Sanitation Canada

Flu Prevention is Good for Business

Recruitment Programs for Jansan Distributors

Is There A Magic Formula?

Ladies of CSSA Display Their "Ponytail Power"

JANUARY / FEBRUARY 2015
The truth is, C. difficile, MRSA and VRE may have been admitted to all these rooms.

- 33% of non-CDI rooms have tested positive for C. difficile.¹
- 55% of high-touch areas in patient rooms have tested positive for C. difficile.¹
- Admitting a new patient to a room previously occupied by a MRSA or VRE-positive patient, significantly increases the odds of acquiring MRSA or VRE.²

When the problems are facility-wide, the solutions have to be.

Clorox Healthcare™ Professional Disinfecting Bleach Products kill C. difficile spores quickly: wipes 3 minutes, liquids 5 minutes, and 46 other pathogens like MRSA & VRE in 1 minute*

¹ B. Koli, American Journal of Infection Control, June 2009.  ² S.S. Huang, R. Datto, R. Platt, Archives of Internal Medicine, 2006.

Learn more at www.cloroxhealthcare.ca  © 2014 Clorox Professional Products Company  *Use as directed on hard, nonporous surfaces
Urine Trouble?

Eliminate urine stains and odour with new Clorox® Urine Remover.

3 in 4 People are DISGUSTED by urine stains and odours.

Cleaning professionals report that removing urine odours is their No. 1 CLEANING PRIORITY.¹

Tough jobs demand smart solutions.

Urine is one of the toughest stains to clean and odours to remove. New Clorox® Urine Remover breaks down urine to quickly eliminate odours and remove stains.

¹ Clorox Professional Products Company and ClearVoice Research (February 2012). Online Survey of Professional Cleaning Service Industry Decision Makers. (Survey of 933 cleaning industry decision makers across various industries)

Learn more at www.cloroxhealthcare.ca

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Use as directed on label.
Recruitment Programs for Jansan Distributors. Most distributors are well aware that it can take time — and a lot of luck — to hire a new employee. However, they may not be aware of just how much it may cost to hire that new staffer. (Page 14)

CSSA TODAY
Ladies of the Canadian Sanitation Supply Association (CSSA) display their “ponytail power” at Habitat for Humanity Women’s Build event.

CSSA TODAY
CCIS and Kruger Products host “Trikes for Tykes” in support of Big Brothers Big Sisters of York.

HAND HYGIENE
Flu Prevention is Good For Business. Every year influenza — or the flu — affects not just our health but often the bottom line for many businesses. Regardless if an employer is large or small, the flu can be a dig disruption and its true financial impact may be more than you think.

BUSINESS NOTES
Recruitment Programs for Jansan Distributors – Is There A Magic Formula?

BUSINESS NOTES
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NEW PRODUCT SHOWCASE
New products and technologies available to the industry.

INDUSTRY NEWS
News highlights from the industry.

INDUSTRY EVENT
Ontario Healthcare Housekeepers Association (OHHA) will host the Pack Your Backpack 4 — Super Bugs and Super Heroes conference from Jun. 2 to 4, 2015.

ADVERTISERS’ INDEX
Contact information for the industry leaders advertising in this issue.
Trade Show SPECIALS!

This year’s Can Clean 2015 promises to be a buyer’s dream! Over 70 companies will be offering fantastic show specials in their booths specifically for trade show attendees! Don’t miss this outstanding opportunity to bring the latest product innovations right to your facility at show special pricing!

EXHIBIT HOURS: April 28 – 10 a.m. to 5 p.m.
April 29 – 10 a.m. to 3:30 p.m.

The meeting place to learn about healthy cleaning concepts, products and solutions.

Register on-line at www.cssa.com
very woman has a super-power – the power to change lives for the better. The ladies of the Canadian Sanitation Supply Association (CSSA) displayed this super-power by participating in the recently held Habitat for Humanity Women’s Build event.

The Habitat for Humanity Women’s Build event is part of a global campaign that brings women together in a shared mission to help families in need. Truly a community effort, Women Build harnesses the power of women from all walks of life, including the ladies of CSSA with its “Team Ponytail Power.”

The 2014 Team Ponytail Power included the following members:

- **Organizers** – Keelan Robinson and Fanika Perika, Cross Country Installation & Service.
- **Platinum Sponsors** – Anna Gaynor, Marney Thompson and Karen Kennedy, Kruger Products L.P.
- **Participants** – Kim Proctor, Amy

Continued On Page 8
WHEN WINTER DOESN’T PLAY NICE

ProBlitz® XP AirMover
85% of Workers Compensation claims are attributed to employees slipping on slick floors*

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70% to 80% of dust and dirt is tracked in from the outside on people’s feet

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Slip-and-fall accidents lead to 95 million lost workdays annually**

WHATEVER THE WEATHER, BE PREPARED WITH PROTEAM.

* National Floor Safety Institute, Industrial Safety & Occupational Health Markets 5th Edition  ** Scot Young Research

The American Lung Association and ProTeam are partners in an educational campaign about Indoor Air Quality issues. The American Lung Association does not endorse products.

