



Rohan Oakes, Mark Warren, of Steamvac , Jo Ball, Frank Ball of Sonitron

*The 1st of December, 2010 is a significant day for the cleaning industry of Australia, and especially the carpet cleaning industry. The merger of Steamvac and Sonitron® is now complete. This brings together two of Australia's longest established manufacturers of chemicals and equipment. The two companies between them have over 70 years of experience in providing the best in chemicals and equipment to the Australian market.*

For our customers it will be business as usual. Machinery will be made in Melbourne and chemicals in Brisbane. Staff will remain the same and the Brisbane operation will operate as usual from 18 Noble Avenue Northgate. A top rate service division will be set up in Brisbane. This has been slightly delayed by the fact that Steamvac are moving to a new factory more than twice the size in Melbourne and there is a lot happening at present with new chemical and equipment products. Export will remain a big part of the future plans. Companies will remain with Sonitron® Australasia as the chemical division and Steamvac® as the equipment division, both companies will be controlled by Steamvac Sonitron Pty.Ltd.

**SONITRON® AUSTRALASIA a Steamvac Sonitron Company**

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**THE MARCH TOWARDS SAFER AND GREENER PRODUCTS CONTINUES**  
A NEW FORMULA rust remover HAS BEEN SUCCESSFULLY TESTED. This formula is not classified as dangerous goods so it can be freighted at lower cost. It does not contain ammonium bifluoride or hydrofluoric acid so it is no longer necessary to carry the calcium gluconate gel antidote which is becoming increasingly expensive. It will be generally available early in the New Year as soon as present limited stocks of old formula are exhausted.



***The story behind the Sonitron® and Steamvac merger.***

Recently we organized a showing of Steamvac's new truck mounts and improved portable range at Sonitron's® Northgate premises. Mark Warren and Rohan Oakes of Steamvac were up from Melbourne for the show together with key members of Steamvac staff. It was immediately apparent the Sonitron® and Steamvac staff got on very well personally. We were also very impressed with the substantial improvements in the Steamvac equipment. After the show discussions on the possible benefits of a merger commenced.

Frank and Jo Ball had noted some increasing incompatibility between the manufacturing requirements of Sportcrete® [www.sportcrete.com](http://www.sportcrete.com) and related products and the cleaning chemicals. Frank is co-inventor of Sportcrete® which is now patented in a number of countries. The Sportcrete® business is now run through a legal and commercial association of 4 companies, three in Australia and one in the U.K. Frank and Jo have an exclusive 20 year contract to supply the vital ingredient which controls the whole process, and this has been approved by the ACCC. At this stage of our lives we feel that this is probably more than enough to occupy us. In addition to Australia and New Zealand, Sportcrete® installations have now been completed in Japan, Korea, Thailand, Russia and various countries in the EU especially UK and Spain, and in North and South America. It does have the benefit that we can travel and see how Sportcrete® is performing in various countries.

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Once we decided that the merger was basically a good idea, we were determined to create a win/win situation for everyone. Our valued customers would continue to have a reliable supply of the products they have been accustomed to use from a substantially expanded agent chain. The Australian organization providing the products could now supply all three basic essentials-quality machinery at the right price-competent Australia wide service and spare parts-and quality chemicals at the right price. Steamvac's operation would be strengthened to the stage where they could seriously attack the export market, which in the current world situation is now vital for all successful Australian companies and provides more permanent jobs in Australia. All of our staff have retained their jobs including our long time personal friend industrial chemist Trevor Murfin. Frank and Jo could enjoy a lifestyle more appropriate to this stage of their lives. It is in fact a win/win situation.

**Trevor Murfin our consulting industrial chemist will remain a valuable part of the team at Sonitron® Australasia.**

*As is usual in these arrangements Steamvac have purchased the business including the trade marks, but we have not sold our company. The name of our company has been changed to Sustainable Chemical Solutions Pty.Ltd., and will be the vehicle for our consulting services in the future.*

**Frank and Jo would particularly like to thank our very loyal customer base (some of you have been with us since we started in business) for your loyalty and friendship.**



## ***CHRISTMAS CLOSURE***



***We would like to take this opportunity to wish you all the best for Christmas and the New Year.***

***We will be closing on December 23rd and re-opening on January 4th.***



***Merry Christmas from all of us.  
Good health, happiness  
and prosperity.***

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