

SCOTT'S SOON TO BE IN SASKATOON



Saskatchewan is proving to be an excellent market for *SCOTT'S PRESSURE WASH*. Due to the success of the Regina and Belle Plain locations, the Company plans to set up mobile power washing services, similar to what they provide in Regina, in Saskatoon. (The Belle Plain location, about 20 minutes west of Moose Jaw, provides exclusive services to the rail industry.)



The new branch is expected to open in the spring of 2009. It will be managed by long-time *SCOTT'S* employee, Trevor Wilson. Trevor has a wealth of power washing and customer service experience and is eager to get started in Saskatoon.



"We recognize Saskatoon as a major transportation and distribution hub," says Trevor. "I look forward to being able to provide mobile power washing for current customers that have locations in the various cities we currently serve, as well as establish new alliances with local companies. Initially, I will be focusing on fleet washing; however, I am also interested in exploring new opportunities in the agricultural, business and construction sectors. I welcome enquiries from any Saskatoon-based company and will be setting up a schedule and making appointments for April, 2009."



A telephone number has not been established for Saskatoon at this time. Call 1-888-320-9274 for more information. ■



WAREHOUSING & TRANSPORTATION:

Important links in the food chain... where cleanliness is vital



Six months ago, most Canadians had never heard of a bacterium called 'Listeria monocytogenes'. Today, for tragic reasons, 'Listeria' has become a household word.

The Listeria outbreak in Canada in the fall of 2008 was traced to manufacturing and packaging facilities. Health Canada, however, warns that this deadly microorganism – and dozens of others – can be introduced at any point, as food products make the journey from the farmer's gate to the consumer's plate.

If you are in any way affiliated with transportation or warehousing for the food industry it is imperative that you perform 'due diligence,' to ensure your company does not become a broken link in the food chain.

If your company transports or stores food, especially perishables, it is vital that you are compliant with cleanliness criteria established by HACCP – the Hazard Analysis and Critical Control Point Standards.

HACCP is internationally recognized as the primary means for enhancing food safety throughout the food chain, and is increasingly being used

around the world. It is designed to prevent, reduce or eliminate potential biological, chemical and physical food safety hazards, including those caused by cross-contamination during the manufacturing and distribution process. HACCP is important because it:

- provides a more systematic approach to ensuring food safety than traditional inspection procedures;
- is based on science, rather than past experience or subjective judgment; and
- focuses on preventing problems before they occur, rather than trying to detect failures.

When it comes to food safety, *SCOTT'S PRESSURE WASH* takes its role cleaning and sanitizing trailers and warehouse facilities very seriously. The industrial equipment used is well suited for the high pressure, high temperature application required for proper sanitation. The technicians are familiar with the types of cleaning products and disinfectant that can safely be used for various applications.

"When it comes to food safety, it simply is not good enough to dry sweep and hose down the interior of a trailer," warns *SCOTT'S* President, Paul Horsley. "It is imperative that the vessel be thoroughly sanitized to kill all bacteria before the next shipment is loaded." ■



STAFF STOPLIGHT: DAVE BECKER



Dave Becker spent several years working in the construction industry in Saskatchewan and was looking to for a change of pace and a new challenge. Born and raised in Moose Jaw, he wanted something relatively close to home, so he could maintain contact with life-long friends, his partner, Michelle, and his three children.

When a friend told him that *SCOTT'S PRESSURE WASH* was hiring people to assist with railcar cleaning near the town of Pasqua, just east of Moose Jaw, Saskatchewan, he was intrigued.

"I took the job and I've never looked back," says Dave. "I've been with *SCOTT'S* for eight years now and I am thrilled to have recently been appointed as the manager/service technician for our Regina operations."

Dave has helped power wash many of the thousands of rail cars that *SCOTT'S* has serviced since 2000. Although he misses his 'team' in Pasqua, he's enjoying his new role and responsibilities in Regina.

