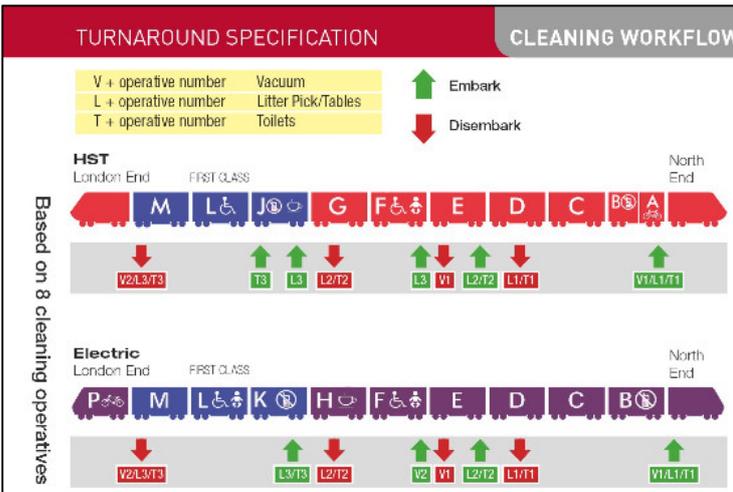


Paragon's Blade cuts it for Butchers



Virgin East Coast trains speed past the Paragon premises in Musselburgh with regularity but few of the thousands who travel up and down that main line appreciate the contribution that the trackside business makes to their comfort.

The SFMTA corporate member is well known to Scottish butchers as the helpful business that solves your cleaning requirements. But over the last few years the rail sector has been a major area of growth for Paragon.

When East Coast trains reach their destinations it is not long before they are off back up and down the line. That means that the time allowed for cleaning the rolling stock has to be used efficiently and effectively.

Paragon devised a cleaning programme for Virgin Trains that details through written specifications how to perform all the tasks that make the trains both sparkle and smell nice.

Paragon products have been keeping trains clean while their operators travelled from GNER to National Express to East Coast Mainline, to Virgin Trains East Coast. The main servicing points are Edinburgh Waverley, Newcastle and London Kings Cross but overnight stops at places like Heaton (Newcastle) and Neville Hill (Leeds) has opened the eyes of other rail operators to the systems Paragon have supplied to Virgin.



Northern and other train operators have subsequently switched to Paragon and they have even rolled out the same product to South Western Trains. An industry first APP was launched in 2017 designed to deliver training to front line cleaning staff in a simple, easy to use, 'bite-size' video format. This compliments the sister APP, 'APPearance' which monitors standards of train cleanliness in real time, again an industry first.



So just as at Virgin, butchers can use Paragon documentation and products for their HACCP and cleaning schedules. Procedures cover all the equipment and surfaces that can be found in a butchers shop. They detail the method, instruct how to use, state the dilution and the products that you use. There is an Excel spreadsheet available that works as a cleaning check list.



The business has itself been on an impressive journey since started in July 1988. Ian Urquhart worked in the industry but felt that the job could be done better and that the service to the customer could be better.

Paragon was born in Musselburgh and grew steadily over the years, moving from a 900 square foot unit, to a 2000 square foot unit, to two purpose built 2,000 square foot units in 1997, and then to a purpose built 10,000 square feet in 2002. January 2018 will see another 2000 square foot extension to increase current warehouse capacity start.

Customers were general and varied but the core products Blade QAC, ParaGem and Purify were the mainstays to predominantly the food sector. Ian explained:-

"The customer that we developed products for then was William Low. We were their main supplier for hygiene products. Everything was going well until they got bought over by Tesco.

"We had to try and do more work on other sectors like the care sector but our focus has been the food sector. That is still where our expertise lies."

Paragon is a family business, Ian's wife Sandra works two days per week in the office, son Paul joined the business in 2006 and daughter-in-law Jaci works four days per week on HR and compliance. The family business draws great similarity with the butchers they supply since most of them too are family concerns. Ian continued:-

"I believed in integrity and had a philosophy of never selling somebody something that you not accept yourself.

