Don't Let Pests "Fly" Under The Radar

The Importance of Cleanliness

Wash. Rinse. Repeat.

Hand Washing for Food Safety
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*

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)
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a standard for environmen-
tal cleanliness, effective
cleaning is our first line of
defense against viruses and
infectious diseases.

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Wavebrake’s reduced splashing allows for a faster, more efficient cleanup than other mopping systems.

40% Reduction in Splashing

Molded-in baffles reduce splashing

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ISSA Releases Second Generation Clean Standard

As part of its ongoing mission to change the way the world views cleaning, ISSA, a worldwide cleaning industry association, has released the ISSA Clean Standard: Institutional and Commercial to help facility managers measure and monitor the effectiveness of their cleaning processes.

Built on the success of the ISSA Clean Standard: K-12, the new standard applies to general institutional and commercial facilities such as office buildings, retail stores, hotels and similar facilities.

“The ISSA Clean Standard establishes a framework to help facilities assess the effectiveness of their cleaning processes using a blend of ATP testing and traditional inspection methods,” said ISSA Director of Legislative and Environmental Services, Bill Balek. “More importantly, the ISSA Clean Standard focuses on how to use the measurement and inspection results to improve the cleaning process, which contributes to the overall quality of the indoor environment and health of the occupants.”

The ISSA Clean Standard derives from the ISSA Clean Standard: K-12, issued in October 2013, which provides a protocol for assessing cleaning effectiveness in schools. The ISSA Clean Standard: K-12 is based on extensive independent scientific research, conducted by the Cleaning Industry Research Institute’s (CIRI) Science Advisory Panel, which includes thousands of ATP measurement on high-touch points taken in numerous schools representing multiple geographic and climatic variations.

The ISSA Clean Standard provides simplified “ranges of clean” for three ATP metres that, based on extensive field research, prove to deliver an objective, quantitative component to determine whether a facility is truly clean.

Licenses are available for third parties to provide training on how to measure cleanliness based on the standard. To learn more about offering training, contact Bill Balek at bill@issa.com or (800) 225-4772.


Registration Open & Key Attractions Set for ISSA/INTERCLEAN® North America 2015

Registration is now open for ISSA/INTERCLEAN® North America 2015 and the ISSA convention seminars, which takes place Oct. 20 to 23 at the Las Vegas Convention Centre in Las Vegas, NV.

In addition to being the one week where the entire cleaning industry comes together, this year’s show features new outdoor exhibits, where some of the exhibition’s 700-plus exhibitors from more than 30 countries will showcase their products and services in a unique, open-air environment.

The trade show floor will also be host to this year’s inspirational line-up of ISSA keynote speakers, including:

• Secrets of Flawless Execution – A global team of real fighter pilots – Afterburner Inc. – will reveal how to be in full fighting form every day.
• Funny Business: A Private Performance

Continued On Page 10
TOUGH ON DIRT. EASY ON YOU.

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When it comes to foodborne illness, the foodservice industry has benefitted from advances made in food science and technology. Restaurants are better equipped to prevent illness and when an outbreak does occur, it is easier to identify the outbreak and stop it than in the past.

Restaurants have also benefitted from advances and improvements in transportation. The world has become “flatter,” allowing even small or moderate-size operations to establish reliable sources of food that originate in distant parts of the world. Advances in data management allow us to better trace, recall and retrieve items that may be contaminated, adulterated or mislabelled.

Still, a basic, low-tech practice remains the single biggest factor in keeping food safe: hand washing. According to the Food and Drug Administration, poor personal hygiene is one of the five major risk factors related to employee behaviours and preparation practices that contribute to foodborne illness. The CDC calls hand washing the most important way to prevent the spread of infection.

In fact, hand washing is so basic, low-tech and unsexy that many organizations take it for granted – that is, until it has been identified as the source of foodborne illness outbreak that threatens their existence.

Not long ago I was involved with an upscale, private country club that had voluntarily closed due to the confirmation of dozens of cases of salmonellosis among members and staff. Salmonellosis is the foodborne infection caused by the pathogenic (or disease causing) bacteria Salmonella. Foodborne infection occurs when someone ingests a living microorganism (for example, Salmonella), which infects the gastrointestinal tract and causes the disease salmonellosis.

