



NEWSLETTER

JULY 2008

WELCOME TO THE JULY NEWSLETTER – A QUICK EDITORIAL

All the Kitchenmaster staff are back and ready for action again after our normal two day shut down in July. This month we have some interesting information on the competition. There is also information on the new safety data sheets for all Kitchenmaster's products as well as coverage of the regular topics including a brief update on REACH and 'FAQ's' about descaling products.

SAFETY DATA SHEETS:

The new health and safety data sheets for the Kitchenmaster range are all complete. These will be put onto the website shortly and are also available in disc form for all of our customers.

UPDATE ON REGULATORY/LEGISLATIVE ISSUES:

I know many people are confused about the whole REACH initiative. In general our customers will not be affected, it is our suppliers and then their suppliers who have the responsibility, but for those that are interested here are a few key facts:

- The EU's chemical industry produces 31% of the world's chemicals and employs 1.7 million people.
- By creating a single database of all the chemicals used in the EU, REACH aims to:
 - Better protect human health and the environment by identifying the properties of chemical substances earlier and more effectively.
 - Drive forward innovation and competitiveness in the chemicals industry.
 - Encourage the chemicals sector to research and develop safer chemicals.
- A European Chemicals Agency in Helsinki, Finland will deal with the day to day management of the REACH requirements:
 - Registration – chemical producers / importers must submit a registration dossier containing safety data to the chemicals agency for all chemicals produced in quantities above 1 tonne per year.
 - Evaluation – experts evaluate safety data for higher volume chemicals and other chemicals of concerns.
 - Authorisation – chemicals of very high concern will be phased out and replaced by safer alternatives, where this is technically and economically viable.

COMPETITOR INTELLIGENCE:

Kitchenmaster have heard that Unilever (the manufacturer of such brands as Persil and Surf) have had their offices in the Netherlands, Belgium, Austria and Spain raided by antitrust inspectors on suspicion of price fixing. Several other cleaning chemical manufacturers including Proctor & Gamble, Henkel (Ecolab) and Reckitt & Benckiser have also been raided. If there are any more developments we will keep you posted!

EVENTS & EXHIBITIONS:

I know we are only just getting over ISSA but the next big show Kitchenmaster will most likely be attending is The Cleaning Show, March 2009 in Birmingham NEC. We will have more details on this closer to the time!

F.A.Q'S – Descalers

Q.1 Why is a descaler product necessary?

A.1 Anywhere you have water you get limescale. Limescale is simply calcium and magnesium hard water mineral deposits. A descaler is necessary to eliminate these deposits, particularly from machine dishwashers, water coolers and air conditioning filters.

Q.2 How do you descale a dishwasher?

A.2 Kitchenmaster Descaler 401 is specially designed for descaling dishwashers. It effectively descales deposits from wash arms, spray jets and the interior therefore helping to prevent break downs and service calls. To descale, switch on the machine ensuring the detergent dosing is switched off. Fill the tank with water and pour approx. 2.5 litres into the machine. Run a normal wash (which will distribute the descaler to all parts of the machine), drain and inspect. Repeat if necessary. When descaled rinse the machine with plenty of fresh water.

Q.3 What is the difference between Kitchenmaster Descaler 401 and 403?

A.3 Descaler 401 is Hydrochloric acid based whereas Descaler 403 is Phosphoric acid. The 401 is a stronger product and therefore more effective. However the 403 is more 'user-friendly'. Descaler 401 is classified as Corrosive and it is necessary to wear the correct protective clothing i.e. gloves and eye/face protection.

AND FINALLY.... With energy costs continuing to soar, here are three simple tips for saving energy, water and therefore money when it comes to machine dishwashers. Firstly ensure your warewasher's dosing of chemicals is correctly set up or the effectiveness of the washer can be reduced, wasting time and energy. Secondly make sure the filters are cleaned regularly as blocked filters can damage the machine. Finally choose a warewasher with a good filtration system – it will make your machine last longer and need less energy to heat it.