



Ivan Imerman pictured in IBS' new Botany facility

IBS' expansion geared to supporting contract cleaners

This year sees Sydney-based International Building Supply (IBS) undertaking significant expansion on a number of fronts including product range extension; training initiatives; and services' offerings. Complementing the company's growth plans is a recent move to a new facility in Botany.

"We are investing in enhancing our ability to deliver, to the contract cleaning fraternity, highly specialised training and products for stripping and sealing of an array of hard floors. We have already developed highly successful polished concrete training courses and systems and it's logical to extend into other hard floors," explained IBS director Ivan Imerman.

"We have a well-credentialed network of distributors across Australia and New Zealand that will support our 2016 plans," he added.

The IBS product portfolio includes Terrco's (US) rugged and efficient grinding/polishing machines; Italian dry vacs; Multi-Clean surface sealers, strippers and cleaners; Vexcon impregnated sealers and hardeners; RJSC Chemicals' non-slip and special concrete benchtop sealers; and Padco applicators.

Those ranges are being progressively extended with more janitorial products and accessories.

One particularly interesting item that's recently been added (as an exclusive) is the NanoFlock, an applicator for applying sealers, two-pack epoxies for sports floors and surface hardeners and impregnators evenly and easily.

Recognised for his training skills and technical expertise, Mr Imerman is enthusiastic about IBS' strip and seal courses that will start in March. "We'll cover all types of hard flooring including vinyl, stones, concrete and terrazzo.

"Stripping and sealing continue to be the most problematical tasks for contract cleaners and we plan to make these tasks easier and far more profitable," he explained.

IBS also has its next Polished Concrete training course scheduled for 24, 25 and 26 February and those interested should contact the company on 02 9700 0701.

Those concrete maintenance service providers considering a machine purchase should consider taking advantage of a Terrco 85th anniversary offer whereby those undertaking an IBS training course will get a refund off the Terrco machine's price equivalent to the course's cost (about \$1000).

www.polishedconcrete.net.au

Cleanstar wins RapidClean machinery supplier award - again



From left: RapidClean's Greg Wild with Cleanstar's Colin McDougal and Joe Pezzaniti

Wholesaler of commercial and domestic vacuum cleaners, Cleanstar, was awarded RapidClean's Machinery Supplier of the Year for the second year running at the buying group's annual conference held late last year.

"We have watched the Rapid Group grow and expand and have enjoyed being a part of its success," says Cleanstar director Lisa Michalson. "We've implemented many ideas within the Rapid Group and supported it to help reach its goals.

"Not only do we offer Rapid branded products and machinery but we also back it up with an extensive range of spare parts and, most importantly, support and assistance where needed," she reveals.

"We work with Rapid on its marketing and advertising strategies, and have built a strong relationship with the Group based on trust and loyalty."

Rather than competing against its customers and selling direct to end users like many other wholesalers, Cleanstar takes advantage of the Rapid Group's buying power and distributor network to brainstorm innovative ideas and offers that will benefit everyone – including end users.

"We find that this has a more positive and long term outcome where we are able to grow our brands together," Ms Michalson notes. "And it's wonderful to be recognised with this award for all the hard work we do to support the Group."

www.cleanstar.com.au

March/April INCLEAN 2016

Focuses: • Training • Purchasing

The March/April issue will look at those registered training organisations that survived the government's funding cuts and how the focus to upskill and educate cleaning staff is more important than ever before. We also look at how the industry associations are assisting in this area to maintain a professional workforce with continued training opportunities using online training. Ongoing cleaning and hygiene product innovation means service provider purchasing executives are being offered genuine labour-saving processes that demand their constant investigation. Together with a proliferation of web-based supply organisations, complemented by new supply 'players', the purchasing role has become a multifaceted sector of our industry. We delve into these issues and ask suppliers and distributors for their views.

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