Without any food handlers present and no production taking place, I immediately identified a specific food preparation area as the primary source of the outbreak. How? Why? It was obvious from the physical arrangement of the area that proper hand washing was not taking place. The layout was wrong, the equipment was lacking and the proper

Wash. Rinse. Repeat.

Hand Washing for Food Safety

By STEVEN SKLARE, UL Everclean Strategic Business Development Executive

Hand hygiene
It all comes down to quality.

“After extensive testing over the years, Buckeye floor finishes have proven to be the best. The shine and durability stand out and they do not turn yellow! The labor savings we realize because of these features are the icing on the cake.”

~ Lake Washington Institute of Technology
Kirkland, WA

Casey Huebner
Facilities Manager

Andy Bang
Head Custodian

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attitude was absent. It shouldn’t have taken a major crisis to get the proper system and attitude in place.

GOOD AND BAD BACTERIA

The two types of germs that contaminate hands are resident and transient bacteria. Resident bacteria are normally found on our skin and even contribute to the health of our epidermis. Resident bacteria do not cause foodborne illness. Transient bacteria are picked up from the environment, and transferred to food and food contact surfaces. Because transient bacteria do cause foodborne illness, hand-washing procedures must be geared to removing transient bacteria from the food handler’s hands. Friction generated when hands are rubbed together during hand washing with soap helps to physically remove much of the transient bacteria on a food handler’s hands.

Everyone involved in a foodservice operation must understand the importance of proper hand washing. The FDA Food Code requires the person in charge to be able to demonstrate his or her knowledge of foodborne disease prevention. One required “demonstration of knowledge” is to explain the relationship between the prevention of foodborne illness and hand washing.

One of the most memorable demonstrations of knowledge I ever witnessed came not from a infection control practitioner, but from a patron. For many years our family drove from Chicago, IL, to Buffalo, NY, in early summer to spend time at a guest ranch. Each summer our drive time coincided with an annual pilgrimage of Harley Davidson riders to Sturgis, SD, for the legendary Sturgis Rally. My son and I were two of the few non-bikers in Buffalo one afternoon, trying to get lunch. A hotel bartender suggested we try a diner on Main Street. We sat at the counter and watched the “cook” handle raw chicken, raw ground beef, cooked chicken, sandwich bread and other ready-to-eat items without doing anything more than wipe his hands on his filthy, bacteria-laden apron. After 10 minutes we left, without eating.

We returned to the hotel bar, where a dozen Sturgis-bound Harley owners now sat at the bar. The bartender saw us in the door and asked how our meal at the diner was. I responded that we decided not to eat there. ‘Why?’ he asked. Before I could respond, one of the bikers yelled out, ‘Because the cook never washes his hands!’ If a casual observer can figure it out, so should we. Hand washing may be a low-tech, basic procedure, but it must be part of a food service operation’s food safety culture, and it must take place on an ongoing basis. Everyone must share in the responsibility of seeing that it is done when needed and correctly. It is also essential that those in charge ensure it happens. Your mother was right: Don’t be a dope and use the soap.

ISSA/INTERCLEAN® North America 2015

During four days of valuable education, the 2015 event’s nearly 50 educational and networking events will cover topics such as:

• Infection Control.
• Society 3.0: The Future of Work.
• Helping Facilities Save Money and Reduce Environmental Impact.
• Growing Your Business While Others Shrink.
• Creating an Insanely Positive Workplace Culture.

For more information on the show or to register, please visit www.issa.com.

ABOUT THE AUTHOR

Steven Sklare, REHS/RS, CP-FS, LEHP, Steven.Sklare@UL.com, UL Everclean Strategic Business Development Executive has been working in the food safety industry for over 20 years providing food safety audits and training, supply chain risk management, food safety management plan design and pest control services. Contact Sklare via LinkedIn.