ProTeam.com
Jacobs and Julie Thomson (Unisource – a Division of Veritiv); Anne Lebarr (Procter & Gamble); Louise Taillon (Wood Wyant); Chris Bryant (KB Medland); Filomena Goncalves and Lindsey Lima (Bunzl and R3Redistribution); Liz Deacon and Julie Vincent (Kimberly Clark); Coleen Bannan (Cascades); Tracey Caville (Swish Maintenance); and Marisa Fernand (Gojo).

The ladies of CSSA have built a strong and passionate ‘Ponytail Power’ team which doubled in size for the 2014 event. In 2015, the team plans to raise $1 million in funding to help build 33 simple and affordable homes – working to break the cycle of poverty for families in need. Each participant is tasked with building for one day and raising a minimum of $500.

Registration for the Women’s Build 2015 is opening soon. If you would like to participate or receive more information, please e-mail krobinson@ccis-service.com.

CCIS and Kruger Products Host “Trikes for Tykes” in support of Big Brothers Big Sisters of York

CCIS and Kruger Products L.P. held a “Trikes for Tykes” Challenge on Dec. 18, 2014 in support of Big Brothers Big Sisters of York (BBBSY). Teams competed to build children’s bicycles which were donated to BBBSY for distribution over the Christmas holiday to children in need.

Big Brothers Big Sisters agencies across Canada believe that there is no more important investment we can make than in helping children and youth in our communities realize and share their full potential. CCIS and Kruger Products were proud to bring the Trikes for Tykes Challenge to Vaughan for the first time ever and plan to make it an annual event. Both firms challenge other companies to also participate in this worthwhile program.

“While the BBBSY team and volunteers make a difference every day, we can spend one evening assembling bikes to show our support,” said Keelan Robinson of CCIS. “Every child deserves to wake up on Christmas morning and find a new bike under the tree.”

CCIS and Kruger L.P. would like to challenge other companies to pick up a wrench and build a bike, donate a new toy or perhaps give of their time by mentoring and changing lives. For businesses in the York region and throughout Canada, the power of an hour can impact children everywhere.

For more information, contact www.trikesfortykes.com or call (866) 710-2247.
Every year influenza, or the flu, affects not just our health but often the bottom line for many businesses. Regardless if an employer is large or small, the flu can be a big disruption and its true financial impact may be more than you think.

Queen’s University medical researchers recently released some key findings from the first study of its kind done in Canada on the impact of colds and flu on absenteeism, the workplace and the economy.

Researchers found that the work force goes to work rather than calling in sick – resulting in substantial losses of productivity. Approximately 83 per cent of the participants in the survey said they continued to attend work or school while experiencing symptoms of an influenza-like illness. This has been termed “presenteeism” and costs employers twice as much in productivity losses for employees who come to work sick than for those who stay home.

All of this infection adds up to a significant economic cost as researchers cite direct costs due to lost productivity from colds at $25 billion in the United States alone. Taking into consideration both indirect (lost productivity) and direct (doctor visits and medicine) costs of colds, the figure in the U.S. is $40 billion annually.

**FLU SEASON**

According to the Public Health Agency of Canada, the flu season usually runs from November to April. Anywhere from three to seven-and-one-half million Canadians will get the flu in any given year. Most people recover fully in approximately one week or 10 days, but some may develop serious complications. Each flu season approximately 20,000 Canadians are hospitalized because of the flu and its complications. Additionally 2000 to 8000 Canadians, mostly seniors, die from pneumonia and other serious complications.

Influenza is spread from person-to-person via droplets when coughing or sneezing. Individuals then touch objects and surfaces that are contaminated with the virus (i.e. doorknobs and telephones), and ingest the virus by touching their eyes, nose or mouth. The influenza virus may persist for hours in dried mucus and be transmitted by direct contact. It is spread very easily indoors, which is why it is so prevalent during the winter months in northern countries, when people spend more time together inside.

**FLU PREVENTION**

According to the Community and Hospital Infection Control Association – Canada (CHICA), the following measures will help reduce the spread of influenza:

- Clean hands thoroughly and frequently with soap and water, or alcohol-based hand rub, especially after contact with
The new Maximizer Mop’s built-in cleaning efficiency makes even the biggest jobs seem small.

30% MORE FLOOR COVERAGE

25% LESS WEIGHT
hand hygiene

Continued From Page 9

the eyes, nose, mouth or body secretions.
• Avoid touching your eyes, nose and mouth.
• Avoid handling soiled tissues or objects used by an ill person.
• Cover coughs and sneezes with a tissue or with your sleeve; throw the tissue in the trash after use and clean your hands.
• Get an influenza immunization.
• Stay home from work or school when ill, and limit contact with others to keep from infecting them.
• Follow the recommendations of your local public health unit.

WORKPLACE INFECTION PREVENTION

Workplaces and public facilities where people interact in close proximity are at a higher risk for the spread of germs. According to one recent workplace microbial survey, “desk top surfaces, computer keyboards, mouse and telephone receivers are more contaminated than restroom toilet seats.”

