

SGH
certified
Issued by DISARP



Food
Industry
Cleaning and disinfection



In-depth
Get to know three major
Spanish hotel chains

New
Viricides and bactericides



CEO of the year family
business 2022

Club CEO España recognises the
work of CEOs who are altering the
paradigm of their industry.



BACTER LINE

- ✓ **BACTER 700**
- ✓ **BACTER 700 RTU**
- ✓ **BACTER 800**
- ✓ **VIR K1**
- ✓ **VIR K5**
- ✓ **VIR K9**

NEW
— ★ —
**DESINFECTANT
RANGE**



disarp.com





Many changes have taken place in a short space of time.

Not more than a year ago, the volcano in the Canary Islands, floods, storms that had never been seen before, everything after a world pandemic, accompanied by a war between Russia and Ukraine that we will see how it ends, and at the moment the exponential rise in raw materials and energy prices. If we add to all this the day-to-day pollution of the planet by human beings with actions as simple as the daily use of plastics, among many other things. The results are not very encouraging.

At DISARP, we are putting all our efforts into trying to change things. The habit of the end consumer to use flexible packaging instead of rigid packaging, thereby reducing the consumption of plastics by more than 90%. With all that this entails. If we stop to think about it, when we buy empty containers to fill at DISARP's plants, they come in a lorry and take up the same amount of space as when we send them full to our distributors. In other words, two trips, CO2 consumption, road pollution... when we use flexible packaging, the volume occupied by a lorry of rigid packaging transformed into flexible packaging translates into two small transport boxes that can even be sent by courier. Folded, they do not take up space.

That is why it is so important for us all to evolve together with flexible packaging, saving on transport, which is passed on to the customer, saving on plastics, and not paying tax on rigid packaging, which will be introduced in 2023. We are giving all these savings to the end user to be more competitive, but we are also giving them to the planet with less waste.

Under systems with **ECODESIGN** we reach a wide range of environmentally friendly products both in the system and in the product. Under the campaign #YoRecargo we are going to convince the mass consumer that we can swim against the tide for a better world as we are doing in the professional world with great results. We must continue along the lines of ecology and sustainability.

José Tortosa

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read all our magazines
in multilanguage



SCAN THE QR CODE
OR VISIT **DISARP.COM**

DEVELOPMENTS

ECODISbag

New concentrated professional cleaning system.

In its **Green Over Green** project to take care of the environment, DISARP's R+D+i department has designed a new concentrated cleaning system **Ecodisbag**. A bag that manages to use its product up to 100%, saving in storage and with the maximum concentration.

A new range of products for all types of sectors, from automatic dishwashing to general cleaning or kitchens.

A product that adapts to any space due to its reduced size. 3L and 4KG bags. Easy to install, to handle by the operator and to transport. In addition, due to its design, it can be placed in three ways, so it adapts to the space and needs of each site. Fixed to the wall, fixed to the machine itself or on a stand.



+ INFO: PAGE.35



Desincrust Forte

General descaler especially for dishwashing machines.

Desincrust forte is a concentrated acid descaler for removing limescale deposits, incrustations and rust residues from all types of acid-resistant equipment or installations. New phosphorus-free formulation that cares for the planet and works even faster.

Its concentrated, odourless, fast-acting and fume-free formula makes it easy to use, removes all types of scale and restores surfaces to their original shine.

Bacter Line

We are very aware of the importance of cleaning tools and surfaces to avoid possible contagion,, especially in certain areas and sectors, such as health centres, bathrooms, laboratories, the food industry or kitchens.

That is why our team of experts in cleaning and disinfection research, develop and innovate to create the right products and dosing systems for each sector and/or area, adapting to the needs of the market. This is the origin of our bacter line, disinfectant and virucidal products to meet the needs of each workspace.

+ INFO: PAGE.8-11



DEVELOPMENTS

Bacter WC

The new descaling gel cleaner for WC and sanitary ware is an energetic acidic cleaner in gel form that favours the adherence of the product to the surfaces and the elimination of incrustations and oxide stains. It has a high concentration which allows its application at low doses, guaranteeing a thorough cleaning and deodorisation of the treated surfaces.

Easy-rinse, scented formulation that does not produce fumes or unpleasant odours. Ideal for thorough cleaning of W.C., urinals and toilets with limescale, rust and scale. Now available in 1L bottle or 5L carafe.



New formula

Dreamhand hydroalcoholic gel

Improved formula to adapt to new regulations and needs in our product Dreamhand hydroalcoholic gel. Now a healthy skin antiseptic without rinsing. AEMPS registration: 1328-DES.

This gel is recommended for personnel who require hygienic conditions as it eliminates microorganisms from the skin to avoid their possible transmission.

Rapid evaporation once applied. It is ready to use without the need for dilution. Its effectiveness has been demonstrated for the hygienic treatment of hands by friction, as it is bactericidal and levuricidal (complying with the UNE-EN 1500, UNE-EN 13624 and UNE-EN 13727 standards) as well as virucidal, complying with the UNE-EN 14476 standard.

Top Auto

New automotive cleaning line for the mass market channel.

Domestic line for vehicle cleaning that is born from the experience of the DISCAR line (professional) to guarantee the care of vehicles with high quality maintenance. A new line for the end user through petrol stations and supermarkets, where the way of cleaning is more manual. To this end, a more specific range of products has been developed for this type of consumer, covering all the areas to be treated with a very commercial range.



+ INFO: PAGE.54

NEWS

01

Certificadora SGH

New certificate SGH global hygiene solutions. We analyse, certify and guarantee that the service and product that your company distributes follows the regulations and that the requirements requested are implemented. We provide you with an audit that will review the quality of the documentation delivered and approve that the steps and standards followed by a company are adequate.

+ INFO: [PAGE.28](#)



02

New packaging

We have renewed the packaging to achieve a more international design without losing our essence. The colours play a fundamental role when it comes to identifying, communicating and promoting. At first glance, the corporate orange and blue are identified as the hallmark of the company.

We continue to maintain a clear and modern design.



03

DIShome in supermarkets

A small representation of ECOZ products can already be found in the lines of some supermarket chains for domestic use.

These products are manufactured under the DISARP guarantee but with formulations adapted to domestic use.

In this case, you can find DIS degreaser, DIS baths and DIS multi-purpose products.



04

CEO España

Our CEO Jose Tortosa received the award for CEO of the Year Family Business 2022.

In its sixth edition, the exclusive business meeting called "CEO Summit", organised by Club CEO España, distinguished the performance of business leaders in our country, through the delivery of the III CEO of the Year Awards 2022. These awards recognise the work of the actors that make up the visible head of the companies and make it possible for their respective companies to advance towards success, especially in sectors affected by the pandemic.

+ INFO: [PAGE.16](#)



NEWS

05

Cover of Capital Magazine

2022 is a great year for DISARP, as we have been recognised in various media for our work and dedication. One of the most special is the CEO of the year award as a family business.

This award was echoed by important media such as Capital magazine. A medium that you can find at newsstands or see in digital format on its website **capital.es**

For us it is a great pride to be recognised for our work and to be a leader in the sector.



SCAN ME
AND READ
THE MAGAZINE

06

DISARP Telegram group

Telegram is an instant messaging platform ideal for work. It allows us to instantly inform about product news, fairs we have visited, important events, share images, product information etc. It is a way to share our information with employees, customers or anyone interested in everything concerning DISARP. We already have a large group of subscribers to DISARP news on Telegram. Will you join us?



07

DISARP Remote

Remotely controls washing machines and laundry dosing equipment in hotels, residences, health centres, laundries, restaurants, etc. Thanks to the control panel you can have total control of the dosing, equipment, costs, washes, consumption...

So you can have control of your business and profitability from a computer, tablet or mobile device.



