



Global. Local.

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# CLEANING UP

NEWS & VIEWS ON OUR INDUSTRY

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## THE BUNZL GROUP OF COMPANIES IN CLEANING AND HYGIENE.

As many of our customers know, Wesclean became part of Bunzl Canada in 2014. The Bunzl Group of Companies, headquartered in London, U.K., is a global leader in international distribution and outsourcing, with operations across the Americas, Europe and Australasia. The Group provides businesses all over the world with products that are essential to their successful operation, every day.

In Canada, Bunzl's cleaning and hygiene division includes Wesclean, Planet Clean, Acme Supplies, Prescott SM and Apex Sanitation. From coast-to-coast this expert team provides the best products and first-to-market innovation with specialized expertise and training to make your facilities shine.

### Products and Innovation

As part of Bunzl Canada, we bring our customers the benefits of global scale, a national system infrastructure and additional specialized knowledge and experience. Bunzl can source virtually any cleaning and hygiene, safety or industrial supply or food packaging product, including first-to-market and innovative products for property management, building service contracting, education, healthcare, government, institutional, industrial and commercial customers. In addition, a wide

range of specialty products for grocery, retail and food processing businesses.

### People Who Care

What characterizes Bunzl most distinctly is the company's service philosophy. Bunzl is known for its long standing customer relationships, and the importance it places on ensuring those relationships deliver value. In order to do that, the company focuses on providing customers with local people who are product and category management experts. Those people make up the Wesclean team you know so well, who continue to provide you with customized solutions designed specifically for your business. They now also include category specialists in areas such as safety, industrial packaging and fastening – experts we can introduce to your business so that you can not only benefit from their extensive experience, but access a customized product assortment tailored to your specific needs.

### Logistical Excellence

With operations in 29 countries on 4 continents, Bunzl has developed superior purchasing, consolidation and distribution processes. This combines with unmatched efficiency to create a national Canadian distribution network which is flexible to meet the needs of a wide range of businesses. Small entrepreneurial companies, mid-size organizations and enterprise class businesses are all served through our national and local service network, which includes storefronts, larger

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distribution centres and satellite locations.

### What it Means to You

Being part of Bunzl Canada means that Wesclean can offer you more than ever before – more products, more categories, and more specialized expertise. Most importantly, it means that you can continue to expect the same great, responsive service from the same Wesclean people who know you, and your business.

See the back page for locations.

Group of Companies



## YOUR SURVIVAL GUIDE TO ICE MELTERS.

The winter months can be challenging due to winter-weather hazards that can result in costly slip and fall accidents, not only outside but inside the building too. Protect your customer and employee health and safety before the snow and ice arrive with ice melter. As winter approaches, here is your Survival Guide to Ice Melter:

### Application

As they always say, a little goes a long way but not too little. Too little ice melter will not control the ice and snow as intended. Too much ice melter is wasteful and potentially harmful to the environment and people. By using less ice melter you will track less product into the building and the vegetation beneath or around won't be harmed.

Depending on the amount of ice and snow present, sprinkle the ice melter evenly on the ice and snow at the rate of 1 lb. to 4.5 lb. per 540 sq.ft. Shovel off any excess slush and water, and then reapply to heavy areas of ice.

### When to Apply Ice Melters

An ice melter should be applied to the ground for it to be effective. Ideally it is best to apply ice melter before precipitation begins, so you can prevent ice from bonding to the surface area. Once the snow sets, shoveling or plowing will be easier.

If wet/heavy snow begins to fall, apply the ice melter as soon as possible to prevent the ice and snow from bonding to the ground. If there is more than two inches of snow, plow or shovel the ice and snow first before applying the ice melter to remove any stubborn layers of ice or hard packed snow on the ground.

### Ice Melters on Concrete

Most concrete damage is a result of the natural effect of freeze/thaw cycles, not a chemical attack by an ice melter. Moisture seeps into the surface pores and cracks in the concrete. As the moisture turns into ice, it expands and puts pressure on surrounding surfaces. Ice melter is not recommended on concrete less than one year old.

## TRACKING AND RESIDUE.

Tracking in ice melt from the outside is not only unattractive but it can damage your floors. Residues from ice melters are greatly increased when it is over applied.

Some ice melters can leave a dry white residue and if left for too long it can dull the floor finish. There are also some ice melters that can leave an oily and slippery residue on floors which can damage wax finishes on wooden floors.

The best way to prevent ice melter from being tracked through the building is with matting. Not only will it protect your floors, it will reduce your cleaning workload and reduce the number of slip and fall accidents.

