

# CLEAN SPEAK

Volume 13 • Issue 1  
Spring 2016

PUBLISHED BY:  
W.E. GREER LTD.

THE ART AND SCIENCE OF CLEANING

## New Packaging

You may have noticed some of our product labels changing. The new labeling formats are in anticipation of our new packaging, coming soon.

### Bag-in-Box

For many of our products, we are switching from pails, jugs or bottles, to a bag-in-box style of packaging. This is similar to the packaging you would see with boxed wine, but the materials are more durable for commercial use.

You may ask why we are doing this. There are several reasons:

**Space** - Storing unused bottles, jugs, and buckets prior to filling takes up a large amount of room. Bag-in-box packaging stores flat taking up minimal space. After filling, pallet stacking is much more compact for bag-in-the-box than for pails and bottles. We have been at our current location since the 1970s, and even though our customer base has grown, our building has not, so additional space is a great advantage.

**Fewer packaging materials** - Bag-in-box packaging consists of a plastic bag and a surrounding cardboard box. The box is collapsible and recyclable, and the plastic bag takes up far fewer resources than old-style plastic containers, reducing your carbon footprint.

**Usability** - Pails and jugs can be awkward to store and to use. Bag-in-box packaging is stackable, and pouring product is far easier with the pour spout on the side of the box, so no more awkward tipping. Lifting and moving bag-in-box products will be a cinch with its side handles. The packaging will still allow for connections to a dilution control dispenser.

**Safety of manufacturing staff and customers** - The filling process will be far easier, with less exposure risk for our manufacturing staff.

It is our hope to start switching our products to the new packaging in the 2016 year. We are looking forward to the change, and we know you will love bag-in-box too.

## COMPARING RTU VOLUMES

READY TO USE



Buying by price is not always the wisest decision, and this infographic will show you why.



**PRODUCT A**  
• 4L JUG  
• CLEANS WELL  
• COSTS \$1.99

LET'S COMPARE

2

PRODUCTS:



**PRODUCT B**  
• 4L JUG  
• CLEANS WELL  
• COSTS \$8.99

You are comparing two products on two competitors' quotes, and you notice that they have products that seem to be the same size, and do the same thing, but one competitor's price is much higher. Perhaps there is a quality difference, but it may also have to do with the product's *dilution rate*. Comparing dilution rates is vital when making an informed purchasing decision. To explain this in more detail, we have created an infographic called "Comparing RTU Volumes" which is available on our Pinterest site:

[www.pinterest.com/wegreerltd/reference-materials](http://www.pinterest.com/wegreerltd/reference-materials)

## Expanding Service

We are happy to let you know that Lynn Fokema is back in the Service Department, and we have added two new technicians - one in our Edmonton office, and another in Fort McMurray. This will not only help with wait times, but should also help to reduce some service bills due to less travel time for the Fort McMurray area.



# specials & spotlights:

Prices valid from March 1, 2016 to May 31, 2016 unless otherwise indicated. All items limited quantity.

## WALK... STAND... RIDE...

Nilfisk-Advance has an automatic scrubber to fit your facility size - from small facilities that require a simple and less expensive machine, to larger facilities that need a machine that increases working speed and reduces worker exertion. No matter what you choose, Nilfisk-Advance equipment is high on quality and stocked with performance features.

### SC500 Walk-Behind Scrubber



Available in both standard disk format and new REV orbital scrubbing format, the SC500 is an even more productive version of the Nilfisk-Advance Adfinity 20D workhorse.

The SC500 comes with SmartFlow technology to help minimize water and chemical waste, it has a highly ergonomic design, and the smart key ensures that cleaning professionals are using the dilutions and features that supervisors want in place.

Learn more at:

[wegreer.com/docs/spotlight/SC500.pdf](http://wegreer.com/docs/spotlight/SC500.pdf)

### SC1500 Stand-On Scrubber



What should you use if you want the small size of a walk-behind with the productivity of a ride-on? The answer is Nilfisk-Advance's stand-on SC1500.

The SC1500 is extremely maneuverable and compact with a high-capacity tank to allow you to cover more surface at a faster pace. Available in regular disk format or REV orbital scrubbing format.

Learn more at:

[wegreer.com/docs/spotlight/SC1500.pdf](http://wegreer.com/docs/spotlight/SC1500.pdf)

### SC2000 Micro Rider Scrubber



The SC2000 Micro Rider Scrubber is one of the most compact rider-scrubbers on the market, combining productivity with maneuverability. SmartFlow technology and an 18.5 gallon tank will allow operators to extend time between dump and refill.

Learn more at:

[wegreer.com/docs/spotlight/SC2000.pdf](http://wegreer.com/docs/spotlight/SC2000.pdf)

## LOOKING FOR A PARTS QUOTE?

We have recently added a new page to our website that will allow you to look up the parts manual for your cleaning machine, and submit a request for a quote. You can find the page in the Service Department section of our website, or just go to:

[wegreer.com/service/parts](http://wegreer.com/service/parts)

## GREAT DEALS



### SC350 Micro Scrubber

The SC350 allows you to get around and under tight areas with an innovative fully adjustable rotating deck. Solution and recovery tanks are removable.

339087304020 - \$2600



### Airx 78+ Disinfectant, 4L

Airx 78+ is neutral, hospital grade disinfectant approved to kill HIV.

083150 - \$19.05



### Wild Rose Cleaner, 20L

A mild neutral floor cleaner suitable for mopping and autoscrubbing.

020240 - \$49.00



### INDO 510 Vehicle Wash, 20L

For use through a pressure washer. Normally requires no brushing.

214240 - \$119.46

#### EDMONTON

14704 - 119 Ave  
T5L 2P1  
(780) 451-1516  
(800) 565-9898

#### CALGARY

6025 - 6 St. S.E.  
T2H 1L8  
(403) 640-4664  
(888) 435-6257

#### LETHBRIDGE

210C - 12A St. N.  
T1H 2J1  
(403) 327-1531  
(866) 327-1531

#### GRANDE PRAIRIE

#106, 11735 - 105 St.  
T8V 8L1  
(780) 532-8766  
(877) 532-8766

#### FORT McMURRAY

Bay H, 254 Gregoire Dr.  
T9H 4K6  
(780) 791-3466