One of the challenges is that people do not wash their hands frequently or adequately enough. In fact, the average person washes their hands for around nine seconds. Only 16 per cent wash their hands for the recommended time period. In addition, separate washroom studies from around the world show that less than 80 per cent of people wash their hands at all, which means that one in every five of your co-workers is walking around with unwashed hands.

Studies show that for every employee who comes to work sick, up to 18 per cent of their colleagues will become infected as a result. Since our hands are responsible for the spread of 80 per cent of common infectious diseases, effective hand hygiene continues to be universally recognized as the smartest, most cost effective means of infection control in the workplace.

HAND HYGIENE 101

The Centre for Disease Control published the following helpful tips for washing with soap and water as part of its “Clean Hands Save Lives” initiative.
• Place your hands together under water (warm, if possible);
• Rub your hands together for at least 20 seconds (with soap, if possible);
• Wash hands thoroughly, including wrists, palms, back of hands and under the fingernails;
• Clean dirt from under the fingernails;
• Rinse the soap from your hands;
• Dry hands completely with a clean towel if possible (helps remove germs);
• Pat your skin rather than rubbing to avoid chapping and cracking;
• If soap and water are not available, use alcohol-based hand sanitizer;

When soap and water are not available or hands are not visibly soiled, use an alcohol-based hand sanitizer to cleanse hands. In addition to improved spread-ability, foaming formulations have been shown to provide superior compliance and efficacy. When combined with hand washing, the effectiveness of alcohol hand sanitizers is increased and can reduce the risk of infection by, on average, 20 to 40 per cent.

MAKING HAND HYGIENE CONTAGIOUS

For many organizations, implementing and maintaining appropriate hand hygiene practices is a daily challenge, because of inconsistent hand hygiene habits across the population.

Studies show that organizations can reduce the risk of spreading germs by adopting good hand hygiene practices, providing adequate hand washing facilities and promoting the use of a hand sanitizer applied regularly to clean, dry hands to complement routine hand washing.

There are also simple, practical steps that employers can take as part of their flu season procedures, such as providing the workforce with information on flu vaccination clinics and improving cleaning procedures in the workplace.

Ultimately, businesses need to focus on health management and infection prevention rather than absence management. Queens University researchers conclude that, “Preventive measures that result in even a modest reduction in colds and flu would have a significant impact on reducing costs to the healthcare system and impact on the economy.”

Patrick Boshell is the marketing director for Deb Canada and the managing editor of Deb Group’s Hand Hygiene, Infection Prevention and Food Safety blog. He’s been actively involved in the Canadian commercialization of several Deb innovations including Optidose InstantFOAM hand sanitizer for healthcare, and GrittyFOAM heavy duty hand cleaner for manufacturing and industrial applications. Boshell is an advocate for making hand hygiene contagious in the workplace. He is also a social media enthusiast, using tools such as LinkedIn and Twitter to help educate the importance of effective hand hygiene and skin care to a global audience. To connect with Boshell, please contact him on LinkedIn or follow him on Twitter.
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Most distributors are well aware that it can take time – and a lot of luck – to hire a new employee. However, they may not be aware of just how much hiring that new staffer may cost.

According to the National Association of Colleges and Employers (NACE), recruiting a new employee for a company with fewer than 500 employees can cost a staggering $7,645. These costs can include college recruiting salaries, expense reimbursement, travel expenses for the new hire, relocation, etc.

But wait, that’s not all. NACE says distributors and other employers may be confronted with the following additional expenses once the new employee is hired:

- **Training costs.** While these can vary widely by organization, average annual training costs per employee range from $1000 to $1500. And, these training costs may be higher for entry-level employees.

- **Payments to recruiters.** Many distributorship owners turn to recruiters to hire new staffers, especially salespeople. However, recruiters are paid based on the salary of the new hire, which can be as much as 25 per cent of the first year’s salary.

- **Recurring expenses.** There are a number of ongoing costs associated with hiring a new staffer, including workers’ compensation insurance, unemployment taxes, social security taxes and Medicare. Add to this health insurance, vacations, tuition or training reimbursement, sick time, etc., and these recurring expenses can amount to as much as 40 per cent of the staffer’s paid salary.*

**Bad hire.** Distributors and employees have all been in situations where for one reason or another the new staffer just does not work out. According to Careerbuilder.com, which is an online job site...
for the U.S. labour market, 41 per cent of these “bad hires,” as they are referred to, cost employers at least $25,000. Furthermore, 25 per cent of employers reported having a bad hire in the past year that has cost them as much as $50,000.

**Turnover.** The median length of time workers stay at one job is 5.4 years, according to 2012 statistics from the non-partisan Employee Benefit Research Institute in the U.S. This figure is actually up somewhat, due to the poor economy and workers trying to hold on to their positions. But once they leave and if they must be replaced, distributors and other employers have to start all over, meeting the same costs and expenses mentioned above. (See Sidebar: You Be The Boss…What Would You Do?)

