

CLEANING UP

News & Views on Our Industry

Save Time & Money This Spring!

We are all being challenged to save time and money as never before. This Spring, before you commence with cleaning projects, we thought you might want to consider the following time and labour saving ideas.

1) Buy Top-Quality Chemicals/Finishes

– from a distributor who knows how they work! One who can support you after the sale. In our business, materials on average amount to 5 - 10% whereas labour amounts to 90-95% of total maintenance costs. Cutting corners on chemicals can be costly. Always purchase top quality chemicals and use/dilute them as directed for best results and lowest end use cost. Avoid using watered down product as this will increase labour in most cases and cost more in the long run. A product that goes further enables you to do much more cleaning for your dollar. Cheaper is not always better—end use cost is the key!

Dilution Control Systems – speaking of end-use cost, a dilution control system

that delivers controlled, consistent costs, and consistent cleaning standards may be perfect for your facility. There are many of these systems now on the market. Wesclean can help you evaluate and select a dilution control system that meets your end use, chemical, safety and training needs.

2) Purchase from One Source

– and reduce the costs of acquiring product. Ordering from one source, and over the internet (www.wesclean.com) from a reliable, well-stocked and well-informed distributor reduces transaction costs dramatically. Ordering from one source eliminates the need for multiple purchase orders, to pay multiple invoices, run around picking supplies up and so forth. You will enjoy more competitive pricing and a single, qualified vendor is better positioned to evolve with your ever-changing business needs. Spend your time managing your business and let Wesclean help you organize, manage and track your supply needs.

3) Don't Compromise on Entrance Matting

– if your building entrance lacks the matting required to contain abrasive materials or the existing mats are worn out, you will work much harder to keep your desired shine. Do not compromise on your matting. Before purchasing any finish get the proper matting program in place - your first line of defense.

4) Buy the Right Equipment and Maintain it

– Next to matting, using the right equipment is probably the most important variable in the fight against ever-rising costs. Vacuums that lift dirt efficiently and automatic scrubbers that

reduce labour are vital to bottom line profit. Matching the right equipment to your needs is money well spent. These days, with all the equipment choices at our disposal, there is no reason you can't find the right equipment to do the job. If the capital cost is not affordable, then leasing makes perfect sense. Visit www.weslease.com for more information.

Time for a Tune Up? Even if you're not in the market for equipment this Spring you should consider having it tuned up and serviced. Well-maintained equipment works well, poorly maintained equipment works poorly - both greatly impact cost. Contact your local Wesclean service department for help!

Be sure to ask about Wesclean's Planned Maintenance Program - a flexible scheduled maintenance program designed to maximize the performance and life of your machine.

Looking for a REAL Bargain?

Go to www.wesclean.com and click on *Specials/Promo* link.

Wesclean is Here to Help!

Today's smart custodian uses well maintained equipment, the right supplies, and top notch chemicals to reduce labour.

Together with Wesclean, keep costs in line and increase productivity.

Call us anytime for assistance!

1.888.337.2929 www.wesclean.com

CONTENTS

1 Save Time & Money This Spring!

2 Spring Clean-Up
S8 Sweeper; Brooms; New: PCS Reflex Mop; SALE: Garbage Bags

3 Wesclean Cleaning Tip
Window Washing

Regard Universal Cleaner
Clean-up Graffiti and other stains

4 2009 Vendor & Vendor Rep Awards

We've Moved!
Grande Prairie Branch



Time Again for Spring Cleaning!

Tennant S8 Walk Behind Sweeper



Tennant's wide-area sweeper safely delivers a professional clean.

With no cord, a low 65 dBa sound level and a wide 28 inch sweeping path, the Tennant S8 Sweeper is ideal for cleaning both hard floors and carpet.

High durability and low maintenance means cleaning in even light industrial environments. The S8's convenient on-board charger allows you to quickly and easily recharge the battery wherever you find an electrical outlet. Steel frame, durable covers and chrome-plated tubular handle make this Tennant sweeper tough enough to clean light industrial environments.

CRI green label-approved, the S8 also features an environmentally-friendly gel battery making it safe for virtually all environments.

Pick up your S8 Sweeper today!

Choosing the Right Broom

Ask yourself these three questions below when purchasing a new broom. They will help you in buying the correct one for your sweeping needs!



1. What is the floor type? (Indoor/Outdoor/Lino/Tile)

For smoother floors, such as lino or tile, choose a synthetic broom. For rougher floors, such as the garage or sidewalk, choose a natural fiber broom.

2. Are there large debris or fine dust particles on the floor?

For larger debris, use a natural broom such as a corn broom. The thicker the bristles, the better it will pick up debris. For finer particles, use a synthetic broom because it is much better at picking up fine dust and debris.



3. How often are you sweeping?



The more often you sweep, the more the bristles of the broom will wear down. When buying a new broom look for one that is quite durable.

NEW PRODUCT

PCS Reflex Floor Mopping System



The PCS Reflex Mopping System is a new generation of equipment for the cleaning and maintenance of hard surfaced floors. Whatever type of mop you are used to working with, the PCS Reflex Mopping System will make the job easier and offer more advantages.

