

Maunco at 80



Lieutenant Fred Maund left the RCAF in 1945 after years of wartime service, and launched a contract janitorial company in Belleville. It allowed him time to hack away at his golf game and hurl the occasional curling rock. He eventually closed the janitorial services component of his company to focus solely on cleaning supplies distribution. Fred was a masterful story teller and would keep customers entertained, sometimes for hours. He truly enjoyed his company and his customers.

In 1988 Fred sold his company to (a young and much less bald) Paul Webber. Paul, originally saw the company as a step to something else ... something perhaps more befitting his expensive post-secondary education. However, the intoxicating experience of working with the company's customers kept him happily in an owner's chair for 37 years (and counting).

Paul will tell anyone (whether asked or not) that his company's success evolved from hiring people who were smarter than him (originally it was "older and smarter", but it eventually got too hard to hire "older"). One of the elderly fellas, Colin Ollerhead, came to work at Maunco two decades ago, with the specific remit to rescue the company's flagging equipment repair division. Colin is in very high demand from customers all over eastern Ontario, including from manufacturers of commercial cleaning machines, for his uncanny ability to diagnose and repair seemingly unsolvable problems. Colin soon became an owner of Maunco.

Since 1988 Maunco has survived two warehouse fires, three break-ins, two stolen vehicles, a forced evacuation because of a gas leak, and the untimely death of a staff member (just 1, thankfully). They once inadvertently stole an autoscrubber from a grocery store - a customer requested that it be picked up for service and the driver went to the wrong store!! One of their larger cube vans accidentally sheered the sign off the front of the Ambassador Hotel in Kingston, and on another particularly bad day a crane, several strong people with ropes, and some colourful language were required to heave the company forklift back onto the loading dock after a trailer shifted forward during loading.

To be successful, a company needs good customers, reliable suppliers, talented and dependable staff, and healthy finances. Maunco has all of these and, after 80 years of successes and challenges, it is in an excellent position to face 80 more. Thanks to everyone for your support.

Also in this issue ...

- The primary principles of odour control
- Profile of the Karcher CV series of vacuums
- A look at Maunco's own Captain Amazing
- Product discounts and a free shirt giveaway



THANK YOU FOR GIVING US YOUR TIME AND YOUR FEEDBACK.

Product Features

Subscribe to the newsletter on www.maunco.com...

The Four Primary Principles of Odour Control

Most of the questions that we at Maunco face on a daily basis are about getting rid of nasty smells – smelly bathroom, cat urine, cigarette (or marijuana) smoke, mildew. It's a universal problem that all businesses have to address, and there are four primary principles of odor control.

Remove the source of the odour. It's an obvious first step (unless of course it's your boss that's stinking up the place!!). Carpet and upholstered furniture can hold on to foul odours long after the source is removed and become a source of foulness themselves. If they can't be fully cleaned, they may have to go.

Clean the source area. This doesn't necessarily need to involve any special chemical, just get the area as clean as you can. Whatever is at hand will do.

Recreate the conditions of penetration. It's a fancy dancy term used by professional restoration contractors, meaning to determine how the smell was created in the first place and then duplicate that process with the liquid or sprayed or fogged chemical agent. This is the time to use one of our disinfectants, enzyme digesters, foggers, and other specialized agents to inactivate the residual odour. Our Blastout Fresh is particularly useful.

Seal the surface. The final principle associated with odor control and elimination is primarily for hard surfaces – walls, floors, etc. It involves the use of a suitable sealant to "lock-in" any molecular remnants that may remain after the other three steps have been followed. These sealants are available through retail outlets ("Kilz", and the like for hard surfaces). Commercial/industrial sealants designed specifically for carpet and fabrics are also available.

Talk to us about your stinkiness. We don't judge!!



Blastout Fresh Aerosol shock treatment

Fogs an instant and lasting odour control in very stinky buildings or vehicles.

Normally \$13.39 each
Just \$12.00

until March 31 (for newsletter subscribers)



INO BIO 7

Odour controller for restrooms
750ml bottle

Eliminates foul odours caused by urine and fecal matter. Leaves an active bacterial residue for continuous odour removal. Ready to use.

NEW ... and fabulous!!!