NEWS

VIRICIDES AND BACTERICIDES



**BACTER
700 RTU**

DISINFECTANT CLEANER FOR ALL TYPES OF SURFACES

Viricide: complies with UNE-EN 14476 standard, against vaccinia virus, representative of enveloped viruses (including coronavirus)

REGISTRATION N°:
21-20/40-10892
21-20/40-10892 HA

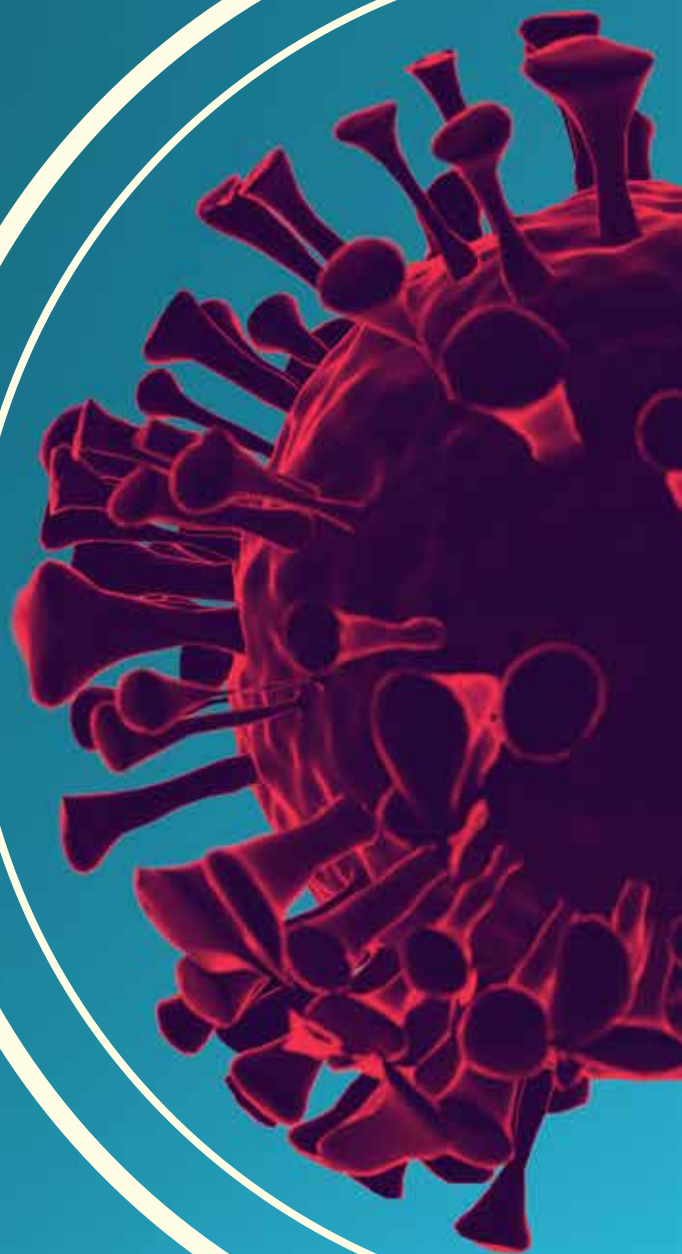
CONCENTRATED DISINFECTANT FOR ALL TYPES OF SURFACES

Slightly scented and highly concentrated formulation that allows the product to be applied as a disinfectant cleaner in one step on all types of surfaces at the doses of use.

REGISTRATION N°:
21-20/40-10891
21-20/40-10891 HA



**BACTER
700**



BACTER 800



CONCENTRATED DISINFECTANT FOR ALL TYPES OF SURFACES

Slightly scented and highly concentrated formulation that allows the product to be applied as a disinfectant cleaner in a single step on all types of surfaces at the doses of use.

REGISTRATION N°:
21-20/40-10953
21-20/40-10953 HA

BACTERICIDE, FUNGICIDE AND VIRICIDE FOR ALL TYPES OF SURFACES

Complies with the UNE-EN 14476 Standard in clean conditions, at a concentration of 5%, with 15 minutes of contact and at a temperature of 20°C. Antiseptics and chemical disinfectants. Quantitative suspension test for the evaluation of virucidal activity in medicine.

REGISTRATION N°:
21-20/40/90-10867
21-20/40/90-10867-HA



VIR K9

BACTERICIDE, FUNGICIDE AND VIRICIDE FOR ALL TYPES OF SURFACES

Authorised by the D.G.S.P. for: Environmental use and in Food Industry, Contact disinfection: application on surfaces and equipment by professional personnel by spraying with trigger sprayer, circulation, immersion, with cloth or mop with the product diluted in water, respecting the contact times.

REGISTRATION N°:
21-20/40/90-10844
21-20/40/90-10844-HA



VIR K5

BACTERICIDE, FUNGICIDE AND VIRICIDE FOR ALL TYPES OF SURFACES

Product recommended for disinfection of non-porous surfaces and equipment in the food industry and other applications in the food sector and in areas of environmental hygiene, such as schools, gyms, geriatrics and institutions in general.

REGISTRATION N°:
21-20/40/90-10843
21-20/40/90-10843 HA



VIR K1

VIRICIDES

A viricide is a disinfectant that is able to remove viruses from any surface.

It not only cleans and disinfects, but it is also able to remove viruses from the surface, which makes cleaning even more effective and safer.

If the disinfectant has additional cleaning properties, such as also being a yeast or fungicidal product, you will achieve even more effective cleaning.

The viricide is an environmental and surface disinfectant that can be applied in all sectors. It provides a broad antimicrobial spectrum and offers maximum cleanliness, adapting to the most demanding hygiene plans.

Cleaning products such as viricide provide a number of advantages for safe disinfection and cleaning such as being an antiseptic product that fights and destroys germs. Viricide removes the viral envelope and causes the virus to be reduced or completely eliminated.

In this table you will find all the characteristics of our virucides and how to use them. Depending on the type of virucide used, it has to be applied in one way or another. The application time of each product is also very important. The vast majority of these products can be used in food areas.

. As we have already mentioned, these virucides not only fulfil this function, but also complement it by being bactericides, fungicides, etc.



	Environmental	Food
SANITER BACT	✓	✗
MULTIBACTER	✓	✓
BIOMAN	✓	✓
CHEF BACTER	✗	✓
HIGISOL 70	•	•
HIGISOL 70 GEL	•	•
BACTER 700	✓	✓
BACTER 800	✓	✓
BACTER 700 RTU	✓	✓
VIR K-1	✓	✓
VIR K-5	✓	✓
VIR K-9	✓	✓
CITRON CLOR HA	✗	✓
CLORAVERD	•	•
DISARPCLOR LÍQUIDO	•	•
EFICLOR FOAM	✗	✓
CLORANET	✓	✗
CUCAS KILL PLUS	✓	✓
INSECTICIDA Q-14R	✓	✓