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Floor/Entrance Safety – Facility Sanitation Maintenance Equipment and Supplies
ly populations tend to build during the summer months, becoming a warning sign to bigger sanitation and exclusion issues within your facility. Flies aren’t just a nuisance; they can be a real threat to your business as several fly species, such as the house or fruit fly, can carry disease-causing germs. Following a stringent sanitation program as well as exclusion methods, will help remove the elements essential to a fly’s survival and influx, therefore mitigating your risk of an infestation.

Flies, unlike their name implies, are actually poor fliers and must land often. Upon landing, they can transfer up to 100 known pathogens that can result in food poisoning or respiratory infections. An exception to this health and sanitation issue is the drain fly, which surprisingly does not transfer human diseases even though it breeds in organic matter and sewage. Problems with drain flies occur if the population grows excessively. They can typically be seen resting on bathroom walls or near their breeding site.

Spotting a fly is the most common and readily detectable sign of activity. Fruit flies, for example, are often seen flying in kitchen or dining areas or near trash cans with decaying fruits or vegetables. Keep in mind that for every fly you see there can be as many as 19 unseen.

The first step in fly control is proper identification. It’s easy to confuse house flies with several other fly species, but they do require different control methods. Consult your pest management professional to identify the species and recommend a plan of action. He or she might recommend placing fly lights or glue traps near receiving areas and other hotspots around your facility to draw flies in and trap them.

A pest management professional can also help identify where flies have been depositing their eggs. It’s crucial to disband the breeding medium. If the breeding medium is not removed, the fly population in your facility will continue to grow. For the drain fly, the breeding site is the organic material that collects in drains.

Don’t Let Pests “Fly” Under The Radar

By ALICE SINIA, Ph.D. Resident Entomologist — Regulatory / Lab Services, Orkin Canada
The Products You Need...

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leaning plays a vital role in our daily lives. Be it personal hygiene, such as washing our hands before we eat, covering our mouths when we cough or setting a standard for environmental cleanliness, effective cleaning is our first line of defense against viruses and infectious diseases.

While in healthcare environments the practical value of cleaning is widely accepted, in other fields such as education, property management, foodservice and hospitality, it is seen only as a necessary expense. Most building owners and facility managers view cleaning as a cost rather than an investment. As cleaning solution providers, we need to explain to executives, especially those “who hold the purse strings,” that maintaining a clean environment can pay for itself many times over, and often in surprising ways.

Cleansing for Health & Wellness

Effective cleaning should be an important part of a greater plan to create healthier indoor environments by eliminating the contaminants that make people sick. Lack of hygiene and cleanliness is an open invitation to infectious disease.

Two-thirds of Canadians over the age of 15 are employees.1 On average, they spend about 60 per cent of their waking hours at work. And, when surveyed, most reported that the workplace is an appropriate place to promote health issues.2 After all, what happens in the office, on the plant floor or wherever Canadians might work, can have a profound impact on their overall health and well-being.

The average absenteeism rate in Canada in 2011, based on Statistics Canada data, was 9.3 days per full-time employee, with the public sector absenteeism rate being higher than that of the private sector. Despite the enormous cost of absenteeism, less than half of Canadian organizations currently track employee absences. Absenteeism rates were highest in the health care and social assistance sector, followed by government and public administration. It is estimated that the direct cost of absenteeism averages 2.4 per cent of gross annual payroll –
which translated to a loss of $16.6 billion in 2012.

Though absenteeism is a problem, *presenteeism* is sweeping across Canadian workplaces. Presenteeism occurs when employees are physically present, but due to a physical illness or an emotional illness or issue, are distracted to the point of reduced productivity. A recent study by Statistics Canada found that lost productivity from presenteeism was at least seven-and-one-half times greater than productivity lost from absenteeism. It is estimated that presenteeism costs Canadian business anywhere from $15- to $25-billion per year. Whether it is absenteeism or presenteeism, both affect the employers’ bottom line. There is no doubt that a clean, healthy environment benefits workers, occupants, patients, staff and students alike by creating a welcoming atmosphere, encouraging hard work, collective effort and improving health and all-around well-being.

**CLEANING FOR SAFETY**

A clean environment promotes a safe workplace. People tend to take more pride in their work, be more productive, and are more particular about safety. Effective cleaning can result in fewer slip, trip and fall (STF) accidents.

