Sanitation Canada

Bunzl Canada
Transforming the Canadian Janitorial Sanitation Industry

A Green Apple
For Kids, Schools, Teachers and the Professional Cleaning Industry

The Food Service Industry Can Help Prevent Norovirus Outbreaks
Beating superbugs in St John’s Hospital, Scotland.

“With the Swep system we managed to beat the MRSA superbug almost to zero”

Margaret Christie, Domestic Services Manager

Healthier Health Care.
Cleaner hospital.
How to beat bacteria and cut costs.
All at the same time

Hospitals all over the world constantly fight a war against more or less resistant bugs. And when they develop into superbugs like MRSA there is a huge problem spreading along wards and hospitals.

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First held in 2012, the worldwide Green Apple Day of Service is an initiative of the U.S. Green Building Council’s (USGBC) Center for Green Schools and its goal is for students, teachers, parents, businesses, organizations and the community at large to host a wide range of service projects that improve the conditions, cleanliness and health of the facilities in which children learn and spend a majority of time.

HAND HYGIENE
The Food Service Industry Can Help Prevent Norovirus Outbreaks. Most norovirus outbreaks from contaminated food occur in food service settings, according to a Vital Signs report by the Centers for Disease Control and Prevention (CDC). Infected food workers are frequently the source of these outbreaks.

PEST CONTROL
Don’t Get Stung By Reactive Pest Management. In a study conducted this year for Orkin Canada, Angus Reid Forum panelists found that 41 per cent of respondents anticipate wasps being a problem this summer - and they are correct.
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ISSA and CIRI Announce Improvements to Clean Standard

ISSA and the Cleaning Industry Research Institute (CIRI) announced improvements to the ISSA Standard for Measuring the Effectiveness of Cleaning in K-12 Schools (clean standard) that enhance its use in evaluating cleaning processes at school facilities.

The clean standard provides K-12 schools with a tool that helps them evaluate and monitor the effectiveness of their cleaning processes using both a quantitative measure (i.e. ATP metres) and traditional inspection methods. The ability to objectively evaluate cleaning processes and products is critical to providing a safe and healthy indoor environment for school-age children.

The recent enhancements to the clean standard include updated values that define “effective cleaning,” which are central to the standard. Specifically, revisions have been made to the table at Section 5.5 that set forth the values that define “effective cleaning” for the range of ATP values with Hygiena SystemSure Plus. The values for other ATP systems in the clean standard (Charm Sciences NOVALUM and 3M Uni-Lite NG) remain the same. These revisions are the result of an intensive field study during 2014. Substantiated by industry and research scientists, the revisions are now reflected in the latest edition of the clean standard at www.issa.com/cleanstandard.

Since it was first issued, the clean standard online toolkit has been downloaded more than 2000 times. The standard’s quantitative and qualitative measurement tools have been used by schools, cleaning service contractors, distributors and others in the commercial cleaning marketplace as a way of evaluating and improving their cleaning processes. In addition, certification and training programs have developed around the clean standard, such as the program offered by CIRI (see www.ciriscience.org/training-certification.php for details).
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The Food Service Industry Can Help Prevent Norovirus Outbreaks

Most norovirus outbreaks from contaminated food occur in food service settings, according to a Vital Signs report by the Centers for Disease Control and Prevention (CDC). Infected food workers are frequently the source of these outbreaks, often by touching ready-to-eat foods served in restaurants with their bare hands.

The food service industry can help prevent norovirus outbreaks by enforcing food safety practices, such as making sure workers always practice good hand hygiene on the job and stay home when they are sick.

Norovirus often gets a lot of attention for outbreaks on cruise ships, but those account for only about one per cent of all reported norovirus outbreaks. Norovirus is highly contagious and can spread anywhere people gather or locations where food is served, making people sick with vomiting and diarrhea. About 20 million people get sick from norovirus each year; most get infected by having close contact with other infected people or by eating contaminated food.

“Norovirus outbreaks from contaminated food in restaurants are far too common,” said CDC Director Tom Frieden, M.D., M.P.H. “Individuals who prepare food, especially the food service industry, can do more to create a work environment that promotes food safety, and ensures that workers adhere to food safety laws and regulations that are already in place.”

The Vital Signs report provides key recommendations to help the food service industry prevent norovirus outbreaks from contaminated food. The recommendations, which underscore provisions in the Food and Drug Administration model Food Code (http://www.fda.gov/Food/GuidanceRegulation/RetailFoodProtection/FoodCode/default.htm) and CDC guidelines (http://www.cdc.gov/mmwr/preview/mmwrhtml/rr6003a1.htm), include:

- Hand hygiene
- Making sure workers wash their hands before and after any contact with food. 
- Providing soap and water or an alcohol-based hand rub near food preparation areas.
- Ensuring that all food handlers wash their hands after using the restroom, before handling ready-to-eat food, and after handling raw meat, poultry, or seafood.
- Discouraging food handlers from wearing jewelry or rings.
- Providing food handlers with washing facilities nearby and at least one wash basin per 30 workers.
- Training food handlers about the importance of hand hygiene.
- Requiring food handlers to report to work only when they are feeling well.
- Implementing a policy to ensure that food handlers with vomiting or diarrhea are not allowed to work until they are symptom-free for 24 hours after their last episode.

Continued On Page 10
The Trade Show for the Cleaning Professional in Atlantic Canada

If you are responsible for the cleanliness and hygiene of your facility, you don’t want to miss this event!

The Canadian Sanitation Supply Association (CSSA) invites you to attend a trade show and seminar program dedicated to the professionals who help keep Atlantic Canada clean. With exhibitors from across Canada and the United States, the show will feature the latest products and systems that have been developed in response to the challenges cleaning professionals face today.

For up-to-date information on products to minimize costs, systems to maximize your return on investment, green cleaning products and intelligent solutions to suit your needs, you cannot afford to miss the most important event in the industry in Atlantic Canada — Clean Atlantic 2014!

LOCATION
The Cunard Centre — 961 Marginal Rd., Halifax, NS

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9 A.M. to 4 P.M.

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1:30 p.m. to 3 p.m. — Bidding On Janitorial Service Tenders for Provincial Buildings
Presented by Najah Ibrahim, Senior Procurement Officer & Linda Rankin, Manager, Sustainable Procurement, Government of Nova Scotia
If you bid on services or supplies to the province of Nova Scotia, you don’t want to miss this important information session. Come learn, first hand, about the changes to the provincial procurement process for janitorial services for government-owned facilities. The speakers will discuss government requirements for the purchase of janitorial services and products; service requirements, rules and regulations; planning and tender award process; requirements for goods and supplies used in buildings; and how to get information about upcoming tenders. A Question & Answer period will follow the presentation. Cost: FREE

For more information or to register, please visit www.cssa.com
thoroughly investigate and report outbreaks to NORS,” Hall said.

About NORS

CDC launched NORS in 2009 to collect information on outbreaks of foodborne, waterborne and enteric diseases that spread from person-to-person, animals, environmental surfaces, and other or unknown ways. Public health agencies can report all outbreaks of gastroenteritis, including norovirus illness, through this web-based system. This information is used to determine where norovirus outbreaks commonly occur, how the virus is spread, and specific food or water sources involved. In turn, this helps identify the best ways to prevent and control norovirus illnesses and outbreaks.

