

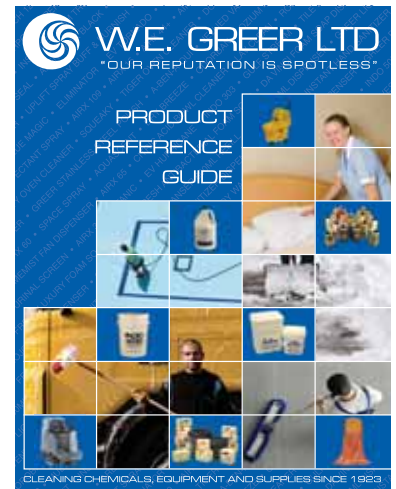


Look What's New!

From time to time, it is important to change things up a little bit. One thing we decided to do this year is put out an updated catalog. But a catalog suggests a listing of products — we wanted this publication to be more than that.

In March of this year, we will publish our first W.E. Greer Ltd. “Product Reference Guide.” Rather than being a simple list of products, the guide includes tools for product selection, guidance on proper cleaning procedures, and articles on topics that concern the maintenance professional.

The Product Reference Guide will be distributed through our Outside Sales staff during customer visits, however, we know that some interested customers may be missed. There are several ways you can get your hands on a copy. First, if you prefer to view it electronically, the guide will be available in PDF format on our website (wegreer.com) in March. You will also be able to pick up a copy at any one of our store locations in Edmonton, Calgary, Lethbridge, Grande Prairie, or Fort McMurray. Finally, contact us by email or by phone if you would like a copy of the guide sent out to you.



Proper Disinfection

Disinfecting a surface is a little more tricky than you might think. You need to answer several questions before you can rest-assured that your disinfection program is all that it is cracked up to be.

Is my product a disinfectant? Just because it is a cleaner, does not mean it is disinfecting your surface. Cleaners remove visible soil, while disinfectants kill microbes. Some products are both, but some disinfectants need to be paired with a cleaner. Make sure you know what your product is doing.

What types of microbes is my disinfectant capable of destroying? Not all disinfectants do the same job. Does it need to be hospital-grade? Food-surface grade? Make sure you are using a disinfectant appropriate to the job.

Am I using my disinfectant at the right concentration? If you have not diluted the product properly, you may not be killing the targeted microbes; too high a dilution is a waste of product.

Am I leaving the disinfectant on long enough? Follow instructions to ensure your disinfectant is being given a long enough time to kill the microbes it is rated to kill.



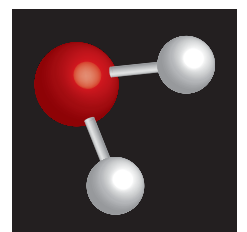
To EC or Not to EC?

More and more cleaning equipment companies are trying to accommodate the demand for green cleaning technology. Tennant carries an autoscrubber that electrically charges its cleaning water, claiming that the “water-electrolysis process [ec-H₂O] cleaned as well as or better than industry-accepted general-purpose cleaners” (tenantco.com). A noble idea, but is it true?

Nilfisk retained an independent research company to put this feature to the test. The result? The EC-H₂O cleaned no better than regular water, and far below the same scrubber using cleaning chemicals. Tennant rebutted by stating the lab used a petroleum based soil, and that they never claimed the EC-H₂O system was effective on such soils; but since most floors contain such soil-loads, the argument does not hold up.

Nilfisk offers scrubbers with a feature called EcoFlex™ that allows the user to control the amount of solution required for the particular job.

To read more about the EC-H₂O testing, and Nilfisk's EcoFlex system, visit: www.advantage-us.com/aboutus/pressrelease.aspx.



SPECIALS AND SPOTLIGHTS

Prices valid from March 1, 2011 through to May 31, 2011. All items limited quantity.

Special - Hand Sanitization Products



125205	Purell Hand Sanitizer, 59mL	EA \$2.39
125200	Purell Hand Sanitizer, 118mL	EA \$2.82
125208	Purell Hand Sanitizer, 236mL	EA \$5.84
125195-03	Purell Hand Sanitizer Foam, 1200mL*	CS \$97.04
125214	Purell Hand Sanitizer, 1200mL*	CS \$83.62
126860	GOJO Luxury Foam Handwash, 1250mL*	CS \$52.02

* Get a free dispenser when you buy a case of product



Special - Rubbermaid Containers



3569-88	Untouchable Container, Beige (reg. \$100.40)	EA \$73.80
2689-88	Untouchable Container Lid, Beige (reg. \$45.60)	EA \$33.51
2543-00	Fire Resistant Wastebasket, Beige (reg. \$69.40)	EA \$51.01
8160-88	Marshal Container, Black (reg. \$247.60)	EA \$181.99

Special - Microfibre Cloths



560062	Microfibre Cloth, Yellow	EA \$1.86
560063	Microfibre Cloth, Green	EA \$1.86

Special - Mops



611312	Rough Floor Wet Mop	EA \$11.45
612532	Winger Looped-End Mop	EA \$10.05

Special - Miscellaneous



290005	E-A-R Earplugs in Polybags, 200 Pr/Box	BX \$24.21
173015	Citrus Body Wash, 1oz bottles, 150/Case	CS \$82.78

Special - Used Equipment



332452	Convertamatic with AXP	\$6,701.06
332463	26" Cylindrical Deck - Free with Convertamatic purchase.	

Spotlight - 1907 Gym Finish

Hillyard's 1907 Gym Finish is an oil-modified urethane in a waterborne formulation that provides the durability and depth of gloss of a traditional oil-based finish with the clarity of a water-based finish. In addition, this chemistry has a very low VOC level (under 190 g/L) and very low odour, both making it easy to apply with minimal impact on workers and building occupants.



195302 **20L Pail**

Spotlight - 26x36 Compostable Bags

Polykar compostable garbage bags comply with the ASTM D6400 standard specifications for compostable plastics. Made from renewable resources and ECOFLEX® resin. Also certified by the Biodegradable Products Institute (BPI) and The United States Composting Council (USCC). Great for school divisions looking to widen their environmental mandate, and for buildings conforming to LEED specifications. Other sizes available upon request.



588202 **200/Case**

Spotlight - SC750/800 Autoscrubbers

The SC750 and SC800 autoscrubber lines are simple to use and have flexible performance. High productivity per tankful allows for 84 minutes of continuous scrubbing. The optional EcoFlex™ System offers the flexibility to clean across the entire cleaning spectrum from green to clean. Includes Smart Solutions or EcoFlex™ on all machines, Safe 'N Dry squeegee system, self adjusting skirt on disc machines, and heavy duty scrubbing performance.



Ask your Greer Consultant for more information

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