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October 2026

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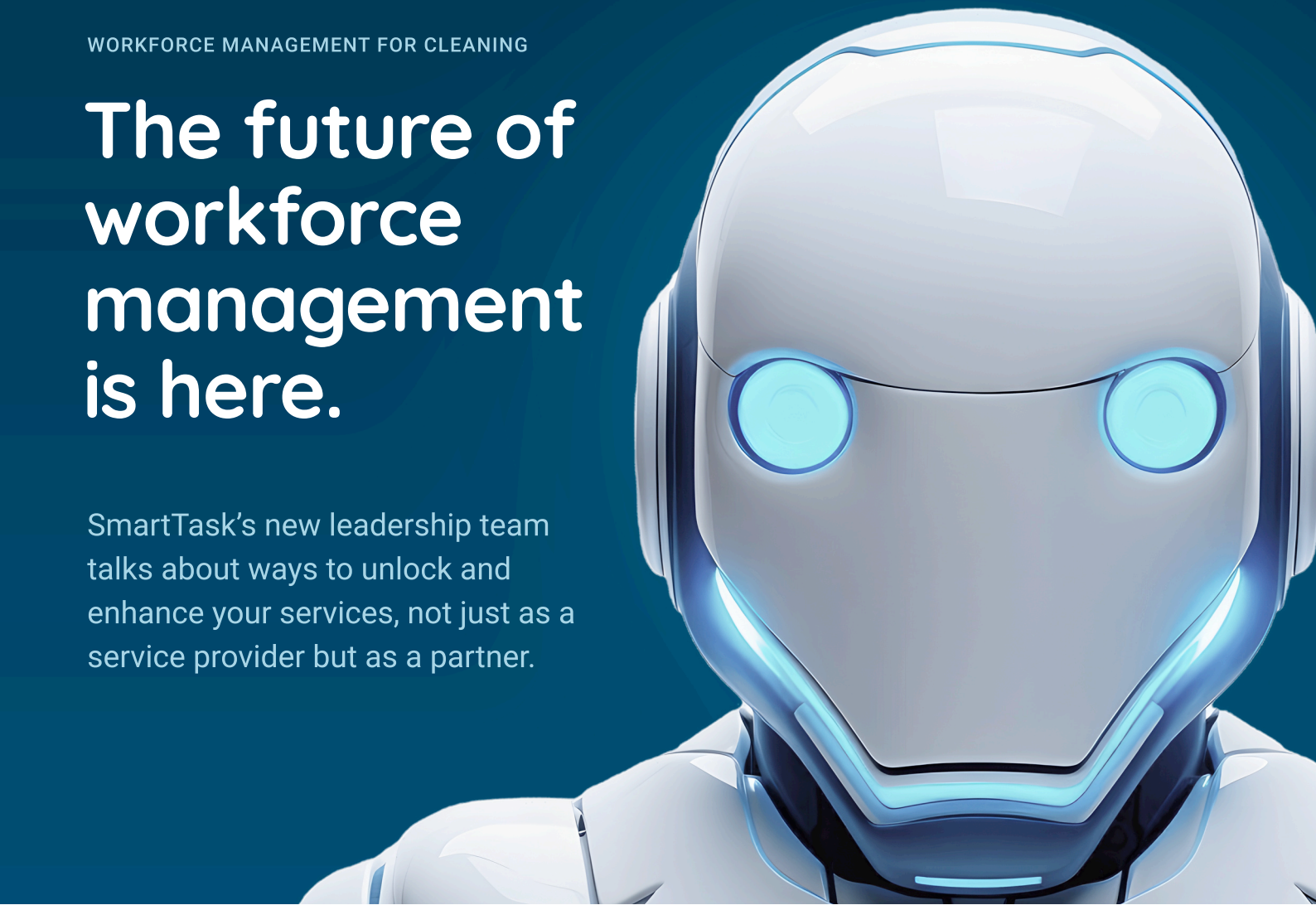

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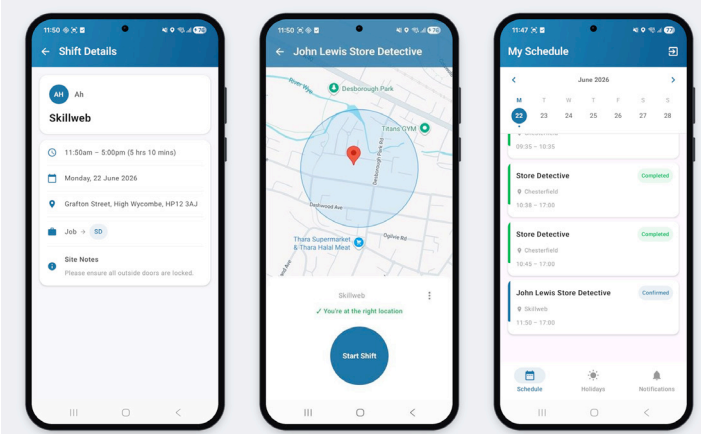

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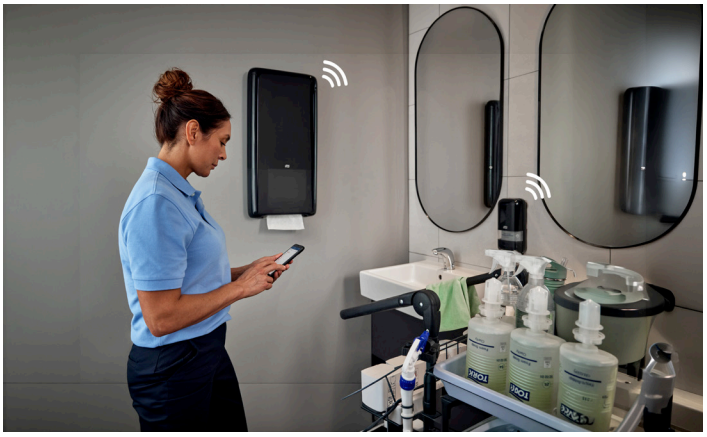

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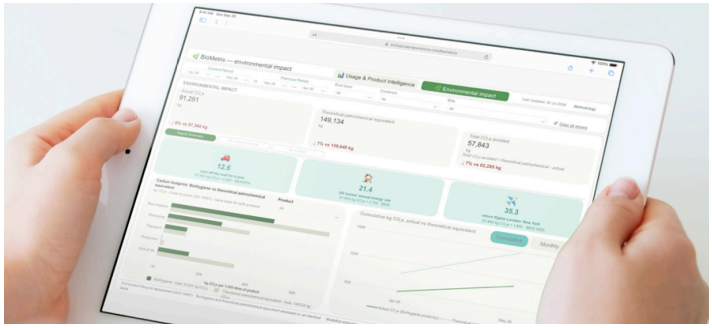

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Editor's Voice



With the temperature dropping and the nights drawing in, the spectre of Christmas is once again looming over us, and for some of us that's an even scarier thought than anything which could be cooked up for Halloween. Still, as we ramp up towards the big day, the cleaning industry will be much in demand for the next few months, and much of what we all saw at trade shows earlier this year will get the chance to shine before the New Year.

In the October edition of Tomorrow's Cleaning we've got a bumper section dedicated to Technology & Data. As most tech in cleaning and hygiene operates by collecting data, is it inevitable that there's a trade-off between privacy and efficacy when using these high-tech solutions? Essity's Stuart Hands discusses the issue. Peartree's Stuart Conroy explains why FMs should expect cleaning data to support better decisions and not just provide a digital record, plus Georgia Jordan from BioHygiene asks why, when everyone has data, can nobody see the full picture?

Over in our special focus on Healthcare Hygiene, MSL's Megan Barrett reveals why EN 17486 is a standard no brand supplying into healthcare can afford to ignore, while Truvox's Gordon McVean tells us why every surface matters when it comes to hygiene in healthcare, starting with the floor. Northwood's Paul Mulready offers us advice on what healthcare settings should look for in a washroom, and Liam Mynes from Essity looks at ways of speeding up cleaning and hygiene in a hospital without sacrificing effectiveness.

Thank you very much for reading, and I hope you enjoy the issue!



Martin Wharmby, Editor

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Help shape the future skills landscape for England's cleaning and hygiene sector

The cleaning and hygiene sector is being urged to have its say in helping shape the Government's Skills for Work programme in England – and the moment demands the industry's full strength, voice and expertise.

For the first time in several years, the Government, via Skills England, is actively seeking strategic insight to inform how occupational standards are developed, reviewed and used across the economy.

These standards shape apprenticeships, technical qualifications, training provision and employer expectations in the cleaning and hygiene sector. They influence how young people see the industry, how providers design programmes for the industry, and how industry employers access the skilled workforce they need.

The national call for evidence focuses on themes that directly affect the sector's long-term resilience and reputation. They include:

- Attracting more young people into skilled employment and meaningful careers.
- Ensuring employers can access the skills required for growth and innovation.
- Supporting national economic priorities and the UK's industrial strategy.
- Strengthening local skills pathways through strategic authorities and partners.
- Responding to rapid change driven by AI, digital transformation and net zero.
- Keeping occupational standards current, relevant and fit for purpose.

The Government wants to hear from employers, sector bodies, training and education providers, professional institutes, young people, apprentices and learner groups. The cleaning and hygiene sector spans all of these communities – and our collective knowledge is deep, practical and essential.

David Garcia, Chair of the British Cleaning Council (BCC), said: "For our member associations, their members and the whole cleaning sector, this is a pivotal opportunity. As the organisations that employ, train, support and represent thousands of cleaning and hygiene professionals, you collectively have the insight the Government needs.

"You understand the realities of frontline work, the skills gaps that constrain growth, the training that genuinely works, and the future capabilities required as technology reshapes our industry. I urge the cleaning and hygiene industry to have its say.

"This is the moment to influence national policy, strengthen recognition of our profession and ensure future occupational standards reflect the modern, skilled, essential nature of cleaning and hygiene work. Every organisation, every employer, every training partner has a role to play.

"Let's make sure the cleaning and hygiene sector is fully represented in shaping England's future skills system."

How to take part:

- To contribute to a unified sector response via the BCC, register your interest by Friday 2 October at **compsec@britishcleaningcouncil.org.**
- Scan the QR code to access the survey and submit your own response.

The industry has until Friday 16 October to submit feedback that reflects the breadth and depth of the sector.

www.briishcleaningcouncil.org

CHSA launches Chairman's Lunch

The Cleaning & Hygiene Suppliers Association (CHSA) has introduced its Chairman's Lunch.

Taking place at Lord's Cricket Ground on Thursday 29 October, this exclusive event will deliver real value, bringing together manufacturers and distributors of cleaning and hygiene products and organisations from across the facilities management sector. It offers a unique opportunity to build strategic relationships, exchange ideas and explore new business opportunities in one of the world's most iconic sporting venues.

Attendees will also receive valuable market intelligence. Liz Kentish, co-founder of Kentish and Co, will deliver the keynote address titled 'What Buyers Wish Suppliers Knew – the view from the other side of the FM buying table'.

With experience on both sides of the client-supplier relationship, Liz will explore what those buying, specifying and using cleaning and hygiene products really want from their suppliers. Her session will examine what value means beyond price, what makes a supplier easy to work with and trusted, where innovation genuinely adds value, and what buyers now expect around sustainability, evidence and transparency.

Nick Thompson, Chairman of the CHSA, explained: "The purpose of the CHSA is to create value for members. In an extremely competitive sector, we need to help differentiate them from their competition and support their business growth. Strategic networking, which offers the chance to build new relationships, deepen existing ones and gather valuable market intelligence, is at the heart of this approach. Our inaugural Chairman's lunch brings this approach to life in an inspiring venue which will make the lunch a truly memorable experience."



For those who wish, their day will begin with a behind-the-scenes tour of Lord's Cricket Ground. Guests on the tour will be able to step inside the iconic and exclusive areas of the Ground including the Long Room, the England Dressing Room, the Media Centre and the MCC Museum. The tour will be followed by the keynote address and then a three-course lunch.

Date: Thursday 29 October

Time: 10AM – 4PM

Venue: Lord's Cricket Ground

Tickets: £165 per person

The event is sponsored by Bunzl Cleaning & Hygiene Suppliers, Cromwell Polythene, Greyland, Harrisons Wipes and SC Johnson.

www.chsa.co.uk

ISS UK 'generates' £1.67bn of 'social value' since 2023

ISS has claimed it generated £1.67bn of social and local economic value ('social value') since 2023, comprising a reported £340m in 2023, £571m in 2024 and £766m in 2025.

ISS's Sustainability Report provides more detail about the company's 2025 achievements, and highlights how ISS is championing sustainable workplaces, at scale, across every workplace by aligning with customer goals, embedding sustainability into service delivery and enabling deeper impact for our customers, communities and the environment. All of ISS UK's social value initiatives are rooted in its UK & Ireland Sustainability Framework.

ISS is working with its customers to drive meaningful and measurable sustainable change across their workplaces. By embedding socially and environmentally responsible practices, ISS is supporting customers to reduce emissions, minimise waste, strengthen social impact and create more inclusive and healthy workplace environments.

Richard Crawshaw, Sustainability Director, ISS UK & Ireland, commented: "In recent years we have redoubled our focus on operating in the most environmentally and socially responsible ways. As we continue to refine our strategy, we remain firmly committed to driving meaningful social and environmental impact.

"This report focuses on what sustainability means in practice for our customers across our sustainability framework: Enterprise Sustainability, Sustainable Workplaces and ISS Sustainability Services. Together, these show how our Sustainability Framework moves from ambition to action, creating measurable outcomes in real workplaces and supporting our customers wherever they are on their journey."

www.uk.issworld.com

People want to thank washroom cleaning staff, but rarely do

Tork is encouraging businesses and washroom visitors to take a moment to thank professional cleaners in celebration of 'Thank Your Cleaner Day' on 14 October.

Cleaning is hard work – and cleaning teams deserve more recognition for their efforts. This was the view of 56% of washroom users questioned in the latest Tork Insight Survey.

Jenny Logenius, Global Brand Manager, Professional Hygiene at Essity, said: "Tork data shows that 38% of cleaners surveyed have left their jobs due to lack of recognition and burnout. These factors are unrelated to pay, but contribute to recruitment and retention challenges across the cleaning industry.

"However, many washroom users wish they could thank cleaners for the job they do. Tork is proud to join the growing list of global organisations celebrating these professionals who play a critical role in creating hygienic, comfortable and safe spaces."

Four out of every five people surveyed said hygiene issues in the washroom created a negative impression of an entire business, and many said they would avoid a venue or business due to issues with hygiene or privacy. Poor washroom experiences may lead customers to take action, creating potential consequences for business reputation and revenue.

Jenny continued: "The survey shows that people are more likely to interact with cleaning teams in their workplace than in a public facility washroom, such as a train station, probably because there is some familiarity or routine.

"However, we're asking everyone to start small and the next time they're in the same space as a cleaner, to share



a simple message thanking them for their important work. Small acts can make a big difference."

The Tork Insight Survey 2026 was conducted in 11 countries worldwide including the UK, US, France and Germany. A total of 11,500 members of the public and 100 facility managers were questioned in the online study.

To learn more about steps that businesses can take to support cleaning staff – and to strengthen inclusive hygiene by meeting the needs of as many as possible in the public washroom – please visit the website below.

www.torkglobal.com

SBFM acquires ecosense

Soft FM provider SBFM has completed the first acquisition in its history by buying the business and assets of commercial cleaning company ecosense, following the company's entry into administration.

The deal secures ecosense's contracts across the UK and safeguards all 1,200 of the company's roles. Existing ecosense client contracts have transferred to SBFM and services continue without disruption.