For more information about norovirus, please visit www.cdc.gov/norovirus. Additional information on preventing foodborne diseases is available at www.foodsafety.gov.

Vital Signs is a CDC report that appears on the first Tuesday of each month as part of the CDC journal Morbidity and Mortality Weekly Report, or MMWR. The report provides the latest data and information on key health indicators. These are cancer prevention, obesity, tobacco use, motor vehicle passenger safety, prescription drug overdose, HIV/AIDS, alcohol use, health care-associated infections, cardiovascular health, teen pregnancy, food safety and developmental disabilities.

As published by the Centers of Disease Control and Prevention (CDC), Jan. 3, 2014.

ISSA and CIRI Announce Improvements to Clean Standard

ISSA and CIRI consider the clean standard a living document and invite users’ feedback regarding the ATP values and any other aspects of the standard—including its applicability to other indoor environments including office buildings and other institutional facilities. Send your comments and feedback to ISSA Environmental Affairs Director Bill Balek at bill@issa.com.

Making sure food service workers practice proper hand washing, and use utensils and single-use disposable gloves to avoid touching ready-to-eat foods with bare hands;

Certifying kitchen managers and training food service workers in food safety practices; and

Establishing policies that require food service workers to stay home when sick with vomiting and diarrhea, and for at least 48 hours after symptoms cease.

“It is vital that food service workers stay home if they are sick; otherwise, they risk contaminating food that many people will eat,” said Aron Hall, D.V.M., M.S.P.H., of CDC’s Division of Viral Diseases. However, one in five food service workers have reported working at least once in the previous year while sick with vomiting or diarrhea. Fear of job loss and not wanting to leave co-workers short-staffed were cited as significant factors in their decision.

According to Hall, “Businesses can consider using measures that would encourage sick workers to stay home, such as paid sick leave and a staffing plan that includes on-call workers.”

The CDC analysed norovirus outbreak data reported by state, local and territorial health departments from 2009 to 2012 through CDC’s National Outbreak Reporting System (NORS). Over the four years, health departments reported 1008 norovirus outbreaks from contaminated food, most of which occurred in food service settings such as restaurants, and catering or banquet facilities.

Factors contributing to food contamination were reported in 520 of the outbreaks, with an infected food worker implicated in 364 (70 per cent) of them. Of these outbreaks, 196 (54 per cent) involved food workers touching ready-to-eat foods with their bare hands. Ready-to-eat foods are foods that are ready to be served without additional preparation, such as washed raw fruits and vegetables for salads or sandwiches, baked goods or items that have already been cooked.

CDC’s analysis also looked at which foods were commonly implicated in norovirus outbreaks. Of 324 outbreaks with a specific food item implicated, more than 90 per cent were contaminated during final preparation (such as making a sandwich with raw and already cooked ingredients) and 75 per cent were foods eaten raw. Leafy vegetables, fruits and mollusks (such as oysters) were the most common single food categories implicated in these outbreaks.

The report also highlights the key role health departments play in investigating and reporting norovirus outbreaks. Outbreak reporting rates varied greatly, likely illustrating differences in surveillance efforts rather than variation in norovirus disease incidence.

“There is a continued need to build the capacity of health departments to more thoroughly investigate and report outbreaks to NORS,” Hall said.
Bunzl Canada is the leading national distributor of Cleaning & Hygiene, Disposable Supplies, Food Packaging and Safety products for businesses across Canada. Delivering solutions in 26 countries around the world, Bunzl brings innovation and proven best practices to our Canadian customer base. Headquartered in Burlington, Ontario, Bunzl Canada specializes in strategic sourcing and supply chain initiatives that drive total cost in use improvements for our clients.
In a study conducted this year for Orkin Canada, Angus Reid Forum panelists found that 41 per cent of respondents anticipate wasps being a problem this summer—and they are correct. In fact, wasp activity is at its peak in late summer and early fall. Therefore, it is important to inspect your property for signs of wasp activity in early summer to proactively keep these stinging pests in their place.

While wasps can assist in the management of other pests, their painful stings can easily lead to infections, aggravated skin disorders and allergies and, in severe cases, cause life-threatening physical reactions. When managing any pest, proactive steps to prevent their presence is key. The same goes for wasps. To understand why it is important to take proactive measures now, you must understand a wasp’s lifecycle and classification.

Late in the summer, the queen of some wasp species will produce unfertilized eggs. These will develop into males who will inseminate the wasps that will become queens the following year. These inseminated females will overwinter in sheltered locations. For most species, the rest of the colony will perish when winter comes. The following spring, the inseminated queen will start laying eggs. The fertilized eggs will develop into sterile workers, and are responsible for building the nest and feeding the developing larvae.

This often means that, at the end of the nest’s cycle, every member of the nest except inseminated queens, dies. In wintering areas, only these queens will hibernate through the colder months to emerge again in the spring and start the cycle all over with a new nest. All of that said, it is much easier to proactively prevent a single queen wasp rather than reacting to a full-sized nest come fall. So, what do you need to look for when it comes...
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to prevention?
While wasps are classified into social, semi-social and solitary wasps, the type of nest depends on the species of wasp. Wasps seen coming and going through a hole in the ground is a sign of an underground nest; meanwhile wasps seen flying in and out of a tree or shrub, or a small gap, crack, crevice or sheltered portion of a building is a sign of above ground or aerial nest. Solitary wasps, including mud daubers and potter wasps, build their nest above ground. Of solitary wasps, these two species are the most commonly encountered around buildings.

Social and semi-social wasps can build nests above or below ground. Above ground nests are built in a sheltered, hidden location such as dense bushes, tree branches, fence lines, wall voids or under the eaves of a structure. Underground nests are built under rocks, fallen logs, concrete or asphalt slabs (including patios, driveways, sidewalks and playgrounds). With the exception of yellow jacket nests, which can be as big as a soccer ball, below ground nests are loosely constructed and non-descript. Above ground nests are made from paper-like material or mud.

Though considered beneficial, some wasps naturally are extremely aggressive, while others are not but can become extremely aggressive if provoked. Therefore, it is recommended that you contact your pest control provider should you see signs of wasps around your property. However, there are some things you can do to protect your property from wasps:

• Periodically inspect entrances, overhangs and windows for new nests. Nests can develop rapidly, so early action is necessary. Continuous inspection and removal of nests from structures throughout the summer will reduce the chances of queens overwintering on your property.
  • Inspect and remove old nests and mud nests from buildings. Old mud nests can be re-used by other solitary wasps or bees.
  • Review your landscaping for areas where you can cut down on wasp attractants. In the summertime, brightly-coloured and fragrant flowers in bloom can entice wasps, so using fewer of these plants can help decrease activity on your property.
  • Test the air in doorways to make sure air flows out, not in, to keep flying pests from coming inside. To do this, hold a piece of paper while standing in an open doorway; you want the paper to blow away from the building. Work with a maintenance professional to make any necessary changes in air flow.
  • Avoid planting brightly coloured or fragrant flowers and trees. Wasps see ultraviolet light so even light colours can attract them. Choose umbrellas, awnings or outdoor décor with dark or neutral colours to further discourage flying and stinging pests.