## PREPARING YOURSELF FOR WINTER

### Wesclean Regard Eco-Melt

Wesclean's Regard Eco-Melt is the alternative to regular ice melting products. Regard Eco-Melt provides performance while minimizing environmental impact on the surrounding vegetation.

Our unique organic additive coats every particle allowing it to melt snow and ice faster and at lower temperatures, resulting in a cleaner and safer path for pedestrians. Regard Eco-Melt can melt ice down to -24°C (-11° F).

This additive also acts as a corrosion inhibitor to reduce metal fatigue and its coloured granules indicate where product has been applied. Pet friendly when used as directed.

### Custom Matting with Wesclean

Stop slip and falls during the winter months and enhance your buildings' safety features with the use of matting. Not only will it reduce the number of slip and fall accidents, it will reduce your workload from dirt and water being tracked into the building.



For more information on these and other products, contact your nearest Wesclean branch at 1-888-337-2929 or visit [www.wesclean.com](http://www.wesclean.com)

## LET'S HELP BEAT BREAST CANCER.

October was Breast Cancer Awareness month - did you contribute? It's never too late to help those in need.

Take home a Hetty to support those working for a future without Breast Cancer.

NaceCare Solutions will donate \$10.00 for every Hetty you purchase to Breast Cancer Research.

Order your Hetty today to help fight Breast Cancer.

Offer ends December 31, 2016

## HETTY HET200 KIT.

Hetty has all of the same features as the Henry Numatic PPR200 vacuum cleaner.

Comes complete with a bag, tritex filter, combination floor tool, dusting brush, upholstery tool, crevice nozzle, hose, three-piece wand and instruction manual.



**Only \$449.00**

For a limited time, while quantities last

Wesclean Item:  
2222222



For more information, contact your local Wesclean sales representative or call 1-888-337-2929

## CLEANING QUESTIONS? ASK DUSTY.

**Dear Dusty:**

I'm starting to think about the upcoming winter months, and would like to have my facility properly prepared. I noticed last year, that there was a high amount of dirt and slush coming in through the main entrance doors and that my existing mats are unsightly and worn out. Should I clean the mats or replace them with new ones?

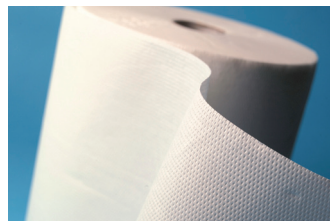
-- Warren in Westbank

Dear Warren:

A successful program involves these key issues to consider about your entrance matting:

- 80% of all soils are brought into a facility by foot traffic.
- Removing soil once it's inside a facility can cost as much as \$600.00 per pound!
- In a 20 day work month, 20 lbs. of dirt can be tracked into a facility entrance by as few as 1000 people.
- It takes approximately 20 feet of matting to remove 86% of foot traffic soil.
- Proper length of matting is essential. Mats only 10 feet in length will remove only 43% of tracked in dirt; 18-20 feet (six paces) of matting will remove 86% of all dirt.
- Use "Scraper" type matting to remove dirt; "Moisture" type matting to trap moisture.
- Always vacuum, clean and rotate your mats depending on conditions.

For more information, contact your local sales representative or call 1-888-337-2929



## WELCOMING NATIONAL SUPPLIER NILFISK-ADVANCE.

The Bunzl group of companies welcomes a new line of floor care equipment with national supplier, Nilfisk-Advance.

Founded in Denmark in 1906 and producing vacuums since 1909, Nilfisk-Advance is the world's largest supplier of both industrial and commercial professional floor cleaning equipment and has been keeping Canadian households & institutions clean for over 50 years.



Nilfisk-Advance is a modern, innovative company developing products to meet all of your cleaning needs. Advance equipment is designed with the end user in mind, created to easily maintain and operate, increase productivity and drive down the total cost of cleaning.

Advance carries a wide selection of equipment from commercial vacuums and carpet extractors to a complete line of autoscrubbers and sweepers for any type of cleaning solution needed.

### WESCLEAN EQUIPMENT SPECIAL



## SINGLE SPEED POLISHER

The Venom 20" Single Speed Polisher is a heavy duty, low speed floor buffer that is designed to clean, strip or polish almost any floor surface.

**Sale \$899.00**

While quantities last

Wesclean Item:  
6950322

For more information on our product and services that Wesclean has to offer, contact your local sales representative or call **1-888-337-2929**

## WHY BUNZL?

The Bunzl group of companies gives your company the efficiency of a national network with dedicated, local experts who know that one size doesn't fit all. We will work with you to build a unique solution to optimize your businesses.

## BUNZL CANADA: CLEANING AND HYGIENE DIVISION

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For a complete list of our locations, please visit our websites.