We should note that many smaller distributorships try to avoid the many costs of hiring a new worker by developing their own in-house hiring and recruitment programs. They look for someone that is already trained for the skills needed and hire directly, instead of going through a recruiter or related service. However, invariably they find this is a very time-consuming process, requiring far more resources than anticipated and, worse, it is not always effective.

This confirms two very important things when it comes to hiring a new employee for a distributorship:

- The decision to hire a new employee should not be taken lightly; and,
- The initial focus of employers is not on what type of employee they are looking for, but instead finding a hiring process that is both efficient and results in long-term employee retention.

**OPTIONS**

As we can see, the hiring process is laden with expensive pot-holes and few jansan distributors report finding any “magic formula” that has worked for them. Even if they believe they have it, in time this “magic formula” will probably fail because, very simply, there is none.

However, there are some programs and “processes” currently available that can help, possibly significantly. Plus these programs are available through some prominent industries, marketing and buying groups. These programs are helping their members locate, assess and select a candidate for an open position. While these programs do not claim to be a magic formula, some can help minimize many of the costs to hire and train a new worker as discussed earlier. To ensure this result, some are even based on sales programs developed with the help of major universities across North America.

While these systems vary, the following is an example of how one of these initiatives is proving to be effective:

- A distributor member notifies the buying/marketing group that they have a position to fill, the type of position and the skill required for the position;
- Potential candidates are located by the marketing/buying group;
- The marketing/buying group then screens these individuals, which includes submitting key strength assessment tests to the candidates, along with interviews by human resources personnel in the buying/marketing group;
- Once the “vetting” process has concluded, best matches are referred to the distributor;
- The distributor then interviews the potential candidates and makes a selection.

Is the program foolproof? Of course not. We already know there is no magic formula, and even under the best screening processes and programs, employees may be hired that do not work out or remain in the job for long. However, what these programs do is eliminate a large amount of time and trial-and-error experiences. They make the hiring process more scientific, less stressful, cost effective and specific, so that even if and when a mistake is made, it helps ensure they are few and far between.

* U.S. Bureau of Labour Statistics 2013

Jack Trimm has been responsible for human resource strategies, planning and implementation for a number of major organizations within and outside of the jansan industry. Today, he is the Director of Human Resources for AFFLINK, a sales and marketing organization for the jansan and related industries.

**You Be The Boss…What Would You Do?**

We have already discussed how staff turnover, especially for those making over $50,000 per year, can be very costly as well as time consuming for all businesses, including jansan distributorships. With this in mind, we invite you to be the boss and decide how to handle the following situation: One of your “average” performing salespeople notifies you he has been offered a position with another distributorship that will start him out at five per cent more each year than he is presently earning with you. Your budget is already very tight. Considering all the issues, would you:

- Negotiate and offer a one or two per cent raise to keep him with the company.
- Offer nothing.
- Match the offer and increase his pay be five per cent.
- Tell him to take the other offer and wish him well.

Even though this worker is considered an average salesperson, in the end it will likely be less costly to you as a business owner to meet the five per cent pay increase and keep him on board.

The key reasons for this, as referenced in the article, is that it is more cost effective to keep him on board and work to improve his performance. According to 31 corporate case studies analysed by the Centre for American Progress, it may cost up to 20 per cent of this person’s annual salary, or about $10,000 to replace him. Add to that the fact that the new hire may not work out or may stay with the firm only a few years, it just makes sense as the boss to keep this person with the company.
Atrix International Inc. has announced its new HEPA Aviation backpack vacuum for the airline service industry. The powerful, 115V, 1100 W, 400 Hz backpack is said to be powerful, comfortable to use, quiet, versatile and economical. In addition, it converts to a powerful blower with ease.

The highly-efficient, four-stage filtration system is said to be designed to capture even the smallest of particles and, according to the manufacturer, makes airline cabin cleaning applications cleaner and safer. In addition, the eight-quart HEPA filter bag capacity offers clean, simple and quick bag replacements.

According to the manufacturer, the backpack vacuum is lightweight and conforms to a user’s back with a comfortable and ergonomic fit. It is also said to be versatile enough to switch from left- to right-handed operation with ease. In addition, changing modes from vacuum to blower can be done with the flip of a switch.

The vacuum comes standard with an eight-quart HEPA bag, secondary fine filtration filter, motor and exhaust filter, hose with telescopic metal wand, floor, furniture, crack and crevice tools, air-powered turbo floor brush and blower nozzles.

The vacuum is said to weigh 10 pounds and features a large convenient carrying handle.

For more information, contact Atrix International at sales@atrix.com or visit the company’s web site at www.atrix.com.

**NEW HEPA AVIATION BACKPACK VACUUM**

The King Cobra 1200 from U.S. Products is said to be ideal for cleaning both carpet and hard-surface floors. The system includes a built-in vacuum/solution hose reel with 25-feet of vacuum hose, as well as an inline heating element for cleaning carpets with heat up to 100 degrees Celsius (212 degrees Fahrenheit).