With a few proactive steps this summer, including a strong partnership with your pest management provider, you can help reduce the sting of wasps next fall.

Alice Sinia, Ph.D. is Resident Entomologist – Regulatory/Lab Services for Orkin Canada focusing on government regulations pertaining to the pest control industry. With more than 10 years of experience, she manages the Quality Assurance Laboratory for Orkin Canada and performs analytical entomology as well as provides technical support in pest/insect identification to branch offices and clients. For more information, email Alice Sinia at asinia@orkincanada.com or visit www.orkincanada.com

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September 27, 2014, is a big day for green advocates throughout North America and in many other parts of the world as well. That is when the Green Apple Day of Service will take place.

First held in 2012, the worldwide event is an initiative of the U.S. Green Building Council’s (USGBC) Center for Green Schools and its goal, according to Emily Riordan of the USGBC, is for students, teachers, parents, businesses, organizations and the community at large to host a wide range of service projects that improve the conditions, cleanliness and health of the facilities in which children learn and spend the majority of their formative years.*

According to Statistics Canada, more than five million students are enrolled in Canadian public elementary and secondary schools, with nearly 800,000 teachers and professors there to serve them.

However, in some Canadian schools and universities, the indoor environment is lacking and may be impairing the education of many of these children.

“Our students and our teachers deserve better,” Riordan said. “Green Apple Day of Service puts the power to transform these places into the hands of the people that know them best: students, staff, and the community.”

Apparently many people agree with Riordan and have gotten on the bandwagon.

The first Green Apple Day of Service involved about 1000 projects and nearly 100,000 volunteers. Although these numbers are certainly admirable for a new program, by 2013 those numbers had doubled to more than 2000 community-sponsored events held in 41 countries, and involving more than 200,000 volunteers.
The USGBC interprets this growth as an indication of the communities’ interest and need for cleaner and healthier schools.

According to USGBC, on Green Apple Day, “advocates around the world can come together in support of healthy, sustainable schools and take action in their communities.”

Further, according to the Green Apple organization, the event brings together “individuals and communities to make changes in their schools and surrounding areas.” (See sidebar: “Why Apples?”)

As Green Apple Day of Service has grown, the USGBC has developed several categories of service projects in which volunteers can get involved:

Energy conservation. These projects explore ways to improve energy efficiency in school facilities, and investigate alternative energy sources by instructing students, teachers and other volunteers how to conduct energy audits, as well as how energy in a facility can be reduced or used more efficiently.

Water efficiency. Using water more responsibly and efficiently is a global issue in both water-rich and water-poor countries. Projects in this category focus on raising awareness to reduce water consumption.

Recycling. Communities are encouraged to have waste-free days, which can raise awareness about the need for waste reduction.

Creativity. Creative service projects include making videos and writing articles and poems emphasizing why this day of service is important, and why children need clean and healthy schools.

The USGBC has also developed pro-
grams for parents and others who want to be involved in the day of service but are hard-pressed to find the time.

**The Professional Cleaning Solutions Connection**

Segments of the professional cleaning industry are also getting involved with the Green Apple Day of Service. One prime example, in Canada, is Avmor.

Avmor is one of Canada’s leading manufacturers of professional cleaning solutions with more than 65 years of expertise. The company has a long history of advocating the goals of cleaning for health and protecting the environment while ensuring its products perform effectively.

Reflecting the company’s commitment to manufacturing healthier, more environmentally preferable cleaning solutions, Avmor’s Green Apple Day project involves helping to make students, teachers and the community aware of the importance of using green cleaning products and procedures, especially when it comes to ensuring the health of children, teachers, custodians and facilities. The Green Apple Day of Service provides the company with an opportunity to encourage the use of safer products for parents and others who want to be involved in the day of service but are hard-pressed to find the time.

Why Apples?

“An apple for the teacher”? Have you ever wondered why apples are so often associated with education? It appears to have originated in Denmark and Sweden sometime in the 1700s. At that time, families without money paid teachers with apples. North Americans adopted the tradition of giving apples to teachers in the 1920s, but they were more a gift or sign of gratitude than a formal payment. (Source: Green Apple Day of Service, www.mygreenapple.org)

**Schools, Students and Green Cleaning**

The benefits of using green cleaning products and implementing green cleaning strategies in schools have been confirmed by several recent studies and reports:

**Fewer indoor pollutants.** A recent report by the Environmental Working Group (EWG) found that certified-green cleaning products contain one-third the chemicals with known health effects compared to traditional products used in schools. Additionally, a classroom cleaned with green cleaning products had one-sixth the air pollution of those cleaned with traditional products; the result is fewer allergic reactions, less absenteeism and improved student performance.

**Fewer asthma attacks.** Green cleaning products do not contain ingredients that are typically associated with causing asthma and asthma attacks. Certified-green cleaning products are prohibited from containing asthmagens (chemicals that cause asthma) and have limits on some asthma triggers (chemicals that exacerbate existing asthma).

**Safer for workers.** Green cleaning products are safer for school custodial workers. They are less corrosive to skin and eyes, and must meet specific standards for inhalation toxicity.

**Direct financial savings.** Several Canadian schools and school boards have enjoyed considerable savings as a result of transferring to Green product lines. For instance, working with Avmor, one university was able to reduce its product inventory by 75 per cent, which resulted in considerable savings. Further, by implementing a green cleaning program developed by the company, along with transferring to a day cleaning strategy, the Calgary Board of Education also reported considerable cost savings and reduced consumption.

For Green Apple Day, the company is planning several projects designed to involve students and schools throughout the country. Among Avmor’s green cleaning projects are the following:
It all comes down to quality.

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Facilities Manager

Andy Bang
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Bunzl Distribution is on a mission of creating a national cleaning and hygiene business that can serve the varying needs of customers from Victoria, BC, to St. John's, NL. Through business planning and strategic acquisitions, the firm is focused on creating a one-stop shop to allow customers to “simplify their business processes.”

“One-third of our growth is going to come from organic growth and two-thirds is going to come from acquisitions,” said Bunzl President, Canadian Division, John Howlett. “But we’re not in a rush. For now we will continue to look for operating efficiencies to drive value for our customers.”

Originally established in the 1800s as a haberdashery (clothing) business in Austria, the business formed its true foundation in England in the 1950s. In 1981, Bunzl acquired Jersey Paper in the United States, and Bunzl North America was born.

By 1994, market circumstances proved to be opportune for Bunzl to enter Canada. It was at that time that Howlett reached out to Bunzl USA and a new Canadian chapter began to take form.

For the next 10 years the company focused on establishing a national platform and determining a strategy to best synergize the business to ensure its success. And, a specialist it became in the distribution business.

With all of the work Bunzl had done over the years in the grocery, retail and redistribution markets, the company was perceived as very good with logistics. In an effort to take advantage of a flourishing Canadian janitorial sanitation industry, Bunzl listened to customers and purchased Morgan Scott in 2006. This was the company’s first step in entering the janitorial and sanitation market with a different business model.

