



NEWSLETTER

NOVEMBER 2007

WELCOME TO THE NOVEMBER NEWSLETTER – A QUICK EDITORIAL

It feels like only yesterday that the last newsletter was being written but here we are again with the November issue. The days really are flying in fast and in no time at all it will be Christmas, 6 weeks in fact! Just a reminder to all our customers that to guarantee delivery before Christmas all orders must be placed before Friday, the 7th December.

I hope the Reload System information pack proved beneficial to everyone who requested it as well as their end users. As per usual all feedback will be welcomed and greatly appreciated.

NEW KITCHENMASTER LABEL DESIGN Work is nearly completed on a new label format for Kitchenmaster products. Anyone who is interested in a preview of what the new label design will look like please contact Louise at Louise@kitchenmaster-ni.com and she will e-mail you examples.

UPDATE ON REGULATORY/LEGISLATIVE ISSUES Our Kitchenmaster product Bacti Vir is EPA (Environmental Protection Agency) approved which means it can be used in and recognised by hospitals. It contains an ingredient that is effective in killing off C.Diff in its vegetative state. EPA registration number 1839-83 is listed in the EPA's Registered Antimicrobial Products effective against Clostridium Difficile vegetative bacteria (ATCC 9689) dated 17th January 2007.

EVENTS & EXHIBITIONS

- ISSA/InterClean show in Amsterdam in May 2008 – Kitchenmaster staff staying at the Grand Hotel Krasnapolsky on Dam Square.
- CLEAN EXPO 2007 Jacqui and Jenna attended the show on wed 17th October and while both were happy to see some new products and services as well as bump into a few familiar faces, the general consensus was that attendance seemed quite poor. Having said that the girls visited the show on day one and in the morning so hopefully things picked up.
- ISSA/INTERCLEAN CHINA 2007 Despite severe weather conditions caused by typhoon Wipha the show in Shanghai went ahead. It was a great success attracting approx. 2776 visitors over the three days, almost the same number as last year.

FAQ's:

Q. What is a hard surface cleaner (HSC)?

A. It is a concentrated cleaner/degreaser for the removal of grease, grime and dirt etc from all hard surfaces - floors, walls, tiles, canopies and equipment. They can be applied by all the standard methods of cleaning i.e. sprayed, mopped, wiped or through a rotary scrubbing machine. The Kitchenmaster range includes Low Foam Degreaser 601Plus, Heavy Duty HSC 602, Neutral HSC 603, Alkaline Heavy Duty Cleaner Degreaser 604, Heavy Duty Sanitizer/Degreaser 605 and 605 Lemon, Atlantic Fresh High Fragranced HSC 608, Heavy Duty Degreaser 609Plus, Bactericidal Degreaser & Hard Surface Cleaner 601 and Bactericidal multi-purpose cleaner 102.

Q. What HSC should be used in the kitchen area?

A. A HSC that cleans and sanitizes in one i.e. it contains a biocide that is effective against a wide range of gram positive and gram negative bacteria (e.g. Salmonella, E.Coli, MRSA), and which is unperfumed is ideal for food contact areas. In the Kitchenmaster range this includes HSC601 and HSC605 and HM102. Heavy duty HSC's are formulated to remove particularly heavy deposits - fats, proteins, and sticky carbohydrates and are therefore especially effective on kitchen floors. In the Kitchenmaster range this includes HSC601Plus, HSC602, HSC604 and HSC609Plus.

Q. Can HSC's be perfumed?

A. Yes many HSC's are highly fragranced and formulated for use in non-food areas to degrease all surfaces and leave the room smelling clean and fresh. They are particularly suitable for washrooms, toilets, reception areas and bars etc. In the Kitchenmaster range they include HSC605 Lemon, Atlantic Fresh HSC608 and Washroom Cleaner.

Q. What is a neutral HSC?

A. This means the HSC has a neutral pH (the scale which indicates if something is acid or alkaline). This product is suitable for use on all surfaces including stainless steel and polished floors and it will not cause any 'streaking'. In the Kitchenmaster range this includes HSC603.

PERSONNEL CHANGE Jennifer has now left the company having tendered her resignation several months ago. She is off to follow her dreams in the world of physiotherapy and teaching and goes with our best wishes for the future. We had a little ceremonial leaving do last week and presented Jennifer with a gift to remember us all by. Bon Voyage Jennifer!

AND FINALLY...while recent figures have shown that cases of MRSA have actually fallen, incidence rates of C.Diff are still on the rise. The difficulty in

controlling C.Diff is that it produces spores that can survive for a long time in the environment. One of the world's leading infection specialists, Dr. Nizam Damani, has stated that the best way of avoiding infection is good hygiene practice. Only the correct products to do the cleaning, efficient cleaning, training for staff and commitment to top personal hygiene can turn this situation around. A tough new regulator for health and adult social care services, 'The Care Quality Commission', will have a key role in tackling and preventing healthcare associated infections (HAI) and will hopefully help strengthen the current system of regulation.