Registration N°	Active ingredients	Tests carried out	Activity	Fields of application	Time dose
21-20/40-03054	Alkyl dimethyl benzyl ammonium chloride 4.2% w/w	UNE-EN 13967 dirty conditions	BACTERICIDE FUNGICIDE	Surfaces and toilet disinfection with impregnated wipes or immersion	5-15 minutes 20-100%
16-20/40-02985 16-20/40-02985HA	Alkyl dimethyl benzyl ammonium chloride 6.5% w/w	UNE-EN 13967 dirty conditions	BACTERICIDE FUNGICIDE	Surfaces and equipment Spraying, washing, circulation and/or immersion with a product previously diluted in water	5-15 minutes 3-4%
19-20-04454 19-20-04454HA	Didecylidimethyl ammonium chloride 4.45% w/w	UNE-EN 1276 UNE-EN13697 UNE-EN 14476 (dirty conditions)	BACTERICIDE FUNGICIDE (CORONAVIRUS)	Surfaces by spraying or immersion with a product previously diluted in water	5 minutes 3-5%
21-20/40-02984HA	Alkyl dimethyl benzyl ammonium chloride 2.5% w/w	UNE-EN 13967, dirty conditions	BACTERICIDA (LISTERIA AND SALMONELLA)	Surfaces and equipment treated by spraying, immersion, circulation or wiping with the product diluted in water.	5-15 minutes 20-30%
EXCEPTIONAL AUTHORISATION	Isopropyl alcohol 75% v/v	Bactericide, Fungicide, Levuricide and Virucide	BACTERICIDE · VIRUCIDE FUNGICIDE · LEVURICIDE	Hand hygiene and surface disinfection with pure product without further rinsing.	Up to 100% drying
EXCEPTIONAL AUTHORISATION	Isopropyl alcohol 75% v/v	Bactericide, Fungicide, Levuricide and Virucide	BACTERICIDE · VIRUCIDE FUNGICIDE · LEVURICIDE	Hand hygiene with pure no-rinse product	Up to 100% drying
21-20/40-10891 21-20/40-10891 HA	Didecylidimethylammonium chloride 2.48% w/w	UNE-EN 14476 UNE-EN 13967:2015 UNE-EN 1650	BACTERICIDE · VIRUCIDE FUNGICIDE · LEVURICIDE (CORONAVIRUS)	Contact disinfection for use by professional personnel	1-15 minutes 4-15%
21-20/40-10953 21-20/40-10953 HA	C12-16 alkyl C12-16 dimethylbenzyl ammonium chloride 2.5% w/w	UNE-EN 13967:2015	BACTERICIDE FUNGICIDE LEVURICIDE	Contact disinfection for use by professional personnel	5-15 minutes 2-15%
21-20/40-10892 21-20/40-10892 HA	Didecylidimethyl ammonium chloride 0.3% w/w	UNE-EN 13967:2015 UNE-EN 14476 virus completos	BACTERICIDA FUNGICIDA (CORONAVIRUS)	Contact disinfection for use by professional personnel	1-15 minutes 50-100%
21-20/40/90-10843 21-20/40/90-10843 HA	Didecylidimethylammonium chloride 5% w/w C12-16 Dimethylbenzyl ammonium chloride 5% w/w	UNE-EN 14476 UNE-EN 13967:2015 UNE-EN 1276 complete viruses	BACTERICIDE · VIRUCIDE FUNGICIDE · LEVURICIDE	Contact disinfection for use by professional personnel	5-15 minutes 1-5%
21-20/40/90-10844 21-20/40/90-10844-HA	C12-16 alkyl C12-16 dimethylbenzyl ammonium chloride 10% w/w	UNE-EN 13967:2015 UNE-EN 14476 complete viruses	BACTERICIDE FUNGICIDE VIRUCIDE	Contact disinfection for use by professional personnel	5-15 minutes 1-2,5%
21-20/40/90-10867 21-20/40/90-10867-HA	Didecylidimethyl ammonium chloride 4.5% w/w	UNE-EN 14476 UNE-EN 13967:2015 UNE-EN 1276 complete viruses	BACTERICIDE · VIRUCIDE FUNGICIDE · LEVURICIDE	Contact disinfection for use by professional personnel	5-15 minutes 4-5%
18-20-06260HA Extension of Authorisation	Sodium hypochlorite 4.50% active chlorine Potassium hydroxide 10% w/w	UNE-EN 13967, clean conditions	BACTERICIDE	Surfaces and equipment Spraying, washing, circulating and/or immersion with product previously diluted in water	5 min. 1%
Notified TP5, biocidal product not subject to Registration	Sodium hypochlorite 4.15% w/w (Available Chlorine) (equivalent to 45 g/L)	The Sodium Hypochlorite used complies with the UNE-EN 901:2007	BACTERICIDE FUNGICIDE	Drinking water disinfection (large-scale chlorination) by professionals	0,5mg/l chlorine
Notified TP5, biocidal product not subject to Registration	Sodium hypochlorite 14.2% w/w (Available Chlorine) (equivalent to 175 g/L)	The Sodium Hypochlorite used complies with the UNE-EN 901:2007	BACTERICIDE FUNGICIDE	Drinking water disinfection (large-scale chlorination) by professionals	0,5mg/l chlorine
18-20-09387-HA Extension of Authorisation	Sodium hypochlorite 5.15% active chlorine Sodium hydroxide 5.30% w/w	UNE-EN 13967 Dirty conditions	BACTERICIDE	Surfaces and equipment by spraying, immersion or application by foam spraying machine with the product diluted in water.	5 min. 5%
18-20/40-09611 Extension of Authorisation	Sodium hypochlorite 4.5% active chlorine	UNE-EN 13967, Testing on surfaces under dirty conditions	BACTERICIDE FUNGICIDE	Surfaces and equipment by spraying, wiping or mopping, immersion or circulation with the product diluted in water.	5 -15 min. 5-8%
16-30-08156 16-30-08156 HA	Permethrin D-Tetramethrin	●	●	Flooring and skirting boards	●
21-30-00425 HA 21-30-00425	D-trans tetramethrin Cyphenothrin	●	●	Flooring and skirting boards	●

HYGIENALIA



CLEANING FAIRS AND THEIR IMPORTANCE

Trade fairs are an excellent venue to gain knowledge in a wide variety of professional cleaning and hygiene fields through inspiring presentations and events held by some of the industry's leading brands.

Find solutions, services and products and connect with suppliers that will help grow the business.

Meet with industry thought leaders, cleaning technology experts, suppliers, users and property/facilities management, R&D managers, product specialists and service operators. DISARP was at Hygienalia 2021, presenting at one of the largest stands of the event. Trade fairs have evolved, they are Brand fairs, where it is important to be present and to take the opportunity to showcase new products. In the past, trade fairs were for selling and going back to the office with customer orders under their arms, nowadays this concept has changed, visitors come to be introduced to innovation, they look at all the stands and ask for information.



HYGIENALIA 2021

Once they are at their desk and with the information received, they call the trade fair salesperson or the one assigned to their area to negotiate the possible incorporation of the references they liked. This is why the results of the trade fair are measured in the medium term and not in the short term as was the case decades ago.

At Hygienalia, we present the latest products added to our ECOZ cleaning system, a system that is unique in the market and is characterised by the fact that the user only buys the sprayer once, then refills it with the bags of product, which saves 95% of plastic, as well as reducing CO2 and



Feria Higiencia 2021



Feria Higiencia 2021

saving on storage. There is a wide variety of products in our catalogue for ECOZ refills, every year we work on adding more references to this catalogue. We also present the new ECODISbox for ecological laundry, under the EU ECOLABEL seal. And adapting to market needs, we present the new line of bactericidal and virucidal products in ECODISbox, ECOZ and carafe formats.



Feria Higiencia 2021



Feria Higiencia 2021



Feria Higiencia 2021

AMSTERDAM



Feria Issa Interclean Amsterdam 2022

Another of the most important trade fairs in the sector in which we have participated was Issa Interclean Amsterdam. This is one of the largest and most important trade fairs in the sector in the whole of Europe. The exhibition is held every two years in Amsterdam RAI, Amsterdam, The Netherlands.

In this last edition there were more than 700 exhibitors, including ourselves, and more than 20,000 visitors from many countries.

From this fair we took away large international customers from:

**Bosnia • Bulgaria • Rumania
Bahrain • Slovakia • Grecia
Chipre • Alemania • Túnez
Irlanda • Netherland**

We also strengthened our ties with our existing customers who visited us at our stand and got to know all the new products on display.



ISSA INTERCLEAN 2022



Feria Issa Interclean Amsterdam 2022



Feria Issa Interclean Amsterdam 2022

CHICAGO



This US trade fair has more than 1,400 companies from over 65 countries exhibiting their products, including 25 international pavilions.

Among them is DISARP, where it has been able to show and publicise its latest ECOZ system. An environmentally friendly system that is characterised by the reuse of the sprayer that is loaded with the bags of product. This saves up to 95% in plastics.

This system is patented in Europe and the USA.

We were lucky to be in the special exhibition for the most innovative products of the whole fair.

You can see the complete video of our visit to Chicago by scanning this QR code.



PLMA CHICAGO


CEO OF THE YEAR AWARD

In its sixth edition, the exclusive business meeting called "CEO Summit", organised by Club CEO España, distinguished the performance of business leaders in our country by presenting the III CEO of the Year Awards 2022. These awards recognise the work of the actors that make up the visible head of the companies and make it possible for their respective companies to advance towards success, especially in sectors affected by the pandemic.

These awards, given by the CEO Club Spain, consist of 6 categories to highlight the variety of areas, lines of action and strategies of the club's CEOs. The recognition does not focus on the success of a company, but rather on the success of the people who make companies move forward, thanks to the know-how of the great leaders belonging to the CEO Club.

Our CEO Jose Tortosa Maroto won the award for CEO of the year Family Business.





In your experience as CEO, what do you consider to be the optimal management model?

Our strategy for the last decade has been to automate production and storage processes. Currently, on my mobile phone I can see in real time what is being produced and the estimates of the orders that are going to be placed in the next 20 days. This allows us to anticipate purchases of raw materials, to see the orders that come in and how they are prepared in real time, with the commitment to send them the same day they arrive. We wanted to be, and we are, the Amazon of

chemicals, having everything under control and providing the best service to our customers quickly and efficiently. Accompanied by the services we offer.