The low-moisture system is said to allow for quicker dry times, and less chance of shrinkage and liquids further increasing traction. For more information, contact U.S. Products at (800) 257-7982 or visit www.usproducts.com.

**DUAL SURFACE CLEANING POWER FROM ONE MACHINE**

Cintas recently expanded its Signature Series line of designer restroom accessories to include a new automatic paper towel dispenser. Featuring a unique, paper-saving design, the dispenser is equipped with customized dispensing controls so businesses can select the amount of paper dispensed. It features a built-in delay between hand-waves to limit unnecessary dispenses, and a waste-saving feature that can shorten the second sheet by 25 per cent on consecutive hand-waves.

The high-capacity design of the cabinet is said to store more paper than traditional dispensers – 244 metres (800 ft.) – and features a stub roll holder to ensure the unit is never out of paper. A low-level indicator monitors product use.

For more information, contact Cintas at www.cintas.com/signatureseries.

**SIGNATURE SERIES WASTE-SAVING PAPER TOWEL DISPENSER**

The unique formula is said to attract dust and dirt “like a magnet,” and will not cause streaking or leave a film.

For more information, contact Betco Corporation at betco@betco.com or visit the company’s web site at www.betco.com.

**NEW DUST MOP TREATMENT FROM BETCO**

Superior Manufacturing Group Inc. has introduced Web Trax as the newest addition to its NoTrax family of floor matting products. Web Trax is a multi-functional vinyl floor mat that can be used in a variety of wet applications. The unique wave pattern design is said to create a slip-resistant walking surface while an open construction allows for easy drainage of liquids further increasing traction on wet and slippery floors.

The mat is made from an industrial grade vinyl compound that is said to be soft enough to be comfortable on bare feet in applications such as locker rooms, pool decks and shower facilities, yet also provides greater resistance to caustic chemicals, oils and greases for use in more industrial environments.

The PVC material is compounded with an antibacterial treatment that is said to prevent the growth of fungi or bacteria, as well as provide UV resistance.

For more information, visit the Web Trax web site at www.notrax.com.

**NEW WEB TRAX™ FLOOR MAT FROM SUPERIOR MANUFACTURING**

Designed to eliminate oily residue, Betco’s new Dust Mop Treatment is water-based, and said to be compatible with all gym and floor finishes. According to the manufacturer, “the first line of defense in any maintenance program is a good dust mopping procedure, but the Dust Mop Treatment will greatly reduce wear and prolong floor appearance by removing dry soils.”

For more information, contact Atrix International at sales@atrix.com or visit the company’s web site at www.atrix.com.

**NEW DUST MOP TREATMENT FROM BETCO**

GOJO, the inventor of PURELL® advanced hand sanitizer and a leading global producer and marketer of skin health and hygiene solutions for away-from-home settings, has introduced its latest innovation, the PURELL ES™ Everywhere System.

The system is said to be designed to fit the user’s health and well-being needs. According to the manufacturer, it is the smallest, most versatile and appealing PURELL system currently available in the market.

“The system is designed to fit in places that are unable to accommodate traditional dispensers,” said Casey Krysiak, product manager, dispensing systems. “The PURELL ES Everywhere System features a ready-to-install, pre-assembled base and contains almost twice as much product as a standard eight-fluid ounce bottle. It also allows for easy, at-a-glance monitoring of product level for easy servicing.”

The system is said to be ideal for grocery stores, offices, medical offices, convenience stores and healthcare office settings. Currently, the system is only available through distribution channels and on-line retailers.

For more information, contact GOJO at www.gojo.com.

**GOJO INTRODUCES THE PURELL ES™ EVERYWHERE SYSTEM**

The highly-efficient, four-stage filtration system is said to be designed to capture even the smallest of particles and, according to the manufacturer, makes airline cabin cleaning applications cleaner and safer. In addition, the eight-quart HEPA filter bag capacity offers clean, simple and quick bag replacements.

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*BASED ON THIRD PARTY TESTING WITH WATER ONLY. THE PRODUCT CAN BE USED WITH A WIDE ARRAY OF CLEANING SOLUTIONS.
UL ENVIRONMENT INTRODUCES NEW WIPER STANDARD

UL Environment, a business division of Underwriters Laboratories (UL), launched a new standard – UL 2883 – that establishes human health and environmental criteria for the certification of disposable wipers designed for a range of household and other applications (excluding personal care wipers).

Ecologo® certification to UL 2883 will help end-users and professional purchasers identify sustainable wipers that will help reduce their impact on the environment and human health. Additionally, the standard will allow manufacturers to differentiate themselves in a marketplace in which certification is more and more impactful to purchase behaviour and brand perception.

“The launch of the first-ever UL Standard for Disposable Wipers enhances our portfolio of standards for the janitorial/sanitation sector, and allows us to offer more complete solutions to manufacturers,” said Lisa Meier, vice president and general manager at UL Environment. “This standard includes key criteria relating to environmental leadership in the manufacturing and end of life impacts of disposable wipers, including energy use, water pollution and resource use.”