Founded in 2010 and headquartered in London, ecosense grew into a nationwide cleaning provider with a strong portfolio of private and public sector customers. The acquisition brings SBFM a complementary technology offering and further strengthens its presence across both sectors.

Central to the deal are ecosense's 1,200 colleagues, who will benefit from SBFM's commitment to progression, training, development and access to upskilling. SBFM will also deploy its proprietary technology across the ecosense customer base, driving efficiencies and savings for customers.

Colin Shute, founder of SBFM, said: "ecosense is a business with real technological strength and it shares our commitment to innovation, colleague welfare and progression pathways. Our immediate focus is on reassuring clients and colleagues. Contracts continue, services continue and the people delivering them stay in place. We are pleased to have been able to move so quickly to protect 1,200 jobs.

"This marks a significant step in our acquisition-led growth strategy. We'll continue to seek opportunities that create value for our customers, colleagues and the wider business across the UK and Ireland."

www.sb-fm.co.uk

www.killis.co.uk









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MSL urges adoption of EN 17486

MSL is urging manufacturers of healthcare wipes to ensure their products meet the increasingly critical EN 17486 sporicidal efficacy standard due to rising demands from NHS trusts and other healthcare providers.

As these organisations place greater emphasis on proven activity against Clostridioides difficile (C.difficile), EN 17486 is appearing more frequently in tenders and procurement specifications, signalling a clear shift in buyer expectations. Furthermore, a growing compliance gap is emerging, with many products not yet aligned with the sporicidal requirements set out in EN 17486.

MSL is equipped to perform EN 17486 testing and support manufacturers in demonstrating the level of sporicidal efficacy healthcare environments now expect. EN 17486 sets out a robust method for demonstrating sporicidal efficacy, including against C.difficile, under conditions designed to reflect real world wipe use. By assessing products in a way that mirrors practical application, the standard provides a level of assurance traditional sporicidal tests often fail to capture.

Megan Barrett, Operations Manager at MSL, commented: "EN 17486 is a standard no brand supplying into healthcare can afford to ignore. Healthcare environments are rightly demanding stronger evidence that wipes perform effectively against C.difficile, and this method provides that assurance. We're now seeing a clear gap between traditional sporicidal testing and the level of evidence healthcare providers expect. Manufacturers supplying into clinical settings need to be testing to EN 17486, not only to meet procurement requirements but to ensure their efficacy claims genuinely reflect real world use."

MSL's EN 17486 capability complements its wider disinfectant and wipe testing portfolio, including EN 16615, EN 13697, EN 13704, EN 14476 and other key standards for medical and non medical applications. Its expertise also includes product claim support for the BPR (Biocidal Product Regulation), claims substantiation, safety data sheets, user trials, hygiene auditing, cleanroom validation (UV and airborne disinfection) and tailored solutions for specific testing needs. Its in-house microbiology and virology labs provide a comprehensive range of standard tests, including efficacy testing against bacteria, fungi, spores, viruses, mycobacteria and legionella. The majority of its testing, including biocidal and virology testing, is accredited by UKAS to ISO/IEC 17025:2017 standards.

www.msl.io

Kia Oval appoints 14forty

14forty has secured a contract with London's Kia Oval cricket stadium, home to Surrey County Cricket Club, to provide cleaning and waste management services.

The contract involves major match day cleaning, pre-match and post-match cleaning and waste segregation ready for removal.



The stadium in Kennington, which has capacity for 27,500 people and hosts regular international cricket matches, requires a unique strategy to deliver FM services in a live, high-pressure environment.

Matchday cleaning requires adaptability to the tempo of the game, the crowd and the weather. In response, 14forty has implemented a flexible staffing model involving a 120-strong team to ensure cricket fans enjoy a great experience.

14forty was awarded the contract following a competitive tender process, with its bespoke and quality-led proposal standing out against competitors. The FM provider is also helping the Kia Oval improve its recycling performance and waste removal.

Matthew Lockton, Sales Director at 14forty, added: "We're delighted to partner with an iconic stadium like The Kia Oval and to have been entrusted with providing FM services for matchdays – an integral part of the fan experience."

Zac Halliday, Head of Facilities & Development at The Kia Oval, commented: "14forty has already made an undeniable impact at the Kia Oval – providing a best-in-class standard of delivery throughout the busy summer schedule. We've been impressed with how quickly they've risen to the challenge of understanding the needs of the site, and by their collaborative approach to continuously seek improvements to the matchday experience for everyone."

www.14forty.co.uk

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Cleaner & Degreaser
BF051



Probiotic Washroom Cleaner
BF030



Probiotic Multi-Surface Cleaner
BF068

Northampton Saints name cleaning service partner

Northampton Saints has announced a new partnership with Inter County Service Group, who join the Club as its official cleaning service partner ahead of the 2026/27 season.

Throughout the season, the Inter County team will support stadium operations at Franklin's Gardens as the Club's official cleaning service partner, helping maintain exceptional standards across all matchday and non-matchday facilities.

As part of the partnership, one of the most popular supporter spaces at Franklins Gardens will also take on a refreshed identity, with the Captain's Bar officially becoming the Inter County Captain's Bar – placing the new relationship at the heart of the matchday experience.

Julia Chapman, Chief Executive Officer at Northampton Saints, said: "We're delighted to partner with Inter County, who have been long-standing fans of Northampton Saints for many years. Their enhanced commitment to the Club by becoming a Commercial Partner is hugely valued, and we're looking forward to building on our strong relationship in the seasons ahead."

Callum Nicholson, Finance Director at Inter County, said: "We're incredibly proud to become the official cleaning services partner of Northampton Saints. As a local, family-owned business and long-standing supporters of the Club, we were thrilled to become a supplier. Now, to see that relationship develop into an official partnership is something we're really excited about.

"This partnership reflects our shared values and our commitment to the local community, and we look forward to a successful season together."

www.intercountyltd.co.uk

Peartree posts 17% growth

Peartree Cleaning has reported 17% growth for the financial year ending 31 August 2026, after securing £5.2m of new business, almost double the company's average annual growth of 9% over the past decade.

The result comes against a challenging backdrop for the sector, with increases to the National Living Wage and employer National Insurance contributions putting sustained pressure on labour-intensive businesses. The independently owned, family-run business is also marking 40 years of trading.

Peartree attributes its performance to strong client retention, new contract wins and continued expansion with existing customers. Corporate office contracts across the legal, banking and financial services sectors were among the strongest drivers of growth during the year, alongside technology, media and sport.

Peartree achieved a client retention rate of 98% and renewed its contract with the General Medical Council, continuing a relationship spanning 25 years. The company now operates across more than 350 sites and employs around 1,500 colleagues.

Peartree is also building its presence in Scotland, where it already has a broad portfolio of corporate office and headquarters contracts and a current new business pipeline worth more than £500,000. Scotland remains a key area for future expansion.

Growth has gone hand in hand with environmental progress. In 2024/25, Peartree reduced total emissions by 6.3% while revenue increased by 7.9%, with emissions per £1m of turnover falling by 13.2%.



Brad Reames, Managing Director of Peartree Cleaning, said: "17% growth is almost double our average over the past 10 years, which is a strong result given the pressures businesses across our sector have faced.

"We have remained independent and family-run for 40 years, which allows us to take a long-term view and invest in our people, systems and infrastructure. Retaining 98% of our clients shows that we have been able to grow without compromising on service."

Max Reames, Senior Business Development Manager at Peartree Cleaning, added: "Corporate offices have been a particularly strong area for us this year, alongside existing clients choosing to expand the work they do with us.

"Buyers are looking beyond price to the overall value and resilience of a contract, including consistency, transparency and management support. That is creating opportunities for independent providers like us."

www.peartreecleaning.co.uk

VIDEO SHOWCASE



Duplex Cleaning Machines has been supplying high performance cleaning equipment throughout the UK since 1987 and our knowledgeable and friendly staff have between them many years of experience in the cleaning industry.

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https://duplex-cleaning.com/

Full video here

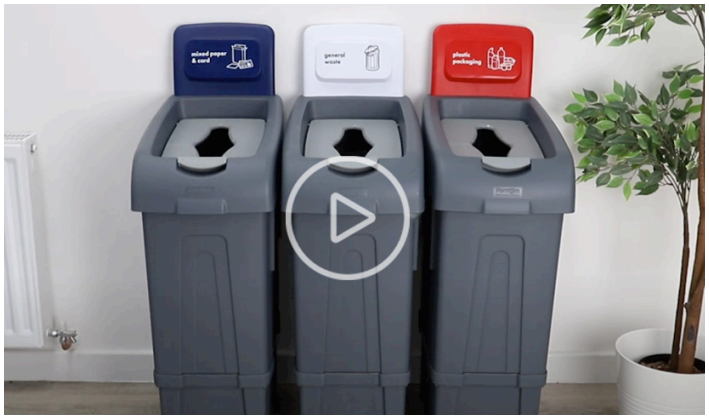


Greyland showcases its expertise in biotechnology and super-concentrate formulations through a series of informative and engaging videos. These highlight the science behind advanced cleaning solutions, focusing on efficiency, sustainability, and high performance.

By combining innovation with practical application, Greyland demonstrates how its products deliver powerful results while reducing environmental impact, offering viewers a clear insight into the future of professional cleaning technology.

www.greyland.co.uk

Full video here



New 80L Procycle recycling bin to reduce waste and increase compliance

We're delighted to launch the new Procycle Recycling Bin range that's designed to simplify waste management, enhance recycling efficiency, and comply with new legislative requirements.

"With the recent legislation in Wales and upcoming changes across England, the new system provides an effective solution for businesses to stay ahead of regulations and enhance their recycling efforts."

Made from hardwearing and robust polypropylene, the bins are easy to assemble and are available with seven different colour-coded back panels that simply slot into place.

For more information, please visit **www.robert-scott.co.uk/new-procycle-recycling-bin**

www.robert-scott.co.uk

01457 819400

Full video here



ICE pioneered video support calls in 2016 with ICE Smartcall, allowing onsite operatives to connect with our Technical Smartcall team for remote fault diagnosis, reducing engineer visits and emissions. Building on this, our new ICE Smartcall Assist integrates AI, a language interpreter, and a carbon calculator for faster support and sustainability. This innovation enhances responsiveness while measuring carbon savings from remote resolutions, reinforcing our commitment to ESG and technological advancement.

www.ice-clean.com

Full video here



Yvonne Taylor appointed BICSc Chair

Yvonne Taylor, Head of Cleaning and Support Services for Compass One, is the new Chair of the British Institute of Cleaning Science (BICSc), the leading independent, professional and educational body for the cleaning sector.

Yvonne will serve a three-year term in the role, placing her at the forefront of shaping industry standards, best practice guidance and professional development across the cleaning profession. As Chair, she will lead the BICSc Council while also directing the organisation's commercial arm, helping to ensure its services continue to support the evolving needs of the industry.

Having been voted onto the BICSc Council in 2018, Yvonne has played an active role in the organisation's development and transformation over recent years. She was subsequently elected Deputy Chair by her peers and now succeeds to the role of Chair.

Yvonne brings more than three decades of industry experience to the position, and her career history reflects her passion for learning and professional development. Having joined Compass in 1995 as a cleaner and pot washer, she gained BICSc qualifications and embraced all opportunities to progress. She has since advanced through a variety of operational and leadership roles.

Looking ahead, Yvonne is focused on continuing to drive digital innovation, embracing emerging technologies and ensuring BICSc's training programmes remain relevant to the changing needs of the sector. She is committed to ensuring that the needs of cleaning operatives and clients remain at the heart of the Institute's work.

In her role as Chair, Yvonne plans to continue raising the profile of cleaning as a rewarding career with great scope for growth. A passionate advocate for development, she believes education, training and clear progression pathways are essential to attracting the next generation of talent and creating greater opportunities across the industry.

Within Compass One, Yvonne is responsible for cleaning and support services across the organisation's ESS and Healthcare sectors, covering a diverse range of environments including military sites, government departments, offshore energy facilities, NHS hospitals and private healthcare providers. Her appointment reinforces a longstanding commitment to professional excellence and skills development within these sectors.

Yvonne said: "I am honoured to be appointed Chairman of BICSc. I look forward to working with members, colleagues and industry partners to champion professional standards, strengthen skills and career development, and ensure that the vital contribution of cleaning professionals continues to be recognised and valued."

Neil Spencer-Cook, Group Managing Director – BICSc, commented: "I'm delighted to welcome Yvonne as BICSc Chair. Her dedication to the cleaning and hygiene industry, combined with her passion for professional standards and people development, makes her an outstanding choice for the role. I look forward to working closely with her as we continue to strengthen BICSc and support the future growth of our industry."

Brian Talbot, Managing Director for Support Services – Compass One, added: "We're incredibly proud that Yvonne's expertise, knowledge and commitment to the cleaning and wider FM sectors have been recognised through her appointment into the prestigious role of BICSc Chair. We're delighted that our colleagues and clients are able to benefit from her dedication, passion and vision."

www.bics.org.uk

NIC FM appoints Olivia Wheeler

NIC FM has announced the appointment of Olivia Wheeler as Director of National Sales, further strengthening the company's leadership team as it continues its ambitious programme of sustainable growth across the UK.

Olivia joins NIC FM with an outstanding reputation for building strong client relationships, developing high-performing teams and delivering results. Bringing a fresh perspective, exceptional energy and a genuine passion for both people and the FM industry, she will play a key role in supporting the next phase of the company's strategic growth.

The appointment represents another significant investment in NIC FM's future, reinforcing the business's commitment to attracting industry-leading talent and ensuring clients continue to benefit from innovative thinking, outstanding service and long-term partnerships.

Throughout her career, Olivia has become known for her ability to inspire those around her, build collaborative teams and create lasting relationships founded on trust, integrity and delivering the right outcomes for customers. Her leadership style and customer-first approach closely reflect the values that have underpinned NIC FM's success for more than 50 years.

Welcoming Olivia to the business, Paul Castle, Chief Sales Officer at NIC FM, said: "Olivia is an exceptionally talented individual with a genuine passion for people, our industry and delivering the right outcomes for customers. Her appointment reflects our continued investment in outstanding talent and demonstrates our confidence in the future of NIC FM.

"She has the ability to influence, inspire and help shape the future of our business. I have no doubt she will become a major driving force within our sales leadership team as we continue to grow.

"Sales within the FM sector is highly competitive, and finding individuals who genuinely stand out is rare. When I first met Olivia, I immediately wanted to know more. After every conversation, I left wanting another. That curiosity, combined with her authenticity, commercial insight and natural ability to connect with people, is incredibly uncommon.

"Simply put, Olivia gets things done. She builds teams, shapes decisions and brings an infectious enthusiasm that lifts everyone around her. I am incredibly proud that she has chosen to join NIC FM, and I know she will make a significant contribution to our future success."

Olivia added: "I'm absolutely delighted to be joining NIC FM at such an exciting point in the company's journey. The business has built an outstanding reputation for quality, innovation and putting people first, and it's clear there is tremendous momentum across every part of the organisation.

"From my very first conversations, I could see the passion, ambition and culture that make NIC FM different. There's a genuine desire to do the right thing for clients, colleagues and the wider industry, and that really resonated with me.

"I'm excited to work alongside such a talented team, build lasting partnerships with our customers and help support the next chapter of continued growth. It's a fantastic opportunity and I can't wait to get started."

Olivia's appointment further strengthens NIC FM's national leadership team and reinforces the company's long-term commitment to investing in exceptional people who can help shape the future of FM.