The average cost of an STF incident is $3500 in direct Workplace Safety and Insurance Board (WSIB) costs, and as much as $21,000 in indirect costs, which include worker and equipment replacement, downtime, legal expenses and other expenditures.

While STFs are among the most common causes of injuries in the workplace, they are also among the most easy to prevent. Slips, trips and falls need not occur with such staggering frequency if managers and supervisors are mindful of areas where potential incidents are likely to happen. Engaging preventative measures, such as keeping specific areas properly cleaned and maintained, can drastically reduce injury.

Cleanliness can also decrease fire hazards and lower worker exposure to hazardous substances, such as dusts and vapours that can cause allergic reactions and allergies. The prevalence of asthma in Canada has been increasing over the last 20 years and it is estimated over three million Canadians currently suffer from it. Respiratory illness costs the Canadian economy $5.83 billion annually, taking into consideration the costs of care (hospitals, medication and physicians). Some factors that can cause asthmatic reactions are frequent exposure to dust mites, mould, dirt, chemicals and airborne pollutants, such as pollen or poor indoor air quality in a workplace.

**CLEANING TO PROTECT THE LIFESPAN OF YOUR BUILDING**

A regular and daily scheduled cleaning program for critical touch point areas is vital to control the spread of infectious disease. Consider all the things that we come into contact with daily. From keyboards to phones, light switches to doorknobs, frequent hand washing is the single most important thing you can do to prevent yourself from getting sick, and to prevent the spread of germs to other surfaces and people.

Establishing the goals of a comprehensive maintenance program will impact a business’ bottom line by preventing unscheduled shutdowns and repairs of a facility or organization, as well as help extend both equipment and facility life. With an integrated cleaning program, a business has better control over staffing, tools and materials, including inventory and supplies required, as well as efficient equipment clean-up and maintenance. Let us not overlook the fact that a clean building or establishment can attract occupancy and business. A vacant building, or the lack of establishment can attract occupancy and business. A clean building gives a firm a professional image of a tidy, organized, productive and successful business. Appearance is one of the major elements that separates one building from another, and brings added value.

Maintaining a clean workplace does not solely consist of taking into account hygiene considerations, but aesthetics value of a company as well. Both staff and visitors will feel more comfortable and think far more positively about your company if you ensure the upkeep of your offices. A first impression is a lasting impression. People are more likely to frequent your establishment or building knowing that it is being well maintained. Consider how effective integration and consistent portrayal of a brand image can benefit your business. Your brand image touches and intersects all aspects of a business, from marketing to sales and operations – including cleaning operations.

**SUSTAINABLE CLEANING**

The air inside a building typically con-
The new Maximizer Mop’s built-in cleaning efficiency makes even the biggest jobs seem small.

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tains as much as two- to five-times higher concentration of pollutants than outdoor air, yet most people, on average, spend 90 per cent of their time indoors.

Conventional chemical products may serve as allergic triggers to individuals prone to such reactions, especially after inadvertently touching or ingesting any chemical residues. According to some estimates, one-third of cleaning products used today include ingredients that have negative impacts on indoor air quality and human health. These ingredients may include carcinogens, asthmagens, skin and eye irritants, and endocrine disrupters, all of which are associated with cancer, reproductive disorders and other human health issues.

Green practices can be as simple and low-cost as using cleaning supplies with low volatile organic compounds (VOCs). With conventional cleaning products, the long-term effects of what such chemicals could do to a person's health is an incentive to switch to eco-friendly supplies, especially considering the rise of asthma among Canadians.

Adopting a sustainable cleaning program can help increase energy-efficiency and high appearance levels, while also helping maintain odor control. It also decreases the need for laborious scrubbing and reduces SKUs. Sustainable cleaning provides quantifiable impacts on gas, water and energy use by accurately monitoring water and chemical waste, and reliably measuring cost reduction successes. In contrast, conventional cleaning does not allow facilities to easily calculate the amount of utilities and labour expended during cleaning.

**CERTIFICATIONS AND QUALIFICATIONS**

Take the time to educate yourself and evaluate sustainable cleaning products and programs that are suitable for your building, facility or establishment. Keep in mind that there are several attributes that make one product preferable over another, and that not all products are created equally to meet sustainability standards.