The success of Morgan Scott’s Kingston location convinced Bunzl that this model could be very effective at meeting customers’ needs and providing the model to build upon, going forward.

“There is an ongoing task within our company,” Howlett said. “Wesclean was and remains one of the leading janitorial and sanitation companies in Canada, and we feel very fortunate to have them as a part of the Bunzl family in Canada.”

Continued On Page 24
A 45-minute meeting ended with a four-hour lunch and the realization that both Reid Toreson, Wesclean director, and Howlett had a similar vision for building a national jan/san company. The foundation for that new company began to unfold.

Bunzl brings to the table outstanding distribution capabilities, while Wesclean is an industry leader in the area of hands-on, personalized service. By combining the strengths of each firm, Bunzl has taken its next step in fulfilling its end goal of providing a “one-stop-shop” to satisfy customer needs in any location anywhere in Canada.

“We recognize it’s really important that you have good products and really good service,” Howlett said. “As it pertains to jan/san, we see things are transforming. It’s not just about cleaning to look good anymore; there are some real issues out there these days. We are looking at the next level, which is how do we help our customers solve the issues that they are facing each and every day.”

Currently, Wesclean serves as the anchor firm to run the jan/san division across Canada, but Bunzl is actively looking at additional acquisitions it feels will fit the criteria of high standards it has in its vision for the Canadian market.

“I think, over time, you’ll see Wesclean-type companies right across Canada,” Howlett said. “So we will not only do what we do really well at the local level, but we can then offer some tremendous value to national customers and help service them with that high-touch, personalized way that Wesclean has been built on.”

According to Wayne Milford, Wesclean general manager (northern Alberta), if you asked everyone in the industry to list their value-added proposition, many would look very similar.

“We had a saying (for these propositions), ‘win them in the board room, lose them in the field’, because you never saw a brochure that didn’t say I’ve got the best product, at the best price,” he said. “We have our value-added proposition and we support it, and it’s not foo-foo dust. It’s meat and potatoes stuff that the end-user, whether he’s a small building service contractor or a custodian in a school, can really see and can drive value for them.”

One of the main things that Wesclean brings to Bunzl is an outstanding service program. Wesclean has invested heavily in its service department to ensure that the products and equipment it offers functions in a manner that is expected. The company currently has 30 trucks and 30 technicians on the road to make sure customers are able to clean the floor surfaces in the school, retail or health care facilities they are responsible for.

“A customer could lose a floor in a supermarket or high retail space without properly-running equipment,” Milford said. “If we can keep the customer cleaning and maintaining the floor like he is paid to do, then everybody wins.”

In addition to quality service, the company also offers a planned maintenance program.

“Cleaning equipment is a fairly expensive investment for the customer, and we want to keep it running properly to avoid a catastrophic repair,” Milford said.

Planned maintenance is ongoing maintenance and it is offered as a value-added package to customers.

Another value-added benefit brought to the table is the Wesclean e-commerce or Quality Assurance (QA) offering.

According to Milford, the Wesclean QA program is not standard “out-of-the-box” software. The program was designed with direct input from customers in the education, healthcare and industrial sectors, and provides “real solutions for real customers.”

Conducted monthly and available elec-
tronically, the QA program identifies where customers may have weakness in their cleaning programs and highlights where training should be conducted.

“Everything we develop is developed around the customer,” Toreson said. “It’s never what we think they need, it’s what they tell us they need.”

A vast array of products from both the Bunzl and Wesclean sides is also a key benefit to customers.

“Bunzl is a major player in the global janitorial sanitation industry and if you look at the portfolio of vendors that support what we do in the marketplace, we have the best competitive differentiation in the fact that we can operate in multiple countries with similar vendors,” Howlett said.

According to Howlett, Bunzl is always on the look-out for innovation / differentiation to keep the company at the forefront of the cleaning and hygiene business.

“We are constantly on the look-out for the next emerging technology, service, IT platform,” he said. “You name it, we’ve got our ear to the ground not only here in North America, but globally. That is the beauty of our company being in 30 countries.”

The next step for Bunzl in its evolution is to continue to look for opportunities and acquisitions to round out the model for Canada, Howlett said.

Having acquired Wesclean in November 2013, the firm is in no rush to add to its business portfolio. For now, the biggest challenge is to ensure that the employees of the firm are “at a neutral state of emotion.”

“Our employees are everything and the minute we take on a new company, we want to make sure they are as welcome to the family as those already in the family,” Howlett said. “There is a natural trough of emotion that anybody goes through when their firm has been acquired. I think we’re past the equilibrium piece now and the employees are beginning to embrace the possibilities.”

According to Toreson, “when you have really smart people, and they understand the tools in their toolbox that they previously did not have, you watch what they do with it.”

“I am convinced that if (employee) minds are engaged and they’re enthusiastic, and their attitudes are right for what they want to accomplish, watch out,” he said.

As the company moves forward in its evolution, one of the biggest challenges it faces is to maintain an open line of communication to ensure everyone is on the same page and “walking in the same steps together,” Howlett said.

“Communication is extremely important because there are many moving pieces in Bunzl at this particular time,” he said. “We have the Bunzl brand that is really focused on the grocery, retail and food processing markets; the R3 brand that is moving forward with wholesaling in Canada; and the McCordick brand (purchased in 2012), which is focused and very involved in the personal protection and equipment business.”

Being involved within the community is also an important part of the Bunzl / Wesclean business.

In western Canada, Wesclean organizes an annual golf tournament which generates upwards of $40,000 for children’s lunch programs. Bunzl also hosts an annual golf tournament which, for the past 15 years, has generated $1.5 million for research efforts in children’s brain cancer.

As the firm plans its future strategies for growth and evolution, one that thing that won’t change is the energy and positivity the company exudes.

“Everyone (at Bunzl) understands there is a job to get done, but at the same time, we have fun together,” Howlett said. “We work very hard and we all have the same goal in mind.”
Like children with a shiny new toy, adults introduced to social media jumped in and started playing: posting personal photos to Facebook, accepting requests for “friendship” from long-lost high school pals, and checking into everything from the coffee shop to their favorite local eatery. What fun! Suddenly we were getting an inside look into the lives of people we hadn’t connected with in years!

But unlike a new toy, social media didn’t come with any real instructions. We unwrapped it, signed up and off we went, sharing our world with, well, the world. As more and more people glommed onto this new way of communicating, the seeds of chaos were planted.

**Rules of Engagement**

Without guidelines on how to use social media, disaster is just a tweet away. Many people – and companies – have found this out the hard way. Embarrassing gaffs, impulsive rants and misguided comments have ensued.

What you post on social media sites is out there forever. The Internet never forgets; a “selfie” posted after a night on the town or a tweet about a colleague can cause more damage than you think. It’s dangerous to assume privacy settings protect you. Even if you’ve locked down your Facebook page, once it’s posted to the web you can guarantee someone who is not directly connected to you will find it. All it takes is for one of your friends to share it with their friends.

And, what you say CAN and WILL be
held against you. Your future boss, clients, partners, voters and vendors are watching.