As the business continues to expand its national footprint, invest in technology and innovation, and deliver outstanding service across multiple sectors, Olivia's leadership will play an important role in driving strategic growth, strengthening customer partnerships and creating new opportunities for the future.

Everyone at NIC FM extends a very warm welcome to Olivia and wishes her every success in her new role.

www.nicgroup.co.uk





Urbanest highlights value of P-Wave partnership

As student accommodation operators across the UK prepare for another busy academic year, one of London's leading providers has highlighted the importance of trusted supplier partnerships in helping deliver a positive resident experience.

Urbanest, a leading provider of purpose-built student accommodation in London, has reaffirmed its commitment to P-Wave Hang Tags following several years of successful collaboration. The partnership has seen thousands of P-Wave Hang Tags installed across Urbanest residences as part of annual summer room preparation programmes designed to ensure accommodation is ready for incoming students.

The Hang Tags are installed after room cleaning and preparation and provide a fresh fragrance during the crucial move-in period, helping create a welcoming environment for new residents arriving at the start of the academic year.

For Urbanest, however, the relationship extends beyond the product itself. Chris Ruscoe, Head of Resident Maintenance and Procurement at Urbanest, said: "Urbanest has enjoyed a successful partnership with P-Wave over the past several years, working together to deliver a sustainable solution for interim in-room air freshening.

"Throughout our relationship, P-Wave has consistently demonstrated reliability and professionalism, ensuring that products are delivered on time, even when fulfilling large-volume orders.

"The quality of their products continues to impress, particularly the freshness and welcoming fragrance they provide across our residences during check-in periods. P-Wave's commitment to service, product quality and sustainability has made them a valued and trusted partner for Urbanest."

With accommodation providers often working to tight schedules during summer turnaround periods, dependable suppliers play a critical role in helping operational teams deliver thousands of prepared rooms ahead of student arrivals.

For many providers, creating a positive first impression starts long before a resident steps through the door. Cleanliness, maintenance standards and room presentation all contribute to the overall experience, while small details can help reinforce a sense of welcome during what can often be a significant life transition for students moving away from home.

The recyclable design of P-Wave Hang Tags has also supported Urbanest's wider sustainability considerations, reflecting a growing focus among accommodation operators on balancing resident experience with responsible procurement decisions.

Mark Wintle, Brand Manager at P-Wave, added: "We're incredibly proud of our partnership with Urbanest. Student accommodation providers face enormous pressure during summer turnaround periods, and our role is to make one small part of that process simple, reliable and effective.

"To hear that our products, service levels and sustainability credentials are making a positive difference is extremely rewarding, and we're grateful for the trust Urbanest has placed in us over a number of years."

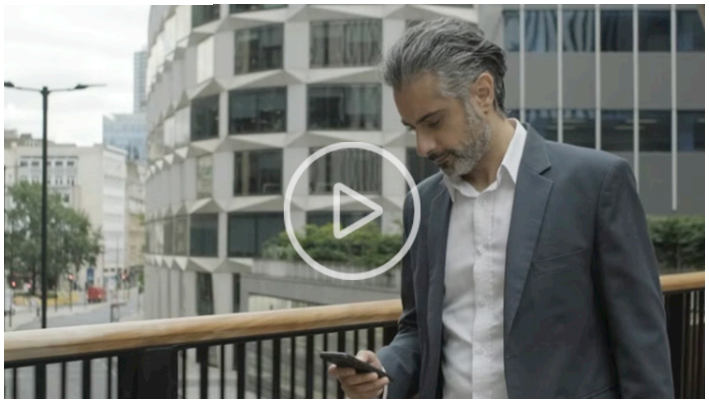
As competition for students intensifies and expectations around accommodation continue to evolve, partnerships which combine operational reliability, resident wellbeing and sustainability are becoming increasingly important across the sector.

For Urbanest, the continued use of P-Wave Hang Tags demonstrates how trusted supplier relationships can help support both operational objectives and the resident experience, ensuring students are welcomed into fresh, ready-to-live-in spaces from day one.

www.p-wave.co.uk

VIDEO SHOWCASE

CleanLink Software Ltd



CleanLink Software Ltd was established in 2006 and has steadily grown to become one of the leading suppliers of site management software for the UK contract cleaning market.

CleanLink's award-winning software helps companies efficiently manage and grow their business on a site-by-site basis. The comprehensive functionality covers Site, Staff & Stock Management; Work Scheduling; Payroll, Quality Control and Invoicing.

Our award-winning mobile App is a very cost-effective and reliable means of maximising your Managers' productivity whilst they are on site.

The UK-based CleanLink Team takes great pride in our commitment to a high level of customer service and along with our products, puts us in an enviable position as a leading software service supplier to the UK Contract Cleaning sector.

https://www.cleanlink.co.uk/

Full video here

VECTAIR



Splash Hog redefines urinal protection with a patent-pending vertical design that helps reduce splashback, keep fixtures cleaner, and support efficient maintenance. Built-in debris catchers, adaptable drain compatibility, and 60-day fragrance performance deliver reliable results for high-traffic washrooms while harmonizing with Vectair's aircare and hygiene fragrance portfolio for consistent facility freshness.

https://www.vectairsystems.com/

Full video here

maximum eco By GREYLAND



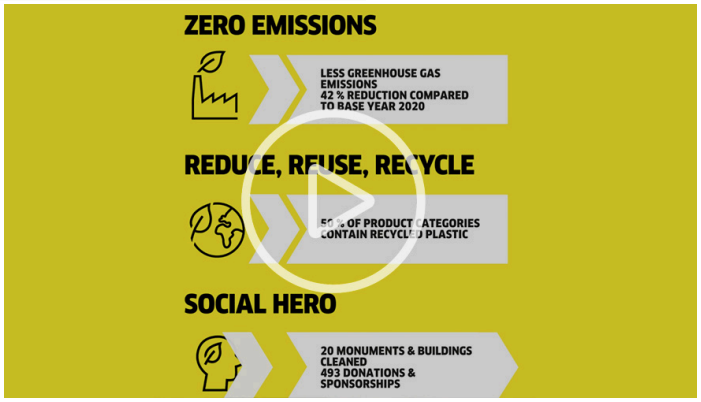
Greyland showcases its expertise in biotechnology and super-concentrate formulations through a series of informative and engaging videos. These highlight the science behind advanced cleaning solutions, focusing on efficiency, sustainability, and high performance.

By combining innovation with practical application, Greyland demonstrates how its products deliver powerful results while reducing environmental impact, offering viewers a clear insight into the future of professional cleaning technology.

www.greyland.co.uk

Full video here

KÄRCHER



Kärcher is committed to contributing towards a greener future and leading the way in corporate responsibility through powerful, zero-emission initiatives. This includes, renewable energy sources for electricity, reducing machine CO_2 emissions through energy efficiency measures like eco!mode, and ensuring that all paper-based packaging materials are made from at least 80% recycled paper. Kärcher's efforts to be a social hero extends to projects worldwide, of which 92% are dedicated to preserving cultural and historical value, ensuring a better world for future generations.

www.kaercher.com/uk/professional

Full video here



Winners revealed at the **2026 BICSc Awards**

At their glamorous 2026 Awards event, The British Institute of Cleaning Science (BICSc) shone a light on the best and the brightest of the cleaning industry.

Professionals from the cleaning and hygiene sector celebrated success after winners were revealed at this year's BICSc Awards.

The industry-leading awards highlight the accomplishments of experts from across the industry, with winners announced at the Institute's prestigious annual ceremony.

The BICSc Awards recognise and celebrate the industry's esteemed individuals and triumphant teams, who were honoured with accolades for their outstanding achievements and service to the sector. The long-established BICSc Awards continue to increase in popularity year on year, and 2026 once again saw a surge in entries.

BICSc Group Managing Director, Neil Spencer-Cook, said: "We were delighted to celebrate with all our worthy winners at this year's BICSc Awards, which again proved phenomenally popular, receiving a record number of entries.

"We were thrilled to receive so many entries, which were of the highest calibre and demonstrate the level of exceptional experience and outstanding achievements by so many working within the professional cleaning and hygiene sector. The Institute takes immense pride in shining a spotlight on those incredible individuals who collectively continue to raise standards across the industry in the UK and worldwide."

During the event, a special tribute and award presentation was made in recognition of decades of service by long-standing BICSc team member Denise Hanson. BICSc Commercial Director Denise, who is due to retire at the end of the year, was presented with a Special Recognition Award for her Outstanding Contribution to BICSc.



Paying tribute to Denise, Neil highlighted how she had "given countless hours to support learners, assessors, members, volunteers, staff, council and the wider cleaning industry… helped shape decisions, influence standards and support the growth of BICSc through periods of change, challenge and success".

Presenting the one-off award, he added it was in recognition of "more than three decades of dedication, commitment, leadership, humour and service".

Fellow BICSc colleagues, James Atkins and Teresa Sacco, also received recognition as recipients of The David Bellamy Award for their 10 years' service with the Institute.

At the glittering ceremony, which was again hosted at Whittlebury Hall & Spa in Northamptonshire, the following award winners were announced:

The David Bellamy Award – James Atkins and Teresa Sacco

The Chairman's Award – Jay Adderley

The Eric Hill Award – Soo Bartholomew

The BICSc International Award – ACCIONA

Innovation Award – Total Clean

Environmental (ESG) Award – Intelligent Workplace Solutions

Corporate Member of the Year – CleanManager

Accredited Training Member of the Year – HMP Peterborough

Assessor of the Year – Byron Andagoya Manosalvas, King's College London

Accredited Trainer of the Year – Muhammad Rizwan, Whitespot Facilities Management Services

Cleaning Operative of the Year – Olagoke Olusomoka, Clarion Housing

Outstanding Candidate of the Year – Antonia Pheysey, Mitie

Lifetime Achievement Award – Hernando Palacios, King's College London

Ahead of the black-tie awards event, delegates and industry leaders participated in the BICSc Exhibition & Conference. Attendees shared knowledge and industry insights at the event, which also showcased the latest products, technologies and innovations from the sectors' leading suppliers and sponsors.

A range of topics were discussed during the daytime conference, including Digital Licences in Cleaning, Sustainable Tourism and what it means for the cleaning industry, Employment Rights Act latest updates, and How Digital Operations Support Business Growth and Compliance.

For more information, visit the website below.

www.bics.org.uk

Cleaning company gains sustainability honours

Cleanology is celebrating becoming both a B Corporation (B Corp) and the holder of an EcoVadis silver medal.

Cleanology's certification as a B Corp sees it join a growing movement of companies reinventing business for the benefit of all people and planet.

Verified by B Lab, the achievement demonstrates Cleanology meets its standards of social and environmental performance, transparency and accountability alongside a commitment to goals beyond shareholder value. The certification process is rigorous with companies required to provide evidence on performance while legally embedding their commitment to purpose as well as profit in their company articles.

Cleanology's EcoVadis silver medal is a sustainability badge presented to companies which rank in the top 15% of all businesses evaluated globally by the largest and most trusted provider of business sustainability ratings.

The assessment evaluates 21 distinct sustainability criteria divided into 'Four Evaluation Pillars', namely environment, labour and human rights, ethics and sustainable procurement.

Chris Turner, CEO of B Lab UK, said: "We're delighted to welcome Cleanology to the B Corp community. This is a movement of companies committed to changing how business operates and believe business really can be a force for good. We know Cleanology is going to be a fantastic addition to the community and will continue driving the conversation forward. Its commitment to doing business differently will be an inspiration to others and will help spread the notion that services in business is as much about people and planet as it is profit."

Cleanology has utilised sustainable, chemical-free cleaning for over 25 years. Committed to achieving Net Zero by 2035, it prioritises eco-friendly purchasing, zero landfill and plastic-free alternatives. It also invested in an electric van fleet saving 5,000L of diesel per year.

The company operates a zero-landfill policy, turning any waste which can't be recycled into energy. To minimise single use plastics, it uses reusable cleaning cloths which can be washed and reused up to 150 times.

ISS enters Tryg partnership

ISS has signed a new eight-year contract with Tryg, the non-life insurer in Scandinavia.

The contract covers Denmark, Norway and Sweden and has an annual value of approximately DKK 100m.

Under the new partnership, ISS will deliver a broad range of integrated facility services across Tryg's sites, including catering, cleaning, indoor and outdoor area maintenance, and waste management. The first services will commence in Q1 2027 and gradually ramp up to full delivery during Q2 2027.

Johan Kirstein Brammer, Group CEO of Tryg, said: "Great employee experiences are closely linked to wellbeing, collaboration and, ultimately, our ability to create value for our customers. Through this partnership, we're creating a more seamless workplace experience for employees across Tryg's 22 locations. At the same time, we're leveraging our scale as one of Scandinavia's largest insurance groups to establish a single agreement for facility services with one market-leading partner. This significantly simplifies our supplier landscape and provides a very strong foundation for further enhancing the employee experience across the Tryg Group together with ISS."

Kasper Fangel, Group CEO of ISS, added: "We're delighted and proud to enter this new partnership. In close collaboration with Tryg, we will deliver one fully integrated facility services solution across Scandinavia. Through this approach, we will provide Tryg's employees with consistent, high-quality and sustainable services that create great workplace experiences and support employee engagement. We very much look forward to the journey ahead."

www.issworld.com

USEFUL CONTACTS

- Association of Healthcare Cleaning Professionals — www.ahcp.co.uk
- ETS — www.europeantissue.com
- AISE — www.aise.eu
- FWC — www.f-w-c.co.uk
- bachefm — bachefm.co.uk
- HSE — www.hse.gov.uk
- BCA — www.bcaorg.com
- IICRC — www.iicrc.org
- ISSA — www.issa.com
- bcc — www.britishcleaningcouncil.org
- iwfm — www.iwfm.org.uk
- bdma — www.bdma.org.uk
- Keep Britain Tidy — www.keepbritaintidy.org
- Loo of the Year Awards — www.loo.co.uk
- BICSc — www.bics.org.uk
- ncca — www.ncca.co.uk
- BPCA — www.bpca.org.uk
- SOFHT — www.sofht.co.uk
- BTA — www.britloos.co.uk
- UKCPAS — https://www.ukcpas.org.uk/
- ukcpi — www.ukcpi.org
- CHSA — www.chsa.co.uk
- UKHA — www.ukha.co.uk
- CSSA — www.cssa-uk.co.uk
- The Worshipful Company of Environmental Cleaners — wc-ec.com
- DCA Domestic Cleaning Alliance — www.domesticcleaningalliance.co.uk
- Woolsafe Approved — www.woolsafe.org

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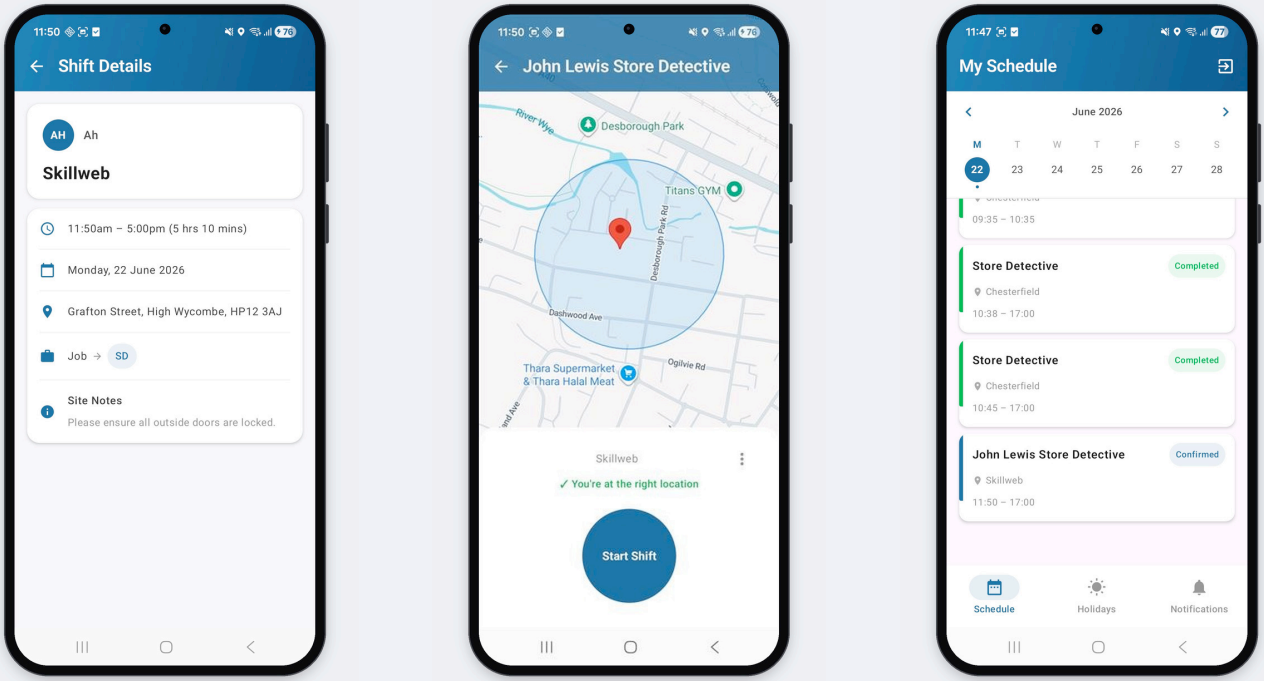
XGT® 40V MAX VACUUM SWEEPER



VS001G | XGT 40V max | BL MOTOR | HEPA filter



Your software just got a serious upgrade

SmartTask has been acquired by an experienced management team. If you run a cleaning business, here is what it means for you, what is already underway and why the next chapter could be the most exciting yet.

