

# e-Update

The Member Newsletter of the Canadian Sanitation Supply Association

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## NEW PROGRAM



Canadian**Green**  
S U S T A I N A B I L I T Y P R O G R A M

## A New Standard for Canadians by Canadians

The Green movement is here to stay and with each passing day, the janitor industry is faced with new technologies and chemistry. Separating Green product claims and implementing Green standards can be confusing. But not any more.

The Canadian Sanitation Supply Association (CSSA) has developed a comprehensive management and operations program to help standardize the cleaning industry from coast-to-coast.

Designed by Canadians for Canadians, the Canadian Green Sustainability Program (CGSP) focuses on Canadian business and Canadian regulations at a cost that is affordable in today's economic climate.

The CGSP is a progressive training tool that refocuses conventional clean-

ing methodology into cleaning for health first and appearances second. The program is designed to provide cleaning consistency while detoxing buildings where it is applied. The program is said to have such a powerful influence that it will ultimately lead to a more earth friendly environment for everyone.

The CGSP can be used by both in-house operations and building service contractors to develop and maintain consistently high standards, as well as demonstrate a commitment to the well-being of the building environment and the occupants within it.

Implementation of the CGSP can position a cleaning organization to deliver efficient, high quality service.

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The **Canadian Sanitation Supply Association** is a non-profit corporation, established in 1957 and registered under the Canada Corporation Act, representing member companies engaged in the manufacturing, distribution and selling of sanitary maintenance products and services.

The purpose of the CSSA is to provide a high degree of professionalism, technical knowledge and business ethics within our membership. Representing the leading product / service providers in the industry, the association promotes a greater public awareness and understanding of sanitary maintenance principles, while contributing to improved public health and environmental awareness in Canada.

**e-Update** is the official member newsletter of the CSSA. It is published four times per year and keeps members informed on news, events and circumstances that affect the industry.

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## INSIDE ISSA

# ISSA/INTERCLEAN North America Registration Now Open

ISSA has opened registration for the 2009 edition of ISSA/INTERCLEAN® North America event. The show – which grew by double digits in 2008 – is expected to outpace the market yet again this year, when it returns to McCormick Place, Chicago, IL, **Oct. 6 to 9**. Register today at [www.issa.com/register](http://www.issa.com/register).

This year's exhibit sales – an indicator of the industry's confidence in the event – are on par with exhibit sales for last year. In fact, more than 50 com-

panies that did not exhibit in 2008 have signed up for the show in 2009. ISSA has also been able to negotiate more reasonable hotel rates and room availability than was the case for the last Chicago show, in 2006.

Among the steps ISSA has taken to ensure the success of this year's show is the new alliance with the Building Service Contractors Association International (BSCAI), which will co-locate its fall executive seminar with the ISSA/

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## Canadian Candidate for ISSA Manufacturer's Representatives' Director

Running for the position of Manufacturer Representatives' Director on the 2010 ISSA Board of Directors is Jim Ferris, founder and head of the Ferris Agency, Mississauga, Ont. Ferris started in the industry in 1964 with a position at a chemical and packaging plant, later working at Copeland Laboratories. He founded the Ferris Agency in 1978.

Ferris has been an active participant in the Canadian Sanitation Supply Association (CSSA), serving on its board from 1976 to 1983, and from 1999 to 2001. In 2002, he served as CSSA president. He received the CSSA Builder Award in 1988, and in April of this year, was

presented with the prestigious Sam Tughan Achievement Award.

Ferris' service to the Sanitary Supply Wholesaling Association includes being a board member from 1987 to 1993 and president in 1990. He served on the ISSA Board of Directors from 1985 to 1986 and has been a guest speaker for ISSA/INTERCLEAN® in Amsterdam on cleaning practices in health care environments. Further, in 2008, he was certified as an official Cleaning Industry Management Standard ISSA Certification Expert.

Ferris has also been honoured by the Toronto Rotary Club and several manufacturers for outstanding sales records.



## INDUSTRY EVENT

# Canada Night

## Oct. 7, 2009

### Mid America Club • Chicago, IL



It is once again time to start thinking about Canada Night at the ISSA Annual Convention in October. This year's very popular event will be held at the Mid America Club in Chicago, IL, on Wed. Oct. 7 beginning at 5:30 p.m.

As in the past, we are asking for your support. As you know, Canada Night is the highlight of the CSSA social calendar, and we cannot do it without the support of members such as you. The event keeps growing in popularity as more people in our industry realize that Canada Night is "the place to be" if you want to meet the major players in Canada.

In addition to promoting all sponsors at the event itself, we will also list them in our CSSA e-Update newsletter, Sanitation Canada magazine, on the CSSA web site and on our invitations.

To guarantee that your company name will appear on all promotional material please contact the CSSA National Office for your Sponsorship Confirmation Form. If you have any further questions, please call Mike Nosko at (905) 665-8001 or Toll Free at 1-866-684-8273.

