



NEWSLETTER

JUNE 2007

### WELCOME TO THE JUNE NEWSLETTER – A QUICK EDITORIAL

This month we have the coverage of the regular topics. There is also an early warning of pending price increases. We have news of a new initiative, launched in Belfast, to provide hygiene ratings for all restaurants. We also have a two part special on machine dishwashers for all those training up new staff or new customers. And remember any and all feedback on the content of our newsletter will be gratefully received. Brian O’Kane, Managing Director

**PRICE VOLATILITY!** I suppose it’s best to get the bad news out of the way first. The company has been hit hard in recent months with significant hikes in our bought-in costs. We have tried everything to stave these off; we have examined re-sourcing, we have had suppliers in and negotiated hard with them. We interrogated their logic and asked for benchmark data across their industry. We have had limited success, through this process, in reducing the amount of increase but ultimately the market prices are moving and we have no other option but to follow suit. Our costing guys are going through the details and we will be able to advise shortly what adjustments will be necessary.

**SCORES ON THE DOORS** A new initiative has recently been the subject of much publicity in Northern Ireland. “Scoresonthedoors” is a five star rating system for all eating establishments from the highest haute cuisine restaurants to the local takeaway. This is part of a Food Standards Agency (FSA) pilot which will likely lead to a scheme which will cover the whole of the UK. Kitchenmaster have also been advised by our sources within the FSA that ROI may decide to go down the same route. Have a quick look at the system covering thousands of restaurants in Belfast on [www.scoresonthedoors.org.uk](http://www.scoresonthedoors.org.uk) and click on the Northern Ireland tab. It could be a good idea for our distributors to make a call to those establishments with three or less stars – they would definitely benefit from the Kitchenmaster range of products and systems.

**MORE HEALTH SCARES ABOUT MRSA AND C.DIFF** Recent news headlines have highlighted again the lack of progress that hospitals and nursing homes are making in the control of these debilitating conditions. This is yet another opportunity for our distributors to introduce the range of Kitchenmaster cleaner/sanitizing products. Remember we have the very effective Bacti Vir product recently launched. Everyone will have the A5 flyers by now. If you don’t please contact Jennifer and she will sort these out for you.

**PRODUCT PHOTOGRAPHS** We have put together a comprehensive folder of photographs of all our liquid chemical, powder and dispensing equipment

products. These are available at your discretion should you wish to receive a CD containing these images. Again, these can be requested through Jennifer in the office.

**TRAINING PROGRAMME ON DISHWASHER MACHINES** As part of our ongoing commitment to providing training for our distributors we have put together a two-part training programme for your information. Those who wish to access Part 1 of the programme please contact Jennifer for more information. In the coming months we will make Part 2 available for all those who have worked their way through Part 1.

**UPDATE ON REGULATORY/LEGISLATIVE ISSUES** We have had a request to investigate the requirement for CE markings on our products for use in hospitals or nursing homes. Our investigations have come to the firm conclusion that this is not required. Please be aware of this if and when any keen EHO's may request it from you. There is apparently another rumour circulating that EU regulations may categorise a 4 x 5 Litre case of product as beyond the safe limit for lifting. Again, we have found there to be no foundations to such rumours. If there are any other queries you may have on similar type subjects please feel free to bounce them of the Kitchedmaster staff. We will only be too pleased to get clarification for you.

**EVENTS & EXHIBITIONS** We are still interested in your ideas for a corporate event at the ISSA/Interclean show in Amsterdam in May 2008. We have had very little feedback so far.

Clean Expo, the bi-annual Irish cleaning supplies and services exhibition, has announced details of the 2007 show which will be held again in Dublin. Open on 17th & 18th October, the event will be held at the Industries Hall at the RDS Exhibition Complex.

**AND FINALLY!** Russell Hall's hospital in the north of England has gone back to basics. They have re-introduced the use of mops and buckets after disappointing results from micro-fibre materials. The micro-fibre technology was introduced a year ago after being hailed as revolutionary but the more traditional approach was revived after hospital managers were dealing with an outbreak of Clostridium Difficile (c.diff) – a hard to eliminate bacterium.