



New wiping care without hazardous classification

CORRIDOR® CIBREEZE WIPE S 790

Floor daily routine cleaner, wiping care with odour blocker

All types of flooring need perfectly tailored care to maintain an optimum appearance and function over many years. Users stand to gain significantly more value if thorough floor cleaning can still be effective and quick with one-step wet wiping and can be combined with a long-lasting, deodorising fresh fragrance.

The newly developed Corridor® Cibreeze Wipe S 790 wiping care without hazardous classification provides two significant benefits. The excellent wetting properties of the surfactants mean that this wiping care is ideal for one-step wet wiping as part of daily routine cleaning. In addition, the built-in active block provides reliable and long-lasting coverage of odours. Corridor® Cibreeze Wipe S 790 is user-friendly, cleans and cares in a single step, and is dirt-repellent with outstanding wetting properties. S 790 is particularly suitable for any water-resistant floor coverings such as PVC, rubber, linoleum, unsealed parquet and artificial stone. The benefits of Corridor® Cibreeze Wipe S 790 are also impressive when used in cleaning machines.

Available from April 2016 in 1 litre and 10 litre containers. Market launch on 8-10 March at the Altenpflege 2016 fair in Hanover.



- **New wiping care without hazardous classification**

CORRIDOR® CIBREEZE
WIPE S 790

- **New sanitary cleaner duo without hazardous classification**

BUCASAN® SANIBOND G 457
BUCASAN® SANIFLOW G 458

- **Basic cleaning and coating**

Bargain weeks at Buzil

- **Fair participation**

ALTENPFLEGE 2016,
Hanover

- **Terms and Conditions Update**

- **Obituary on**

Mr. Reinhard Wagner

- **Personnel restructuring**

- **Tips & Tricks**

One-step wet wiping



New high-performance sanitary cleaner duo without hazardous classification

The new **Bucasan® Sanibond G 457** und **Bucasan® Saniflow G 458** products are acidic high-performance sanitary cleaners without hazardous classification for daily routine cleaning in any wet areas.

Thanks to a powerful combination of particularly effective surfactants and acids, both cleaners remove soiling that is specific to sanitary systems, such as limescale, dirt and soap residue. They are suitable for use on all acid-resistant materials and surfaces such as tiles, washbasins and toilets, and, in particular, porcelain sanitary fittings, chrome, stainless steel and aluminium surfaces, and wall and floor tiles.

The two products provide a sanitising effect and reduce re-soiling with the integrated threshold effect (contains lime components in the solution and prevents lime build-up). The modern fragrance leaves a fresh strawberry scent.

BUCASAN® SANIBOND G 457

Sanitary daily routine cleaner without hazardous classification, viscous



Product advantages/properties:

- Viscosity enables excellent bonding on vertical surfaces
- Outstanding cleaning effect
- Streak-free shine without final drying thanks to beading effect
- Suitable for application with foam gun
- Hygienic, fresh strawberry scent
- Re-soiling with lime is reduced by the threshold effect
- Contains fragrance with very low proportion of allergenic ingredients

BUCASAN® SANIFLOW G 458

Sanitary daily routine cleaner without hazardous classification, liquid



Product advantages/properties:

- Outstanding cleaning effect
- Streak-free shine without final drying thanks to beading effect
- Suitable for application with foam gun
- Hygienic, fresh strawberry scent
- Re-soiling with lime is reduced by the threshold effect
- Contains fragrance with very low proportion of allergenic ingredients

Both high-performance sanitary cleaners, which do not require hazardous classification, will be available from April 2016 in 1 litre, 5-litre and 10 litre containers.

buzil.COMM

The customer magazine of Buzil.

01/2016

Basic cleaning and coating:

Bargain weeks at Buzil for specialist wholesaler

AS CLEAN AS A WHISTLE
AND EXCELLENT FOR YOUR PIGGY BANK.

Every floor covering needs individual care. Buzil provides a powerful selection of different basic cleaning and coating products to match different requirements. Make the most of our bargain weeks and put your very own product package together. Secure your bonus – it's worth ordering fast: For every full pallet ordered containing a maximum of 2 of our basic cleaning and floor coating products – the division of the products is irrelevant – you will receive a bargain weeks credit note from us.



Fair participation "Altenpflege 2016"

BUZIL-WERK Wagner GmbH & Co. KG will be appearing at the "Altenpflege" trade fair for the second time on 8-10 March 2016 in Hanover. The "Altenpflege" fair is a key annual event and is the perfect place to find out about the latest technologies, trends and services in the industry.

Alongside a wide range of services, Buzil will be presenting its tried-and-tested eco cleaning products from the Planta® edition for daily routine cleaning that protects materials and the environment. Buzil will also be providing information on the Buz® Laundry product range for washing textiles, the Budenat® disinfectant range and, for the first time, an innovative new product: Corridor® Cibreeze Wipe S 790 wiping care with active block, which does not require hazardous classification and reliably covers odours. Together with the Bucacid® S G 467 sanitary daily routine cleaner and the Buz® Fresh Magic G 567 ready-to-use air freshener, the new product offers a complete solution for daily cleaning with odour coverage.



Updated terms and conditions in effect since January 2016

Please note that our terms and conditions have changed as of January 2016. All transactions processed since this change have been/will be handled in accordance with the new terms and conditions.