For example, EcoLogo and Green Seal are widely-accepted third party certification programs that evaluate green cleaning products. EcoLogo is the Canadian standard, while Green Seal is the American standard. The two organizations have comparable criteria, have been adopted across North America and are interchangeable. By purchasing sustainable products that have been certified by...
either EcoLogo or Green Seal, your facility is assured that these products have been thoroughly evaluated and their environmental claims confirmed. UL is widely-recognized as one of the world’s most trustworthy, third-party product safety testing and certification organizations.

Equally important to consider are cleaning service providers accredited by organizations that provide industry-recognized, third-party analysis and validation of an organization’s achievement regarding quality and process improvement. For example, an ISSA Cleaning Industry Management Standard (CIMS) certification can go a long way toward putting a certified firm ahead of its competition in an competitive marketplace.

Quality enhancement, along with education and training, go hand-in-hand with the certification process. The principles of success embodied in these programs are based on – and provide the foundation for – effective operations and process improvement, applicable to any size or type of business, department or organization.

THE IMPORTANCE OF CLEANLINESS

The importance of cleanliness in our lives cannot be denied. Maintaining a clean environment is for the health of all humans, as their health completely depends on the atmosphere. A bad environment is solely responsible for spoiling the health of the people around. Dirt and disease go together. Pathogens breed and thrive in dirt; and the epidemic diseases which sweep over our country are generally the result of dirty habits and surroundings. Cleanliness is an absolute necessity for one’s self-respect and image – the same can be easily applied to a facility, business or establishment. We must maintain the cleanliness of our bodies, homes, buildings, surrounds and environment to have good health.

Ten Steps to an Effective Grout Cleaning Strategy

Guy Kawasaki, a business guru who got his start working with Apple Inc., suggests that business owners seeking new clients should be willing to give something away for free to win new business.

This can apply to cleaning contractors now that spring has arrived. The spring and summer months are traditionally when contract cleaners begin marketing their services. They can often win a new customer over by offering a “freebie” at the start of service.

However, one freebie service that new customers frequently ask for is also the one that is the most labor-intensive and difficult: grout cleaning.

Having a grout cleaning strategy in place can make this value-added service a bit easier. According to Sara Thurston of Nilfisk, manufacturer of professional cleaning equipment and the U.S. Products line of janitor portable extractors, the following are key components of a grout cleaning strategy:

- Before beginning work, make a list of all products and equipment required.
- Select a time and day that will least inconvenience building occupants, and help you avoid interruptions.
- Post warning signs around work areas, even if you are the only one working.
- Make sure there is adequate ventilation.
- Remove all movable items from the area.
- Dust mop, sweep or vacuum the floor.
- Place towels around door entries to absorb liquid so it does not damage carpeting or exterior floor areas.
- With chemicals mixed per the manufacturer’s instructions, pre-spray one, 10- by 10-foot floor area at a time; do not let the chemical dry.
- Use cleaning equipment designed for cleaning tile and grout floors.

FOOTNOTES

(1) http://www12.statcan.ca/census-recensement/2006/dp-pd/hlt/97-559/index-eng.cfm
(2) The Workplace Health System was tested with organizations that were actively seeking to improve their workers’ health. About 50,000 Canadian employees, primarily workers in large companies, participated. Because the sample was not random, one cannot generalize the findings to the general working population. The results do provide useful insights and indication of what may apply to the rest of the workforce. (http://www.mentalhealthworks.ca/employers/free-resources/workplace-health-system/overview).
(3) http://www.asthma.ca/corp/newsroom/pdf/asthmastats.pdf
NEW PRODUCT SHOWCASE

IMPROVEMENTS TO DÉCOR HAND TOWEL LINE ANNOUNCED

Aiming to offer better quality products to its customers, Cascades Tissue Group (CTG) is pleased to announce that it has successfully enhanced the whiteness of its Décor brand hand towels, without imposing price increases.

The Décor brand is said to represent better quality at affordable prices. The hand towels are available in many different sizes and formats which fit most universal dispensing systems.