"Fleet cleaning is more fast paced and presents a whole new set of challenges," adds Dave. It's been great getting to know the customers and being able to take full responsibility for managing my time each day."

In his free time, Dave likes to work on cars. He particularly loves Volkswagens and owns three. He's also just started building a hot rod racing car. Perhaps one day, he'll be cleaning up at the racetrack on his days off! ■



WHAT'S HAPPENING IN...

CALGARY, AB

The head office for *SCOTT'S PRESSURE WASH*, and site of the Company's very popular truck wash bays, continues to be an active place. *SCOTT'S* Calgary currently has five technician/truck teams running the mobile power washing services, supported by a team of four wash bay technicians and four sales and office staff. Bill Rokosh, Sales Manager, says that they have been very busy with cleaning buildings. "Everyone seems to be in a rush to get the work done before winter," declares Bill.

EDMONTON, AB

Service Technician Nathan Schell, reports that *SCOTT'S* Edmonton has been kept extra busy this past summer. In addition to the regularly scheduled fleet washing, he and his four colleagues have been contracted to power wash an ever-increasing number of sidewalks and commercial warehouses.

REGINA, SK

Dave Becker was recently appointed as the new Service Technician in Regina. He's looking forward to meeting all the regular fleet washing customers and introducing *SCOTT'S*' mobile services to new clients.

BELLE PLAIN, SK

The four employees in Belle Plain have been hard at work this summer, dry sweeping more than 3,000 railcars. Manager Sheldon Usher says that he and his team of four employees expect their schedule to be pretty full throughout the winter.

VANCOUVER, BC

Business is steadily increasing at *SCOTT'S PRESSURE WASH'S* newest location in Vancouver. "I continue to get very positive feedback from our customers here," says Mike Carrigan, Service Technician. "We've only been open for about eight months. Our plan is to get through our first winter here and then consider adding another truck and technician in Spring, 2009. ■



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TIPS FOR SAFE FOOD TRANSPORTATION

DO...

- Call *SCOTTS PRESSURE WASH* for units (or warehouses) that need to be sanitized.
- After sanitizing or washing, ensure the truck is completely dry before loading it again. (Bacteria grow more quickly on wet surfaces.)
- Be sure to load the biggest containers on the bottom and stack smaller containers on top.
- Check the thermometer often to make sure a refrigerated truck or bin is keeping the products at the right temperature.

DO NOT...

- Keep cleaners, equipment or supplies in the storage area of your trailer.
- Pack food on ice made from water that is unsafe to drink.
- Carry raw or frozen products with processed or ready-to-eat products.
- Transport perishables in damaged containers.

For more information on fleet and ware-house sanitation, call the *SCOTTS* location nearest you or call 1-888-320-9274 ■



NEW CONSTRUCTION & RENOVATION CLEANING

Pressure washing once complete is a show of professionalism



Your client has paid hundreds of thousands – possibly millions – of dollars for their new industrial construction or renovation project.

The building is nearing completion and you and your staff are excited to see the client's face the day he (or she) takes possession of the new premises.

Just as you would clean your home or apartment for the new resident, it shows a high degree of professionalism when you clean the job site for your client in preparation for occupancy.

Once all the tools, machinery and workers are moved to the next project, there is usually considerable dirt, dust and debris littering the work site. You can easily throw large pieces of litter into a trash bin and dry sweep the floor, but the construction dust that inevitably coats the walls, ceiling and rafters poses a more difficult challenge. (Not to mention the rubber skid marks from the forklift on the brand new concrete floor.)

This is the time to call in the professionals from *SCOTTS*.

CONTRACTING BRICK CLEANING SAVES TIME

With many years of experience in the masonry business, Bruno Marinko, Owner of Titan Masonry Ltd., takes great pride in his work. He and his team of skilled craftsmen always take the extra effort to ensure that every project, once completed, gets a final 'face lift' to eliminate traces of efflorescing – a crystallization process that naturally occurs during the mortar's drying process, leaving a powdery crust on the brick.