We would like to thank all past and future sponsors of Canada Night for your support. We cannot do it with you!

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## Canadian Green Sustainability Program

Additionally it provides a superior standard of professionalism to the industry at a time when building owners and operators are faced with the challenge of seeking a higher level of service.

The Canadian Green Sustainability Program provides certification to every aspect of the industry – including building owners, in-house service providers, building service contractors and distributors.

*For more information, contact the Canadian Sanitation Supply Association at (905) 665-8001, Toll Free: 1-866-684-8273, e-mail: [info@cssa.com](mailto:info@cssa.com) or visit the association web site at [www.cssa.com](http://www.cssa.com).*

## ISSA/INTERCLEAN North America Registration Now Open

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INTERCLEAN event this year and co-locate its annual convention with ISSA/INTERCLEAN starting in 2010. ISSA also recently announced a new alliance with the Professional Retail Store Maintenance Association (PRSM), which represents decision-makers from North America's top retail organizations, who will be able to register for ISSA/INTERCLEAN at an alliance discount.

Attendees at the 2009 show will also encounter a major new attraction located at the centre of the exhibit hall: the Green Connections Centre. This area will feature the first-ever, fully operating mock restroom, where new products will be placed and regular demonstrations held during the show's

three exhibit days. Short, 15-minute sessions will feature technology, scientific updates, standard and certification reports, and much more. The area will also offer a Green Product Showcase, where attendees can get a close look at the newest in environmentally preferable products, and a Resource Library where free case studies, white papers and reports will be available to take home. A Green Connections Pavilion, next to the Green Connections Centre, will feature exhibitors that represent government agencies, certifying bodies, environmental and green cleaning consultants, and much more.

It's one spot you can't afford to miss at this year's event. *To learn more, visit [www.issa.com/gc](http://www.issa.com/gc).*

## Chapter News

The **Atlantic Chapter** of CSSA will be again hosting its Annual Golf Tournament and Meeting on **Sep. 24**, at the beautiful **Royal Oaks Golf Club** in Moncton, NB. *For further information visit the CSSA website [www.cssa.com](http://www.cssa.com) or call Jeff Zettler 902 678-6767 ext. 229 or Rick Dunn 506 875-6600.*

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The **Manitoba Chapter** of CSSA will hold their Annual Golf Classic at the **Lorette Golf Club** located just southeast of Winnipeg on **Aug. 27**. *For further information, contact Roger Managre at 204 291-9109 or Howard Rybuck at 204 996-1429.*

## MEMBER RECOGNITION

### Can Clean 2009 An Outstanding Event!

Can Clean 2009 held in Toronto, Apr. 28 to 29, 2009 at the Direct Energy Centre, opened its doors to a fresh, new look that saw over 2500 visitors attend the two-day trade show.

Despite the downturn in the economy and the threat of a major pandemic, end-users travelled from across Canada to attend the education programs that featured outstanding speakers **Mark Warner, Dr. Sayed Sattar, Dave Frank and Mary E. Vearncombe.**

CSSA would like to thank our partners, the Canadian Association

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## 30 Years of Can Clean



*Advantage Maintenance Products*



*Armstrong Manufacturing*



*Atlas-Graham Industries Co. Ltd.*



*Chemspec-Hunnisett*



*Clarke Canada*



*Deb Canada*



*Dustbane Products Ltd.*



*Ecolab Professional Products*

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Ferris Agency



JohnsonDiversey



Jan-Mar Sales Ltd.



Kimberly-Clark



Kruger Products



Marino Manufacturing Ltd.



Rubbermaid Commercial Products



Swish Maintenance Ltd.



Wood Wyant Inc.



Kleen-Kuip Supply Mart

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## Can Clean 2009



of Environmental Management, the Ontario Healthcare Housekeepers Association and the Regional Infection Control Networks Of Ontario for organizing their meetings in conjunction with Can Clean.

CSSA held their biennial awards dinner on Tues., Apr. 28 at the newly-renovated Hyatt Regency On King. The industry's highest honour, the Sam Tughan Achievement Award, was presented to **Jim Ferris**. A number of other awards were also presented to over achievers in the industry. (See Left & Page 6).

Most importantly, CSSA would like to thank the companies who endured the less-than-favourable economic conditions to support our industry trade show by exhibiting this year.

Can Clean will be held again in Toronto in 2011.

## MEMBER RECOGNITION

### Can Clean 2009 Photo Highlights



# CSSA Honours Exceptional Members



## Can Clean 2009 Booth Awards



*The Best Booth Award was presented to Armstrong Manufacturing.*



*The Best Linear Booth Award was presented to Proctor & Gamble.*



*The Best Large Booth Award was presented to Atlas-Graham Industries Co. Ltd.*

## Can Clean 2009 Photo Highlights



**A New Standard  
For Canadians...**

**... By Canadians.**



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