What is key to being a good CEO?

This year I was awarded the CEO of the Year Award for Family Business 2022. The award itself is not the important thing, it was nice to be surrounded by so many CEOs. And the pat on the back in front of all of them is nice. The term CEO has become a misnomer on many business cards, but in reality the CEO is the decision-maker of the company's strategy. He or she does not give orders but leads and makes the right decisions for the overall good of the company with the best results. A CEO without their team is nobody, they are an entrepreneur. To be a good CEO you have to have people in your pocket, transmit confidence and agility with the team, be respected and sincere. A good CEO must lead management and innovation, be in the social networks and create a personal brand, so he or she will be more sought after for talks, discussions or seminars, directly promoting the company he or she represents.

Do you still have objectives to achieve?

We have two main objectives. The first is the further expansion of the company, especially in the USA, where we already have patents. And the second objective is that the whole world uses the EcoZ system for the care of the planet. We are environmentally friendly and save almost 90% of the plastic in packaging at a better price than the current price for the same products. We are 100% committed to these systems, they are the future for everyone.

What would you like your "footprint" in the company to be?

My footprint, without a doubt, is constant innovation. Staying ahead of the competition is essential. Decades ago, we used to compete with the big players, now we are imitated by many, but we are already ahead of them. That's why we now bring out our systems with patents and exclusively. We are the only manufacturer with our own industry magazine and we are the only one to have started to create online product training for our users. We are also the only chemical manufacturer that also manufactures its own dosing systems. Others buy them from third parties. My brother Ángel controls, as we say, "from the kerb inwards": Human Resources; the factory; purchasing; the financial side... I work "from the kerb outwards": Marketing; strategic management, commercial management, sales... We are a unique tandem, although Ángel does not appear in the media or in public. The footprint in the company is four feet, two of his and two of mine, continuing the legacy started by our father and founder. He continues to come every day to supervise how everything is going, at the age of 71...

OUR MARK HAS BEEN TO MOVE FROM A COMPANY, AS IT WAS KNOWN, A FAMILY BUSINESS, TO WORK AS A MULTINATIONAL.

DISARP IS PART OF THE T&T FAMILY HOLDING (TORTOSA AND TORTOSA HOLDING).



DISARP REMOTE

FOR KITCHENS AND LAUNDRY

Remote control system for professionals

HOTELS · RESIDENCES · HOSPITALS · SELF-SERVICE LAUNDRIES
PROFESSIONALS LAUNDRIES · RESTAURANTS · CATERING

Metering
control

Productivity
control

Equipment
reports

Cost
control

Washing machine
monitoring

Dishwasher
control

Profitability
control

Consumption
control



LAUNDRY DRY

One of the services that a hotel must have, either through external or internal management, is laundry services. The cleanliness of sheets, towels, tablecloths, and napkins is of vital importance for hotel users, who are not only looking for price and location when they travel.

IN THE HORECA SECTOR

Textile cleaning in hotels is increasingly a matter that hoteliers and hotel managers put before other needs or requirements. There are some hotels that subcontract this service. However, more and more hotels are opting to have a laundry on their premises.

If the latter option is chosen, the laundry department is responsible for the washing and ironing of the hotel's room linen and table linen.

He/she must be in charge of receiving the linen and checking the state in

which it is delivered to him/her. He/she must know the materials in order to use the appropriate cleaning and maintenance methods for each material. And he/she must ensure that they are delivered clean and in perfect condition.

This same department faces the following cleaning problems: difficult soiling, loss of whiteness in the linen, stains due to oxides and wear and tear. This is why laundry equipment and chemicals (detergents, bleaches, softeners, etc.) must be of the highest

quality. It is advisable to invest in improvements and innovation in each of the elements involved (machinery, products, personnel, etc.).

Also, due to its direct effect on the environment, it is a service that must be worked on conscientiously so that it is sustainable, and thus respects the environment with lower consumption systems and much more ecological products.



**AUTOMATIC
SYSTEMS**



**WIDE RANGE OF
PRODUCTS**



**ORGANIC
CONCENTRATES**



ECOLABEL LAUNDRY



L1000
ALL-PURPOSE DETERGENT
CONCENTRATE



L2000
DETERGENT COMPONENT
MONITORING



L5000
SCENTED RINSE ADDITIVE
MICROCAPSULES

ECOZ ADVANTAGES

- 1 90% plastic reduction
- 2 Eco-friendly
- 3 Less CO2 consumption
- 4 More sustainable future
- 5 Recyclable
- 6 Green point
- 7 Ecoembes
- 8 BPA Free
- 9 Zero chemical waste
- 10 ECOLABEL
- 11 No plastic packaging tax (2023)
- 12 No payment for waste collection companies = SAVING
- 13 Zero pictograms hazardousness
- 14 Less plastic 50 ECOZ bags = volume 1 conventional bottle
- 15 More plastic bottle cost vs. plastic bag reduction
- 16 Internationally awarded
- 17 Practical
- 18 Wide range of products
- 19 Saving storage

PATENTED SYSTEM
ecoZ[®]
PATENTED SYSTEM



#IRecharge

*the cleanliness that
changes everything*



- 20 Idle load (no contamination)
- 21 Simple
- 22 Colour coded
- 23 More than 18 languages
- 24 7g Ecoz bag weight vs 55 g plastic bottle
- 25 Ready to use (RTU)
- 26 Eliminates risk of product contamination
- 27 The product cannot be altered
- 28 Non-rigid loads
- 29 Professional efficiency
- 30 Unique patented system
- 31 100% product utilisation
- 32 Saves transport
- 33 Easy to use by the operator
- 34 Fires in any position
- 35 Gun only paid for once
- 36 Reusable gun
- 37 High user acceptance
- 38 Less weight at use, 500 g
- 39 No spillage

PATENTED SYSTEM
ecoz[®]
PATENTED SYSTEM



HOTELS

6 TIPS AND TRICKS FOR KEEPING YOUR HOTEL CLEAN

Hotel housekeeping is one of the most important elements of customer service, because all guests want to stay in a hotel that is clean, tidy, comfortable, aesthetically appealing, and properly organised or arranged. The hotel must be presentable, and hazards and health risks must be eliminated. We will show you some tips and strategies to keep your hotel the way guests like it.



It is worth taking the time to define and explain hotel cleanliness. Essentially, this refers to the process of keeping a hotel clean, tidy, comfortable, safe and visually appealing. Some of the main activities will include cleaning surfaces, removing rubbish, waste, changing linen and maintaining order. Although most hotels will have dedicated housekeeping staff and their main responsibilities will include cleaning the hotel and preparing rooms for guests, it is important to understand that cleaning is actually the responsibility of all staff, because everyone must contribute to the provision of a clean and safe environment.

6 TIPS AND TRICKS FOR MAKING SURE YOUR HOTEL IS CLEAN

1. Plan properly before starting operations

The key to all good hotel cleaning practices is careful planning. Your housekeeping department needs to continually keep track of what needs to be done and when that work needs to be done.

2. Go green to improve sustainability

Issues related to sustainability and environmental friendliness are increasingly important to customers, and those in the hospitality industry are under more pressure than ever to act responsibly and limit the negative effects of the travel and tourism industry on local communities and the environment.

3. Optimise and automate your cleaning schedule

Your hotel's cleaning schedule is an essential part of the overall performance, but it must be optimised.

4. Address cleaning problems and identify patterns

It is important that housekeepers take the time to identify cleaning problems, track guest complaints and try to find patterns or trends.

5. Pay special attention to furnishings

Hotel housekeeping staff should pay special attention to furnishings in guest rooms and common areas to avoid guests developing a negative opinion and other problems.

6. Keep an eye on your laundry equipment

Regular maintenance can be important to detect small problems, which can turn into bigger problems if left too long.

HOTELS AND SUSTAINABILITY

Sustainable hotels around the world optimise the use of environmental resources to reduce their impact on the environment and, consequently, reduce their carbon footprint.

They base a significant part of their energy consumption on renewable energies, which means that emissions from electricity consumption for lighting, air conditioning or refrigeration during the hotel activity are zero pollutants, as this type of technology does not emit gases that are harmful to the planet.

It uses LED lighting.

Thanks to this type of lighting, consumption can be reduced by up to 80%.

It establishes systems for the use of water.