Crevice & Grout Brush | Very stiff bristles

Normally \$6.50 each

Just \$5.00

until March 31 (for newsletter subscribers)

Normally \$24.00 each

Just \$21.00

until March 31 (for newsletter subscribers)



Nacid Cleaner-Neutralizer

For salt residue - 4L bottle

Normally \$25.78 each

Just \$23.00

until March 31 (for newsletter subscribers)

Solvent Free
Industrial Hand Cleaner
With pumice scrubbers
3.5L bottle

Normally \$21.90 each

Just \$19.00

until March 31 (for newsletter subscribers)



Maunco Thick-Wall Poly Bags

35x50, 90lb BLACK, 150 bags/case
Tested to hold at least 90lbs of trash



Normally \$48.35 /case

Just \$43.00

until March 31 (for newsletter subscribers)

30X38, 70lb CLEAR, 200 bags/case
Tested to hold at least 70 lb of trash or recyclables

Maunco Thick-Wall Poly Bags

Normally \$54.75 /case

Just \$49.00

until March 31 (for newsletter subscribers)



Entrance Matting | Poly-Tuft, 3'x5' charcoal



Normally \$93.10 /case

Just \$80.00

until March 31 (for newsletter subscribers)

... or on our Maunco Cleaning Supplies Facebook page

Featured Product

KÄRCHER®

CV30/1 Upright Vacuum

12" wide - one motor

Normally \$899

Just \$799

until February 28

(for newsletter subscribers)



- Light handle weight
- Lies flat for under furniture
- 1 pack of vacuum bags included with each sale



CV38/1 Upright Vacuum

15" wide - one motor

Normally \$1,099

Just \$989

until February 28

(for newsletter subscribers)

CV38/2 Upright Vacuum

15" wide - dual motor

Normally \$1,207

Just \$1,050

until February 28

(for newsletter subscribers)



Professional cleaning demands high standards of engineering and quality. Kärcher CV30 and CV38 vacuum cleaners incorporate modern technology and unique product benefits that meet all the requirements of professional vacuuming, sweeping and maintenance.

- Suitable for up to medium large areas, including stores, showrooms, offices, theatres, hospitals, hotels, restaurants, nursing homes, and private households.
- A manual adjustment enables you to set the brush to the ideal height for the pile being cleaned.
- If the brush becomes blocked for any reason, a patented centrifugal clutch switches off the unit before any harm can be done.
- The replaceable brush roller is very simple to change.
- Equipped with a detachable suction wand for vacuuming upholstery and getting into awkward corners and other difficult-to-reach areas.
- An automatic brush pressure release mechanism is activated when the unit is at a standstill to keep the brush in perfect shape and avoid damage to the carpet.
- The metal sole plate ensures a long service life in tough professional applications.
- Two joints between the brush head and body are designed to withstand the high flexing loads that occur in continuous-duty applications.



There's at least one old fella at Maunco who isn't social media friendly. However, in spite of his objections (and a little bit because of them), our Social Media Czar (Paul Mackay) is producing our new Facebook page. It is populated with lots of cool stuff all the time so have a look, and follow us if you want.

Captain Amazing (aka Colin Ollerhead)



For a lot of our customers, their first interaction with Maunco was been when Colin Ollerhead rolls up to their business with his enormous portable work shop.

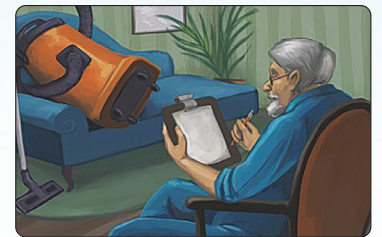
Colin is an owner in Maunco. His actual work title is variously defined as service manager, parts manager, ringleader, and a few titles that are only used when he's not around.

Colin's background is in heavy equipment mechanics, in the Canadian military and for private industry. His military years took him to peacekeeping tours in Europe, where he was sometimes recruited to repair equipment belonging to other countries' armed forces. He has a remarkable mind when it comes to diagnostics.

Colin and his team are certified to work on electrical machines, as well as battery-powered, gas, propane, diesel, and kerosene-powered, as well as machines containing freon and other coolants.

Colin looks after the running of our 4,000 sf shop in Belleville (the largest janitorial equipment repair shop in Southeastern Ontario) as well as his big mobile shop, and his team of service technicians. He takes care of the ordering of parts, the on-site repair of customer equipment, and demonstrating and selling commercial equipment. He also has responsibilities for other administrative duties in the company.

Colin is a big part of the culture at Maunco. He is compassionate and entertaining, and very customer-focussed. In his non-work time he is a highly skilled woodworker and cabinet maker, and enjoys military history, visiting with his granddaughter, and travelling with his wife, Debbie.



MAUNCO CELEBRATES INTERNATIONAL TOILET PAPER DAY



From its humble beginnings to its current status as a bathroom staple, toilet paper plays a vital role in our daily lives and hygiene routines.

FREE SHIRT FOR SUBSCRIBERS

In celebration of Maunco's 80th anniversary, exclusively for newsletter subscribers.

Choose from a variety of sizes. Not all may be available.

To reserve your choice of shirt, contact Shannon shannon@maunco.com.

One per subscriber while supplies last.



In the next issue of the Maunco newsletter:

- T.A.C.T ... The secret to cleaning everything
- Review of the mighty Viper 26" autoscrubber
- Discounts for subscribers on window cleaning supplies
- What makes a good wiper?
- Another gift exclusively for newsletter subscribers