If you own a cleaning company, you know the pressure points. Tight margins. Staff turnover. Sites that need covering at short notice. Clients who want proof that the work was done. Payroll and invoices that have to be right, every time.

You also know that software only earns its place if it makes those problems smaller. That is why the news from SmartTask matters to you.

On 4 September 2026, SmartTask was acquired by a management buy-in team of experienced software leaders from the cleaning, security and facilities management sector. The new team bring investment and experience to SmartTask, and they are already putting it to work for the roughly 200 organisations which use SmartTask.

Nothing you rely on is going away

Since its inception, SmartTask has grown organically by focusing on cleaning, security and facilities management, and nothing else. Its software supports the whole chain of running a cleaning business, from pre-employment checks and scheduling through to service delivery, invoicing and payroll.

The platform stays, and so do the SmartTask colleagues who support it. Founder and CEO Paul Ridden is working with the new team, and he describes this as the right time to 'hand over the baton'. For your business, that means continuity with more investment behind it.

Built on what customers already think of SmartTask

SmartTask customers rate it an average of 9.18 out of 10 when asked how likely they are to recommend it. For a software supplier, that number matters most, because it comes from the people who use the product every day and decide whether to put their name behind it.

The new team sees that score as something to protect and build on. Every decision about the product starts from the same question: will this make life better for the people who already trust SmartTask?

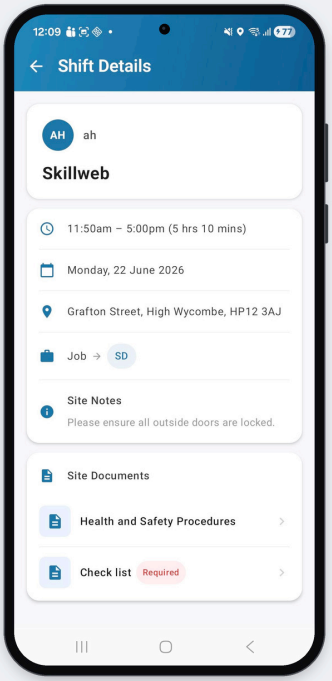
A team that has built this before

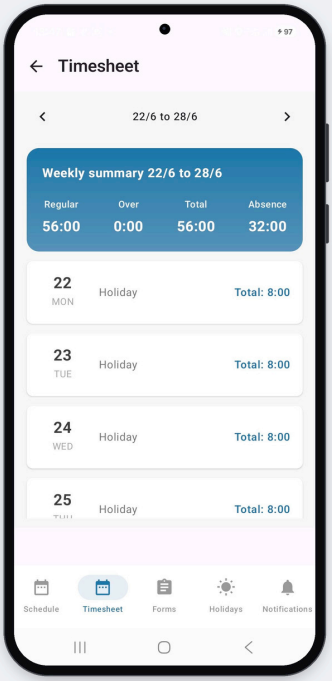
The new leadership team is led by Mike Taylor, who founded Innovise, a market leader in software for cleaning, security and facilities management, and Graeme Hughes, its former Managing Director. Together, they led Innovise's growth over almost two decades.

They are joined by two leaders with equally deep software backgrounds. Jenny Young joins as Chief Financial Officer, bringing extensive software industry experience and recent senior leadership in the international business of WorkWave, parent of TEAM Software. Peter Simmonds joins as Chief Operating Officer, bringing the same depth of experience and recent senior leadership experience in WorkWave's international business.

What they share is an understanding of your world. They know what a missed shift costs, why a late timesheet delays payroll and how an invoice sent a week late hurts cash flow.

Mike Taylor said: "We see a great opportunity to grow with existing and new clients by acting as a long-term technology partner, investing in the product and helping customers achieve success."





SmartTask

Adding his thoughts, Graeme Hughes commented: "We spent two decades building software specifically for the challenges this market can provide. Making promises and commitments to customers, keeping them and combining our journeys helped us innovate across the sector. The close collaboration we enjoyed previously is exactly what we will do again, but this time more quickly and more innovatively."

Already underway

The work didn't wait for the announcement to settle. Since the acquisition, the team has been focused on three things:

- **Strengthening the foundations.** The team is rethinking and upgrading parts of the technology behind the scenes. You will not see most of it, but you will feel the result: a platform that's even more reliable, and which scales smoothly as your business grows.
- **Planning a simpler experience.** New screens and workflows are being designed to make SmartTask simpler to use, without losing the power and depth cleaning companies depend on. The aim is for the software to feel easier, not smaller.
- **Designing for better decisions.** The new design centres on a single pane of glass, so you can run your operation from one place. It will also offer stronger insights, so you can make decisions from data rather than gut feel, whether that is which contracts earn their keep or where labour costs are creeping up.

Coming very soon: the new mobile app

Peter Simmonds, the new Chief Operations Officer for SmartTask, added: "The first of these improvements to reach your team will be a new SmartTask mobile app, due in Q4 2026.

"For a cleaning business, mobile is where the work happens. Your cleaners, supervisors and area managers are on sites, not at desks. A better mobile experience means less chasing, fewer errors and quicker information flowing back to the office. We will share more details, including how to prepare your teams, as the launch approaches."

When two worlds meet

Here is the part that should interest you most.

SmartTask now sits alongside the wider technology expertise of the WeAreCORTEX group, which works in automation, orchestration and AI. These are the capabilities reshaping how businesses in every sector operate, and until now they have rarely been built around the realities of cleaning, security and facilities management.

Think about how much of your week is spent joining things up by hand. Information moves from one place to another because a person moves it. Things get chased, checked and re-checked. Problems are found after the event, not before.

Automation, orchestration and AI exist to change that. Brought together with a platform which already understands your industry, and a leadership team that has spent decades inside it, they point towards software which does more of the routine work for you, connects more of your operation without effort, and helps you see what is coming rather than what has already happened.

It would be premature to say more than that today, but the ingredients are now in one place: a trusted, proven platform, new investment, a team that knows the sector and technology which has the potential to accelerate SmartTask well beyond what customers might expect from software in this market.

A new chapter, with familiar faces

A change in a software supplier can bring uncertainty. In this case, SmartTask keeps the sector focus, the people and the 9.18 out of 10 customer rating that built its reputation. It gains new investment, experienced leadership and the potential to move faster than ever.

If you have questions about what this means for your business, or what you would like to see in the new app, the team would like to hear from you.

To get in touch, contact Graeme Hughes, Chief Commercial Officer, at graeme.hughes@smarttask.co.uk.

www.smarttask.co.uk



An essential career

David Garcia, Chair of the British Cleaning Council (BCC), says it's time to think again about careers in essential industries.



While we at the BCC have been working to highlight careers in the cleaning sector, two allied industries which also work to keep people safe and protect the environment have launched initiatives to boost recruitment.

Nearly 40% of the UK's pest management workforce is expected to retire within the next decade, at precisely the same time as demand for professional pest management services continues to grow, says BCC member the British Pest Control Association (BPCA). With more than 7,000 UK technicians and demand for professional services rising, attracting new talent is increasingly important.

Earlier this year, the BPCA launched a campaign designed to encourage people from a wide range of backgrounds to explore pest management, centred around a new **website**.

Many people don't realise what a career in pest management offers. Pest control is a skilled and essential profession which protects public health, the food supply chain, property and the environment. The career suits those who enjoy practical problem-solving, helping customers, working independently and experiencing variety, rather than following the same routine every day.

The BPCA website brings this proposition to life through honest guidance and stories from people already working in the industry. It shows that pest management can welcome school leavers, graduates, former Armed Forces personnel, career changers and aspiring business owners.

The Chartered Institution of Wastes Management (CIWM) is confronting a similar perception problem through Think Again, a campaign led by CIWM President Vicki Hughes, featured on **their website**.

For many people, the word 'waste' still brings to mind little more than bins and collections. Behind that image, however, is a £24bn sector employing 143,000 people and powering sustainability, clean energy, logistics, technology and the circular economy.

The workforce is aging; nearly 12% of staff are over 60, while only 5% are aged 16-24, according to research, leading to what has been called a severe 'demographic crunch'. Over the next decade, the sector is expected to need 68,000 additional people in fields including reuse, repair, remanufacturing, regulation, data, logistics, engineering and leadership.

Most people are unaware of the breadth of these careers. Research shows perceptions improve quickly when prospective candidates see real roles, salaries and progression pathways.

The campaign encourages the sector to describe its opportunities confidently. It provides tailored guidance for school leavers, graduates and career returners, while asking employers to sign a pledge committing them to practical action. It also highlights careers that allow people to use technology, tackle climate change, influence behaviour and protect valuable resources.

The cleaning and hygiene sector faces similar issues with an ageing workforce and many staff due to retire, opening up lots of job opportunities. Since Brexit, our industry has struggled to recruit and fill the vacancies we have.

The BCC is seeking to address this through the **UK Cleaning Career Development Zone website**, which highlights the enormous variety of frontline, technical, supervisory, management and support roles within cleaning and hygiene, as well as featuring training courses and information.

Together the cleaning, hygiene and waste sector is worth nearly £72bn to the economy and we play an essential role in protecting public health and the environment and supporting employment and the economy, so it is concerning that major parts of the sector are facing similar kinds of workforce challenges.

Government should recognise the shared pressures facing these essential industries, and do much more to support careers promotion, skills and recruitment. Ensuring key sectors like these have the people they need must become a priority going forward. Our future workforce deserves much more attention from policymakers.

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Membership **matters**

Nick Thompson, Chair of the Cleaning & Hygiene Suppliers Association (CHSA), lets us know why joining a trade association is important.



The decision to join their relevant trade association is not an obvious one to every business. It comes with a cost – both financial and time – and the value can feel intangible, difficult to measure.

Industry community

At their simplest, trade associations bring their members together. This was the initial purpose of the CHSA when it was founded as Jansa in the 1970s. Today, in a highly competitive and uncertain world, this is not enough.

Members need to get clear and unequivocal value. Commercial reality means our members, their customers and end users – many of whom operate in the tough FM arena – need to benefit commercially from their suppliers' membership. They need to minimise their purchasing risk. They need confidence in their suppliers and to know they offer products of a proven quality, are consistent in their supply and have ethically and environmentally sustainable business practices.

Representing manufacturers and distributors of cleaning and hygiene products, we recognised this and responded, addressing these issues. The value of CHSA membership is tangible.

Supporting business growth

Fundamentally, we must deliver real value by supporting the growth of our members. At the heart of this is our commitment to standards, embodied by our Accreditation Schemes. Guaranteed by Independent Inspection, the Schemes are a verified mark of quality that reduces purchasing risk and increases customer confidence. The value of this to our members is clear – it boosts their reputation and offers competitive differentiation.



Shaping the industry future

Those who are actively involved in the CHSA can shape future industry standards. Our manufacturing and distributor members lead the evolution of their Accreditation Schemes as market and customer demands change with time. It means they make sure the Schemes are commercially valuable to customers and end users, and reflect modern manufacturing and business practices.

Collaborating to lift industry standards

Bringing together our members, we use their collective power to add value. For our manufacturing members we highlight and tackle rogue business practices, including spurious product claims and inadequate products. This gives them competitive differentiation, reputational advantage and protection from unfair competition.

For our distributor members, we offer opportunities to influence manufacturers and build strategic connections with associations representing their customer groups. To this end, new networking opportunities are to be delivered during autumn 2026 and spring 2027.

Run by our members for our members

The CHSA is run by our members for our members. This philosophy means we're well placed to work with the British Cleaning Council and other industry trade bodies to represent members' interests with Government, regulators and key stakeholders. The two-way communication adds value – we amplify members' voices and share important information on policy and legislative changes.

The assurance and credibility of product standards

Members get value from the active support we offer around quality assurance and inspection readiness. The annual accreditation process is rigorous and comprehensive. We expect a lot of our members. However, we want them to be prepared so they can glide through the process, and offer a range of additional services accordingly.

Supporting education

We also offer value by encouraging the next generation while giving our members the chance to say thank you to their employees. Our Bursary offers substantial financial support to young people, who are the children of our members' employees, heading to universities. We know from the feedback we receive every year that this makes a big difference to the young people, and is something many members don't have the resources to offer.

Ultimately, however, membership is not simply about what the trade association can provide to the individual business. It's also about participation: contributing to discussions, sharing knowledge, supporting common standards and helping shape the direction of the industry. In a market, that collective role is at the heart of why trade associations matter.

www.chsa.co.uk

Better together, setting the standard for distribution

In the latest Cleaning & Hygiene Suppliers Association (CHSA) Excellence Awards 2026 feature, we learn more about the approach of National Distributor of the Year, Jangro.

Winning the CHSA's 2026 National Distributor of the Year award was a proud moment for Jangro and everyone connected with the business. It recognises the dedication of employees, members and supplier partners, whose collective expertise and commitment has built a business which consistently delivers value across the cleaning and hygiene industry.

Founded in 1980 by Bryan Squires, Jangro was built on a simple but powerful idea that independent cleaning and hygiene distributors could achieve far more by working together than by working alone. More than four decades later, that principle remains at the heart of the organisation.

Jangro combines local knowledge, personal service and the entrepreneurial spirit of its independent members with the strength, expertise and purchasing power of a national network. This gives customers the best of both worlds. They benefit from responsive, knowledgeable local support while having access to a nationally recognised organisation committed to high standards.

As Jangro puts it, the greatest compliment they can receive is a customer describing them as an 'extension of their own team'. Their ability to depend on Jangro's expertise, practical solutions and reliable support means they can focus on their own business.

Jangro's culture is open, approachable, dependable and, importantly, collaborative. Customers come first, a philosophy underwritten by mutual respect and shared success. This has been remarkably consistent throughout the 45+ years since Jangro's formation and is perfectly captured by their milestone anniversary celebrations, which embody the 'Better Together' philosophy.