A good rule of thumb, whether you are engaging on social media for personal or in business, is this: “If you wouldn’t say it loudly in front of your mother (or boss), you shouldn’t post it online — anywhere.”

With so many companies supporting BYOD (Bring Your Own Device), it’s more important than ever that a clear social media policy is in place for employees. Your employees are representatives of your brand and, in business, perception is everything. To protect yourself from the embarrassment of a social media faux pas, create a policy that clearly states what you expect from your employees when it comes to social media use. Set clear boundaries, especially for those who are part of your brand building process.

Do I Know You?

In this world of connectivity, how connected are we really? Has the word “connected” lost its meaning? With our ability to connect to anyone, anytime, anywhere through social media, the term “connected” has been watered down. Think about how many of the generic “I’d like to add you to my professional network on LinkedIn” invitations to connect that you receive each month. Very few of them are from people you have truly “connected” with outside of social media. It feels a little like “the person with the most fans and followers” wins. But do they, really?

Before there was LinkedIn, you wouldn’t dream of asking a new acquaintance to buy something from you just minutes after you met. And, you certainly wouldn’t show up at a networking event in yesterday’s outfit. Just like offline networking, building relationships online, follows the same basic etiquette rules.

Here are a few to keep in mind:

• Be professional. On Twitter, don’t be the egg; post a professional photo of yourself on your profile. This holds true on all social media sites. A business col-

Continued On Page 28
league should recognize you from your online picture. Include information about yourself. Your social media profiles are the equivalent of your business card, so be sure you keep it updated as your professional information changes. Always keep your basic contact information updated and link to your other professional profiles.

- **Introduce yourself.** Want people to get a sense for who you are? Post interesting, value-added content on your social media accounts to showcase your professional expertise. This is especially true with LinkedIn; when you update your status with useful information, you’re building trust among your network — opening doors for introductions to new connections.

- **Be authentic.** Just like in real life, no one wants to connect with “that guy.” You know the one: the guy in the sleazy suit who spends his time schmoozing. One of the biggest mistakes people make when connecting on LinkedIn or Facebook is not personalizing the message in the invitation. Swap out the default message with something like “George: I really enjoy your blog at xblog.com. The leadership content you share is so valuable. I’d like to add you to my professional network and get to know more about your business.” This will let the recipient know how you found them and why you want to connect. In turn, they will know that you aren’t connecting for the sake of just adding to their numbers.

- **Listen.** Building connections through social media isn’t just about pushing out content on this network or that. If you’re not taking time to listen and engage with influential people (the ones you are hoping to connect with), you’re missing an opportunity. Choose a handful of key people you want to build a business relationship with, read what they are posting, and where there is an opportunity for you to add value — jump in!

Whether you are connecting with people in the online world or at a dinner party, knowing how to present yourself in a positive way is the same. Think before you speak translates to “think before you tweet.”

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**About The Author**

Margaret Page is a recognized etiquette expert, speaker and coach, who helps people and organizations be more professional. She is the author of The Power of Polite, Blueprint for Success and Cognito Cards – Wisdom for Dining & Social Etiquette. She is the founder and CEO of Etiquette Page Enterprises, a leading Western Canadian training organization. To learn more about Margaret follow her on Twitter and Facebook or sign up for her Etiquette blog or Etiquette Edge Newsletter. To contact Margaret, please visit her website at http://etiquettepage.com/, or call 604 880 8002.
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THE OMNIFLEX™ DISPENSE-AND-VAC SYSTEM FOR FOOD SERVICE INDUSTRY

Cleaning commercial kitchens is one of the toughest cleaning tasks around. Kaivac’s new OmniFlex Dispense-and-Vac System for food service is said to make the job “a lot easier and a lot more thorough.”

The food service system is an optimized version of Kaivac’s award winning OmniFlex Dispense-and-Vac system. However, the food service version includes added features such as a crush-proof vacuum hose that is also said to be grease and trans-fat resistant; a one-piece vac wand for aggressive brushing; and a smaller footprint for easier maneuverability and transport.

For more information, contact Kaivac at (800) 287-1136 or visit the company’s web site at www.kaviac.com.

LONZA’S HYGIENE & PRESERVATION OFFERS FORMULATED SOLUTIONS TO COMBAT INFLUENZA A (H7N9) VIRUS

Lonza is committed to offering solutions that help to fight challenges with pandemic potential, such as the H7N9 virus. Three selected Lonza formulations have been tested and are said to show full efficacy against the Influenza A (H7N9) strain – Lonzagard® DR-25aNa, Lonzagard™ R-82 and Lonza Wipes Plus 2™.

Influenza viruses are enveloped, lipophilic viruses, which are sensitive to a wide variety of chemical disinfectants. Specifically adapted strains like H7N9 have the potential to cause severe disease on a pandemic scale. However, enveloped viruses can be inactivated by appropriate disinfectants, and suitable sanitization and disinfection procedures will help to prevent infections.

Basic and general hygiene procedures are recommended to reduce infection risk. The World Health Organization (WHO) recommends hand hygiene procedures such as the thorough washing or use of hand sanitizers, especially before and after food preparation, before eating, after toilet use and after handling animals or animal waste. In addition, using appropriate cleaning and disinfection strategies for surfaces is recommended to help control the spread of the H7N9 virus.

Lonza Wipes Plus 2™ is an EPA-approved, one-step germicidal detergent and deodorant available in North America. According to the manufacturer, it was shown to inactivate H7N9 on hard nonporous surfaces at a 1:1256 dilution in three minutes.

Lonza Wipes Plus 2™ is an EPA-approved wipe formulation that are said to offer a market-leading set of efficacy claims and a wide variety of substrate options. Lonza Wipes Plus 2™ are ready-to-use and inactivate H7N9 on hard non-porous surfaces in four minutes. Lonza Wipes Plus 2™ are available in North America.

For more information, visit the Lonza web site at www.lonza.com/surviving-influenza.

KÄRCHER’S BR 35/12 SCRUBBER DRIER NOMINATED FOR 2014 ISSA INNOVATION AWARD

The new BR 35/12 compact scrubber drier from Kärcher has been nominated for the 2014 ISSA Innovation Award Program.

The unique floor scrubber features a new steering concept (KART – Kärcher Advanced Response Technology), which is said to provide outstanding maneuverability, as the steering wheel directly controls the machine’s brush head. Its maintenance-free lithium ion rechargeable battery provides significant weight savings over the use of conventional battery technology - making this compact scrubber particularly light and easy-to-handle.

The steering of the brush head dictates the travel and cleaning direction while the propulsion force of the roller brush drives the machine forward. This allows the user to clean away from a wall at right angles and reach tight corners. Turning the brush head inward allows the machine to clean in reverse. The stainless steel steering column is height-adjustable, and can be folded down for storage and transportation.

The roller brush is said to clean highly-structured floors efficiently, thanks to a small surface area ensuring high contact pressure. The roller brush can also be used for pre-sweeping, combining the functions of sweeping, scrubbing and drying in a single pass. A variety of roller brushes – such as pad or microfiber rollers – are also available for different floor types and cleaning applications.

