



EMAS Bulletin April 2012

It has been a relatively quiet month of March in terms of activities, after the busy rush of January and February earlier this year. We have two event updates for members, on progress in the month of March.

1. EXCO Meeting on 9th March –
 - I. Discussed the upcoming activities and the details surrounding its organization with the secretariat. Namely the HK trip, ISSA interclean and FAOPMA in Adelaide. Discussions on needing to approach and explore possibilities on funding for such trips overseas, given that our industry is one in which budgeting for such events will be low due to lower margins than other industries.
 - II. The current status is that WDA does not fund such overseas trips and IE Singapore has not approved the trip to HK because they do not feel that there is enough business matching in terms of the scope of the trip for those seeking to go. However, EMAS will re-visit this with IE Singapore at a later date.
 - III. E2i is still considering this and has not reverted either way as yet.
 - IV. The association is hopeful for government support to assist companies through the association to explore for new technology as well as to allow companies to explore this possibility for overseas expansion.
 - V. There was also a post mortem discussion on the EMAS bowling competition and some suggestions for improvements in the future were considered. EMAS members can look towards more of such exciting events to involve both the member companies and their staff as well. EMAS hopes to improve on the organization of such events by working closely with the secretariat.

2. Meeting with RAS on the 10th March –
 - I. To explore the possibility of doing a joint event like the golf competition to see if there are synergies that can come about from collaboration. As yet this is still in the midst of discussion.

The Straits Times Article Feature on cleaning and pest control industry contracts and worker that was published on 31st March 2012. Please find the attached article for your reading if this was missed.

EMAS is heartened by the focus on the issue of one sided service contracts as well as the plight of low wage workers within the cleaning and pest control industries. We hope that this will be a positive step in terms of shaping the mindsets of service buyers. Also hope that this will be beneficial to showcase companies in our industry more positively, and show that while there is a want to pay more, many companies are limited in what they can therefore have achieved. In the meantime, EMAS will continue our drive towards building an industry that is able to focus on improving technology and work processes, as well as the raising of professionalism, so as to attain higher wages for the workers in the industry.

Finally, this month, EMAS presents a special promotion for members courtesy of 3M, Building and Commercial Services Division. The company is offering EMAS members 10% off their Scotchguard™ Stone Floor Protector. Interested parties may see the attached advertorial and contact the company directly. In addition, we have another special promotion from Klenco Singapore from now till June. They are offering a buy 3 get 1 free for their Toolflex tool storage system. Please see attached advertorial for more information.

Upcoming Events

For all the events listed below, please contact the EMAS secretariat, Foo Meng at DID: 63776637 or via e-mail at FooMeng@epc.com.sg

Business Mission Trip (HK) – 25th to the 27th April.

Objectives of Study and Business mission topics and areas :-

1. Network with companies there to explore any business collaboration opportunities for both HK companies to springboard from Singapore to SE Asia, and Singapore companies to springboard from HK to China.
2. Understand the contract practices, situational analysis and technologies in Hong Kong. On our end, we would be happy to also share the practices we have here in Singapore.
3. Understand how the training for staff in these sectors mentioned above are done.
4. Meet with any government officials in this area or even property owners on their expectations.
5. Meet with member companies to identify gaps/demand and opportunities in the market and we too can do this on our end to try and see if there are areas where we can share or collaborate for development for the industry. EG, we have an accreditation program for cleaning companies and can outline both the benefits and the challenges that come with this.

Proposed itinerary for the period – 25th April to 27th April

Date	Item Description
25 April Wed	<p>Morning Flight</p> <p>EMAS delegation Depart for Hong kong EMAS delegation Arrival @ Hong Kong</p> <p>Event -- Welcome Dinner / Networking dinner hosted by ECMA and HKPMA + Networking with ECMA & HPMA members</p>
26 th April Thur	<p>Am</p> <p>Meeting with EPD and recyclable services tour (0930 to 1130) Visiting AIA Central building / BA Tower (12pm to 1pm)</p> <p>Lunch – Dim Sum</p>

	PM Meeting with FEHD (1430 to 1530) Site Visit – to view Pest control operations for FEHD’s contract, Building / Shopping Mall cleaning processes Network Dinner – hosted by EMAS
27 th April Fri	AM Proposed meeting with ERB representatives PM Depart from HK

Trade Mission to ISSA (Amsterdam) – 8th to 11th May

Date – 8 to 11 May
 Venue -- Amsterdam RAI
 Country - Netherlands

ISSA/INTERCLEAN® Amsterdam, the world's leading trade fair for cleaning professionals, hosted May 8-11, 2012, at the Amsterdam RAI Exhibition Center in Amsterdam, Netherlands.

ISSA/INTERCLEAN Amsterdam is all about new products, techniques, and solutions, plus industry-leading education and networking. The last edition in 2010 attracted more than 23,000 attendees from 116 countries along with 650 exhibitors from 42 countries.