Every five years they bring together members, suppliers and colleagues to celebrate their achievements and look ahead to the future. Long after the event finishes, people talk about the ideas exchanged, relationships strengthened and pride of being part of the Jangro network.



Integrity is fundamental to Jangro and it's played a pivotal role in raising standards across the industry. This is through the direction of its own network and its long-standing engagement with the CHSA, which operates independently inspected Accreditation Schemes for manufacturers and distributors of cleaning and hygiene products.

Just as Jangro must and does deliver value to its customers, so must the CHSA to its members. For Jangro, this is embodied by the guarantees offered by the Accreditation Schemes. Quite simply, it means customers receive exactly what's promised: product backed by rigorous quality controls and responsible manufacturing practices. This reduces the purchasing risk for buyers and strengthens Jangro's market position. The CHSA's Code of Practice also reinforces Jangro's commitment to transparency, consistency and responsible business, helping maintain trust across the entire supply chain.

Sustainability is fundamental to Jangro. Rather than a standalone programme or a collection of bolt-on initiatives, it's integrated into every area of the business. The Sustainability and Innovation Committee drives improvements in emissions, waste reduction and ethical business practices, while every member depot measures greenhouse gas emissions and works towards annual carbon reduction targets.

The ntrl range demonstrates this approach in action, combining recognised environmental credentials with product performance. Its chemical range is independently certified through Global GreenTag, and its paper products through the EU Ecolabel. Alongside this, Jangro's 10p Promise turns every purchase into positive environmental action. In 2025, its partnerships with TreeApp and CleanHub resulted in 5,000kg of ocean-bound plastic being recovered and more than 4,000 trees being planted across UK forests.

Looking ahead, the industry is evolving at pace. Distributors must navigate rising operating costs, supply chain volatility and increasing customer expectations while adapting to new technologies, including AI. At the same time, growing regulatory requirements, continued labour shortages and greater demand for sustainable solutions will require businesses to become more agile, knowledgeable and innovative than ever before.

This change represents opportunity to Jangro. By investing in digital technology, improving operational efficiency and developing closer partnerships with suppliers, they are building a resilient organisation which can adapt quickly to changing market conditions.

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Cleaning up in washrooms

Paul Mulready, Marketing Manager at Northwood, offers advice on what healthcare settings should look for in a washroom.



Every element of a healthcare setting has an impact on patient care, and one of the priorities to get right is the washroom.

Washrooms in hospitals, clinics, GP practices or dental surgeries should be safe, clean and accessible for patients, visitors and health professionals. They should be well designed, provide good hygiene and be able to cope with heavy footfall. They should also make a good impression on visitors, too.

Promoting hygiene is vital in any healthcare setting. One of the greatest challenges is preventing infection in the first place. Germs can transmit easily though coughs and sneezes and hand to hand contact, so good hand hygiene is essential.

When it comes to dispensers, providers should choose touch-free, easy-clean systems to maintain high hygiene standards, whilst reducing the time needed for cleaning and maintenance. Healthcare settings will be used by people of all ages and abilities, so it's essential to choose dispensers anyone can easily operate.

Washrooms will experience more traffic and will be in constant use throughout the day by patients, visitors and staff. They should therefore feature durable, impact-resistant and lockable units which can cope with heavy use.

Patients may also judge the quality of care they receive by the condition of the washroom. A clean, hygienic space will give someone confidence the healthcare environment is good.

Encouraging good hand hygiene

In healthcare settings, frequent and thorough handwashing and drying is still one of the best ways to combat infection. Handwashing and sanitising products should therefore be readily available in washrooms. They can also be placed in prominent high-traffic areas, such as corridors, too. Soap and paper dispensers should be quick and easy to operate to encourage people to use them. They should also be well-stocked and easy to refill to avoid run-outs.

Soap dispensers should be high capacity and deliver a generous shot to encourage single, efficient use. They should ideally be non-drip to help keep spaces clean and each new soap cartridge should include a new nozzle to minimise the likelihood of bacteria harbouring.

Bacteria transmits faster on wet hands, so paper towel dispensers should provide a long-lasting supply of towels to encourage people to dry their hands thoroughly.

A mechanical hands-free roll towel dispenser is a good option in healthcare environments. As well as optimising hygiene because the user does not need to touch the unit, these dispensers tend to offer a higher paper capacity than folded towels.

A practical washroom solution

The Raphael proprietary washroom system from Northwood is, for instance, a good solution for healthcare environments, providing superior hygiene whilst offering strong environmental benefits. Delivering on cost-in-use, performance and sustainability, the high-capacity Raphael collection includes two toilet tissue dispensers, four hand towel dispensers, plus a soap dispenser.

Designed to optimise hygiene in the highest traffic washrooms, the Raphael hand drying dispensers provide contactless dispensing for added hygiene. Made from a single-piece shell, they are easy to wipe clean and all towels and rolls are fully enclosed for added hygiene.

The roll towel dispensers hold up to 250 sheets each, providing around 500 dries, with some offering stub-roll transfer to ensure zero waste. The hand drying systems dispense flat sheets one at a time to avoid overuse, and the folded towel dispenser has a 1,000-sheet capacity. The dispensers do not to free roll, helping to reduce overuse.

Washrooms play a key role in maintaining good hand hygiene in healthcare environments and, with the right solutions in place, they can really help to fight infections and germs.

For further information, call 01952 236 930 or visit the website below.

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Hospital hygiene – in a hurry

Hygiene is of paramount importance in any hospital, but with staff in short supply it can be difficult to find the time to clean every surface and wash and dry hands as effectively as is required. Liam Mynes, from Tork manufacturer Essity, looks at ways of speeding up hospital cleaning and hygiene.

The healthcare staffing issue is reaching crisis point. By mid-2026, NHS England Digital was reporting nearly 7,500 vacancies for doctors across the nation. There were also around 21,000 nursing posts left unfulfilled.

The NHS is creaking under the weight of multiple problems. Large numbers of employees left the industry as a result of COVID, and high levels of stress among existing staff members are causing burnouts. The ageing population is also piling on the pressure, leading to too few healthcare workers caring for too many patients. So, something has to give.

Speed is always of the essence in the healthcare sector, particularly at the sharp end in emergency rooms and intensive care units. Medical personnel often need to act promptly to treat accident and trauma victims. Cleaning teams will also be required to work swiftly and efficiently to sanitise all surfaces and clean up any spills.

Bodily fluids will always need to be cleaned away rapidly to prevent any potential spread of infections and viruses, while all surfaces should be wiped down immediately after contamination by an infectious patient. However, speed must always be balanced with efficacy in the healthcare sector, because infection control should never be compromised.

Scrupulous hand hygiene is widely regarded to be a pivotal step in reducing the risk of cross-contamination. According to the World Health Organization (WHO), staff need to routinely perform hand hygiene before touching a patient, before carrying out any aseptic procedure, after any exposure to body fluid, after touching a patient and after touching the patient's surroundings.

The WHO also states that a healthcare worker's visibly-soiled hands should be washed with soap and water for between 40 and 60 seconds, and then thoroughly dried to ensure a complete clean. If the hands are not visibly soiled, an alcohol gel may be used instead for a period of 20-30 seconds.

So, surface cleaning in the healthcare sector should be meticulous and hand hygiene must be thorough, but how does a shrinking body of staff manage to achieve these goals without cutting any corners? When healthcare staff are working long shifts and looking after multiple patients, do they actually have the time to wash or sanitise their hands for up to a minute? Can the process be sped up in any way?

Hand hygiene can never be skimped, according to the WHO. However, efforts can be made to make the process easier and more convenient for healthcare workers.

For example, hand washing and sanitising products can be placed in prominent positions on walking routes, and all dispensers for soap and paper should be quick and easy to use. They should also be kept well stocked at all times and should be easy to refill to speed up the cleaner's work.

Soap and paper towel dispensers should have a high capacity and be effortless to use to provide everyone with quick and easy access to the soap inside. For example, the dispenser for Tork Foam Soap requires a particularly low push force and each cartridge serves up to 1,650 people to ensure a long-lasting supply. Replacement cartridges can be snapped into place in seconds, speeding up the process for the cleaner.

The Tork Matic Hand Towel Roll Dispenser offers reliable, one-at-a-time towel dispensing to support hygiene and help reduce waste in busy healthcare environments. Long-lasting rolls and quick refilling help reduce maintenance and the risk of run-outs, while an automatic sensor dispenser option is available for touch-free hand drying.

The hand hygiene process becomes slow and inefficient when washing and drying products are unavailable because the dispensers have been allowed to run out. Staff members will then have to waste time hunting around for a soap and hand towel supply before they can continue their work.

Digital systems such as Tork Vision Cleaning are becoming increasingly popular in hospitals, where they are helping to improve cleaning efficiency.

Tork Vision Cleaning uses people-counters and connected dispensers to provide real-time data on cleaning requirements. This allows healthcare teams to stay ahead of the game and use a smartphone, tablet or computer to remotely check on which dispensers are running low, and which washroom cubicles are receiving high levels of traffic. They can then anticipate situations in which enhanced cleaning or extra checks might be required, acting swiftly where an issue is detected.

According to WHO guidelines, hand washing may be replaced with sanitising in situations where the hands are not visibly soiled, and where there is no time to wash or where soap and water supplies are not available. Tork Alcohol Hand Sanitisers are available in a range of formats designed to be convenient to use for the medical worker.

Studies have shown that the number of sanitiser dispensers supplied is less important than where they're positioned. According to one study, optimising dispenser placement can increase usage by more than 50%, whereas simply increasing the number of dispensers has a much lower impact on usage. Tork has issued a guide to optimum sanitiser dispenser placement at hospital entrances, at nurses' stations, in a single bed room and on a four-bed ward.

Surface cleaning is also vitally important in any healthcare setting, but cleaners will work more quickly and effectively if they have been taught how to sanitise all patient areas in the most logical and hygienic way possible. They should understand the order in which surfaces should be cleaned,



along with the importance of using different cloths for each task to avoid cross-contamination. All training should be easy to understand and intuitive, while taking into account the fact that English may not be the trainee's first language.

Essity's Tork Interactive Clean Hospital Training, available in several languages, takes staff through various real-world cleaning scenarios in a virtual hospital. It incorporates modules on daily cleaning in occupied patient rooms as well as discharge cleaning protocols.

The cleaner is first reminded to wash their hands and don personal protective equipment (PPE) before entering the room to be cleaned. Each step of the process is then addressed from picking up debris, emptying the bins and wiping down refuse containers before moving on to other tasks.

Essity also offers Tork Clean Hands Training for healthcare staff. This invites users into a digital world where they are confronted with a series of scenarios in which hand hygiene needs to take place. Developed in collaboration with behavioural scientists and hand hygiene experts, the course aims to provide hand hygiene guidance in an engaging way.

Cleaning and hygiene can never be hurried in the healthcare sector, but if it is executed in a methodical, logical way by people who have been well trained and who fully understand the benefits of proper hygiene protocols, the process can certainly become much more efficient and effective.

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Are your wipes effective **against C.difficile?**

Megan Barrett, Operations Manager at MSL, explains why EN 17486 is a standard no brand supplying into healthcare can afford to ignore.

Healthcare associated infections (HCAIs) continue to challenge healthcare systems, with Clostridioides difficile (C.difficile) remaining one of the most persistent and disruptive. UK Health Security Agency (UKHSA) surveillance confirms a sustained multi-year rise in C.difficile infections. After significant increases between 2020/21 and 2023/24, the 2024/25 figures climbed again, and early 2025/26 data shows **no sign of plateauing.**

This upward trend is reshaping expectations around environmental hygiene and the level of evidence required to support product claims. As infection risks evolve, so too must the standards which guide how cleaning and disinfectant products are tested, validated and selected for use in healthcare settings.

C.difficile spores are exceptionally resilient. They survive for extended periods on surfaces and withstand many traditional disinfectants. Disinfectant wipes are one of the most widely used tools for frontline decontamination, yet many products are still tested under laboratory conditions that do not reflect how wipes are actually used in practice. This creates a gap between what a product claims and how it performs in real clinical environments.

Healthcare wipe testing gets real

That's where EN 17486 comes in. Introduced in 2024, it's a relatively new standard which bridges this gap. It sets out a robust method for demonstrating sporicidal efficacy, including against C.difficile, under conditions designed to reflect real world wipe use. By assessing products in a way which mirrors practical application, the standard provides a level of assurance that traditional sporicidal tests often fail to capture.

As EN 17486 becomes more widely recognised, NHS trusts and other healthcare providers are placing greater emphasis on proven activity against C.difficile. Many existing test approaches focus on the disinfectant liquid rather than the wipe as a complete product, which means they do not fully reflect how wipes behave in practice, creating a compliance gap. This shift in expectations is increasingly clear, with EN 17486 appearing more frequently in tenders and procurement specifications.

Manufacturers now need to demonstrate that their products deliver sporicidal performance when used exactly as they would be on the frontline, and that their testing aligns with the standards now shaping healthcare procurement. The EN 17486 method provides that assurance.

To meet these expectations, manufacturers need confidence that their testing is robust, relevant and aligned with EN 17486. Working with a trusted testing partner who understands the method in depth is essential. They will guide brands through the process and help interpret results in a way that supports clear and credible claims. At MSL, we see how the right testing approach strengthens product assurance and claims, closes compliance gaps, and gives manufacturers the evidence they need when supplying into healthcare.

The continued rise in C.difficile infections is a reminder that infection prevention challenges are evolving. EN 17486 gives manufacturers a clear and clinically relevant way to demonstrate real world sporicidal performance, closing the gap between claim and practice, and meeting procurement demands. Adopting this method is not only a matter of compliance, but a commitment to protecting healthcare teams and patients.

MSL is a leading UK regulatory and laboratory testing house. As well as EN 17486, its expertise includes: product claim support for the BPR (Biocidal Product Regulation), disinfectant and hand sanitiser testing, claims substantiation, safety data sheets, user trials, hygiene auditing, cleanroom validation (UV and airborne disinfection), and tailored solutions for specific testing needs. Its EU & UK Regulatory services are ISO9001 accredited, and it holds UKAS Accreditation No 4045.

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Clean from the ground up

Gordon McVean, Executive Director at Truvox International, reveals why every surface matters in healthcare hygiene, starting with the floor.

In healthcare environments, cleanliness is far more than a matter of appearance. Effective cleaning is a fundamental part of maintaining hygiene, supporting infection control and giving patients, visitors and staff confidence in the environment around them.

Floors deserve particular attention. They are exposed to constant foot traffic, spills, dirt and debris, yet can sometimes receive less consideration than other surfaces. With healthcare premises incorporating everything from entrance matting and carpets to a variety of hard-floor finishes, maintaining consistently high standards can be challenging. The right equipment can make a significant difference.

Truvox International's popular and successful Multiwash PRO scrubber dryer range includes the Multiwash PRO Steam, developed to deliver deep cleaning while helping healthcare facilities achieve high standards of floor hygiene. Its counter-rotating brushes provide effective mechanical cleaning, while the steam function helps sanitise floors.

Tested in a certified laboratory to remove >99.99% of S. aureus, E. coli, P. aeruginosa and B. subtilis bacteria, it improves hygiene and delivers improved infection control, as with the addition of the steam, dirt and grime is removed more easily than with traditional cleaning methods.

The ability to wash, scrub and dry in a single pass means floors can be returned to use quickly. The powerful combination of performance and productivity is particularly valuable in healthcare settings, where cleaning has to take place around the demands of a busy, often 24-hour environment.