Such as water purification systems that allow water to be reused for, for example, the hotel's irrigation systems; or the installation of automated taps and toilets that reduce water waste by up to 50% compared to manual taps. In this area, we also work on

raising awareness by incorporating messages aimed at guests to reduce the change of towels, taking into account the water consumption that this entails.

Reduce waste through recycling or reuse.

In many cases, organic waste from food is taken to composting areas where it is used to make compost for the landscaped areas of the accommodation. Choose to use recycled materials or biodegradable products. For example, many hotels already choose to place eco-friendly toiletries or dispensers in the bathrooms of the rooms to avoid single doses and reduce the amount of waste generated through these containers. They also use biodegradable detergents or cleaning products to reduce water pollution.

.It has used sustainable construction materials and techniques in



the facilities with appropriate certification, such as wood, cork or natural paints.

It contributes to the conservation of biodiversity, ecosystems and landscapes. This involves the conservation of the environment as well as the protection of local species, especially in protected areas and areas with high biodiversity value.

CONCENTRATED SYS TEMS

DISARP
GLOBAL HYGIENE SOLUTIONS

Environmentally friendly

GLUP
CARPULAS

**WATER SOLUBLE
SINGLE DOSES**

**PERFECT
SYSTEM**

CONCENTRATED
FUNCTIONAL IN ANY POSITION

**PATENTED SYSTEM
eco7**

**SPRAYER WITH
CARGO BAGS**

**ECODISbox
SYSTEM**

**ULTRA
CONCENTRATED**

**ECODISbag
SYSTEM**

**ULTRA
CONCENTRATED**

¿WHO ARE WE?

WE ARE A FAMILY COMPANY WITH A LONG PROFESSIONAL HISTORY

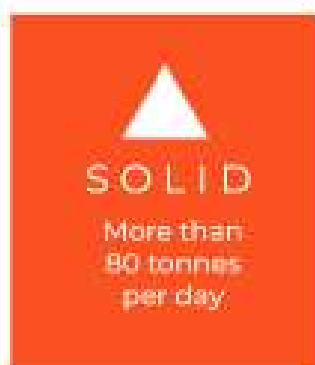


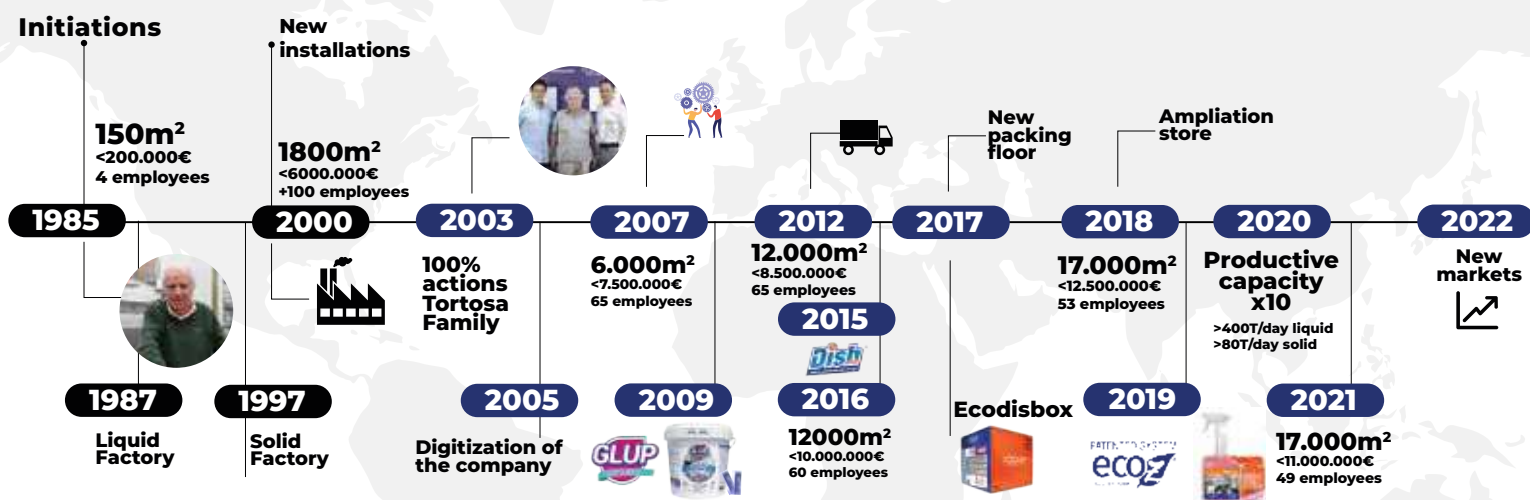
DISARP started its activity in April 1985

in a 90m² warehouse. Nowadays we have more than 17,000m² in warehouses with the latest technology and we are present in almost thirty countries.

We offer global hygiene solutions providing optimal results to build a better society by assisting in cleanliness and well-being.

PRODUCTION CAPACITY





DISARP

CREATING GLOBAL HYGIENE SOLUTIONS SINCE 1985

DISARP was born in 1985 from the conviction that cleaning, hygiene and disinfection are essential for people's quality of life. Since then, more than 4 decades guarantee the effectiveness of its products and services. DISARP is still a family business with José Tortosa Roca as its founder.

It offers global hygiene solutions providing optimal results to build a better society by assisting in cleanliness and wellbeing, giving innovative answers that meet the demands of a world in constant evolution.

A company highly specialised in professional cleaning in Spain and abroad, with more than 500 distributors all over the world, on 3 continents, who identify themselves with DISARP products, and who pass on their values by providing valuable solutions for end customers that are already an inseparable part of DISARP's identity, reinforcing the achievement of its objectives. DISARP has nearly 17,000 m² in its headquarters, from where liquid, solid, water-soluble, cosmetics, concentrates, agrochemicals... products are manufactured for more than 29 countries all over the world.

The R+D+i department has the best professionals, experts in the world of hygiene with a high level of training that guarantee the best advice.

Innovation is key in all areas of DISARP to meet the new demands in products and services generated by the constant development of society.

DISARP has a fully automated liquid mixing plant. The solids plant produces products for industrial laundry, automotive, agrochemicals, detergents, swimming pools, etc., among other sectors. It uses top quality materials, producing both hot and cold, obtaining very high-performance concentrates. Every detail is of vital importance at DISARP, which is why all the processes are carried out internally.

The plant is controlled by an intelligent system that produces according to sales forecasts in order to anticipate market demand and its own stock in a fully automated way. The different packaging lines complete the end of fully autonomous production: from the moment the empty

containers are introduced, until they arrive at the warehouse completely finished and strapped without the intervention of people. The automated packaging machines have a production capacity of more than 4000 bottles per hour. All the processes follow exhaustive quality controls with the help of artificial vision cameras. With more than 800 references manufactured and 21 different business sectors, DISARP is prepared for any production demand, optimising storage and costs for its customers, ensuring that the end user of its products can carry out cleaning quickly and easily and can choose from a variety of systems.

PLAN GREEN OVER GREEN

DISARP COMMITMENTS GREEN OVER GREEN PLAN

ISO 14001 environmental certification together with ISO 9001,
both from Bureau Veritas

Use of daylight in facilities, reducing electricity consumption.

2 photovoltaic plants in offices and factory, total 180 KW for self-supply

Use of renewable energies

Use of electric vehicles

Elimination of paper in almost all its processes

Reduction of plastics by more than 60% with its ECO-SUSTAINABLE systems

"SGH Global Hygiene Solutions certifiers endorsed by SGS"

More ecolabel formulas

New ecolabel systems

Reformulations to be more ecological without losing efficiency.

Continuous training of employees to be efficient and eco-sustainable

Awareness-raising of the use of ecological systems among customers

Major investments in R&D&I to develop DISARP's ECODISEMES



The "Green over Green" plan means that every action DISARP takes is another step on the way to keeping green over green. Because DISARP cares about the environment, it has applied for more ECOLABEL certificates and has changed the way it works. Now, making the most of the natural light in the facilities. DISARP invests more in R+D+i to "invent" new ultra-concentrated products that avoid unnecessary transport of large volumes, which leads to

much less CO2 emissions and savings in pallets, cardboard and plastic.

DISARP manufactures with environmentally sustainable raw materials.

Under the ISO14001 environmental and ISO 9001 certifications certified by Bureau Veritas DISARP produces with a more sustainable future in mind with easy-to-use eco-friendly

systems and products. DISARP seeks a better world by making people aware of the need to use cleaning systems that avoid plastic waste.