Compared to conventional batteries, the lithium-ion battery used in the machine are said to have triple the service life, and can be completely charged in just three hours allowing the user to work uninterrupted for more than an hour, or up to 90-minutes in “eco!efficiency” mode. “Eco!efficiency” is a selectable mode that allows the scrubber to operate at approximately 70 per cent of power and also reduces water consumption. In this mode, sound is also reduced by approximately 40 per cent.

For more information, contact Kärcher Canada at (905) 672-8233, e-mail: sales_kci@karcherna.com or visit the company’s web site at www.karcher.ca.

HONEYWELL INTRODUCES UVEX TIRADE™ SEALED EYEWEAR FOR PROTECTION IN HIGH PARTICULATE ENVIRONMENTS

Honeywell has introduced Uvex Tirade™ sealed eyewear, designed to provide protection in high particulate environments. The eyewear’s large uniblend design offers a wide field of unobstructed peripheral vision while its soft foam sub-frame ensures a comfortable, gap-free fit. Available in a variety of lens tints and Uvextra® anti-fog lens coating, the eye protection is a cost-effective solution for indoor and outdoor use where dust, dirt and debris present the risk of eye injury.

“Sealed eyewear, which fits like a safety spectacle but offers the added protection of a safety goggle, is rapidly gaining popularity as employers recognize the increased safety and versatility it delivers,” said David Iannelli, senior product manager for Honeywell Safety Products. “Uvex Tirade combines the protection and innovation of the world’s leading safety eyewear brand with all-day comfort features and modern styling in one affordable solu-
**New Spray Nine Multi-Purpose Wipes Offer High Level of Protection Against Germs and Disease**

ITW Professional Brands has announced that its Spray Nine Multi-Purpose cleaner and disinfectant wipes are now available. The wipes are said to provide one of the industry’s highest levels of protection against germs and disease, and prevent the spread of disease and germs with 44 kill claims.

The multi-purpose wipes are said to kill 99.9 per cent of bacteria in approximately 15 seconds. The strong, thick wipes are bleach-free and leave no streaks behind. Providing a fresh lemon scent, the wipes feature the correct chemical dilution within each wipe, allowing for cleaning, deodorizing and sanitizing one, easy step.

Spray Nine is a 50-year-old brand with well recognized cleaners, degreasers, disinfectants and deodorizers used in factories, offices and government settings. The new wipe brings a fresh offering to the line for industrial and institutional facilities.

For more information contact ITW Professional Brands at www.itwprofessionalbrands.com or call (800) 443-9536.

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**RX Refresh® Aerosol Replacement System Delivers Odor Control with Revolutionary New Spray and Super Concentrate**

The RX Refresh® System is said to be an alternative to expensive and wasteful aerosol cans. The system is a concentrated space deodorizer that is designed to work with a new type of trigger sprayer, specially designed to produce a greater parts-per-million spray than conventional aerosol cans. Just one quart bottle of the deodorizer is said to make over 32 refills for the sprayer, a cost savings of over 600 per cent, compared to aerosols.

The sprayer is also said to provide a controlled release of product per pump allowing further cost savings with the ability to measure application amounts. The system comes in two fragrances, Blue Skies and Mountain Mist, making it an ideal space spray for hotel rooms, homes, kitchens, living rooms and other living spaces. Both scents contain Airicide® Odor Counteractant.

For more information, contact Airs Laboratories at sales@airxinfo.com or visit the company’s web site at www.airxinfo.com.

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**Honeywell Introduces UVEX Tirade™ Sealed Eyewear**

Honeywell introduces UVEX Tirade sealed eyewear, a combination which safety managers and workers can see eye-to-eye. The style’s molded, closed-cell foam easily conforms to the face for a comfortable, gap-free fit, while indirect ventilation channels on the foam and subframe provide superior dust filtration to keep debris out of the eyes. A quick-release hinge system that converts easily from temples to headband and a removable foam subframe allow workers to wear the eyewear as a traditional spectacle in environments where airborne debris is not present.

Lenses are available in five lens tints – Clear, Gray, Amber, Silver Mirror and SCT-Reflect 50 – and come with Uvextra anti-fog lens coating to reduce fogging and prolong clear visibility. The eyewear features a 100 percent non-conductive dielectric design that is safe for use in environments where accidental exposure to electrical charge is possible. Uvex Tirade meets ANSI Z87.1-2010 and is certified to the requirements of the CSA Z94.3 standard, both with and without the foam subframe in place.

Uvex Tirade sealed eyewear is available now through major safety equipment distributors in the Americas.

For more information, contact Honeywell Safety Products customer care at (800) 430-5490 or visit the company’s web site at www.uvex.us.
AVMOR PROFESSIONAL CLEANING SOLUTIONS DIVISION INTRODUCED

Avmor is pleased to introduce the Avmor Professional Cleaning Solutions Division. This new division combines the company’s facility maintenance and foodservice teams to provide a stronger platform for the company to serve and support customers in four key market segments: building service contractors (BSC) and property managers, education, senior living and foodservice.

“This is a very exciting move for Avmor,” said company President, Mattie Chinks. “We are now in a better position to go deeper into our target markets with our best and most focused resources, and to ensure that we continuously add value and improve our ability to serve our customers.”

Matt Del Vecchio will now occupy the role of executive vice president corporate development, focusing on corporate accounts in the company’s main market segments. In his new role, Del Vecchio will be responsible for improving the company’s position within the market, while playing a proactive role in the firm’s overall corporate development initiatives.

Allan Gray will continue as the company’s market specialist to the foodservice industry, and will add the education market to his area of focus and expertise. Gray will now report to Darrell Campbell, the executive vice president of Professional Cleaning Solutions.

As part of the changes, Campbell’s title changed and his role will include providing overall leadership, direction and strategy to the sales team, he will also help ensure that the sales team continues to provide excellent service, training and support.

Jason Friesen is the company’s western Canadian sales manager. He is focused on working strategically with the company’s sales team and distributors to grow and support business in western Canada. Friesen will be supporting the company’s regional and corporate accounts in western Canada.

Paul Goldin, Avmor’s vice president of sustainability and marketing, will continue to lead the company’s ‘green’ product and program development, and all other efforts related to sustainability. Goldin also continues to guide the marketing team in executing the company’s strategy and ensuring that Avmor is recognized as a leading provider of professional cleaning solutions. In addition, Goldin will lead and manage the eastern Canada sales team.

Tina Galluccio, Avmor’s director of marketing will strategize and develop the very best programs and marketing tools necessary to best support the building service contractor and property management, education, senior living and foodservice markets.

With the creation of the Professional Cleaning Solutions Division, the firm has broken down the barriers that exist when running separate divisions.

DEB NORTH AMERICA CONTINUES INTEGRATION OF RECENTLY ACQUIRED STOKO BUSINESS

Deb Group Ltd. has taken the next step in integrating the STOKO Professional Skin Care business (“Stoko”) by announcing a new North American organizational structure. Given their combined footprint, product range and history of innovation, the successful integration of the two companies is expected to have a major impact on the away from home skin care industry.