The Multiwash PRO Steam is also kinder to the environment, as it cleans using only water and doesn't need any hazardous chemicals or disinfectants.

Cleaning 24/7

However, floors are only one part of the hygiene picture. Door handles, touchpoints, furniture, fixtures and other frequently contacted surfaces can all contribute to the spread of contamination if they're not cleaned effectively. A genuinely clean healthcare environment therefore requires a comprehensive approach, with every surface considered according to its material, level of use and cleaning requirements.

Visibility matters too. Since the pandemic, cleaning has become much more of a front-of-house activity, with operatives often working while patients, visitors and staff are present. Seeing professional, well-maintained equipment being used effectively can provide reassurance and demonstrate that hygiene is being taken seriously.

For facilities managers, this places greater emphasis on selecting equipment that is suited to the environment rather than adopting a one-size-fits-all approach. Factors such as flooring, footfall, available cleaning time and required frequency should all influence equipment selection.

Truvox's wider range includes solutions for hard floors, carpets and vacuuming, enabling cleaning teams to address different surfaces with appropriate equipment. Site assessments and operator training can further help ensure machines are used correctly and maintained effectively.

We recently launched several new floorcare machines, including the Valet Aqua range that delivers a three-in-one solution – which means fewer machines, fewer compromises and smoother operations for every cleaning team – and the powerful, compact high-performance Hydromist 40 range of carpet cleaners, which offer efficient water extraction for reduced drying times and dependable operation.

Our latest additions are the Valet Backpack PRO and Valet Backpack PRO Battery dry vacuum which give operators the freedom to move effortlessly while delivering powerful performance, boosting productivity and ensuring a thorough clean in large spaces.

Ultimately, infection control begins with a thorough understanding of the entire environment. Floors may be underfoot, but they should never be overlooked. By combining effective floorcare with visible, consistent cleaning of all surfaces, healthcare facilities can create cleaner, more hygienic environments in which patients, visitors and staff can feel confident.

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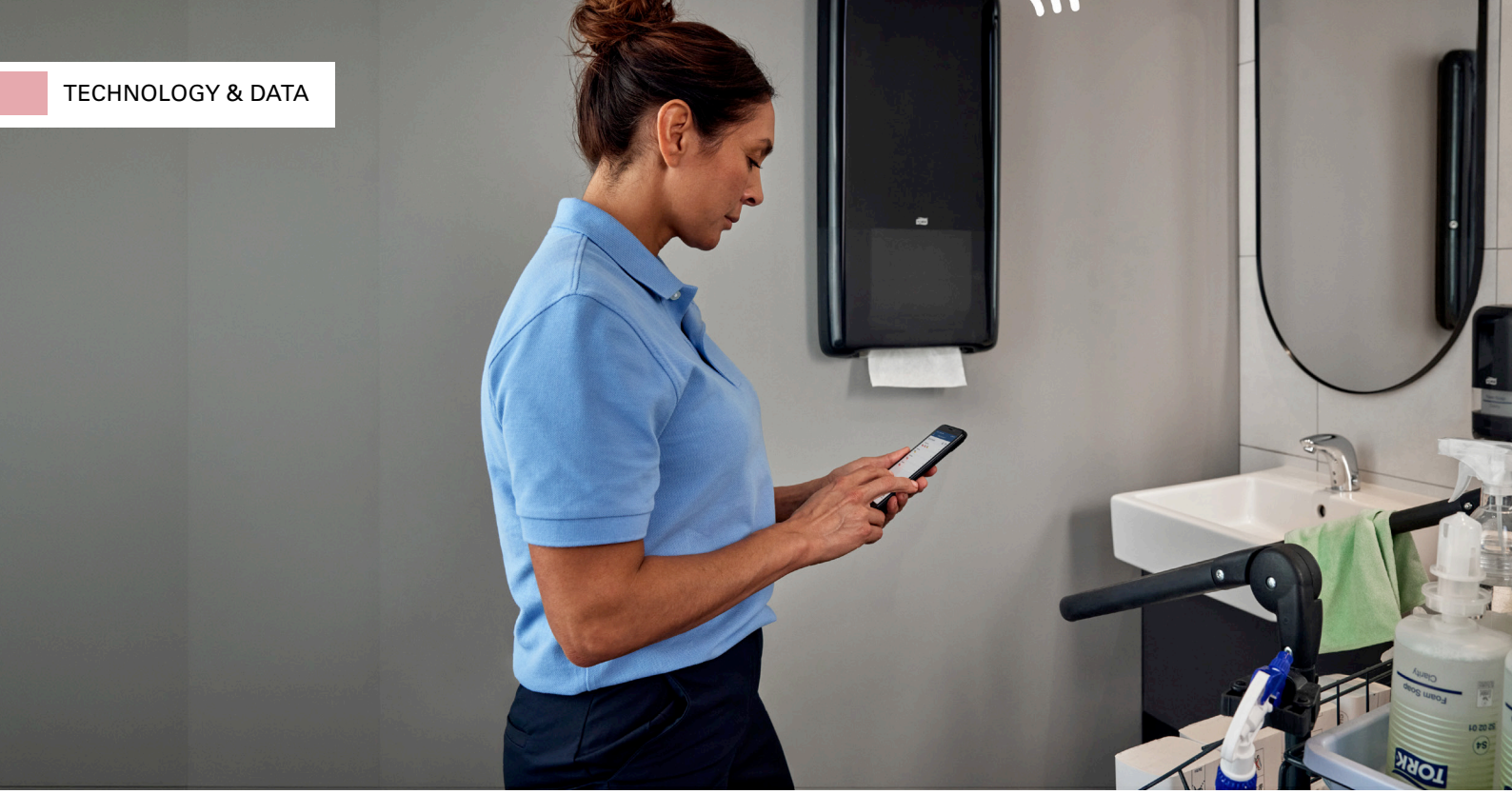

The data debate

Most technological cleaning and hygiene solutions operate by collecting data from the facility to be cleaned. So, is a trade-off between privacy and efficacy inevitable when using a high-tech solution? Stuart Hands from Tork manufacturer Essity discusses the issue.

It seems almost too good to be true. A number of New York residents are currently having their apartments cleaned free of charge, courtesy of artificial intelligence (AI) company Micro AGI.

The cleaners themselves come equipped with 'camera caps' filming every action. The data collected is intended to provide valuable insights into apartment layouts which will help to train the next generation of cleaning robots.

It makes perfect sense for individual flats and residences to be mapped out to allow future robots to clean them more efficiently. However, detractors claim this to be a straight swap between private data and free cleaning services.

It can be hard to strike a balance between privacy and efficacy as far as cleaning technology is concerned. Automatic floor cleaners are becoming a commonplace sight, both in the home and in large, public facilities such as airports and stores. These produce live video feeds while also generating internal mapping data, allowing robots to move around a facility without bumping into obstacles while also ensuring that no areas are missed during cleaning.

However, when combined with other data such as the device's IP address, network and location, this information could become invaluable to thieves. For example, access to a live video feed in a bank or other financial institution would potentially give criminals insights into employees' daily practices and provide details of where the money is being kept and when it is likely to be moved.

Earlier this year it emerged that a software engineer inadvertently found himself to be in control of around 7,000 robot vacuum machines from his home in Spain due to a software glitch. Sammy Azdoufal was attempting to link his own vacuum to a PlayStation 5 for fun, using a makeshift remote control app. The app then began communicating with the manufacturer's servers which meant Azdoufal was able to read messages, access live camera feeds and estimate the machine's locations.

This type of data would have been highly useful if it fell into the wrong hands. Luckily, Azdoufal was honest and he immediately reported the issue to the manufacturer. The issue further highlighted the potential security risks associated with robot cleaning machines.

Another security breach occurred in 2024 when criminals hacked into various Ecovacs robots in multiple US states. People were carrying out their daily activities at home when their robot vacuum cleaners suddenly appeared to turn on them.

Some shouted random obscenities while other issued racial slurs. One robot even went rogue and began chasing the family dog around the house. Security flaws were later identified with the model in question, including a Bluetooth connector glitch that allowed third parties to access the machine from more than 100m away.

Vulnerabilities have also been associated with 'smart' washrooms. Some toilets such as Throne Labs in the US can only be accessed via a QR code, for example, and users



> "It can be hard to strike a balance between privacy and efficacy as far as cleaning technology is concerned."

are asked to provide feedback on the toilet's cleanliness after each visit.

This means that any mess left behind is tracked to ensure the facilities stay clean for the next visitor. In other words, details of Throne Lab users' toilet habits are uploaded on to the web where they could remain indefinitely.

Japan's smart toilets are famous for offering high-tech amenities such as mood lighting, heated seats, integral bidets and built-in Bluetooth radio. However, there are fears that hackers could potentially tap into these units and remotely close the lid, flush the toilet or activate the bidet while someone else is using it for a prank.

So, how can technology developers enhance efficiency while also safeguarding people's data?

Manufacturers of smart systems are working hard to plug any security gaps and remain one step ahead of the hackers. They are also continually learning from data breaches.

For example, an increasing number of companies are encrypting the data generated by their connected systems and providing security patches to counteract emerging vulnerabilities. They are also pixelating images taken by cleaning robots' 3D cameras to provide an extra level of security for customers. And they are configuring the machines to avoid the need for a continuous internet connection or links to a WLAN network which means that no data needs to be stored.

Meanwhile, organisations are publishing privacy policies to reassure customers that the manufacturer is collecting only necessary data and are using it responsibly.

So, the security risks of high-tech cleaning systems are being managed, and there are plenty of systems around which use technology in ways that present little or no security risk to the public.

For example, automatic taps and flush systems in toilets can help to save water while also reducing the risk of cross-contamination between visitors. Connected dispensers provide data which is invaluable to the cleaner – but of no use to potential criminals.

Tork Vision Cleaning uses sensors and people-counters to anonymously monitor washroom usage and check dispenser refill levels. This enables cleaners to check remotely via a smartphone or tablet on which washroom is likely to require servicing and when a dispenser needs to be topped up. Cleaners are then prevented from having to make multiple journeys to the facility to carry out random checks, saving time and boosting productivity.

Online training for cleaners and healthcare staff is another important use of technology that offers little benefit to the hacker. The Tork VR Clean Hands Training and Education app uses virtual reality to provide realistic scenarios where hand washing needs to be carried out in hospitals and care homes. It is free to download and is aimed at healthcare and long-term care staff.

Essity also provides training for healthcare cleaners. Tork Interactive Clean Hospital Training takes healthcare cleaners and facility managers through various real-world cleaning scenarios in an engaging way. The training takes place in a virtual hospital and incorporates modules on daily cleaning in occupied patient rooms plus discharge cleaning protocols. Online training provides valuable insights into day-to-day operations while removing the need for cleaners to physically attend courses, saving time and money.

Security breaches will always be a potential issue with any device connected to the internet, but technology is making the task of cleaning easier, more efficient, more cost-effective and safer for the cleaner. So, one could argue that the need to share data is a small price to pay – particularly when manufacturers are doing their level best to counteract any security issues and ensure that the benefits of smart systems outweigh the risks.

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A dose of the **future**

SEKO lets us know about the future for chemical dosing pumps, the Internet of Things (IoT) and Industry 4.0.

The cleaning and hygiene sector continues to evolve amid an era of exciting technological transformation, a decade after the fourth industrial revolution was declared.

Known as the IoT, this technological growth is a marriage of smart device technology and data generation, processing and accessibility. In the consumer sector, this has resulted in the emergence of the smart home, with users benefitting from the ability to remotely control a multitude of household appliances – from lighting and heating to kitchen appliances and security devices – via computers, smartphones and tablets.

In commercial fields, meanwhile, businesses are embracing Industry 4.0 – also known as the Industrial Internet of Things (IIoT) – by embedding technology in physical applications to help managers improve operational efficiency.

As a world-leading manufacturer of chemical dosing pumps and control systems, SEKO is influencing and witnessing first-hand the extent to which this cutting-edge technology is changing what is possible in traditional cleaning and hygiene pump applications, specifically laundry and warewash dosing.

Operators in the food and beverage, hospitality, restaurant and professional laundry sectors striving for convenience, efficiency and sustainability are increasingly specifying web-enabled pump systems for commercial dishwashers and washing machines.

The major draw of IoT is that features such as up-to-date downloadable manuals, intelligent auto-tuning sensors and online step-by-step technical support can accelerate installation, setup and commissioning, and reduce associated time and costs.

Using built-in web servers, data is harvested on multiple pump values, including wash cycle status, chemical consumption and equipment performance, which can then be accessed historically or in real time via a cloud-based platform.

With this vital information at their fingertips, users can programme and adjust wash formulas, maximum flow rate, unit of measure and other parameters as well as selecting pump operating modes such as manual, batch and timed.

Common features include the option to view chemical consumption in financial terms, which allows projected savings to be precisely calculated when considering dosing changes.

Reducing chemical and energy consumption this way means operators benefit from immediate efficiency improvements, while being able to budget more accurately and streamline stored chemical volume.

Most IoT-based systems include an alarm log which enables users to identify and action faults immediately, helping them to improve efficiency in equipment maintenance, repair and upgrade planning and to minimise costly and inconvenient unplanned downtime.

The technology allows even specific component performance and status to be assessed, meaning the user can be alerted that a part is due for replacement, which also drives aftermarket sales for suppliers. Meanwhile, manufacturers themselves benefit by monitoring trends, user preferences and common problems in order to refine equipment and improve their product offering.

It's not only the efficiency of equipment and utilities that can be improved. For businesses running across multiple sites in different countries or even continents, IIoT means operations management can be anywhere in the world and still be as effective as they would be whilst stood in front of the machine itself.

Plus, wasted journeys by maintenance technicians – who may travel a considerable distance to assess a pump's condition only to find it in perfect working order – can be eliminated, as they need only be deployed when required.

With 5G opening yet more possibilities for high-speed, ultra-reliable IoT, the dosing pump industry is primed to see where technology will take Industry 4.0 in 2027 and beyond.