The standard includes all disposable wipers, both woven and non-woven, made from either natural or synthetic materials and fibres, designed and used primarily for cleaning, dusting or sanitizing surfaces or tools; or for targeted absorbency tasks, including those used for industrial, institutional and health service, food service, household cleaning and technical applications (automotive, for example).

The standard does not include the following products:
• Reusable wipers and disposable wipers used for personal or skin care (baby wipes, facial cleansing wipes or wipes designed primarily to deliver a personal care or health product);
• Wipers designed for use in the care of animals or pets (pet dental wipes, pet eye wipes);
• Wipers made from 100 per cent wood pulp as these are covered under the UL 175 Sanitary Paper Standard.

For more information, visit www.ul.com/environment.

BUNZL DISTRIBUTION ACQUIRES ACME SUPPLIES

Bunzl Distribution has extended its reach westward to Vancouver Island as it acquires the cleaning and hygiene business of Acme Supplies based in Victoria, BC.

Acme Supplies is led by Brothers Robin and Richard Impett, who purchased the 52-year-old business in 1980. The Impetts will continue to head up the 36-employee organization as general manager and operations manager, respectively.

“The employees of Acme Supplies will be a wonderful addition to our Canadian team,” said Bunzl Distribution President and CEO Patrick Larmon. “They provide unrivaled customer service, and pride themselves on bringing new products and fresh ideas to their customers.”

Acme uses its fleet of 11 delivery and service vehicles to provide cleaning and hygiene solutions throughout Vancouver Island from its Victoria warehouse located at 2311 Government St. Acme’s clients include federal and provincial government departments and crown corporations, healthcare, educational and recreational facilities, property managers, hotels, motels and restaurants, and a wide variety of small businesses.

“We are pleased to have the Acme team join the Bunzl Canada family,” said Bunzl Canada Division President John Howlett. “This acquisition allows us to provide complete coverage on Vancouver Island while further enhancing our Canada-wide cleaning and hygiene business.”

FOUR CARPET “CONDITIONS”… AND WHAT TO DO ABOUT THEM

Building service contractors (BSCs) who provide their customers with carpet cleaning services should know that there are at least four carpet “conditions” they may run into when maintaining carpets in a commercial facility.

Fortunately, most of these can be corrected if the BSC is properly trained. According to Bob Abrams, the Carpet Care product manager for Nilfisk-Advance commercial business, manufacturers of U.S. Products brand professional carpet extractors, these four conditions include the following:

Rapid re-soiling: This often occurs after cleaning carpets using an interim carpet cleaning method such as bonnet cleaning; either the soils were not thoroughly removed in the cleaning process or chemical residue was left in the carpet.

Solution: Re-clean the area using an extractor with a heating element. An extractor that heats the water/cleaning solution to 100 degrees Celsius (212 degrees Fahrenheit) can improve the effectiveness of cleaning chemicals and remove most chemical residue as well.

Bulges, buckles or ripples: This can happen in too much moisture is left in the carpet after cleaning, but is usually the result of improper carpet installation. If it’s a glue-down carpet, it may be the result of adhesive failure.

Solution: If there is too much moisture build-up, re-extract the carpet placing much more emphasis on moisture removal. If the problem persists, installers may be needed to re-stretch the carpet until the bulges, buckles and ripples disappear.

Tears and rips: Over time, especially in heavily trafficked areas, tears and rips can develop in carpets. Additionally, edges may come loose or seams may open.

Solution: With proper training, most of these issues can be repaired; however, BSCs are advised to “not learn on the job.”

Mould: Mould can develop in carpets as a result of exterior moisture intrusion or slow water leaks from pipes in walls or near the sub-floor; it can also result from not thoroughly extracting moisture from the carpet when cleaning.

Solution: The best thing to do is nothing. Disturbing mould may cause it to become airborne, turning it into a health hazard. Unless trained on proper mould removal, this should be handled by a trained professional.

OBITUARY – MICHAEL STONER

Michael Allan Stoner passed away peacefully on Aug. 4, 2014, surrounded by his family after a courageous battle with cancer.

Beloved father of Nicole (Dave), Chris (Beth) and Will, and proud and adoring grandfather to Nathan, Matthew, Mikey, Drew and Karlee. Stoner is predeceased by his father Harold and will be dearly missed by his mother Geraldine, sister Cathy (Eric), brother Bob (Anne) and brother Garth (Mary Jane).
BETCO® MAKES COMMITMENT TO EDUCATE AND INFORM WITH NEW WEBSITE AND EXPANDED BLOG

Betco®, a manufacturer of professional cleaning equipment, chemicals and programs for over 64 years, has announced the launch of a new web site as well as an expanded blog “as part of our commitment to educate, inform, help and hear directly from our customers and the many markets our company serves,” said Brad Betz, Betco vice president.

The new site – www.betco.com – is said to be designed to empower visitors by making it easier to find the products and information they need, and to address a host of cleaning challenges. The ultimate goal was to provide just the right mix of information, education and product selection for the company’s web visitors. According to the company, some important features from the old site were transferred to the new one, including the Betco U Certification Program, which is said to be

PERKS PUBLICATIONS INC. ENTERS MERGER AGREEMENT WITH MEDIAEDGE PUBLISHING INC.