Recognizing the critical importance of strong leadership and sales, the new organizational structure has been thoughtfully planned and designed to strengthen its focus on industrial and institutional sectors.

“There is outstanding value magic in the combined strengths of Deb and Stoko,” said Michael Bogdanski, president and CEO, Deb North America. “This next step in creating an integrated structure will create immediate demonstrable benefits for our customers. Furthermore, the value added by the experienced and talented leadership team will enable us to better achieve our strategy and drive growth.”

RAISING THE BAR ON FOOD SAFETY CLEANING PRODUCTS IN CHINA

While the quality and safety of food is a major benchmark of the economic development of any country, in China, the first major Food Safety Law was put in effect in 2009. Four years later with worsening safety issues and after a series of critical violations, the Chinese government is placing even greater importance on food quality, safety and hygiene with a new set of regulations affecting food quality and food production, supervision of imported and exported food products,

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STEFAN CAMARA APPOINTED SALES REPRESENTATIVE FOR SOUTHWESTERN ONTARIO

M2 Professional Cleaning Products is pleased to announce the appointment of Steven Camara to the position of sales representative for southwestern Ontario.

Camara can be reached at (647) 920-0353 or e-mail: steven.camara@m2mfg.com.

M2 Professional Cleaning Products is a manufacturer of buckets and wringers, and a complete line of professional wet and dust mops, as well as a full line of assorted brushes and push brooms.

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AFIELD INVESTMENTS INC. ACQUIRES TUNDRA™ BUSINESS DIVISION

Ronald G. Underwood, chairman and CEO of AFIELD Investments Inc., an Underwood Group of Companies affiliate, is pleased to announce the acquisition of the TUNDRA™ Business division of Akron, OH from Imperial Electric Company of Japan. This all-cash investment includes the intellectual property, trademarks, tooling, inventories and worldwide dealer network.

The TUNDRA Business is comprised of an extensive full-line of premium floor care machines developed with new, advanced technology to high quality specifications for long-term reliability and durability. This premium equipment is said to provide superior performance and responds to the current market trend of responding to customers’ demands for quality over disposable and under-performing products.

The TUNDRA Business includes the Tundra, Tusk, TL, and Thor floor machine lines. The equipment line-up has 20 models from 13- to 20-inches floor machines to various heavy-duty stone care machines to a high gloss burnisher. These machines are available in 120- and 230-volt electrical systems together with ETL certifications.

The machines are available through Michael’s Equipment Ltd. of Paris, ON.

SEALED AIR ACQUIRES VIROX TECHNOLOGIES’ ACCEL BRAND AND HEALTHCARE BUSINESS

Sealed Air Corporation has announced that it has completed the acquisition of Virox Technologies’ Accel® brand and its related healthcare businesses in the United States and Canada.

The acquired assets include the brand, current healthcare business and existing customer relationships. Through its Diversey Care business, Sealed Air has had a long standing exclusive, global relationship with Virox. This new arrangement will enhance Diversey Care’s marketing of Virox’s proprietary Accelerated Hydrogen Peroxide® (AHP®) technology. In addition to increased focus on healthcare surface cleaning and disinfection applications, Diversey Care continues to provide all the benefits of AHP to the broader institutional markets such as education, government, facility management, retail and food service.

“We see a unique opportunity to leverage Virox’s patented technology and Professional and Technical Services (PTS) model around the world to deliver thought leadership in the cleaning and disinfecting arena,” said Ilham Kadri, president of Sealed Air’s Diversey Care division. “The PTS model leveraged with our sales coverage, application expertise and global distribution will create an environment for the success of our AHP-based solutions in the Oxivir® brand globally.”

AHP is a patented, synergistic blend of commonly-used, safe ingredients that, when combined with low levels of hydrogen peroxide, are said to dramatically increase its disinfecting and cleaning ability. The product provides the unique benefits of speed and efficiency, while being gentle on people, surfaces and the environment.

“Virox has a long-standing relationship with Diversey Care, and our combined healthcare business now puts Diversey in a leading position for knowledge-based solutions in surface disinfection in the healthcare sector in Canada,” said Virox CEO, Randy Pilon. “The plan is to replicate this success in the United States and become the infection prevention resource to healthcare professionals so that all the sectors supported by Diversey Care will feel confident in choosing their infection prevention solutions.”

Financial terms of the transaction were not disclosed. Sealed Air does not expect the transaction to be material to its consolidated financial position or results of operations.
Deb has appointed the following executives to its North American leadership team, effective Aug 1, 2014:

- Bill Taylor, president institutional sector.
- Stephen Lander, president, industrial sector.
- Tom Bannon, vice president of sales, Canada.
- Ron Shuster, senior vice president business development and administration.
- Steve Havala, vice president of finance.
- Isabelle Fafivre, vice president of marketing.
- John Clyne, North American operations director.

Under the new structure, the combined company will include a focus on the institutional and industrial sectors, and provide customers access to a comprehensive and effective occupational skin care product range in each sector, making Deb a one-stop shop for all workplace skincare needs.

This structure will also allow Deb to focus intensively on its company strategy of implementing skin care programs that deliver essential products, vital information and standards of behaviour which increase efficiency, improve skin health and prevent infection.

Les Industries Polykar is pleased to announce a major expansion of its manufacturing facility in St-Laurent, QC. The $8 million investment will add 30,000 sq. ft. to Polykar’s LEED certified building. By the end of 2014, the completed expansion will result in a 105,000 sq. foot facility.

Alongside the creation of up to 15 employment opportunities in manufacturing, management, sales and marketing, the expansion will enable Polykar to achieve four key objectives:

- Increase production capacity to respond to growing demand from existing client base – in a recent study, 82 per cent of clients said that they intend to increase purchasing.
- Improve productivity in manufacturing the core product line – garbage bags – especially certified compostable bags.
- Continue to invest in cutting edge recycling technologies, enabling the processing of a complete range of post-industrial and post-commercial films and bag sources.
- Invest in co-extrusion technology as a response to a growing demand from packaging clients for more complex films with higher performance and tighter tolerances.

“We are confident that this significant investment after 27 years, will position Polykar to remain a market leader in its core business, while making an important foray into the packaging sector,” said Polykar’s President, Elyse Damdjee, speaking about the upcoming expansion. “At the beginning of this new chapter, we would like to sincerely thank all of our employees for their consistent hard work, our business partners for their continued support, and our loyal clients for trusting us with their business.”

The Mayor of St-Laurent, M. Alan DeSousa, also warmly welcomed the news of Polykar’s expansion.

“I am very happy that Polykar continues to make investments and create jobs in our community,” he said. “The company has a good history of contributing to St-Laurent’s industrial sector and we are excited by Polykar’s growth prospects.”

Updates on the progress of the expansion project, as well new career opportunities are available on Polykar’s website, Facebook and LinkedIn pages.
SWISH HONORS PROTEAM® AND MCCONNELL-SPADAFORA

ProTeam®, the company that created the original lightweight backpack vacuum, was recognized with the Vendor Sales Rep of the Year award by Swish Maintenance Ltd. Swish Founder Mike Ambler and CEO Shane Mahoney recently presented the award to John Spadafora of the firm’s rep agency McConnell-Spadafora.

