



NEWSLETTER

JUNE 2010

WELCOME TO THE JUNE NEWSLETTER – A QUICK EDITORIAL.

The world cup officially starts today, I personally am not a fan but as there is so much coverage I am going to try and embrace it rather than try to ignore it! Maybe I should not be mentioning it as Ireland unfortunately are no longer in the running. The newsletter can therefore be a welcome distraction for everyone! This month we have information on a new spray oven cleaner, some statistics on the UK cleaning equipment & materials industry and the F.A.Q's are on machine dishwasher liquids.

PRODUCT NEWS: Kitchenmaster have a number of different oven cleaners including spray oven cleaner 320, oven gel 350 and concentrated oven gel 370. We have now developed a new oven cleaner in the pack size 6x750ml. It has a powerful viscous formulation that effectively removes baked on carbon & grease and is packed in a handy ready-to-use trigger spray. Both the safety data sheet and technical specification are available on the website www.kitchenmaster-ni.com if you require more information.



EVENTS & EXHIBITIONS: The Cleaning Show 2011 will take place from 1st-3rd March next year in the NEC Birmingham. It is the UK's largest event for the cleaning industry, with the show welcoming over 8000 visitors in 2009. It is not until next year so I will give you more details on the show closer to the time!

INDUSTRY NEWS: An incredible 249 companies in the UK Cleaning Equipment & Materials industry have lost over a third of their value in a year according to new research by analysts Plimsoll. In fact, out of the top 642 companies analysed and valued in a special edition of the Plimsoll Analysis – Cleaning Equipment & Materials, 411 companies are worth less than they were last year.

It's not surprising that the value of companies have taken a pounding recently

but the extent of the squeeze is striking. Only 230 companies managed to increase their value – a record low.

As demand slackened and companies were inclined to protect their market share, many saw profitability fall as a result. Declining margins have been the biggest weight on values in the market. The 249 companies that have suffered 30% and more falls in their value have all seen their profit margins plunge too.

Despite it all, 230 companies are now worth more than they were last year. Considering the malaise in the market over recent years is a quite remarkable achievement and hopefully points to better times ahead.

New Association: The British Bio Recovery Association (BBRA) represents professional practitioners and organisations, specialising in the recovery, remediation and management of biological hazards and contamination within the outdoor and built environments (this can include bio hazard, Crime Scene, Trauma End of Tenancy, Blood removal and clean up, Needle Search, collection & disposal, Gross filth, Environmental cleaning & Graffiti removal etc). It has been formed with a view to developing and promoting professional standards and recognised training and education. BBRA membership is open to all individuals and organisations involved in biohazard recovery and other related disciplines. Believe it or not a couple of Kitchenmaster distributors are involved in this industry so for more information please refer to the website www.bbrauk.org/

F.A.Q's – Machine Dishwash Liquid

Q.1 Is there a range of machine dishwasher detergent at Kitchenmaster?

A.1 Kitchenmaster have a number of different machine dishwasher liquids including –

- 308 – Soft / Medium water detergent
- 308P – Medium / Hard water detergent
- 330P – Extremely hard water detergent
- 504 – Chlorinated detergent

Q.2 How does it work

A.2 You choose your detergent depending upon the hardness of the water. If you don't know this, take a sample of mains tap water and titrate

DESCRIPTION	ppm CaCO ₃
Very soft	0-50
Soft	50-100
Soft / medium	100-150
Medium / hard	150-200

Hard	200-300
Very hard	over 300

Water hardness is measured as ppm CaCO₃ (parts per million calcium carbonate). All Kitchenmaster dishwash products will work in soft water conditions of 0-150ppm CaCO₃. It is when the water is medium hard, hard or extremely hard that you have to choose a product suitable for the water conditions

Q.3 What is chlorinated machine dishwash liquid?

A.4 Chlorinated machine dishwash liquid is formulated for use in all water conditions where tannin is a particular problem. It effectively removes all soils and stains from glasses, crockery & cutlery but the chlorine releasing agent also helps with the removal of tannins.

Q.4 Are there any other machine dishwash liquids?

A.4 Liquid Tray Wash 606 is designed for use in tray wash and pot & pan wash machines. It is suitable for use on aluminium and it is effective in all water conditions. It effectively cuts through a wide range of stains including fat & protein soils. It is widely used in the baking and catering industry. It is less caustic than normal machine dishwash liquid hence it is suitable on aluminium.

AND FINALLY...The damaged Deepwater Horizon oil well in the Gulf of Mexico is a huge environmental disaster – at least 20 million gallons (76 million litres) have now spilled into the Gulf, affecting more than 70 miles (110km) of Louisiana's coastline. BP has spent more than \$940m (£645m) so far in trying to contain the disaster. BP has deployed a reported 2.5 million feet of oil booms in an effort to contain the slick, as well as bringing in over 1,100 vessels to skim it and even burning some of it off the water's surface. In the latest attempt to fit a containment cap, remote-controlled robots on the seabed are cutting the damaged well riser in order to cap it and pipe the leaking oil to the surface. BP claims it will have almost completely contained the ruptured oil well by the early part of next week. Hopefully this will be the case as tests have shown that underwater oil plumes have travelled at least 64km (40 miles) from the leaking well.