The PCS Reflex Mopping System is a swivel tool, with specially designed clips to attach a microfibre cloth to the squeegee. It is ergonomic and light, efficient and compact. Improve cleaning results, increase the hygiene levels and create healthier living circumstances.

Item Code: 1260200

Price: **\$24.95**



POLY BAG BLOWOUT SALE

Clean up and save!

BUY 10 cases or more and receive special promo pricing on Ralston garbage bags*. Choose from a large selection of sizes and colours. Contact your Wesclean Rep for more details.



*Select products. Offer ends June 30, 2010

Wesclean Tip: Window Washing

- Wet window with properly diluted window cleaning concentrate.
- Use a *Golden Glove* to apply enough solution and scrub hard to remove grime.
- It is preferable to wash windows in the morning. If you wash warm or hot windows your chemical will dry too quickly.
- If window dries, apply more solution. Remember that you can't squeegee a dry surface.
- Tilt squeegee slightly to prevent dripping onto dried areas.
- Always overlap each previous pass of the squeegee.
- Wipe squeegee after each pass.
- After using squeegee, rub corners and edges with a dry towel.
- For smaller windows, spray with a window cleaner and wipe with a clean, dry towel.
- Change towels and solution as it becomes soiled.
- Keep equipment clean.
- Thoroughly clean all buckets, towels, sponges, etc.

Need more cleaning tips and ideas?
Log on to www.wesclean.com and visit the "Resources" section.

Spring Clean-Up: Graffiti Removal

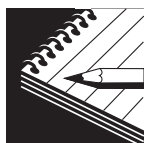
Remove graffiti, ink, marker and other stains safely and effectively with *Regard Universal Cleaner*.



REGARD UNIVERSAL CLEANER

A multi-purpose, non-toxic, non-flammable, environmentally friendly product that safely and easily removes stubborn stains and marks without the use of harmful solvents. Excellent for graffiti, *Universal Cleaner* will remove indelible ink, permanent marker, rust, iron & calcium stains, soap scum and scale from virtually any surface. 16oz. **Price: \$14.46ea**

Call for Articles...



What would YOU like to see featured in future editions of *Cleaning Up*?

- Share your views on our industry
- New product information and tips
- Experiences with Wesclean products or services
- Business profile; staff member profile
- Green cleaning information and tips

Contact Wesclean Marketing with your ideas:
 Call 780.451.1533 or email marketing@wesclean.com

Celebrating 35 Years!

From modest beginnings in 1975, Wesclean has grown to be the leading distributor of cleaning equipment and supplies in Western Canada.

On behalf of our staff, management and suppliers, we salute you - our valued customers - without you 35 years could never have been reached!

Thank you for your continued support!

For more information on these and other products, contact your local Wesclean branch at 1-888-337-2929 or visit www.wesclean.com

EDMONTON
11450 - 149 Street
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(780) 451-1533 Fax (780) 452-0676

CALGARY
36 Highfield Circle SE
Calgary, AB T2G 5N5
(403) 243-0677 • Fax (403) 243-2095

RED DEER
#7, 7973 - 49 Avenue
Red Deer, AB T4P 2V5
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GRANDE PRAIRIE
10136 - 128 Avenue
Grande Prairie, AB T8V 1E9
(780) 538-3380 • Fax (780) 539-7277

LETHBRIDGE
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Lethbridge, AB T1H 5C1
(403) 327-1120 • Fax (403) 327-1670

MEDICINE HAT
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Medicine Hat, AB T1B 1J1
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KAMLOOPS
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*Cleaning Up is published
bimonthly by*

Wesclean

Working together for a
cleaner environment

 Printed on Post Consumer Content

Vendor & Vendor Rep of the Year

Wesclean has recently presented our annual Vendor and Vendor Representative of the Year awards. This honour (voted on by a group of Wesclean customers, managers and sales representatives) is given to the vendor and vendor representative who have shown exemplary service and support to Wesclean and our customers throughout the year.

Congratulations

Pioneer Eclipse

Wesclean's 2009 Vendor of the Year



Pioneer Eclipse has been a long time partner with Wesclean. Their sales reps and customer service team delivers superior results with great efficiency and commitment to excellence. Congratulations to Pioneer Eclipse for their dedication in leading the floor care industry with innovative, high performance, high quality products and services.

Congratulations

Mark Souliere

NaceCare Solutions

Wesclean's 2009 Vendor Representative of the Year



Over the last year Mark has been a valuable resource for customers and staff as he worked side-by-side with Wesclean representatives. His hard work and dedication is prevalent in the quality of service he provides. Whether it's doing a demo or helping you solve problems, we know that all Wesclean staff and customers can count on him. Congratulations Mark!



NEW LOCATION

Wesclean Grande Prairie

Balon Commercial Centre

10136-128 Ave

Grande Prairie, AB T8V 1E9

Phone: 780.538.3380

Fax: 780.539.7277

Toll Free: 1.800.558.3380

OUR MISSION: To deliver in a timely and efficient manner superior cleaning products and excellence of service that meets and exceeds all our customer's requirements helping them perform their roles with efficiency and cost effectiveness. To treat employees and associates with fairness and respect and to be supportive to our suppliers in product and market development which will solidify our position as Western Canada's top distributor.