Objective

- visit the trade shows
- network with other international cleaning professionals
- seek overseas opportunities

Trade Mission to FAOPMA (Australia) – 11th to 12th July

Date – 11 to 12 July
 Venue -- Adelaide
 Country – Australia

FAOPMA is the represents an umbrella of companies in the region. Annually it hosts conferences and provides opportunities for networking. The last conference in was held in Goa, India in 2011. The line of speakers and presentations looks very interesting and places environmental sustainability as a key driver for the conference. Pest managers can look forward to hear from thought leaders and be kept abreast of the technology surrounding this that can be of value to their business. Already several companies have conveyed their interest. If there are sufficient companies interested, EMAS will organise business matching as well as specialised business tours then for pest managers.

Objective

- visit the trade shows
- network with other international pest management professionals
- seek overseas opportunities

Next we have an additional promotion in this month's bulletin, from our longstanding associate members Klenco-Singapore Pte Ltd. Established in 1971, Klenco is a leading independent distributor and now a manufacturer as well, of professional and industrial cleaning and maintenance machineries, accessories and chemicals. Klenco-Singapore has been a longstanding supporter of EMAS and they are pleased to have the following promotion for all EMAS members. The promotional details are as follows:

“Buy 3 rails and get 1 free” to all EMAS Members, valid until June 2012

SYSTEM toolflex[®]
SYSTEM TOOLFLEX ORIGINAL • MADE IN SWEDEN



Toolflex Aluminum Rail Tools Storage System

- Series of simple and flexible equipment holders
- Facilitates the storage of handle-equipped tools
- Easy to hang or take down with just one hand and even keep heavier tools in place
- Ingenious design allowing gap between two holders to be adjusted according to the size of tools
- Optional hook can be added to the rail to optimize the use of the system



KLENCO (SINGAPORE) PTE LTD

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Company Registration No: 197100402R

Singapore ● China ● Malaysia ● Thailand ● ASEAN ● South Asia

KLENCO
better products for a cleaner environment



Scotchgard™ Stone Floor Protector

Introducing Scotchgard™ Stone Floor Protector

It delivers a highly durable seal with less labor – and a significantly higher return on investment.

In just one to two coats, Scotchgard™ Stone Floor Protector produces a clean, shiny finish that is less susceptible to scuffs and scratches. Dust, chemical, and water resistant, it lasts for up to a year with minimal maintenance.

That means you will spend less of your operations budget on labor and floor finishing chemicals, without sacrificing your glossy floors.

3M™ Trizact™ Diamond HX Disc

These new discs have been designed for use with the Scotchgard™ Stone Floor Protector System. 3M™ Trizact™ Diamond HX discs can help turn your dull and scratched stone floors into beautiful and shiny floors. Used for surface preparation, only one-time use.

Benefits

Produces a glossy, hard, dust repellent, chemical-resistant and watertight surface with anti-slip properties (with NFSI Certification), giving a cleaner, shinier and safer floor! No stripping required.



Scotchgard™ Stone Floor Protector



Easy Shine Applicator Kit



Trizact™ Diamond Discs

3M Scotchgard Stone Floor Protector



Applications:



standard speed, high speed or ultra high speed equipment and loads.





National Floor Safety Institute (NFSI) Certification of Scotchgard™ Stone Floor Protector

Scotchgard™ Stone Floor Protector was recently submitted to NFSI for testing to be certified as providing “high-traction”. NFSI product certification is intended to provide product manufacturers the means to have their products independently evaluated for wet slip resistance.

NFSI evaluation consisted of the following process:

- Scotchgard™ Stone Floor Protector was installed in a real world (Test Site) application and maintained for 30 days
- After the 30 day test period, Scotchgard™ Stone Floor Protector was tested in accordance with ANSI B101.1 (Test Method for Measuring Wet SCOF of Common Hard-Surface Floor Materials).

The NFSI evaluation of Scotchgard™ Stone Floor Protector determined the wet static coefficient of friction (SCOF) was greater than 0.60. Based on the SCOF value, Scotchgard™ Stone Floor Protector has been certified by NFSI as providing “high-traction”.

A wet SCOF of greater than 0.60 was chosen by NFSI as the criteria for “high traction” because according to NFSI, floor surfaces maintaining this level of slip resistance when wet have proven to reduce slip-and-fall claims by between 50% and 90%. ANSI B101.1 specifies three traction ranges according to the measured wet SCOF: High Traction, Moderate Traction, and Minimal Available Traction. The three ranges are summarized in the table below taken from the ANSI/NFSI B101.1-009 Standard.

Wet SCOF Value (μ)	Available Traction	Remediation
$\mu \geq 0.60$	High Traction - Lower probability of slipping	Monitor SCOF regularly and maintain cleanliness.
$0.40 \leq \mu < 0.60$	Moderate Traction - Increased probability of slipping	Monitor SCOF regularly and maintain cleanliness. Consider traction-enhancing products and technologies.
$\mu < 0.40$	Minimal Available Traction - Higher probability of slipping	Seek professional intervention. Consider replacing flooring and/or coating with high-traction products.

3M Building & Commercial Services Division
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We are glad to find our association members extending EMAS exclusive promotions for our members, and we hope that interested members will take advantage of these special deals!