Additionally, made from 100 per cent recycled fibre and whitened without chlorine, the towels are said to combine performance and affordability with respect for the environment. Essential for good hygiene practices, the hand towels are said to be ideal for industries such as foodservice and education.

For more information, visit the CTG web site at www.afh.cascades.com.

NEW KAIVAC AUTOVAC SYSTEM WITH LITHIUM-ION SMART BATTERY TECHNOLOGY

Kaivac, developer of the No-Touch Cleaning® and OmniFlex™ Crossover Cleaning systems, has introduced its newest OmniFlex AutoVac with Lithium-Ion smart battery technology.

The new cordless system cleans up to 20,000 sq. ft per hour, which is said to be faster than most comparable, traditional automatic scrubbers. And, users report they do not need to dust mop floors before using the machine, increasing worker productivity considerably.

Compared to traditional automatic scrubbers, the initial price of the AutoVac system is said to be as much as 80 per cent less. And, because there are few moving parts, there is rarely any downtime or need of a technician for repairs, which makes cost savings one of the system’s biggest, long-term benefits. Along with being fast and cost effective, the machine is also said to be very effective, leaving surfaces hygienically clean.

The system works in a unique way. Setting atop a self-dispensing trolley bucket, fresh cleaning solution is always applied directly to the floor area to be cleaned. As it is dispensed and the machine is moved over the floor, the system simultaneously spreads the cleaning solution and provides enough agitation to loosen soils — all of which are vacuumed up for total removal from the floor.

“The original corded AutoVac system was very well-received because of its simplicity and terrific cost advantages,” said Matt Morrison, communications manager for Kaivac. “We believe contract cleaners and in-house cleaning professionals will really be impressed with this new cordless system.”

For more information, contact Kaivac at info@kaivac.com.

OIL EATER INTRODUCES ECO-FRIENDLY FLOOR CLEANER IN PRE-MEASURED PACKETS

The new Oil Eater Floor and All-Purpose cleaner is designed to simplify the cleaning of floors and walls in all types of facilities.

Packaged in a 1.5 ounce, pre-measured packet, the eco-friendly cleaner is said to avoid waste and take the guesswork out of dispensing the right amount of cleaner when preparing a mop bucket or floor scrubber. Diluted, one package produces two-and-on-half-gallons of cleaner.

Labeled with bilingual instructions, the biodegradable cleaner is acid-free, non-abrasive, non-corrosive, non-flammable, non-toxic and free of petroleum solvents.

The product is available in a case pack containing 100 packets, as well as in a 100-pound keg.

For more information, call (800) 528-0334 or visit www.oileater.com.

DEB GROUP LAUNCHES NEW DEB STOKO® PRODUCT RANGE

Deb Group, an away-from-home skin care company, is pleased to announce the launch of the Deb Stoko® Global Product Range. The launch follows Deb’s acquisition of Stoko Professional Skincare in 2014, and combines the best of both companies to create an elaborate occupational skin care program. The new line will serve a wide range of industries including industrial, commercial and food service.

“With the new Deb Stoko Global Product Range, customers in all market sectors can now rely on one range from one supplier for all of their skin care needs,” said Michael Bogdanski, CEO of Deb North America. “This unique range features a striking new identity that is both attractive and professional, and fully coordinates into a complete skin care system.”

According to the company, the product range is backed by one of the world’s largest skin care support teams consisting of technical and scientific occupational skin care experts, and the strongest research and development team in the industry. The company believes this structure will help bring innovative, market changing products that create real customer benefits and improve skin care standards to new and existing industries.

The product range is segmented into four action steps — protect, cleanse, sanitize and restore — and incorporates new packaging, featuring a colour-coded design to encourage compliance and guide users to correct product usage. Additionally, all products are manufactured to global standards for consistency of quality and regulatory compliance, and are formulated to respect the environment.

For more information, contact Deb at www.debgroup.com.
INDUSTRY NEWS

SEALED AIR ACQUIRES ASSETS FROM INTELLIBOT ROBOTICS

Sealed Air has announced the acquisition of Intellibot Robotics LLC, a U.S.-based, privately-owned company that has pioneered the development of robotic commercial floor cleaning machines.