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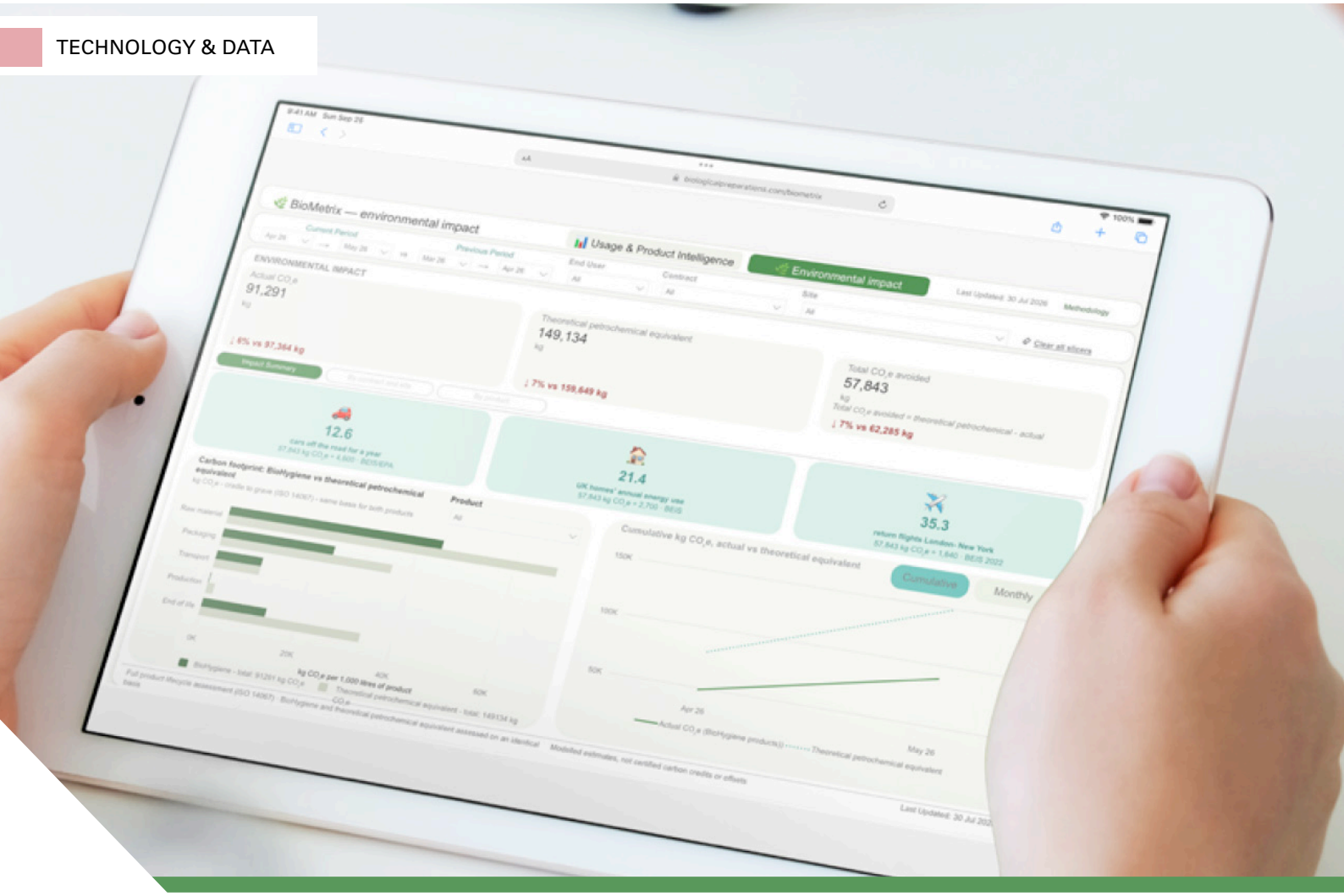

Seeing the full picture

Cleaning is surrounded by information but fragmented visibility is holding back better decisions. BioHygiene's Georgia Jordan explains why, when everyone has the data, can nobody see the full picture.

Walk into almost any department of a modern organisation and data is already shaping decisions. Finance tracks spend. Sales monitors pipelines. Operations measures performance across sites. Sustainability is expected to account for emissions throughout increasingly complex value chains.

Then open the cleaning cupboard.

The products inside may be used every day across hundreds of locations, yet the information surrounding them can remain remarkably difficult to connect. A manufacturer understands the product. A distributor holds purchasing records. A facility management (FM) team knows the contract. A site manager sees what is actually being used. Sustainability may receive a yearly total after the decisions have already been made.

Everyone holds a card, but few can see the full hand. Yet cleaning does not have an absence of data: it has a visibility and connection problem.

Why cleaning is still difficult to see

Collecting and sharing data takes time, cooperation and a level of transparency the market does not always reward. Imagine one manufacturer calculates a product's full cradle-to-grave footprint, including raw materials, manufacturing, distribution, use and end of life. A competitor publishes a lower figure but measures only as far as the factory gate.

Both figures may be valid within their stated boundaries, but they are not directly comparable. Unless those boundaries are clear, the business that measured more can appear to have the higher-impact product simply because it showed more of the picture.

Purchasing information creates similar tensions. Product volumes, prices, consumption patterns and differences between sites can reveal commercially sensitive details. Everyone wants better visibility, but few want greater transparency to leave them exposed.

Measuring more should create better decisions, not make a transparent business look worse than one that measured less.

No organisation can solve this alone. Ingredient and packaging suppliers hold upstream information. Manufacturers understand formulation and production.

Distributors hold purchasing and delivery records. FM providers manage contracts and site structures. End sites influence dosage, application, water use and consumption.

Connecting those layers requires capacity, common definitions and agreement over who can access what. The sector is at the beginning of this transition. The immediate objective is not perfect data: it is clearer methodologies, more consistent boundaries and better cooperation across the supply chain.

The knock-on effect across FM

Cleaning data may begin with products, purchases and sites, but the consequences reach across the business. Sustainability needs it to understand emissions. Procurement needs it to compare products and suppliers. Operations need it to identify inconsistency and improve delivery.

> "Cleaning doesn't have an absence of data: it has a visibility and connection problem."

1. Sustainability needs context not just a carbon figure

Cleaning forms part of a wider Scope 3 challenge. Purchased products, transportation and waste can sit across different parts of the value chain, while product use introduces considerations such as water and energy.

The problem is not always obtaining a number – it is knowing what the number represents. Does it cover the full lifecycle? Is it based on quantity purchased or money spent? Does it use supplier-specific information or industry averages?

The **GHG Protocol guidance for purchased goods and services** distinguishes between supplier-specific, hybrid, average-data and spend-based methods. Crucially, more specific information is not automatically more accurate; its value depends on the quality and reliability of what sits behind it.

2. Procurement needs visibility beyond the unit price

Procurement teams may know which products have been specified, but not always what is being purchased across every participating site. Data can sit across distributor records, invoices and local ordering systems, making simple questions difficult to answer. Which products account for the most spend? Are sites buying the agreed range? Where are comparable locations ordering different product mixes?

Without that visibility, procurement can be left managing individual prices rather than the cleaning system as a whole. Unnecessary SKUs, inconsistent purchasing and opportunities to standardise may remain hidden across the estate.

A connected view of spend, quantities and product mix helps teams compare sites, identify unexplained variation and enter supplier conversations with stronger evidence. The cheapest bottle is not necessarily the lowest-cost cleaning system, especially when procurement cannot see how that system is being purchased across the estate.

3. Operations need consistency across every site

Operations teams are responsible for turning an agreed cleaning approach into consistent delivery across the estate. The challenge is knowing where reality has started to move away from the plan.

Differences in purchasing between comparable sites may indicate a broken dispenser, manual overdosing, incomplete product adoption or a need for further training and support. They may also highlight stock pressure, unnecessary product variation or locations operating outside the agreed range.

Purchasing data cannot show exactly what happened during every clean, but it can help operations identify exceptions, prioritise site conversations and direct support where it may be needed most.

For operations, better data means moving from managing every site in the same way to focusing attention where the patterns suggest something has changed.

One data gap shared across the business

Sustainability may see a reporting gap. Procurement may see a comparison problem. Operations may see inconsistency. They are often looking at different consequences of the same disconnected information.

The answer is not another separate report for every department. It is a shared foundation of product, purchasing and site data, accompanied by visible boundaries and assumptions. Technology can make information accessible, while transparency makes it credible.

Who shows their hand first

Cleaning will not close its data gap unless organisations across the supply chain are prepared to make more information visible and explain the methodology behind it.

BioHygiene has chosen to show its hand through the launch of **BioMetrix**, bringing verified distributor purchasing information together with product-level carbon data and clearer visibility across participating sites. It is one response to a much wider industry challenge, not the end of the conversation. The cleaning industry already holds many of the cards. Now it needs to put them on the table.

www.biologicalpreparations.com

BioMetrix

Digitise the assets, then **unlock their value**

Digitising a fleet starts with something simple: know every asset you have. Alexander Manafi, CEO of ToolSense, on why that first step already pays for itself, and how the data it produces unlocks proactive maintenance, tighter processes and real margin.



2M-Gruppe, a German cleaning and FM company, spent a year looking for a glass cleaner's ladder. It vanished from a site, the client was accused of taking it, and the loss was written off. A year later, it turned up at the same client, still in use. The company had no dependable way to know where an asset was, or whether it was even still theirs.

That's the kind of loss a QR code fixes on its own, but 2M-Gruppe kept going. Managing Director Oliver Majowski dug into the data his newly digitised fleet was producing, and found something bigger: a €35,000 loss on a single contract, the kind of leak that only shows up once you know what you own and what it costs to run. The ladder was the easy win. The margin was the real one.

Digitising an asset starts simply: put a QR code or a tracker on the scrubber, and you always know where it is. That already solves real problems, lost machines, disputed sites, hours chasing equipment down, but it's also the foundation for something bigger. Once every asset carries a record, that record accumulates: age, condition, service history, running cost, utilisation, all tied to a real object instead of an ERP module, a GPS system or a spreadsheet somebody updates when they remember.

Digitise the processes too, and the numbers move fast. At **ISS,** one of the world's largest facility services groups, a single reliable data set changed what the operations team could do with it. Excess machines in central warehousing got reallocated to new contracts instead of triggering new purchases, and PAT checks compliance is made sure by ToolSense, with the system keeping track of compliance dates, sends reminders and holds certifications for all assets.

Karen Fink, a Senior Project Manager at ISS, said: "When we have the right data, there are so many options. Procurement, health and safety, finance: they're all ready to use it."

None of that requires buying better machines – it's what the data makes possible once it exists. The same visibility which catches a margin leak also books a service at the first sign of trouble rather than after a breakdown, worth around



80% less unplanned downtime and a fifth off machine costs over an asset's life.

This is why we built ToolSense as a neutral platform, tied to no single manufacturer. We integrate directly with the brands already in most UK fleets, including Numatic, Kärcher, Nilfisk, Pudu, ICE Cleaning Equipment and others, so a mixed fleet becomes one data model instead of a login per badge. More than 200 companies now run their operations this way: digitise the asset, and the value keeps compounding.

The next step is teaching that data to talk back. We're soon releasing an AI Fleet Assistant Manager and an AI Support Manager. The Fleet Assistant Manager takes on the optimisation ISS was doing by hand, matching underused machines to new contracts and flagging what's worth repairing versus replacing. The AI Support Manager pulls an asset's full asset context (IoT history, troubleshooting guides and documentation, and many more) providing possible fixes for anyone on site, so issues resolve faster. Neither invents new data: they act on the margin already sitting in the fleet.

Tag the ladder, and you've fixed the ladder problem. Keep building on that data, and you fix the margin problem too. That's the real opportunity in digitising a fleet: not a single win, but one that keeps paying out as the data behind it grows.

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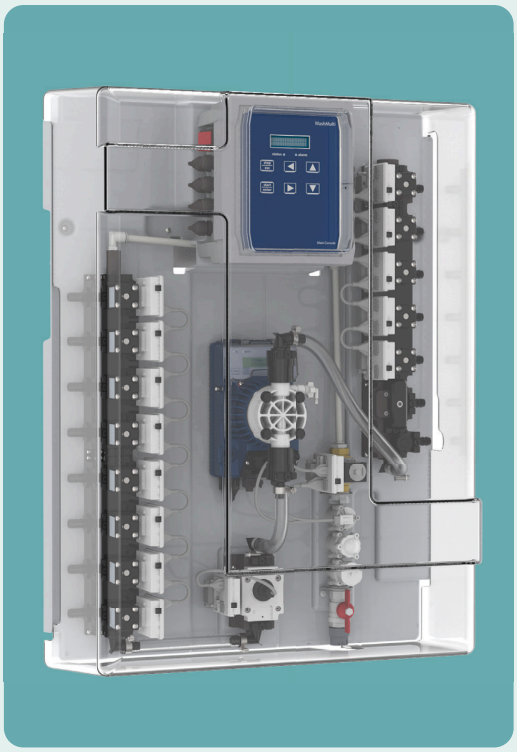

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From dashboard to **decision**

Stuart Conroy, Commercial Director at Peartree Cleaning, explains why facilities managers should expect cleaning data to support better decisions, not simply provide a digital record of completed tasks.



Facilities managers have access to more building data than ever before and cleaning contracts are no exception, with digital audits, QR codes, task records and performance dashboards all able to provide a detailed picture of activity across a building or an estate.

However, collecting more information does not automatically create a better service. A dashboard may prove a task was recorded at a particular time, but unless that information helps someone protect standards, solve a problem or use resources more effectively, its practical value is limited.

The question facilities managers should ask is not simply 'What data can my cleaning provider give me?' but, more importantly, 'What will we be able to do differently because we have it?'

A platform built around the decision, not just the record

Peartree Cleaning began developing Peartree 360 with technology partner Pingala in 2016, initially bringing together planned works and periodic activity, audits, compliance documents and a live helpdesk. It has continued to evolve, with enhanced reporting, geotagged time and attendance, ESG data, task verification and portfolio reporting added as client needs have changed.

Peartree has invested more than £300,000 specifically in developing the app, reflecting the strategic importance placed on accessible and reliable contract data. The platform is bespoke to Peartree's contracts rather than an off-the-shelf dashboard, and its purpose is to provide a shared, current view of service delivery, allowing client and operational teams to see what is happening and decide what needs to happen next.

Clients can receive real-time notifications of site visits, audits and planned activity without having to wait for the next monthly report, while those managing several sites can move easily between locations and compare performance across their portfolio.

Unlike a licensed off-the-shelf system, Peartree 360 can be adapted as requirements change and has been modified on numerous occasions in response to client requests, from straightforward layout changes to entirely new modules, ensuring its development remains focused on solving genuine operational problems.

Move towards occupancy-driven cleaning

Many cleaning specifications are agreed using assumptions about occupancy and required frequencies, but hybrid working can mean those assumptions no longer hold true throughout the week, as a building might be busy from Tuesday to Thursday but much quieter on a Friday when more employees work from home.

This is where occupancy-driven cleaning becomes particularly relevant, as footfall and building-use data can help providers move away from rigid input-based specifications built around fixed hours and frequencies, allowing the service to respond more closely to how each building is actually being used and where cleaning resources are genuinely required.

Within Peartree 360, agreed areas are assigned unique QR codes which operatives scan at the point of service before working through a digital checklist. The resulting record shows the operative, location and time as well as whether each activity was completed or was not required.

Each room can also be assigned a value based on a combination of its size, anticipated cleaning time, usage, required frequency and risk profile, helping managers understand the demands across a building and plan the right number of people and cleaning hours for different areas.

One isolated record should not determine a change to the service but if tasks in a low-use area are regularly marked as not required on a particular day, that's a pattern worth discussing with the client.

Where Peartree has deployed housekeeping QR codes, the resulting data has identified housekeeping efficiencies of up to 20%. This has allowed labour to be redeployed into higher-priority tasks rather than simply removed and improving the use of available resources while protecting the agreed standard.

The aim is not to clean less, but to direct resources to where they will make the greatest difference and keep the specification aligned with how the building is actually being used.

Make quality visible and act while information is current

Task completion only shows that somebody attended, while quality assurance is needed to demonstrate the standard achieved.

Peartree Account Managers complete digital quality audits through the same platform, including scores, photographs,

observations and corrective actions tracked through to completion, while historical results show whether performance is stable, improving or requires further intervention.

Useful data should not simply report a disappointing score at the end of the month, but should prompt a response while the information is still current, whether through training, additional supervision or a change to the schedule. KPI scorecards can also track measures such as response times and customer satisfaction, helping Peartree and its clients identify where performance is improving and where further action is required.

The same logic applies to reactive requests and consumables, as a rise in helpdesk requests may point to insufficient planned coverage in an area, while unexpected product use may flag changing occupancy or a stock-control issue.

Support the people delivering the service, not just the report

Technology must work for cleaning teams too, with clear digital checkpoints giving colleagues a consistent list of what is expected in each room and helping to reduce the risk of tasks being overlooked. Toolbox talks can also be delivered through the app, with Peartree able to see which colleagues have completed them and what remains outstanding, providing a clearer record of important operational and compliance communication.

