



NEWSLETTER

March 2008

WELCOME TO THE MARCH NEWSLETTER – A QUICK EDITORIAL

With St. Patrick's Day and Easter all in the same month I have my suspicions that March will come and go in a flash, so I will keep it short and sweet! We have some information on REACH and in particular how REACH affects distributors, along with a brief coverage of all the regular topics. As mentioned before all feedback and any queries are more than welcome.

UPDATE ON REGULATORY/LEGISLATIVE ISSUES REACH - Registration, Evaluation, Authorisation and Restriction of Chemicals- is the most wide-reaching and ambitious piece of legislation to affect the worldwide chemical industry to date. It will require the registration of around 30 000 chemical substances by 2018 to create a single database of all chemicals used within the European Union.

The EU's chemical industry produces 31% of the world's chemicals and employs 1.7 million people. If you are a manufacturer, distributor or down stream user of chemicals, you need solutions to help you work within this legislation.

Kitchenmaster staff attended a REACH conference at the King's Hall, Belfast explaining the initiative and a 2 page information booklet on REACH is now available for those who wish to read more.

LABELS The new label formats have been finalised and forwarded to our printers. Our customers will start to see the new label designs filtering through from next month onwards. I'm sure that you will be pleased when you see them.

EVENTS & EXHIBITIONS

- ISSA/Interclean show in Amsterdam in May 2008 – Kitchenmaster staff staying at the Grand Hotel Krasnapolsky on Dam Square.

Since 1967 when the first Interclean was being held, the show has developed into a landmark trade show. As the leading showcase in the cleaning industry, it is the launch pad for many innovations, a place to spot emerging trends and above all see the worlds leading products and services. It is also renowned for its networking capabilities. A break down of the line of business includes;

- Cleaning company 28%
- Distributor / Wholesale 27%
- Other manufacturing industry 18%
- Other service companies 11%
- Institutional care 5%

- Education 2%
- Other 9%

FAQ's:

Q. What function do Kitchenmaster vehicle cleaners have?

A. They have been specially formulated for the removal of heavy duty traffic film from all types of vehicles, including tractor units, tankers and refrigerated vehicles. The products are suitable for use in all cleaning equipment i.e. they can be used for fixed area and automatic vehicle washes, for steam cleaning, and both hot and cool pressure washes. Vehicle cleaners are also very effective at removing diesel / oil spills and stains from service station forecourts and pumps.

Q. How do these products work?

A. The special blend of surfactants in all Kitchenmaster vehicle cleaners break down greasy traffic film fast and effectively while solvents present ensures fast even drying. This fast drying prevents water marks and therefore reduces the need for polishing. The silicates present also leave windows sparkling clean.

Q. What is the purpose of dewaxer

A. Dewaxer has been specially formulated for the removal of protective wax coatings on new cars and due to its advance formulation it also removes heavy duty traffic film from all vehicles fast and effectively. Again it can be used to clean forecourts and pumps and is suitable for use in all types of cleaning equipment.

AND FINALLY...The world contract cleaning services market is forecast to maintain a compound annual growth rate of 3.9% over the 2001-2010 period according to a new report by Global Industry Analysts. Offices dominate the global market for contract cleaning services, however in terms of growth, residential dwellings are forecast to surpass all other end users.