From this objective comes Eco Z, the range of cleaning products that meet the Ecolabel criteria of the European Union.

SYSTEMS

ECODIS SYSTEM

ULTRACONCENTRADO ECODISBOX ECODISBAG

With ECODISBOX, containers are reused and products are not overdosed, being environmentally friendly. It does not require installation or maintenance; it does not use electrical appliances and it is not a system in direct contact with water. The operator never comes into contact with the product thanks to the tap fitted on all ECODISBOX



ECOZ SYSTEM

REFILLS WITH BIODEGRADABLE BAGS

The Eco Z product is practical, easy to move, and respectful of the planet, as it saves up to 95% in plastics. Reuse the gun and refill with the bags. As the product is loaded in the vacuum container, the position of the gun does not affect its operation. It can be used in the same way upside down, upside down and sideways. The ease of loading once the product is finished is very convenient, without spilling a single drop.



GLUP SYSTEM

GLUP SINGLE-DOSE WATER-SOLUBLE

DISARP manufactures in its facilities the GLUP range, a water-soluble single-dose system that stands out for its ease and convenience of use. The GLUP concept is simple, one sachet of product for each wash use. The handling is risk-free for the operator: back injuries, workload, direct contact with the product... Its dosage is perfect, just right, with exact control and risk-free. It is an ecological product that does not require plastic containers or boxes, eliminating the environmental impact of plastic.





DISARP

Certification Company

DISARP has obtained the SGH (Global Hygiene Solution) certification from the multinational certification company SGS. This valuable reference that DISARP has been working for more than a year, serves to bring the experience of almost four decades to its most relevant customers.

It gives a differentiation with respect to other chemical manufacturers, giving a great added value and above all highlighting DISARP's commitment to continuous improvement.

Therefore, DISARP aims to describe the measures, commitments and requirements to be fulfilled in writing by providing improvement services and thus establishing a framework for the provision of the same.

TODO ELLO PARA:

- **Homogeneizar los servicios entre clientes de grandes cuentas**
- **Adecuar la utilización y eficacia de los productos, rentabilizando el negocio.**
- **Aumentar la satisfacción y confianza entre cliente proveedor, a través del desarrollo del propio referencial y la certificación del mismo.**
- **Trabajar por la mejora continua de la prestación gracias a los controles implementados internos como externos.**

As a quality certification company, we analyse, certify and guarantee that the service or product that a company wishes to certify complies with the regulations and has implemented the requirements requested. The objective of working with a quality certification company is that an external entity evaluates and approves the quality management systems that we have in place.

The auditor of the quality certifier will review the documentation submitted and approve or disapprove whether

the product or management system meets the requirements of the standard. There are many standards in different areas that can be certified. Quality consultancies offer advice on certification and advise clients on the documentation they should have by conducting internal audits of their quality systems.

The aim is to achieve certification when the quality certifier carries out the assessment. And now DISARP makes this service available from SGS certification services. In order

for DISARP to be able to grant the SGH certificate, some minimum requirements must be met. In order to apply for this certification, please contact your assigned DISARP sales representative or send an email to

certificadoSGH@disarp.com

DISARP HAS **SOLUTIONS** PARA FOR THE NEW PLASTIC TAX LAW

COMING INTO FORCE IN JANUARY 2023

In January 2023, taxes on plastic packaging and waste incineration will come into force. This law states that the manufacture, import or intra-community acquisition of packaging containing plastic that is not reusable will be taxed.

That is why **DISARP has invested more in R+D+i during 2022 to create new product formats with recycled plastic that avoid plastic waste by up to 95%** so that this new law does not affect our distributors or customers if they purchase any of our latest systems.

With these new systems we are able to save on costs, transport and waste disposal. Since many of them are qualified with the ecoembes symbol and are manufactured with recycled materials.

Among these systems we can highlight the ECOZ system, the system of use and reuse of the sprayer, which does not have to be discarded once the product is finished, but the sprayer is reused and recharged with the product bags, which saves up to 95% of plastic. Another of the systems already known by many is the ECODISbox system, “bag in

box”, an ultra-concentrated product in which containers are reused and products are not overdosed, making a significant saving for the DISARP customer and being environmentally friendly.

And the latest system to join our catalogue is the ECODISbag system. A system of ultra-concentrated products for all types of sectors.

SYSTEMS THAT CARE FOR THE PLANET

ECODISbox
Ultraconcentrate
Bag in box
Exact doses



ECOZ
Concentrate
Re-use sprayer
Refill with bags



ECODISbag
Ultraconcentrate
3L / 4KG
Exact doses



SOLAR PANELS

Renewable energies and self-consumption are increasingly present in our lives. More and more households and companies are opting for energy efficiency and for energies that are beneficial for the environment as well as offering multiple benefits.

Companies that carry out production processes in which large amounts of energy are needed are considering taking the step towards the installation of solar panels. Given the ever-increasing price of electricity, it is not surprising that they are looking for alternatives to conventional energy sources.

Sustainability: one of the most important advantages of solar panels is that with their installation you help to take care of the planet. The waste and CO2 emissions from the consumption of green electricity are zero. Sustainability has become a global priority, which has made many companies really aware of the importance of self-consumption.

Savings: Solar panels save costs for the company. The initial investment in the installation is lower, and there are grants and subsidies that you can apply for to carry it out. You will also see significant savings on your energy bills. In fact, solar energy has become the best option for saving on your electricity bill and allows you to consume the energy you generate yourself.

Brand image: the use of renewable energy makes the company better perceived by the public as a socially responsible company.



GREEN OVER GREEN

In our quest for a better world and under our Green over green plan, which means that every action DISARP takes is another step on the way to keeping green over green. We invest in developing systems and products that are more respectful of the environment and the installation of solar panels is also part of our plan, as this helps to reduce CO2 emissions and thus to take care of the planet.

AT DISARP CENTRAL OFFICES

we have 2 solar installations, the first one installed in March 2019 with 36 kW and the last one in February 2022 with 126 kW. We have achieved energy consumption reductions of up to 75%.



5 Steps **TO MAKE YOUR BUSINESS MORE SUSTAINABLE**

Today, everyone's commitment to the environment is a necessity to address environmental, social or even health challenges. And conscious business is just the start to attract loyal customers and make a better future for all. So, get ready for the future with these five steps to make your business sustainable:

1. Control and reduce energy consumption

Promote and encourage habits that have an impact on reducing energy consumption, for example, turning off equipment when not in use, adjusting the temperature of the air conditioning, etc.

2. Select your suppliers

Promote within your company the contracting of suppliers with environmental commitment. Give priority to environmentally responsible suppliers.

3. Save paper

Paper is a material used in all companies that causes different environmental problems such as deforestation, climate change, etc. Promote the use of digital file exchange systems reducing or eliminating the use of paper.

4. Manage waste efficiently.

Companies are big waste generators, put into practice the 3R rule in the following order Reduce the volume of waste generated, Reuse waste and if you do not have the possibility to do the 2 previous ones Recycle. Many of the products manufactured by DISARP have ecoembes certificates and we are 100% non-rigid manufacturers.

5. Integrate ECodeign.

Ecodeign is to conceive your products or services from an environmental point of view, taking into account the entire production process, from its creation to the end of its useful life. Use materials from renewable sources, with low energy consumption, etc.

EXTRA TIPS

Get an SGH
sustainable
company
certificate

Use ECOZ
bottles

Eliminate
"single use"
ECODIS

Train your
employees.
Campus.DISARP.com



interview

RAFAEL BLANQUER

Director of the hotel chain Port Hotels

Rafael Blanquer is the general manager of the company Port Hotels, which has several hotels in Elche, Denia, Benidorm and Valencia. He is a professional with a long business career in the tourism sector.

And since January 2022 he has also been the president of AETE, the association of tourism companies in Elche, taking over from Esther Guilabert, following her appointment as secretary general of the Business Confederation of the Valencia Region.

How did you feel when you were elected president of AETE?

In all senses of the word, I was very proud.

On a personal level, seeing that my colleagues in Elche trust me and see themselves represented in me and my professional career.

And in the field of my company, seeing our great effort to adapt the three hotels we manage in Elche recognised. It should be remembered that we are almost new to the market, we first acquired Port Elche in 2018 and in 2019 we acquired Jardín Milenio and Hotel Huerto del Cura.

