bacteria and mould) that posed a threat to peoples' health. Tughan believed that Sanitary Cleaning by itself was the most important form of cleaning.

To get his point across to users of sanitary supplies and equipment, Tughan would need more than Sanitation Canada magazine to facilitate the sharing of education and promotion. He would need another me-





tals, contractors, schools, institutions and industry," said Newall. "They came for two days to see the numerous demonstrations, four educational seminars and the opportunity to see what was new, and to network with industry professionals."

Tughan's vision became a tremendous success and would later

prove to be the most important industry event in the history of the Canadian Sanitation Supply Association.

Today, "Can Clean" is said to be recognized as the most important trade show representing the newest sanitary cleaning and maintenance products and services in the industry in Canada.

dium. That medium (which was Sam's real vision) was to have a trade show dedicated to the people who were responsible for cleanliness of our homes and facilities of all kinds.

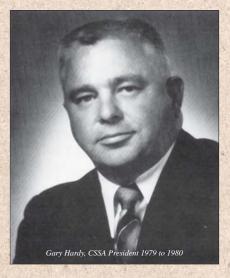
In June of 1979, Sam Tughan's vision became a reality. The first ever Sanitary Cleaning and Maintenance show was held at the Skyline Hotel in Toronto. CSSA Trade Show Chairman Doug Newall of the 3M Company, reported to Sanitation Canada that the largest display of sanitation products and equipment ever held in Canada was an outstanding success.

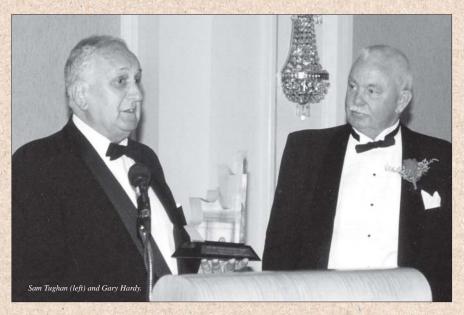
"End users came from the Yukon to Nova Scotia, representing hospi-



### "I Want End-Users To Know All About Us..."

The new president of the Canadian Sanitation Supply Association (CSSA) was on a mission during his tenure from 1979 to 1980. Gary Hardy, the stocky, crew-cut President of the then





Micheal's Equipment (Ottawa) Ltd., set out three objectives for the growing association:



"The first priority is to achieve exposure and recognition for our industry," he said. "Specifically, I want endusers of sanitation supplies and services to know who we are, what we stand for and what we, as suppliers, are doing to assist them in their day-to-day operations."

The second objective was to continue to build both the regional trade shows and the national trade show.

Thirdly, Hardy was focused on improving communication among member companies. "We need greater cooperation and teamwork in order to achieve our common objectives," he said.

In 1980 Gary Hardy passed the gavel to the youngest person ever to assume the presidency of CSSA. At 32-years of age, Mike Ambler, then vice president of sales, Swish Maintenance Ltd.,

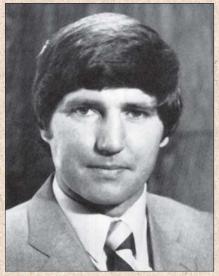


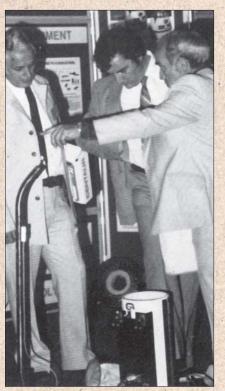


Whitby, Ont., took over at a time when the association was experiencing rapid growth and development.

Having already been a member for the past 10-years, Ambler brought to the position a vigorous manner, a conEach year, the Southern Ontario Chapter of CSSA presented a trophy for "outstanding achievement" to the top student graduate from the Custodial Training Course at Fanshawe College in London, Ont. In the photo at left, M.T. Rooney (left) is the 1979 recipient of the award. The trophy was presented by R.A. "Bob" McLelland, chairman of the CSSA Southern Ontario

(Below) Mike Ambler, CSSA president, 1980 to 1981.





cern for detail and organization, and a strong determination to maintain the association's present momentum.

In an interview with Sanitation Canada, Ambler paid tribute to Sam Tughan and Gary Hardy in their past achievements.

"(Tughan and Hardy's) successes have given us new opportunities," he said. "The challenge for CSSA and myself is two-fold. First, we need to consolidate our present position. We have to be sure that we're building on a firm foundation; that our organiza-



tion and existing systems are sound.

"Secondly, we need to work in an organized and business-like manner in order to take full advantage of opportunities available to us."

