Welcome
Health & Safety in cleaning – perspective of an equipment manufacturer

Cleaners’ Seminar
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Agenda

- VERMOP company profile
- Manufacturer responsibility
- Operator health & safety as an aspect in company processes
  - Research & Development
  - Sales
  - Training
  - Marketing
- Examples
- Discussion
Company profile

• Producer of cleaning equipment since 1927
• Family company in third generation
• Development and production in Germany
• Represented in 15 European countries
• Focus on innovation, customer orientation and high quality standards

European Headquarter, Munich, Germany

Production plant, Wertheim, Germany
Manufacturer responsibility

- Develop cleaning methods and respective tools with special attention to operator health & safety
Health & safety aspects in R&D

- Focus on cleaning operative in every step of development
- Integrated system development
- Ergonomic cleaning methods
- Customer involvement in R&D
- Product design & construction (yellow functional parts)
- Ergonomic work studies
- Production materials
- Clever, small solutions can make a big difference!
Health & safety aspects in Sales

- Sales reps are experts in methods and systems
- Consultancy vs. product selling
- Health & Safety as a sales argument
- Market feedback for R&D – innovation circles
Health & safety aspects in Training

- VERMOP Training Center in Wertheim, Germany
- Seminar programme with external experts on cleaning methods and ergonomics in everyday cleaning practice
- Internal training of staff
- Customer training (site managers)
- On-site training for cleaning operatives
Health & safety aspects in Marketing

- Training materials
- Method cards
- Catalogue with Tips & Tricks
Examples – Equipe cleaning trolley
Examples – Equipe Bike
Examples – Scandic Telescopic handle

Segments
- Rotating or fixed ball, non-slip surface
- Covered handle
- Retaining ring
- Precise adaptation of length to user height
Examples – Twixter floor cleaning system
Examples – Pre-Wash Method
Examples – Scandic Dry Cleaning
Questions / Discussion
Thank you for your attention!