



NEWSLETTER

MARCH 2007

WELCOME TO THE MARCH NEWSLETTER – A QUICK EDITORIAL

The effort that the team is putting into the Kitchenmaster newsletter is starting to awake some interest from our customer community. From slow beginnings in January there is a growing swell of feedback coming from you. I am very grateful for your comments which thankfully have all been positive. This month we are providing some more trouble shooting/best practice information. This type of advice is proving particularly popular with the readership. This month we also include an update on some legislative issues as well as some other regular features. Brian O’Kane, Managing Director

A GUIDE TO CLEAN GLASSWARE Following up on the article on dishwashing equipment last month, we have put together a simple list of tips on the way to get glasses spotless and keep them that way. If you would like a copy of this document please e-mail us at Jennifer@kitchenmaster-ni.com and we will be happy to send you a copy. Again any feedback you can provide us on how useful this guide is would be appreciated.

FEEDBACK ON CATEX 2007 This year’s show seems to have been a success. The halls were busy on the Wednesday that Brian and Jacqui attended the show and those manning the stands generally reported business as brisk and even some orders were placed! A number of Kitchenmaster’s customers were there, either exhibiting or just there for the day checking out new products and ideas.

ANYBODY GOING TO THE CLEANING SHOW 2007? The cleaning industry’s big event in the NEC Birmingham runs from the 13th to the 15th March. Kitchenmaster personnel will be at the show checking out the latest in all things cleaning! See next month’s newsletter for a report on the show.

UPDATE ON REGULATORY/LEGISLATIVE ISSUES For our customers in the Republic of Ireland it is worth noting that all your products containing biocidal ingredients must now have a PCS approval number granted by the Department of Agriculture and Food. The good news is that Kitchenmaster have already taken care of the registration process – so you are in good shape. It’s worth noting this if you’re going in against any competitor products that do not have the PCS number! Kitchenmaster are also underway with R & D activity to assess alternative products to NTA, an ingredient used in a number of our products. There is an industry wide issue associated with the classification of this chemical by the European Chemical Bureau. Appropriate legislation is due to be published in late 2007 and it will come into law 12 months later. We will keep you up-to-date with developments.

UPDATE ON NEW PRODUCT LAUNCHES The Odour Sorb product samples will finally be sent out this month. In addition to the priority put on Bacti Vir recently, a supplier of a key raw material let us down. Thankfully we are now over these problems and trial product will be with you shortly. All part of the joys of new product development!

EVENTS & EXHIBITIONS China Clean Expo, 4 - 6 April 2007 - Shanghai, China
After 5 successful years the organisers have moved this event to the Shanghai New International Expo Centre, said to be China's most sophisticated exhibition venue where they anticipate 300 exhibitors and up to 10,000 visitors.

AND FINALLY! Wondering how big your next clean up job will be. Try cleaning one of the world's largest glaciers!! As reported in the Hindustan Times, Siachen, the world's third largest glacier has become the dirtiest due to the continuing presence of the Indian and Pakistani armies since 1984. The 72-km-long glacier is now the focus of a "Clean Siachen, Green Siachen" campaign launched and supported by the Indian army and Air Force.