In these few years the presence of the Port Hotels chain has been noticed for its good work and change of philosophy.

According to your experience and point of view, how do you see the future of tourism?

The funny thing about tourism is that it is changeable, yesterday's ideas probably won't work today. That's what hooks me. You always have to be with your five senses because the tastes of the clients are changing, and you always have to surprise them.

"Experiences" are currently very fashionable, I think it has always been like that, the difference is that they used to change not as fast as they do now. Nowadays we have to be very attentive to what our clients are interested in, that's why the attention to our guests has to be much more intense and also much more immediate.

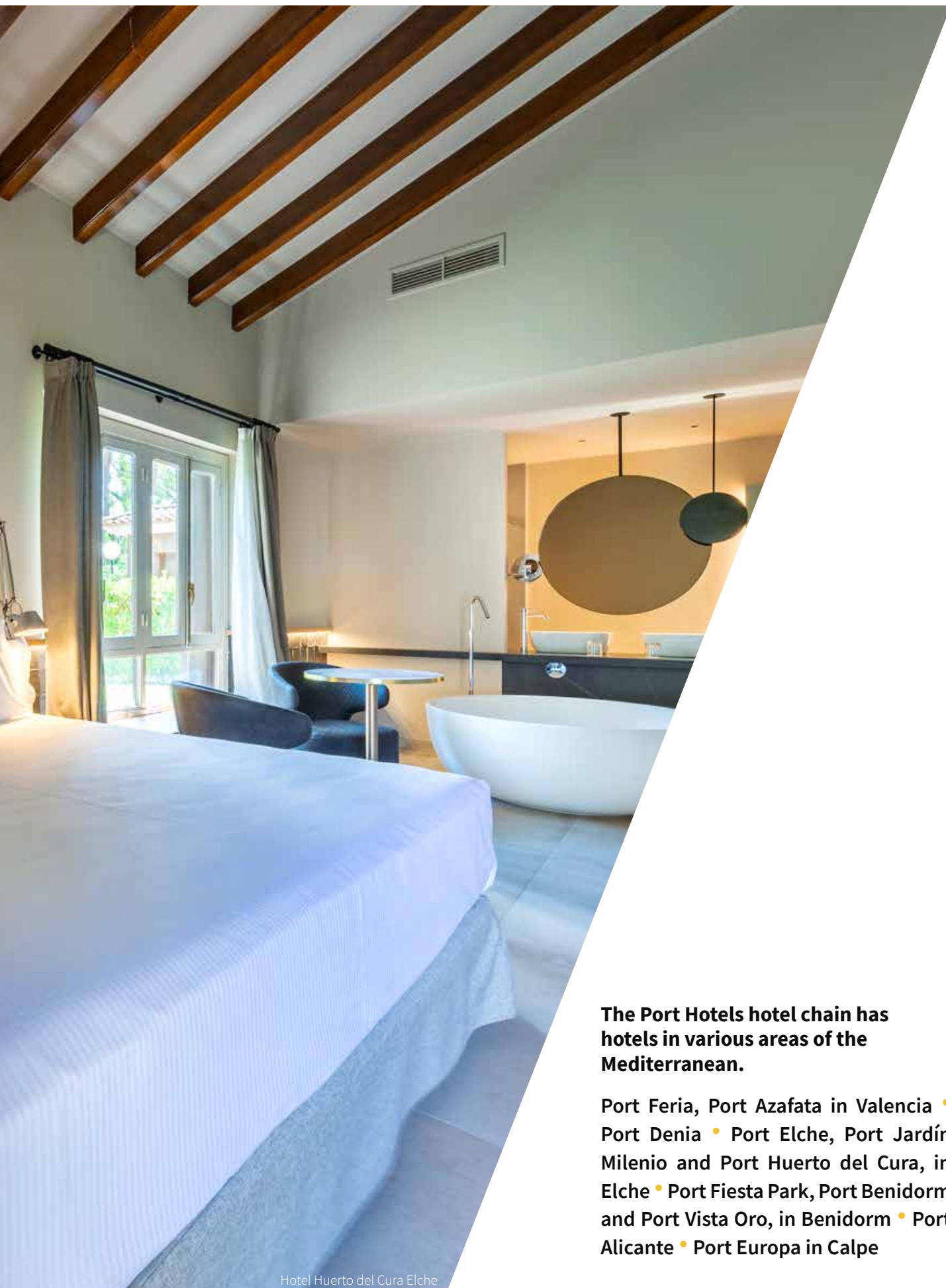
I give the example of communication and criticism management departments.

Now the communication of what we are is fundamental and the dissemination of what we offer is obligatory. Everything has to be communicated quickly.

And speaking of speed, the same goes for customer feedback. In our chain, a system is already in place so that if a customer makes a comment during their stay before they leave the hotel, they are answered and, if possible, it is solved.

How is the COVID-19 pandemic of 2020 still affecting the hotel industry?

Mainly on the staff. One of the consequences is that due to the ERTES many workers ended their working period and others returned to their hometowns



Hotel Huerto del Cura Elche

The Port Hotels hotel chain has hotels in various areas of the Mediterranean.

Port Feria, Port Azafata in Valencia • Port Denia • Port Elche, Port Jardín Milenio and Port Huerto del Cura, in Elche • Port Fiesta Park, Port Benidorm and Port Vista Oro, in Benidorm • Port Alicante • Port Europa in Calpe



Hotel Huerto del Cura Elche

What strategies do you implement to compete in the business?

The hotel industry is one of the most competitive in the country. Price structures fluctuate constantly and it is essential to have a great team to be able to compete not only with price, but also with a good product.

One of the things hotel guests pay most attention to is cleanliness. What hygiene and cleanliness protocols do your hotels follow to comply with all these measures?

Our hotels comply with all hygiene and sustainability regulations.

What plans do you have for your hotels in the future?

The Port Hotels hotels are undergoing continuous improvements and every year both services and facilities are improved in order to always be at the forefront.

and as a result, a significant number of workers have disappeared and have not been recovered by new flows of workers. Another consequence is that customers have become more demanding. Despite being one of the sectors that has suffered the most in COVID, customers do not understand this, and their only objective is to recover normality no matter what. And as if the war in Ukraine wasn't enough, nobody complains in the supermarkets, but in the hotel business it is difficult to increase prices.

Of all your hotels, one in particular stands out, El Huerto del Cura in Elche, because it has just turned half a century old. What was the idea behind this great tourist, cultural and landscape project? What aspect or philosophy would you highlight about this hotel?

The Huerto del Cura Hotel was founded by a family from Elche who had the great vision of creating a horizontal hotel totally integrated with the palm grove of Elche in which it is immersed. It is a unique establishment in its category and this year we are celebrating its 50th anniversary, a truly special occasion for all of us who have been there or, in our case, have the pleasure of visiting it frequently. The hotel's claim is 'an oasis in the city', and we think this sums up its essence perfectly. It is a hotel immersed in the Palmeral de

Elche, declared a World Heritage Site by UNESCO, but it is only 5 minutes away from the centre of Elche on foot.

What kind of clients are your hotels aimed at?

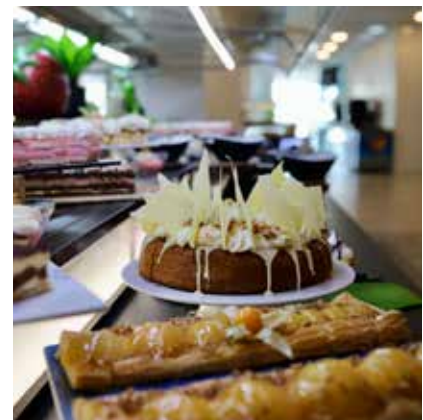
Port Hotels, the chain of which I am General Manager, has establishments of various types, from sun and beach, to urban and singular hotels. This means that we have several target customers, so our business segmentation at a commercial level is becoming more and more nuanced. In the case of our sun and beach hotels, our target is mainly families with children, a tourist who wants to spend a lot of time in the establishment and enjoy the facilities practically 24 hours a day. The urban hotels, on the other hand, have a business public whose stay tends to be shorter and who only stay at the hotel for bed and breakfast.

Where in Spain are your hotels located? What facilities do they have that make them so characteristic and special?