Perks Publications Inc., publisher of trade periodicals, newsletters, and association magazines and directories since 1964, is pleased to announce that it has entered into a merger agreement with MediaEdge Publishing Inc., a leading Canadian trade and association publisher.

Having recently celebrated its 50th anniversary, Perks Publications chose to merge with MediaEdge in order to leverage the extensive resource and product portfolio MediaEdge has to offer, thus strengthening its position in the industry.

“Perks Publications will now be able to provide additional services to its existing customer base along with enhanced growth opportunities,” said Mike Nosko, president of PPI. “The marketplace is rapidly evolving, and having access to the most up-to-date products and services will help us meet the mandate that our customers and clients expect of us.”

As of December 17, 2014, PPI’s magazine brands – including Sanitation Canada – will operate under the MediaEdge banner alongside such notable B2B titles as Canadian Property Management and Services Magazine, published out of the United States. MediaEdge is also known for its fast-growing real estate management web site – REMnetwork.com – and its 100-plus online and print association partnerships.

“Perks is a well-respected publisher and an effective provider of communications to a key group of associations,” said Robert Thompson, senior vice president, MediaEdge. “This is a fitting partnership and we are excited to be adding PPI’s talented publishing staff to our own.”

“Developing our audience is key to delivering on our promises – whether it is an association partner or an advertising client,” said Nosko. “MediaEdge provides us with an opportunity to achieve this, immediately. We look forward to sharing this news with our customers and association partners.”

NEW EXECUTIVE VICE PRESIDENT APPOINTED AT KÄRCHER CANADA

Hannes Säubert, chief executive officer of Kärcher North America is pleased to announce that Didier Vilain has been appointed to the position of executive vice president at Kärcher Canada. This follows the announcement by Al Bennett, current head of the Canadian organization, of his retirement on Mar. 31, 2015.

“It will be tough for me to leave the company that has been so good to me and the job that I have enjoyed so much,” Bennett said. “It will be even tougher to leave the great team of people we have here in Canada. I am very confident that (Vilain) has the ‘right stuff’ to lead Team Canada to the next level.”

Vilain officially joined Kärcher on Jan. 19, 2015. He will report to Hannes Säubert and will work at Kärcher’s Canadian office in Mississauga, ON.

“I am very happy to welcome Vilain as a member of the Kärcher North America executive team, responsible for our Canadian organization,” Säubert said. “His conceptual and analytical skill set, his broad business and sales experience, and last but not least, his cultural fit to the Kärcher values perfectly qualify him for leading Kärcher Canada to the next level.”

Vilain’s career includes over 18 years of experience as a director, senior manager, business development manager, global business performance manager, integration program manager and manufacturing engineer. He has worked with organizations such as HILTI Group (Hilti Canada, Hilti Inc., Hilti AG), CYTEC Surface Specialties, McKinsey & Company and Atlas COPCO Airpower.

Vilain has a solid B2B sales and business development background in multiple industries. He possesses both strong strategic and operational sales experience. His technical insight, together with his strategic consulting background and internationality in the industries of power generation, consulting, specialty chemicals, mining and energy, suit him well to serve customers, and drive Kärcher’s business growth.
OHHA HOSTS PACK YOUR BACKPACK 4 – SUPER BUGS AND SUPER HEROES

The Ontario Healthcare Housekeepers Association will host its Pack Your Backpack 4 – Super Bugs and Super Heroes from Jun. 2 to 4, 2015 at the Kempenfelt Conference Centre, 3722 Fairway Rd., in Innisfil, ON.

The conference is ideal for housekeeping and environmental service directors, managers and supervisors, as well as public health inspectors, infection prevention and control practitioners, and facility and property managers.

Education programs will be the focus of the conference and feature such sessions as:
- Coach approach to building super heroes – interactive session.
- Preparing for the Globally Harmonized System (GHS).
- “Wheely Cross” – A study of wheelchair cleaning across Canada – interactive session.
- Team Building – How to slay your dragon “boats” – interactive session.
- “Boldly go where no cleaner has gone before…”

Additionally, networking opportunities will also be abound with a golf tournament on Jun. 2 at the Allandale Golf Course, Dragon Boat Races and entertainment with Yuk Yuk’s Comedian Chris Quigley.

For more information and to register, contact the Ontario Healthcare Housekeepers Association at www.ohha.org/backpack.

FIVE TIPS FOR CREATING A SALES-FOCUSED SHOWROOM

While a great deal of emphasis today is on e-commerce web sites, distributors should not forget the importance of having an attractive retail showroom.

“When it comes to cleaning equipment, many cleaning contractors prefer not to purchase online, but (instead like to) touch and feel machines before they select them,” said Leah Waldrop, marketing manager for AFFLINK’s eLev8® process. “Walk-in traffic is likely to remain a big part of your business’ marketing model.”

