

May/June 2004

NEW PRODUCT!

COSMEX

The things we do for our customers! We know we won't sell much of this. BUT, we know those who do buy it will be more than pleased.

COSMEX is one of those little problem solver products that when it counts, does the job like no other.

Intended primarily for carpets, COSMEX is a spot cleaner for cosmetics and adhesives. Especially prevalent on flooring next to cosmetics counters in department and variety stores, spillages of lipstick, mascara, nail polish and so on can be very effectively removed with COSMEX.

COSMEX is also highly effective on glues and adhesives. A typical application would be the removal of the glue residue after lifting vinyl flooring from concrete, or removal of those marks left when adhesive tape is peeled away.

More good news – unlike the smelly flammable products used for these tasks in the past, COSMEX like G-SOLVE is a breakthrough new generation solvent that's classified as **NON-HAZARDOUS** and **NON-DANGEROUS**.

So there you have it. You may not need much of it nor need it often, but when you do, you can be confident that COSMEX will solve your problems with cosmetic spills and adhesive residues.

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GALLEY 2

GALLEY 2 is a fully biodegradable commercial strength dishwashing powder detergent for manual dosing of dishwashing machines. It cleans and sanitises dishes, glasses and cutlery and leaves them sparkling and streak-free. Being an Agar product, it is concentrated, refined and powerful, so a little goes a long way.

GALLEY 2 is a chlorinated powder that dissolves easily, releasing powerful cleaning agents to remove all food residues without harming surfaces. It's special formula also prevents scaling in the machine and keeps the water jets clear.

Those who service multiple kitchens in commercial high-rise or institutional properties, may be interested to know that **GALLEY 2** is available in a compact 5kg pail.

Also available in a 10kg unit, **GALLEY 2** presents an opportunity for building service contractors to generate additional revenue through supply of kitchen requisites to property owner/manager clients.

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DID YOU KNOW? . . .

TANGO disinfectant when used in a solution no weaker than 1 part in 10 parts water has the strength of a hospital grade disinfectant. At this strength, rinsing will be required to prevent any sticky residue.

At 1 in 50, **TANGO** provides a commercial grade disinfectant and does not need rinsing after use when mopping floors. Along with a strong fruity floral perfume that really lingers, premium surfactants provide **TANGO** with a powerful cleaning action. It kills germs and destroys the source of bad odours in the process.

TANGO is fully biodegradable, phosphate-free and pH neutral.

PLEASE NOTE – Whilst we always reinforce the message that chemicals must never be mixed, we must point out that disinfectants should not be mixed with soap or other anionic detergents/disinfectants – these will deactivate the disinfectant action.

CLEANING in the FUTURE

A MAJOR ROLE TO PLAY IN OUR HEALTH AND WELL-BEING

We all know about the continued downward pressure on the price of cleaning services. It's still here, after more than a decade, with cleaning often bought as a commodity in bundles of hours.

There has been no shortage of clients prepared to select a tenderer who has clearly underquoted, knowing that they'll need to continually prompt that service provider not if, but when the specification is not met, or when faults are found. In a competitive marketplace, there will always be this kind of thing going on to some extent.

But what about the problems they can't see, at least until it's too late? Nosocomial infections present a major and ongoing problem in the healthcare sphere, but as we've seen with SARS, Norovirus and even the good old flu, viruses and bacteria also pose a threat in the workplace and public areas.

We know that on top of the lives lost, SARS had a huge impact on travel in the Asia-Pacific region. Norovirus has caused huge cruise liners to be sidelined until cleaning crews could completely decontaminate them, resulting in delays, expense, loss of revenue and embarrassment. The passengers wouldn't have enjoyed the explosive vomiting and diarrhoea, either.

There are many organisations offering flu vaccinations as a benefit to their employees (or was that to reduce sick leave through winter?). Why wouldn't they ensure and promote a clean, hygienic working environment for the same reasons?

These and continually escalating issues such as 'green' cleaning and risk management point to more opportunities than ever for cleaning service providers to differentiate themselves from their competitors by implementing upgraded or additional services and marketing them by identifying the very important and specific needs for them.

It may seem a luxury to have the time and money to be able to re-package your service offering, and compile both the marketing material and the work procedures and training. The products and methodology are available to deal with all of these issues, but maybe the typical client remains more concerned about their expenditure than things they can't even see.

Perhaps, but they will become more aware of these issues, and whether it directly affects their bottom line, or says something about their corporate citizenship, eventually it will be negligent to ignore them. Surely the future must favour those cleaning service providers who are informed, prepared and poised to act.

It's a little ironic that the key factor in creating an awareness of the value of cleaning in the future is probably the key reason that cleaning was ever performed in the first place – ongoing good health through basic hygiene.

Survey Raffle . . . WINNER!

Thank you to those of you who returned our recent Customer Survey. Your feedback was most valuable.

The lucky winner of the raffle was: Mr Damon McCarthy from Quad Services Pty Ltd. He wins \$300 worth of the Agar products of his choice.

Thanks again to all those who responded.

Please contact your Agar Representative or call us for more information.....



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