“We accept this honor with enormous gratitude,” said ProTeam President and CEO Matt Wood. “It wouldn’t have been possible without the hard work of the team at McConnell-Spadafora in serving the Canadian market with outstanding professionalism.”

When presenting the award to Spadafora, Ambler and Mahoney spoke of ProTeam’s excellence in meeting the needs of a changing industry. The company’s products are ideally-suited for programs that utilize day cleaning and team cleaning, and are an innovative solution for labour savings.

Swish Maintenance Ltd. is a leading sanitation and maintenance company in Canada. The company’s customers depend on the value, quality and service Swish brings to all of their cleaning, maintenance and equipment needs. Every year, Swish also awards top innovative products in four categories: paper, chemicals, equipment and accessories.

DIVERSEY CARE PROMOTES 30-YEAR INDUSTRY VETERAN ROB KOHLHAGEN TO DIRECTOR OF CORPORATE ACCOUNT SALES AND MARKETING

Sealed Air’s Diversey Care business has promoted Rob Kohlhagen to director of corporate account sales and marketing for the building service contractor (BSC) sector. Kohlhagen has over 20 years of experience at the company and another 10 years in the industry. In his new role, he is responsible for leading the corporate account sales team and marketing efforts in the sector.

“(Kohlhagen) has been a leader in the cleaning industry for over three decades and will be a tremendous asset to our BSC customer, partners and team members in his new role,” said Cathy Prenosil, vice president – BSC sales and facilities management, Diversey Care.

At Diversey Care, Kohlhagen led development of the world’s first Indoor Air Quality-certified green cleaning program, Health, High Performance Cleaning. He also serves as the program director for the HHPC Day Academy, an initiative by Diversey Care to train and certify BSCs to the industry’s first comprehensive daytime cleaning enablement program.

Kohlhagen is a frequent speaker at conferences including IFMA World Workplace, BOMA International and ISSA/INTERCLEAN, and was awarded the Industry Service Award by the Building Service Contractors Association. In 2008, he was certified expert in the ISSA’s Cleaning Industry Management Standard (CIMS) program and graduated from the U.S. Green Building Council’s LEED Technical Workshop. Kohlhagen holds a bachelor’s degree from the University of Illinois and a master’s degree from the Kellogg School of Business at Northwestern University.
OHHA – PACK YOUR BACKPACK - THE TRILOGY – CONFERENCE AND TRADE SHOW A “HUGE SUCCESS”

For the third year in a row, the Ontario Healthcare Housekeepers Association (OHHA) conference is becoming known as the must attend event of the year for healthcare EVS / housekeeping professionals.

Kempenfelt Conference Centre was the ideal setting for all of the association’s events and the weather was outstanding. Delegates had the opportunity to toast marshmallows on a bonfire as well as attend the OHHA first annual golf tournament at Allendale Golf Course.

Attendees travelled from as far away as British Columbia to hear the latest from many excellent speakers, including: Mark Heller who shared his thoughts on the importance of Investing in EVS Hygiene; IPAC provided an update on the revised Core Competencies; Daniels explained the importance of Waste Audits; and Delegates learned how to “not” slip and fall Learning Action to Training Traction.

Many attendees received their Mandatory Awareness Training and also learned how to stay Well in the Workplace. There was some-

thing for everyone!

After hours activities were a “hypnotizing” experience for most people – some a little more positive than others, but we won’t mention any names. The Slippery When Dead Murder Mystery Dinner brought out the best in everyone and the group also had special guest appearances from Gene Simmons and Twiggy.

The Exhibitor’s Got Talent was also a huge success with many exhibitors displaying their remarkable talent. The most talented exhibitors included Unisource taking first prize; Intersteam Technologies winning second place and the OHA taking third.

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Manufactured by Canadians for Canadians

New Ver. 4 2014 Catalogue Now Available!
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- Encourage students to write an essay, make a video or take photos about what it means to be in a healthy school.
- Inspire students to paint, draw or make a sculpture out of recycled items to display what a healthy school means to them.
- Initiate programs to promote awareness of the potentially harmful effects of more traditional chemicals as well as the benefits of using green cleaning solutions.

According to Galluccio, Avmor will evaluate the student projects and determine the winners. The winning article or creation will be awarded funds that will either go toward a sporting activity or contribute to an improvement within the school, at the school’s discretion. In addition, the winning school will also receive sustainable cleaning solutions.

“Ultimately, our hope is that Green Apple Day lasts a lot longer than just one day,” she said. “We want everyone to realize the value of green cleaning and sustainability, and why it is so important not only in schools, but in all indoor environments.”

— Robert Kravitz is a frequent writer for the professional cleaning and building industries. He can be reached at rkravitz@rcn.com.

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RAISING THE BAR ON FOOD SAFETY CLEANING PRODUCTS IN CHINA

dicates that food manufacturers, distributors and the food service industry can expect more stringent regulations with harsher penalties in the future. Additionally, the Chinese government has already intensified supervision on hygiene in the catering industry, promulgated and put into effect the Hygienic Standards for the Catering Industry and Group Food Service Providers, further strengthening supervision of the catering industry.

China is an unpredictable market, but with the proper market knowledge, marketers can better understand the intended consequences of the rigorous food safety regulations in the country on the food safety cleaning products market and uncover future opportunities for growth.

Furthermore, food service cleaning in China will see a positive shift from today’s negative perception, so long as those involved in the industry meet the new laws imposed by the Chinese government.

Food Safety Cleaning Products in China: Market Analysis and Opportunities will provide subscribers with a comprehensive assessment of the Chinese market for cleaning chemicals used to clean and sanitize food processing plants and commercial kitchens. The report will focus on key trends, changes, challenges and business opportunities. This analysis will also help subscribers understand the impacts that changing food safety regulations in China will have on the food safety cleaning products market.

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OHHAA – PACK YOUR BACKPACK - THE TRilogy - CONFERENCE AND TRADE SHOW A “HUGE SUCCESS”

Many thanks to all of the wonderful delegates, our 38 amazing exhibitors and the great folks at Kempenfelt Conference Centre for providing excellent service and delicious food.

To our Sponsors: Cintas, Clorox, Unisource, 3M, Intersteam Technologies and Diversey, we couldn’t have done it without you – THANK YOU!

Thank you as well to those vendors who have affirmed the OHHA conference as being the “can’t miss show” with the “best value for the dollar” event.

Mark your calendars for next year when OHHA returns to Kempenfelt Conference Centre from June 2 to 4, 2015. Plans are already underway for the premier event of the year.
We're also registered to kill another 46 pathogens in 1 minute**

IT’S ON OUR LABEL. IS IT ON YOURS?

For more information, contact your Clorox sales representative or email: healthcare@clorox.com or call 1.866.789.4973.

*C. difficile spores. **Based on Health Canada master label and in-market labels of leading brands.
**Use as directed on hard non-porous surfaces. See product label for complete list of organisms. ©2013 Clorox Professional Products Company.
BACKPACKS GO FURTHER

ACHIEVE MORE. USE PROTEAM.