"We don't want any of our customers buying something that is unnecessary, we don't want any of our customers left with something that is a surprise."

Controlling the dilution levels of concentrated products will provide cleaning operatives with maximum cleaning performance and at the same time reduces wasteful over-use of chemicals, ultimately saving you money.

From a simple and cost effective Pelican Pump to a fully integrated Blend Centre, the type of dilution control system you require will vary depending on the available resources, location and employee numbers.

Paragon is definitely not just another company that sells cleaning products. Ian believes his business cannot expect to be successful without offering some value other than just a product. He firmly believes that you need to go that extra mile.

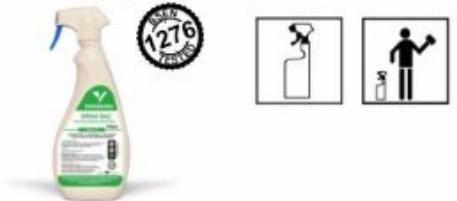
PARA GEM F02
UTENSIL WASHING DETERGENT
 Use on: Multi surfaces within all areas of food industry.



BLADE QAC F01
MULTI SURFACE CLEANER/SANITISER
 Use on: All washable surfaces including floors, walls and equipment.



SPRAY BAC F20
NON RINSE SANITISER
 Use on: All food preparation surfaces and equipment. Also glass cleaner.



That extra mile means providing solutions and not just the ones in a bottle. Ian revealed what he feels makes the difference:-

"We know a lot of the things that an EHO is going to flag up just through our experience. It is experience of working with customers. We try to work out solutions and then take these out to the rest of our customers. We are proactive and that is a good positive thing to be doing."

Paragon's Blend Centre helps customers establish control, reduce chemical exposure and cut out wastage. Getting the right usage maximises efficiency and greatly reduces costs. This is just one of the benefits that can be installed after a visit from the company's friendly public face, Aubrey Christian. Aubrey has the ability to take the stress of implementing a compliant hygiene system away from the customer by performing a site survey and advising recommendations that meet the business needs. He stressed:-

"It is a new pair of eyes looking at the premises and when you give feedback many will say that they would never have thought of that."

For around £120 Paragon will supply a data logger including the probe. Data loggers are electronic devices that record temperature over a period of time for analysis at a later date. Aubrey extolled the logger's virtues:-

"A paperless temperature recording system that records everything in date and time order. You can even put prompts on it as well so there is no reason for something to be missed. An EHO will know that it is a foolproof system."

"Probe sticks can be placed in every chill, a sensor on the outside can be plugged into the logger to record temperatures. A wifi unit can be used or hard wired back to computer in office."

"You can get email and text alerts if temperatures rise above set limits. Eventually an app on a phone will display records and better still there is not licence or any annual fee."

Paragon really can save you the wrath of your local EHO and like Virgin trains, butchers can save valuable staff time, save costs by using the right products in the right quantities and get the job done in time.

The dictionary defines a paragon as a model of excellence and perfection. It seems that Ian Urquhart struck on a very apt name for his new company back in 1988.

HYGIENE PLANNER PARAGON



F01 BLADE QAC MULTI TASK CLEANER/SANITISER

Use on: All washable surfaces including floors

APPLICATION: 1x 20:1, 3x 60:1

F02 PARA GEM MULTI PURPOSE BACTERIAL DETERGENT

Use on: Dishes, utensils and surfaces

APPLICATION: 1x 200:1, 20:1

F19 CHLOR TABS FOOD SAFE DISINFECTANT TABLETS

Use on: Mops, cloths, utensils, chopping boards

APPLICATION: 1 TAB → 200ppm

F20 SPRAY BAC NON RINSE SURFACE SANITISER

Use on: Food prep surfaces, stainless steel, glass

APPLICATION: Use NEAT

BS EN 1276 Disinfection Method:
 Read instructions on the product labels and info sheets.
 Always clean surface first before applying disinfectant and allow contact time.

PPE must be worn when handling chemicals

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Saf-T-Log® Thermometer

paperless temperature recording

ThermaData® WiFi Two Channel Thermocouple Loggers