The acquisition includes certain intellectual property, the manufacturing and engineering operations in Richmond, VA, and sales. The business will be integrated into Sealed Air’s Diversey Care division and its leading brand of TASKI floor cleaning machines.

“The combination of Diversey Care’s industry expertise and global reach, and Intellibot’s artificial intelligence technology will help accelerate the development of the robotic floor cleaning machine market – ultimately driving efficiencies and business value for the hygiene industry,” said Dr. Ilham Kadri, president, Diversey Care.

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 operation.

SOUTHEAST LINK HIRES NEW DIRECTOR OF SALES

SouthEast LINK, a janitorial and cleaning products supplier, recently hired Angela Olsen as director of sales.

Olsen, originally from Canada, comes to SouthEast LINK with an impressive set of credentials. Her most recent position was a vice president of Corporate Account Sales with Unisource Canada (a leading distributor of paper products). Prior to that, she worked as director of sales with Canon Canada.

Olsen’s sales career spans 20 years and includes roles in management, as well as national sales.

“We’re excited to have Angela Olsen join our SouthEast Link family,” said Ailene Grego, SouthEast LINK president. “We took our time filling our director of sales role because we knew that it would take the right candidate coupled with the right experience, to lead our sales force into the future. We are also excited about SouthEast LINK’s new direction. Our plan is to grow the sales team by 50 per cent the first year. (Olsen) will leverage her sales and management experience to accelerate growth and move SouthEast LINK into new markets.”

Q&A: COLD WATER VS. HOT WATER CARPET CLEANING

The professional carpet cleaning industry is invariably struggling with the issue of whether to clean carpets with cold or hot water.

While there are pluses and minuses supporting both methods, in the long run, it appears that hot water wins out if the goal is faster and more effective cleaning, at least according to the Department of Physics at the University of Illinois Urbana-Champaign campus."

In a question and answer format, volunteers from the Department of Physics answered the following questions:

Q. Aren’t cold and hot water actually similar?

A. Although cold and warm water are pretty similar, there are some ways that temperature makes a big difference. For instance, many materials can dissolve better in hot water than in cold water. Also, while hot and cold water are made of the same type of molecules – one oxygen and two hydrogen atoms – the difference between them is the speed of the molecules “jiggling around.”

Q. Why do materials dissolve better in hot water?

A. The basic reason is that it often takes energy to pull a molecule (such as soil) away from other similar molecules. The hotter things are, the more often you get that (needed) energy. Also, chemical processes almost always happen more quickly at high temperature. Often for a molecule to go from one

Continued On Page 22

AVMOR JOINS FORCES WITH KENERSON ASSOCIATES

Avmor has expanded its global commitment by hiring Kenerson Associates as its manufacturing representative in the New England area, effective Apr. 1, 2015.

This partnership will enable Avmor to further expand its comprehensive and sustainable cleaning solutions to the janitorial and foodservice markets with broader sales coverage across the New England Area. This partnership will support end user initiatives and distributor support by integrating its innovative product lines, proper training and education.

According to the company, the combination of Avmor and Kenerson Associates will result in cleaner, healthier and more sustainable facilities.

MATT REIMERS NAMED PROTEAM VICE PRESIDENT AND GENERAL MANAGER

ProTeam®, the company that created the original and Next Generation backpack vacuums, is pleased to announce the promotion of Matt Reimers as the new vice president and general manager. He will oversee all management aspects of the business, including short-term decision-making and long-term strategic planning.

Previously the vice president of sales and business development, Reimers managed all sales-related functions and sales personnel within the organization covering domestic, international and specialty markets. Over the years, he built an intimate understanding of the relationships between manufacturers, distributors and end users.