In the past, Bruno's employees would use a traditional brick cleaner to wash the bricks themselves. This was time-consuming and took up valuable hours that could be spent laying bricks and mortar. Earlier this year, his brother-in-law and business partner, Brian Bokor, Owner of Renegade Trailer Solutions, suggested that Bruno call *SCOTTS PRESSURE WASH*.



SCOTTS PRESSURE WASH specializes in industrial building cleaning... from top to bottom, inside and out. *SCOTTS* uses the best industrial pressure washers and appropriate chemical products on the market for all of its cleaning projects. Lifts (like the one pictured here) and extra long spray nozzles ensure that every nook and cranny will get a thorough cleaning. The experienced and knowledgeable technicians at *SCOTTS* also ensure that water pressure, heat and/or chemicals do not damage surfaces.

The day the property owners take possession you can be certain that they will be impressed with their sparkling clean building, parking lots and loading docks, and the level of professionalism you have shown by turning over the keys to exceptionally clean premises. ■

SCOTTS is using a new cleaning product that works exceptionally well on brick. Bruno has been extremely satisfied with the results.

"Having *SCOTTS* come in at the end of each project has proven to be extremely beneficial," says Bruno. "Not only do the buildings look great, my clients are impressed and my tradesmen are able to be more productive and concentrate on what they do best." ■



HYDRA'S HOME WORK HINTS

Garage floors and driveways



Although SCOTTS does not perform residential work, they know there are many applications where a small power washer – such as the ones sold by HYDRA EQUIPMENT – can help clean up your 'home work to do' list.

A pressure washer can effectively be used to clean concrete patios, porches, steps, sidewalks and driveways. It's a great way to increase your home's curb appeal but can be a very tedious and frustrating job without the right chemicals, equipment and instructions.

To help you get the job done right, here are some helpful hints from HYDRA:

- 1) Dry sweep loose debris. For their safety, ensure pets, kids and vehicles are out of the way for the duration of the project.
- 2) Use the widest fan tip that comes with your pressure wash machine and be sure to hold your sprayer tip a couple of inches from the concrete surface.
- 3) Start with lower water pressure (around 2,000 psi to test the surface's durability because too much pressure could damage the concrete.
- 4) To remove dirt, mold or tannin stains (from sticks and leaves) you can try a solution of household bleach and dish soap. A good mix is one part bleach to two parts water, plus a couple of squirts of dish soap for every gallon of mix. If you would like help with particularly tough stains, oil or rust, HYDRA sells a complete line of cleaning products and will instruct you on their proper use.
- 5) Wear rubber gloves and safety glasses when applying this mixture (or the special chemicals from HYDRA) with a stiff brush. Let it sit for a few minutes and then wash the concrete with a pressure washer at about 2,000-3,000 psi.
- 6) Tackle each section of concrete one section at a time. Work from top to bottom, spraying side-to-side, while keeping your nozzle the same distance away from the surface.
- 7) Clean at a nice steady pace, but move slow enough to do a thorough clean of each area. Be careful when you are spraying

around the edges of the concrete slab. Landscaping debris and dirt can be blown around from the water pressure.

For safety's sake...

NEVER:

- Pressure wash brand new concrete before it has had time to cure.
- Spray stucco, brick or masonry walls straight on. The force of the spray can cause water to penetrate cracks in the walls and cause damage within.
- Aim the spray at windows or glass doors. They may shatter. ■

POWER WASHING PART OF REBRANDING PROGRAM

Canada Safeway is in the process of rebranding many of its grocery stores in Alberta with a new logo and a bold new look. To help present the best corporate image, SCOTTS PRESSURE WASH has been contracted by Ottawa-based Brofort Inc. to conduct the final cleaning, once all the exterior construction and redecorating is completed.

SCOTTS has already power washed the walls, front façades and sidewalks of 10 Safeway stores in Calgary, Edmonton, Cochrane, Airdrie and Lethbridge. The Company is proud to be a part of Safeway's new 'Exterior Lifestyle' makeover project. ■



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