Because of its importance, Waldrop suggests the following five tips for creating an effective sales-focused distributor showroom:
- Know your customers – If the walk-in customers are mainly contract cleaners, the equipment and cleaning supplies they most often select, such as floor machines, should be the first products they see. However, if they are facility managers or hotel administrators, you may want to have vacuum cleaners made for the hospitality industry front and centre, Waldrop said.
- Separate the needs from the wants – A “best practice” in showroom merchandising is to have customer “wants” in the front of the house and customer “needs” behind the counter. The customer may have come in for something they need, but walking through the showroom, they may fall in love with some-
- “Boldly go where no cleaner has gone before…”

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HOW LONG CAN EBOLA LIVE?

One of the problems in dealing with the Ebola outbreak is no one knows exactly how long the virus can live on contaminated surfaces. This is the conclusion of Kyle Bibby, University of Pittsburgh, in an article he published in the December 2014 issue of Environmental Science & Technology Letters.

This is critical information, according to Bibby, because knowing how long a pathogen survives on surfaces, in water or in liquid droplets allows public health officials, doctors, scientists, as well as cleaning professionals to develop effective disinfection practices to prevent the spread of the disease.
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DIVERSEY CARE HIGHLIGHTS FOUR CONSIDERATIONS FOR DISINFECTANTS

Although a surface appears clean, it may actually be contaminated with numerous pathogens. To help facilities ensure surfaces are properly cleaned and disinfected, Sealed Air’s Diversey Care division offers four considerations for selecting the appropriate disinfectants.

“While there are several factors that can impact infection rates, a focus on improved cleaning and disinfection practices is essential,” said Carolyn Cooke, vice president healthcare North America, Diversey Care. “Proper disinfection with the right disinfectant not only reduces the opportunity for outbreaks, but enhances satisfaction among a facility’s occupants, and curbs unnecessary costs.”

For better disinfection, facilities should choose a disinfectant that:

1. **Has a realistic contact time.** Ideally, the disinfectant will stay wet and in contact with the pathogen for at least as long, or longer, than the contact time listed on its label. Unfortunately, many disinfectants dry before the contact time is achieved, especially those with long contact times or high levels of alcohol. Since employees will not always re-apply the disinfectant, this can mean surfaces are not adequately disinfected. An easy-to-use and effective disinfectant with a shorter contact time is preferred.

2. **Won’t harm assets.** Facility furnishings and equipment can be expensive to repair or replace. Some disinfectants can harm surfaces or shorten the useful life of these assets. Understanding a disinfectant’s compatibility with these surfaces can help reduce unnecessary damage and costs.

3. **Will be compatible with cleaning tools.** Some cleaning tools can inhibit the effectiveness of a disinfectant. For instance, cotton and some microfibre cleaning tools can bind with quarternary ammonium compound-based disinfectants (quats), preventing the release of the disinfectant onto the surface. Facilities should make sure disinfectants are compatible with their existing cleaning tools or purchase new tools that don’t reduce the efficacy of the disinfectant.

4. **Is safe and pleasant for staff and guests.** Some disinfectants are irritating to eyes, skin or respiratory tracts, and may have a strong odor. This may cause staff to minimize use of the product, compromising results. Facilities should look for a disinfectant that is safer and more pleasant for staff to use, thereby reducing worker injuries, and visitor and staff complaints.

“In addition to selecting the proper disinfectant, facilities should clearly define cleaning and disinfecting roles and responsibilities so that employees know who is to clean and disinfect what, when, and how often,” Cooke said. “Then, through a validation program, facilities can monitor and measure cleaning and disinfection effectiveness to ensure compliance with the process.”

FIVE TIPS FOR CREATING A SALES-FOCUSED SHOWROOM

“Facilities managers look at how clean they want to keep a facility by how well it is cleaned and maintained. This is even more important for a jansan distributor. A high-gloss (floor) shine, and clean counters and displays can really say a lot about your business and your showroom.”

HOW LONG CAN EBOLA LIVE?

“We’re fortunate because we know this about many other viruses, germs and health-risking bacteria,” said Matt Morrison, communications manager for Kaivac. “Knowing how long a virus lives on a surface helps cleaning workers perform their most important function, keeping people healthy.”

Morrison notes that most bacteria, viruses and germs that cause diseases need moisture and some nutrients to survive “and this can affect how long they live outside the body.”

For instance:

• Cold viruses have been shown to survive on indoor surfaces for more than seven days.

• Flu viruses capable of being transferred to hands and causing an infection can survive on hard surfaces for 24 hours and as airborne droplets for about 10 hours.

• Salmonella can survive for around one-to four-hours on hard surfaces or fabrics.

• Norovirus can survive for days or weeks on hard surfaces.

• C. difficile can survive for five months.

• MRSA bacteria can survive for days, even weeks.

“In general, viruses survive longer on non-porous surfaces, such as certain types of floors, countertops, restroom fixtures and plastics,” Morrison said. “So for cleaning workers, we then have an idea how long we must pay special attention, cleaning potentially contaminated surfaces.”

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