Obituary on Mr. Reinhard Wagner

(12/09/1947 – 21/01/2016)

Having grown up with Buzil, Reinhard Wagner was influenced at a young age by the entrepreneurship of his parents Ingeborg and Franz Wagner. He gained an insight into the workings of the company early on but was also dedicated to his great passion – music. He played in various bands and performed with HELIOS in a large concert for the Catholics' Day celebrations in 1984 at the Marienplatz in Munich. He retained his love of music even after his active involvement and attended regularly concerts such as the Jazzfrühling jazz spring festival in Kempten.

Despite his musical talent, he chose the company – Buzil. Following his Chemistry studies (with his future wife Gudrun) when he joined the company in 1974, he began developing cleaning agents.

Initially, he acquired vast specialist knowledge about the production of cleaning agents in his own work and also during several weeks spent working at various raw material producers. He set up his own laboratory for product development and laid the foundations for the current product range, which has been continuously improved and developed to his specification. Products such as Blitz Citro or Polybuz® Trendy have their roots in this work.

Under his supervision, the in-house Buzil laboratory introduced continuous, strict quality controls and monitored what was produced. Development and production have gone hand-in-hand with this focus on quality awareness ever since, resulting in DIN EN ISO 9001 quality management certification in 1996 and DIN EN ISO 14001 environmental management certification in 2002.

It was very important to him that knowledge was passed on regarding how to use his products to achieve optimum results. He therefore designed his own training programme, initially for Buzil sales representatives who would be presenting the application of the special cleaning agents to customers on location, and so the Application department was born.

The training programme was improved and offered to all customers and end users – firstly, to improve knowledge among users and, secondly, to prevent errors by the users themselves. Today, Buzil still provides this training, which is tailored to the present-day products and requirements.

Following the successful development of cleaning agents, Reinhard Wagner became increasingly involved in visits to customers to pass on application knowledge. This also saw him start his new role of looking after major national customers across Germany. With the love of travel inherited from his father and his strategic foresight, he drove forward the development of the export business. He found many business partners in Europe, and developed not only business relationships but also long-lasting friendships. He established subsidiaries and new branches in countries such as Greece, Poland and the United Arab Emirates to enable a more targeted approach to business development there.

In the 1990s, he was involved in the planning and construction of the current company building in Fraunhoferstrasse in order to increase production quantities and manufacture further special cleaning agents. As well as a significantly larger and more efficient production facility, the new plant also included a large training room and state-of-the-art laboratories. This was very close to Reinhard Wagner's heart.



buzil.COMM

The customer magazine of Buzil.

01/2016

(...) Obituary on Mr. Reinhard Wagner

Under his leadership, the opportunities offered by the new, larger production facility lead to the current distribution concept, which uses trading structures via wholesalers and consequently saw the end of the company's own fleet of trucks.

Reinhard Wagner took great pleasure in celebrating the 100th anniversary of the Buzil plant founded by his grandfather Julius Wagner, with all the staff, his business partners and friends. More than 600 guests took up his invitation to celebrate this wonderful event with him at Hohes Schloss in Bad Grönenbach. This meant a lot to him.

In 2010 Reinhard Wagner handed the business over to his daughter Isabell and Klaus Karl - a personal step focussed on the future of Buzil. There are few owners who manage to take this step as smoothly as he did.

In 2013, Reinhard Wagner began his well-earned, and much too short retirement. His death on 21 January 2016 was a sudden and unexpected shock to all.

Personnel restructuring

- Mr Stawski moved from the Polish Buzil subsidiary BUZIL Polska Sp. z o.o. to the German company Buzil-Werk Wagner GmbH & Co. KG on 1 February 2016 and took on responsibility in Memmingen for international sales
- Mr Karolyi also transferred to the German organisation on 1 February 2016 and took on the role of Sales Manager for Croatia / Slovenia / the Balkan countries



Tips & Tricks: One-step wet wiping

In daily routine cleaning, one-step wet wiping is one of the most widely used, common methods for cleaning buildings. Alcohol-based cleaners and wiping care products are used here that are actually only suitable for daily routine cleaning in a two-step wet wiping process. Depending on the footfall in the property, this leads to a build-up of dirt and the formation of streaks on the surface. In addition, stubborn dirt such as spots of juice are difficult to remove.

..., continues on next page,...

buzil.COMM

The customer magazine of Buzil.

01/2016



... Tips & Tricks: One-step wet wiping

The high pressures of cost and time for cleaning companies mean that there is often no other alternative to one-step wet wiping. Unlike the two-step wet wiping process, the one-step cleaning method consists only of one operation. The surface is cleaned with a wetter mop cover. Any remaining liquid on the surface dries and dirt that has not been completely removed re-dries on the surface.

In care homes and hospitals, one-step wet wiping is a common method for daily routine cleaning. Often, prepared mop covers are used for this and are discarded after each person's room. The main benefit of one-step wet wiping is that large areas can be handled. In the case of conventional cleaning products, however, this is often at the expense of cleanliness and appearance.



As costs and time are playing an ever greater role in the cleaning industry, Buzil has worked hard to develop a solution that meets the sector's requirements in terms of cleanliness and appearance with one-step wet wiping.

The new Corridor® Cibreeze Wipe S has proven itself to be ideal for one-step wet wiping. It is the latest generation of wiping care and provides optimum cleaning results thanks to the extremely high reactivity of the surfactants. The redispersible polymers it contains form a protective film that repels dirt but does not cause a build-up of layers.

The built-in active blockers for unpleasant odours mean that use of the Corridor® Cibreeze Wipe S 790 wiping care is recommended for hospitals and retirement and care homes.