To implement his plan, Ambler brought together all the CSSA National board members, along with two representatives from each chapter for a twoday "think tank" session, which was



held at the Guild Inn, Scarborough, Ont. The Conference explored several major areas:

- Methods of improving CSSA trade shows;
- Techniques for attracting greater attendance at CSSA trade shows;
- Ways of promoting CSSA and to increase membership;
- · New systems to strengthen and improve the administration of CSSA;
- Further upgrade Sanitation Canada magazine - including strong geographical circulation;
  - Techniques for improving fiscal



(From left) Bill Vickery, Building Services Director, Shaughessy Hospital (CSBA Vice President): Carson Ames, Executive Housekeeper, St. Pauls Hospital, Vancouver (CSBA Director); and Manfred Molz, Building Services Manager, Royal Columbian Hospital, New Westminster (CSBA President).

control and to generate new revenue streams;

• To strengthen and enhance the relationship between CSSA and ISSA, and also to show support for their educational conference and exposition.

The ideas that came from this "think tank" served the association well and provided the necessary blueprint for not just survival but for future prosperity.

The second annual CSSA National Trade Show was held during this time in Montreal at the Place Bonaventure, May 28 and 29, 1980. The two-day event was another success for the CSSA. Major end-users of sanitation products, equipment and services came from across Canada as well as the United States to attend the show.



(From left) Doug Gallinger, Superlative Service Co.; Michael Horgan, Hurley Brothers Ltd.; Toshio Adachi, Japanese Trade Consulate; M. Mauto, Tokyo Building Maintenance Association: Chris Smith, Chris Smith Services; Andrew Young, Impact Cleaning Services and Colin Mason, Summit Window Cleaning

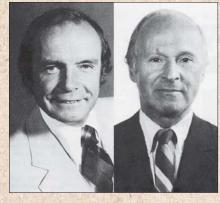
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## Changing Times

The Canadian Sanitation Supply Association (CSSA) continued to flourish into the 1980s. The growth of the chapters across the country and an overwhelmingly successful trade show had given the Association a truly national presence.

The Association's marketing vehicle, Sanitation Canada continued to report on and promote the events taking place across the country and

CSSA began to recognize the achievements of their own people. On Jun. 12, 1982 at a special ceremony in Vancouver, Paul Clancy was named recipient of the CSSA "Man of the Year" Award. The award recognizes outstanding achievement by an individual, which has contributed immeasurably to the aims, objectives and programs of the Association in the cur-



Paul Clancy (left) and Herb Friedman.

rent year.

Herb Friedman was named recipient of the CSSA "Builders" Award. This award recognized "inspired and motivated individuals who gave unstintingly of themselves in the years past (and present), to assist the growth, development and building of the association."



Trade Show Committee members, with Miss Grey Cup 1980, at the official opening of the 1981 Ontario Sanitation and Maintenance Show.



Sam Tughan (left) and Doug Newall.





Murray McBride (left) and Don White.



Geoffrey Wood (left) and Mike McCabe.



Gary Hardy (left) and Harold White.

These awards continue to recognize key individuals to this day. Sanitation Canada took the oppor-



Don Etherington (left) and Mike Ambler.



Bob McLelland.

tunity to also recognize individuals who gave of themselves for the benefit of the association during the previous three years.

In 1982, CSSA began to promote



Sid Mason (left) and Chester Pickering.

other Associations serving the industry. The following events were reported in Sanitation Canada:

- The Building Maintenance Contractors Association of Canada held a successful, one-day seminar on Marketing Techniques.
- The Ontario Professional Carpet Cleaner's Association announced the dates of the annual convention and table top trade show.
- The Toronto Building Superintendents Association will provide

### **Changing Times**



CSSA National Board Members.



Ron McGee of Professional Carpet Services Ltd. is chairman of the 1982 OPCCA Convention and Trade Show Committee and is immediate past-president of OPCCA.



Earl Hunter, building superintendent, The Manulife Centre, Toronto, is president of the Toronto Building Superintendents Association.

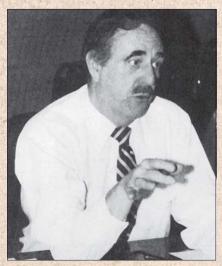


(From left) Chris Smith, Dave Stephenson, Ray G. Levesque and H.G. Binet.

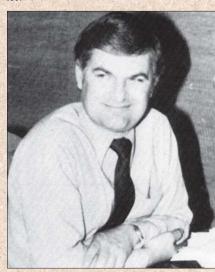
a three-day program of Seminars, and workshop entitled "General Learning."

• The International Convention of Building Owners and Managers Association (BOMA) will hold their annual convention in Washington, DC.

These events and acknowledgements of other trade associations within the industry gave end users the opportunity to expand their knowledge of the cleaning industry. It was apparent that the "Science of Cleaning" was upon us.



Emerson Lackey of Kert Chemical Industries is chairman of the 1982 CSSA Convention Committee.



Bob Semenyk of G.H. Wood & Co. Ltd. is chairman of the 1982 CSSA National Sanitation and Maintenance Show Committee.