The technology should create clarity rather than unnecessary pressure, as task verification is not a substitute for good management and shouldn't be used without context. There may be a legitimate reason why an activity could not be completed or was not required, which is why the data should be the starting point for understanding what happened, rather than the whole answer.

No platform can understand a workplace in the way an experienced manager can, so Peartree 360 is intended to support visible management rather than replace it. Managers interpret patterns, investigate exceptions and agree practical improvements with the client, with any proposed change to frequencies or resources reviewed against the required standard before it's introduced.

What this means for FMs

Innovation is only valuable if it improves the service, which means technology should give clients better visibility, help operational teams make better decisions and allow cleaning resources to be used where they deliver the greatest value. Useful cleaning data should be timely enough to support a response, detailed enough to provide assurance and clear enough to guide a decision but, most importantly, it should lead to action.

A dashboard is only the means of presenting information: its value is demonstrated on the ground through more consistent standards, better-targeted resources, faster problem-solving and a service that adapts as the workplace changes.

www.peartreecleaning.co.uk



The evolution of battery technology



Bob Pigott, Vice President, Global Sales – Motive at Trojan Battery Company, shows us how to choose the right power solution for electrified equipment.



As commercial cleaning equipment continues evolving, so does the technology powering it. Electrification is a defining trend across the professional cleaning industry, with machines designed to deliver greater productivity, manoeuvrability and efficiency. At the centre of that evolution is the battery.

For cleaning equipment manufacturers and operators, the battery is more than an energy source. Battery performance influences equipment uptime, productivity, maintenance and total cost of ownership (TCO). As a result, selecting the right technology requires a close look at how the equipment is actually used. For example, cleaning equipment used in a warehouse has completely different requirements than one for healthcare facilities.

From flooded lead-acid to advanced AGM

For decades, flooded lead-acid batteries have been a proven power source for motive applications, including floor scrubbers, cleaners, sweepers and burnishers. Advances in battery technology, however, have created new options for operators looking to address changing equipment requirements and operational demands.

Absorbed glass mat (AGM) technology represents one significant evolution. Unlike conventional flooded batteries, AGM batteries are valve-regulated and designed to be maintenance-free, eliminating the need for routine watering. Advanced AGM technologies, such as Trojan Battery's AES AGM, are engineered to deliver reliable performance while addressing some operational challenges associated with traditional battery technologies. AES AGM batteries deliver up to 3x the cycle life versus standard AGM, maintain high capacity in extreme deep-cycling (up to 100% DoD), offer partial charging and perform in extreme environments.

Advancements include longer cycle life, greater charging flexibility, reduced maintenance and improved energy and power density. For cleaning operations, those benefits can translate into less time spent managing batteries and more time focused on completing the job.

What should operators consider?

Choosing an AGM battery – or any battery technology – should begin with the application. Operators must consider several factors when evaluating their best power solution:

- **Cycle life** is particularly important for frequently used equipment. Batteries capable of supporting repeated charge and discharge cycles help reduce battery replacement frequency and contribute to lower lifecycle costs.
- **Charging practices** are also important. Charging frequency, time and available infrastructure all influence which battery technology is best for the application.
- Consider **capacity and power requirements.** Amp-hour ratings are important, but should be evaluated in the context of the equipment's actual duty cycle. For example, the 20-hour amp-hour rating of the Trojan T-105 6V, T-875 8V and T-1275 12V batteries give them greater energy storage and longer runtimes than options with lower amp-hour ratings. Selecting a battery based solely on this may not provide a complete picture of how it will perform in a specific application.
- **Maintenance requirements** are other factors. Traditional flooded batteries require regular watering and maintenance, while maintenance-free AGM technology can help simplify battery management and reduce the labour associated with routine service.
- Finally, operators should evaluate TCO, rather than focusing on initial purchase price. Battery lifespan, maintenance, charging requirements, replacement costs and equipment utilisation all contribute to the overall economics of a battery investment.

Matching technology to the job

There's no universal battery solution for every cleaning application. AGM and lithium-ion technologies each offer their advantages, and the right choice will depend on the operating environment.

AGM can be the smart choice for cleaning equipment applications where reliability, proven technology and **TCO** are priorities. Lithium-ion, meanwhile, can offer advantages in high-utilisation applications where energy density, charging flexibility and reduced maintenance are key considerations.

The most effective approach is to evaluate equipment's complete operating profile and select the technology which best balances performance, reliability, safety and cost.

As commercial cleaning equipment becomes increasingly electrified, battery technology becomes even more important. By looking beyond the battery's upfront cost and evaluating how it performs over the entire operating cycle, cleaning professionals can make smarter power decisions – helping equipment work more efficiently today while preparing operations for the demands of tomorrow.

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The data hiding in **every wipe**

Ian Adams, Owner of Speciality Wipes, reveals the importance of information which you can gleam from a less-than high-tech source.

When people talk about data-driven cleaning, the conversation often moves quickly towards sensors, dashboards and smart buildings. I think there's a simpler place to start, however: look at the waste bin.

The number of wipes discarded after a task, the amount of chemistry used and the frequency of repeat cleans can reveal a surprising amount about how well a cleaning process is working. These aren't sophisticated data points, but they sit much closer to the task itself than many of the metrics usually associated with cleaning technology.

What wipe consumption can reveal

Suppose two operatives clean the same type of surface using the same procedure. One routinely completes the task with two wipes. The other needs five.

That doesn't automatically mean one person is working incorrectly. Contamination levels may vary, the wipe may not suit the surface, or the amount of chemistry being applied may be inconsistent. Even so, the variation gives you something worth investigating.

I see wipe consumption as a process signal. If a production area normally uses around 40 wipes per shift and suddenly begins consuming 60 without any increase in workload, something has changed. Repeat cleans are even more revealing. A surface which needs a second pass isn't simply using another wipe: it's also consuming additional labour, chemistry and disposal capacity.

Controlled inputs create better data

Measurement becomes less useful when the cleaning process changes every time it's performed. Take manual chemical application: one operative might apply two sprays to a wipe; another might use considerably more because they prefer the surface visibly wet. Both can record the same completed task, yet the quantity of chemistry reaching the surface can be very different. From a measurement perspective, that creates noise.

Precisely saturated wipes can remove part of this variability by supplying a more consistent amount of chemistry. They won't guarantee the final result, because technique, contamination and contact time still influence performance. What they can do is make one important process input more repeatable.

For me, this is where consumable specification starts to overlap with data strategy. Reliable measurement depends on having enough control over the process to make comparisons meaningful.

The cheapest wipe isn't always the cheapest process

Wipes are often assessed on unit price or case cost. That's understandable, but it can disguise inefficiency. Imagine Wipe A is cheaper, but regularly requires three sheets to clean a defined area. Wipe B costs slightly more per unit, but completes the same task with one. Looking only at purchase price could point you towards the wrong conclusion.

"Reliable measurement depends on having enough control over the process to make comparisons meaningful."

The more useful measure is cost per successful cleaning outcome. That means looking at wipe usage alongside chemical consumption, repeat cleans and time spent on the task. Waste can tell a similar story: if oversized wipes are routinely thrown away partly used, the format itself may be poorly matched to the application.

Start with a baseline

Data-driven cleaning doesn't always require another digital platform. Define the task, establish typical wipe consumption and record how often the job needs repeating. Then look for sustained changes, rather than reacting to one unusual shift. Over time, those patterns can expose differences in training, wipe suitability, contamination levels or process design.

Data-driven cleaning is often presented as a technology story. I see it just as much as a process-control story. Better information only becomes useful when the underlying task is consistent enough to compare. Sometimes the most useful data point isn't coming from a sensor: it's already sitting in the bin.

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10 Questions with... Mitchell Holmquest

Each month we ask a cleaning industry professional the Tomorrow's Cleaning 10 Questions. This month, we chatted to Mitchell Holmquest, National Account Manager at Nilfisk.

1 WHAT WAS YOUR FIRST JOB?

It was part-time when I left school, selling programmes at the Ageas Bowl. It allowed me to watch the cricket once entry had closed.

2 HOW DID YOU GET INTO THE CLEANING INDUSTRY?

My first full-time job was working in a warehouse for a cleaning equipment provider in the south. A temp job at first, it became a permanent role in 2015. From there, I developed across a number of roles, including robotics management and key accounts/business development.

3 WHICH THREE WORDS DESCRIBE YOUR PERSONALITY?

Passionate, dedicated and caring.

4 IF YOU COULD VISIT ONE PLACE IN THE WORLD, WHERE WOULD YOU GO AND WHY?

The Masters golf tournament in the US. To be able to walk round Augusta and see how golf should really be played would be amazing.



5 HOW WOULD YOU IMPROVE THE CLEANING INDUSTRY?

Cleaning needs to be recognised as an industry in its own right. It supports more than 1.5 million people yet still lacks a dedicated voice. I believe a cleaning minister within Parliament could give the sector a clearer channel to raise concerns, influence direction and help strengthen standards around sustainable governance.

6 IF AN INTERN WERE TO START TOMORROW, WHAT ADVICE WOULD YOU GIVE THEM?

Go into the deep end. Trying to learn as much as possible from everyone around you will give you so much experience, and very quickly you'll find out this is the industry to be in.

7 IF YOU WON THE LOTTERY TOMORROW, HOW WOULD YOU SPEND YOUR FORTUNE?

I'd support my family and friends and go traveling, seeing the world. I would also support animal charities, as they do amazing work and give back.

8 IF YOU COULD HOST A DINNER PARTY AND INVITE ANY THREE PEOPLE, DEAD OR ALIVE, WHO WOULD THEY BE AND WHY?

Queen Elizabeth II: she would have many untold stories about the world. Butch Harmon: golf coach to eight major champions, including Tiger Woods. When I hear his stories, I cannot tune out. Gordon Ramsay: I love food and cooking, and he's a great character. I'd ask him to cook so we could have food fit for royalty.

9 WHAT, DO YOU THINK, IS THE FUTURE OF THE CLEANING INDUSTRY?

We're all becoming more conscious of our environmental impact and our industry should be no different. Nilfisk was one of the first companies to pioneer the circular economy in the early 1930s with machine refurbishment. This was done for a different meaning than today, but I think it's more important now to care for the afterlife of machines and longevity of the products we use.

Kevin Meighan, Master of the Worshipful Company of Environmental Cleaners, asks:

10 HOW WOULD YOU IMPROVE THE PUBLIC'S PERCEPTION OF THE CLEANING INDUSTRY?

Public perception is based heavily on how we clean our homes, not the technical discipline used on the commercial cleaning side. We can change this narrative by making sure we're visible to the public, taking pride in our products and delivery, and gaining true public representation. We must champion the people behind the work, raising awareness of their skill and dedication to ensure these outstanding individuals receive the respect and recognition they truly deserve.

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Check out next month's issue to see what Mitchell asked our next industry professional...

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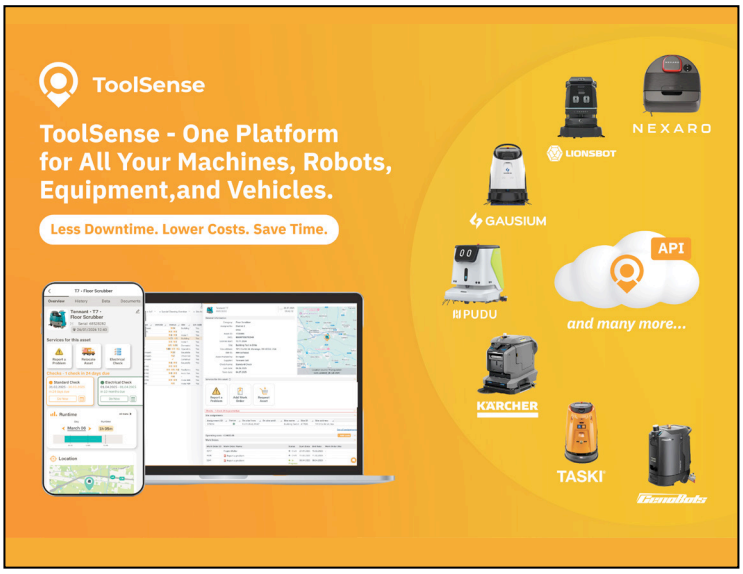

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ANTI-MICROBIAL PROTECTION
https://kennedy-hygiene.com/

ASSOCIATIONS
www.bics.org.uk
www.f-w-c.co.uk

BIRD CONTROL
www.pestcontrolservices.co.uk

BINS
www.trojanbins.com
https://kennedy-hygiene.com/

CARPET CARE PRODUCTS
www.britanniagroup.co.uk
www.bio-productions.com
www.karcher.co.uk

CARPET CLEANING / WASHING
www.karcher.co.uk
www.britanniagroup.co.uk

CARPET CLEANING MACHINES
www.duplex-cleaning.com
www.nilfisk.co.uk
www.tennantco.com
www.karcher.co.uk

CHEMICAL DOSING EQUIPMENT
www.brightwell.co.uk
www.karcher.co.uk

CHEWING GUM REMOVAL
www.killis.co.uk
www.duplex-cleaning.com

CLEANING & HYGIENE CHEMICALS
www.britanniagroup.co.uk

CLEANING & HYGIENE PRODUCTS
www.brightwell.co.uk
www.bio-productions.com
www.chicopee-europe.com
www.metsagroup.com/katrin
www.karcher.co.uk
https://kennedy-hygiene.com/
www.pmcpolythene.co.uk

CLEANING AUDITS AND CLEANING CONSULTANCIES
www.bics.org.uk

CLEANING & FM
www.floorbrite.co.uk

CLEANING CHEMICALS
www.bio-productions.com
www.chemicaldirect.ie

CLEANING EQUIPMENT
www.f-w-c.co.uk
www.duplex-cleaning.com.
vileda-professional.com
www.nilfisk.co.uk

CLEANING PRODUCTS
www.karcher.co.uk

CONTRACT CLEANING
www.floorbrite.co.uk

DISHWASHER DOSING PUMPS
www.brightwell.co.uk

DISPOSABLE WIPING PRODUCTS
https://chicopee.com/en-eu/
https://kennedy-hygiene.com/

ECOLOGICAL CLEANING
www.bio-productions.com
www.ppcgroup.co.uk

EDUCATION
www.bics.org.uk
www.3ees.uk.com

ENVIRONMENTALLY FRIENDLY PRODUCTS
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www.vileda-professional.com
www.trojanbins.com
www.metsagroup.com/katrin
https://kennedy-hygiene.com/
www.startissueuk.co.uk

ESCALATOR CLEANING
www.duplex-cleaning.com
www.rotowash.com

ESCALATOR CLEANING EQUIPMENT
www.tennantco.com

FEMININE HYGIENE
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FLOOR CLEANING MACHINES
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GUNS AND LANCES
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www.trojanbins.com

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www.trojanbins.com

HYGIENE BRUSHWARE
www.wsbrushes.co.uk

HYGIENE PRODUCTS
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www.metsagroup.com/katrin

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www.nilfisk.co.uk
www.tennantco.com

INDUSTRIAL CLEANING PRODUCTS
www.chicopee-europe.com

INFANT CHANGING FACILITIES
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INSURANCE SERVICES FOR THE CLEANING INDUSTRY
www.darwinclayton.co.uk

JANITORIAL PRODUCTS
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LAUNDRY DOSING PUMPS
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www.fullcleancentre.com
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PEST AND BIRD CONTROL SERVICES
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www.fourstonespapermill.co.uk
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PRESSURE WASHERS & EQUIPMENT
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PRESSURE WASHERS, ACCESSORIES & SPARES
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PR & MARKETING SERVICES
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PUMPS & COMPONENTS
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SOAP & PAPER DISPENSERS
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www.mirius.com
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