



NEWSLETTER

JUNE 2009

WELCOME TO THE JUNE NEWSLETTER – A QUICK EDITORIAL.

Well the weather here in NI recently has started to pick up. Business, as is generally the case in the summer months, also seems to be picking up. It is good to see and long may both continue! This month we have all the regular features along with some information on the new CHIP 4 regulations.

UPDATE ON REGULATORY / LEGISLATIVE ISSUES: The current CHIP Regulations are to be amended and replaced with CHIP 4 regulations. CHIP 4 arises from the need to align national legislation with the new European regulation on the Classification, Labelling and Packaging of Substances and Mixtures, known as the CLP regulation, which will directly apply in all member states of the European Union.

The GHS (Global Harmonised System on the classification and labelling of chemicals) sets out internationally accepted definitions and criteria to identify the hazards of chemicals (called classification) and communicates these hazards via labels and safety data sheets. The system is designed to provide a more consistent, transparent and comparable hazard communication system throughout the world. Professional suppliers and users of chemicals, and consumers all over the world will benefit from such harmonisation.

EVENTS & EXHIBITIONS:

- I know it seems quite some distance away but next years ISSA / INTERCLEAN Amsterdam will be taking place on 26th-29th April 2010. It is one of the industry's biggest shows and is very popular so I am giving you plenty of time to get your hotels booked.

SWINE FLU: It has been reported that Swine Flu has now reached pandemic levels. A disease is classed as a pandemic when transmission between humans becomes widespread in at least two regions of the world. This does not mean that the virus has got stronger but that the virus has now spread to most countries of the world. The leaflet that we produced on the products that may help prevent the spread of Swine Flu proved popular and in particular the demand for hand sanitising gel has greatly increased. This leaflet is still available if anyone would like a copy of it.

ADMINISTRATION: The switch over from posting customer statements to sending them electronically has gone very smoothly and Jennifer would like to thank everyone in accounts for their cooperation.

INDUSTRY NEWS: The first snapshot of how the cleaning services market is changing as a result of the UK economic slowdown has just been released by industry analysts Plimsoll Publishing. The findings suggest that the brunt of the slowdown is being felt by a fifth of the companies in the market. The study surveyed the UK's Top 1000 Cleaning Services firms, based on their latest financial performance. Highlights extracted from the analysis show:

- Overall the market is showing no overall growth, compared to growth of almost 7% this time last year. 254 firms have seen their sales decline, some by as much as 16% and 557 firms have seen their sales increase, some by as much as 15%.
- Overall profitability is slim, with most companies reporting profits of less than 2%. This is largely in line with last years figures as the early signs of recession were already taking an effect.

F.A.Q's: Products suitable for nursing homes

Q.1 Why is the Kitchenmaster product Re-odour suitable for nursing homes?

A.1 Re-odour is a pink liquid emulsion which degreases, disinfects and de-odorises, therefore making it ideal for nursing homes. The product has a strong bubblegum fragrance which masks the smell of unpleasant odours (urine and vomit etc) and also attacks the odour producing bacteria hence eliminating the source of the odour. The strong disinfectant kills a wide variety of bacteria, fungi, yeasts, algae and viruses. The product can be made into a trigger spray and sprayed into the air to kill airborne bacteria such as MRSA. The product can be used to clean many different surfaces from carpets & furnishings to most hard surfaces. It has a wide variety of applications i.e. it can be mopped, sprayed, wiped or applied through a carpet extraction cleaner.

Q.2 How can you help to prevent the spread of germs in nursing homes?

A.2 Hand sanitising gel is an alcohol based product that sanitises the hands and helps prevent the spread of bacteria. It evaporates off the hands immediately therefore eliminating the need for hand drying. This makes it ideal for use for when visiting customers as it is quick and easy to use and can help prevent the spread of bacteria such as MRSA from visitors to patients and from patient to patient.

Q.3 What is Bacti Vir?

A.3 Bacti Vir is a disinfectant cleaner that kills all bacteria and viruses. Examples include MRSA, C.diff, Athlete's Foot Fungus, Hepatitis A, B & C and animal viruses etc. It is EPA registered and so ideal for nursing homes. It can be used on many different surfaces from floors, toilets and showers in the washroom to your work tops in the kitchen. Additionally it attacks odour producing bacteria which are the source of malodours. It is packed in a convenient ready to use trigger spray.

AND FINALLY...A new literary experience is now available in Japan - a horror story printed on toilet paper. Each roll carries several copies of a new nine-chapter novella written by Koji Suzuki, the Japanese author of the horror story *Ring*, which has been made into movies in both Japan and Hollywood. The new novel, *Drop*, which is set in a public restroom, takes up about three feet (90 cm) of a roll and can be read in just a few minutes, according to the manufacturer, Hayashi Paper. The company promotes the toilet paper, which will sell for 210 yen (about US \$2.20) a roll, as "a horror experience in the toilet." In Japan, ghosts are traditionally believed to hide in the bathroom. Toilets were traditionally tucked away in a dark corner of the house due to religious beliefs.