Reimers has been with ProTeam since 2000. Prior to that, he worked as a Manufacturer Representative for a variety of cleaning manufacturers. In addition to his personal history, Reimers’ family legacy is a cornerstone of ProTeam. His father, Mark Reimers, was a key figure in the company’s success for over two decades.
The Elephant Foot

NOW IN 5 COLOURS

- Insert allows for use of more tools, such as yacht mops, collapsible flat mops and wall washing mops that the wringer can accommodate.
- Manufactured of high grade plastic.
- Accepts Downpress, Sidepress and Roller Wringer.
- Wringers accommodate a variety of flat mops as well as 12 - 32 oz. traditional wet mops.
- Pegs for holding wringer insert.
- New and improved pour spout for smaller sinks.
- Private label imprint available.
- Clip for holding mop handles prevents them from falling.
- Flat mopping roller wringer fits bucket.
- Large 3" smooth casters for less rolling resistance.
- 40 QUART 37 LITRE

Tried, True Proven & New!

Colour coded combos are available in Blue, Green, Red and Grey to help prevent cross contamination.

M2 Professional Cleaning Products Ltd.

59 Talman Court, Concord ON L4K 4L5
marino@m2mfg.com  www.m2mfg.com
EXCLUSION METHODS:

- Inspect doors and windows to ensure they’re tightly closed. Consider installing weather stripping to form a secure seal to the outside.
- Ensure the screens for doors and windows are a smaller mesh size to prevent flies from entering into the facility.
- Consider installing air doors above large, busy exterior doors. These devices project a continuous air pocket away from the doorway with such high force, it flows flies away so they cannot enter the building.
- Caulk any cracks or crevices around the exterior of your building.
- Be strategic with exterior lighting. Fluorescent lights attract flies, so mount them at least 30 metres from your building to lure flies away. Sodium vapour lights can be used around entrances as they are less attractive to flies.

SANITATION MEASURES:

- Properly dispose of waste. Indoors, keep trashcans lined and sealed to prevent access to rotting food. Remove the trash at least once per day, disposing of it in tightly covered dumpsters located as far as possible from your facility.
- Use an organic cleaner to remove food debris and build-up around sinks and floor drains.
- Educate your employees on the importance of reporting any fly activity.
- Be strategic with exterior lighting. Fluorescent lights attract flies, so mount them at least 30 metres from your building to lure flies away. Sodium vapour lights can be used around entrances as they are less attractive to flies.
- Educate your employees on the importance of reporting any fly activity.

Flies are a stubborn pest that can affect any facility. When it comes to protecting your company’s health, reputation and bottom line, preventing flies should be a crucial part of your management strategy. Communicate any changes in your sanitation schedule or building structure to your pest management professional so they can work with you to update your fly control program and keep flies outside where they belong.

About The Author

Alice Sinia, Ph.D. is the 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, contact Alice Sinia at asinia@orkincanada.com or visit www.orkincanada.com.

Ten Steps to an Effective Grout Cleaning Strategy

- Once cleaned, evaluate the floor’s appearance and repeat earlier steps if necessary.

Cleaning professionals have many options as to grout cleaning tools and equipment. According to Thurston, there are brushes as well as different types of floor machines. Dual-surface carpet extractors that pressure wash tile and grout floors can also prove very effective.

“With a grouting strategy in place, and the right equipment this ‘freebie’ can be faster and easier, and it can make a very good first impression.”

Q&A: COLD WATER VS. HOT WATER CARPET CLEANING

Abrams, carpet care product manager for Nilfisk-Advance commercial business, makers of U.S. Products brand professional carpet extractors. “This allows carpet cleaning technicians considering this issue to make fact-based decisions.”

“Since 1998, volunteers from the Department of Physics at the University of Illinois outreach program have been answering questions like these from site visitors.”
IT’S NOT CLEAN UNLESS YOU WIPE IT ALL AWAY

Killing microbes doesn’t make them disappear.
Stop the chain of infection with the Rubbermaid HYGEN™ Disposable Microfiber System, proven to remove dead microbes and eliminate the food source for live pathogens.

Removes
99.9%
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INTRODUCING THE SLEEK NEW 10Q QUIETCLEAN® BACKPACK FROM SANITAIRE WITH LOAD DISPERSION TECHNOLOGY™.

- Quieter for a more pleasing experience.
- Lighter, so less stress on the back and shoulders.
- Comfortable, so the 10Q spends more time on and less time off.

In an industry where time is spelled out in man-hours, Sanitaire has created a backpack that wears longer and cleans further than ever before. The 10Q QuietClean® Backpack is the Ultimate Time Machine.

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