We currently have 11 hotels in the Valencian Community, in the provinces of Alicante and Valencia.

How does it feel to see the client when they leave and thank them for their hotel stay?

A feeling of a job well done.



Hotel Port Alicante

ECODISBAG

NEW ULTRA-CONCENTRATED CLEANING FORMAT

The “Green over Green” plan means that every action DISARP takes is another step on the road to keeping green over green.

DISARP has evolved the ECODISbox 10Litre system to reach more customers and expand its ecological system for more target public with the ECODISbag system, same products but in a reduced format to 3Litres, same qualities but smaller sizes for those users who do not have so much consumption to install the DISARP ecological bucket.

ECODISbag is a system of ultra-concentrated products for all types of sectors.

From automatic dishwashing, general cleaning, kitchens etc. respectful with the environment.

It has been developed by our R+D+i department to create a system that adapts to any environment as it has three ways of installation:

Fixed to the wall • Fixed to a stand • Fixed to the machine

This is possible thanks to the design of the bag which has holes to easily place it on the chosen support. Another feature of this bag is the dosing of the product, which is done in a direct and simple way thanks to the connector that administers the necessary dose of product.

The system is easy to install and use by the operator. It is ideal for installation in small spaces and is designed for small and medium-sized machines.

A bag that manages to use your product up to 100%, saving on storage and with maximum concentration.

3L and 4KG bags.

Easy to install, to handle by the operator and to transport. Due to its design, it can be placed in three different ways, so it adapts to the space and needs of each site. Fixed to the wall, fixed to the machine itself or on a stand.



INSTALLATION FIXED TO THE MACHINE



INSTALLATION FIXED TO A STAND



INSTALLATION FIXED TO THE WALL

HOW TO DESIGN A GOOD BUFFET

The best way to display all the products offered to diners with the highest possible profitability is achieved with the design of a good buffet.

From the French, *buffer* (to eat) has been derived a concept of gastronomic offer that allows to expose in a bright, radiant and natural way all the variety of products that can be available to the customer.

In addition, this concept, by its nature, optimises the Hotel's manpower, optimises the costs of food management and allows the flow of Customers in critical periods to be very high, without causing interference or greater need for staff.

Due to this series of advantages, practically all Hotels have been adopting this system of gastronomic offer.

In the beginning, a buffet was simply a display of hot or cold food which the client could serve themselves, but now we have taken this idea further.



At Level, this concept is continuously evolving, both technologically and in terms of design.

It has to be taken into consideration that, being a customer-facing method of food service, design as well as construction are fundamental.

For Level, the comfort of customer access to the food, the ease of replenishment of food trays by the Hotel staff, the temperature of certain hot dishes, the thermal balance of cold dishes, a combination of materials that are constructively viable and very attractive, the brilliant result of the presentation of the food and the important energy saving in the generation of cold or heat, are some of the fundamental pillars.



At Level, no two buffets are the same. That is why, when a Hotel raises a need, the design department and the technical department start working with the people in charge of each area of the Hotel.

It is designed and built once, but it is used intensively every day. The balance of design and functionality is key.





LEVEL

INDUSTRIAL MACHINERY



iCONTACT US!

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-  C/Dels Ferrers 15, VILLAJYOYOSA



We spoke with Juan Carlos Sanjuan CEO and founder of casual hotels, to learn more about his hotel concept, the great reception obtained and the new accommodation proposals. Juan Carlos started managing his first hotel in January 2013 and later acquired his first hotel in February 2016, opening in May of the same year. It was the hotel Londres de Valencia, currently casual vintage valencia. Much has happened since then. It now has more than 23 hotels in Spain and Portugal. Its hotels are characterised by being fair-price themed accommodation, from which they break with the classic concept of establishments based on stars to offer the client something original and unique.

What motivated you to take the decision to develop your own business in the hotel sector and create casual hotels?

Since I was 19 years old when I started working at Sol Meliá sa (now Meliá Hotels International) thanks to Gregorio Moreno, I fell in love with this profession, I understood that those who work in what they are passionate about do not know what a job is, nor do they understand timetables. I was obsessed with learning and improving every day. That is why I was so lucky that both Gregorio Moreno and

Consuelo Garde allowed me to train in all departments, working in my free time on a voluntary basis in all departments of a hotel to learn and improve my knowledge. Effort is a hallmark of my life.

Where in Spain and Portugal are the hotels located? What facilities do they have that make them so characteristic and special?

Casual Hoteles is located in prime destinations in prime areas, we are present in 11 cities of the Iberian Peninsula consolidating the company

after emerging victorious, not without many marks from covid-19. Our latest additions have been a hotel in Barcelona (Casual Colours Barcelona) a hotel in Benidorm (Casual Pop Art Benidorm) and a hotel in Oporto (Casual Raíces Porto). Our chain, being in city centres, is focused on what the urban tourist needs, a very good bed, a very good shower, a very good Wi-Fi with 300 mbs dedicated exclusively to each hotel and an excellent breakfast. In our receptions you can find tickets to all the activities in the city, rental of all types of vehicles (from bicycles to

interview

JUAN CARLOS SANJUAN

CEO Casual Hoteles

couples travelling with their pets or families, given that we have multiple rooms. But these last two segments are perhaps the most representative.

What has been the most complex part of creating and setting up casual hotels?

When you are a director you know up to the gross operating profit (also known as gop), sometimes you get to the ebitda (earnings before interest, taxes, depreciation and amortisation) but up to the final profit, there is an unknown but very important world. In addition to financing, after almost 14 years as a director, you have to deal with getting financing, getting financiers to trust you and the project, getting a lot of 'nos' and overcoming the negative pressure from those who do not believe in you and who sometimes do not believe in you and your project. But if you overcome all this it is fantastic to undertake.

In your experience, what do you think is what most attracts guests to your hotels?

Above all the location and the fair price (the fairest possible price depending on the type of room and season), the theming is a value that, before going to another hotel or to a casual hotel, in equal conditions, does gain strength, but the client does not pay more for coming to a themed hotel.

How does it feel to see the client when they leave and thank them for their stay?

In the hotel business we cover the most vulnerable moment of a person, which is when they sleep, and having that responsibility as a certainty, it is a real satisfaction to receive positive comments from the clients and of course also the negative ones that help us to improve. Not always everything goes the way you want it to, nor, in the information age, are we able to ensure that the client is sure of the type of room they have booked, and this sometimes creates frustration for both the client and the team, given that we strive to offer the best we can.

In terms of decoration, what inspired you to theme your hotel rooms in this way?

Well, the first hostel I stayed in was themed and, after talking to many clients, I understood that we were at a time when the client was looking for differentiation, that not all hotels were the same and, of course, not all rooms



helicopters) and we have 24 hours WhatsApp to help the client in the pre stay, in the stay (even when you are getting to know the city as a concierge) and in the post stay.

What is the concept of casual hotels? What type of customers are you targeting?

We focus on tourists who want to get to know the city and experience it from its heart, being right in the centre, with the comfort of not having to travel far to see the most important parts of the city but with the bustle, the neighbours, the other tourists that the centre has.

We want our tourists to feel like neighbours for a few days, to share the customs, the culture, the gastronomy, the way of life... in short, to experience the city they are visiting.

. After almost a decade of the chain, we can say that we have a multitude of different types of clients, not limiting ourselves to anyone, given that we have young clients who choose us for the differentiation of the hotels and the technologies, to



were the same. And this inspired us to create the first themed chain. I'm sure the reader has been to conferences where the slide is about green apples and there is a red one, and the speaker explains that you have to look to be the red apple, to be different, because casual hotels found it in the theming.

How do you see the current situation of the hotel offer in our country after two years of the covid-19 pandemic?

Tourism has been, is and will be an economic lever that helps all industries to improve the business network. These two unparalleled years in the economy, with a complete halt in production, have done a lot of damage to companies whose accounts were completely healthy, and have led us into a very delicate situation which is not being helped by the central government, forcing many companies to declare bankruptcy this December, given that it is very difficult to re-establish the net worth lost in 2 years in just 1 year. Either you have a lot of patrimonial strength (thank God casual hotels do) or it will be complex to get out of this type of situation. But let's talk about nice things because talking about harmful situations is not pleasant.

What strategies do you implement to compete in the business?

We look for the maximum efficiency possible by trying to rely on technology. From the beginning we have tried to offer technological differentiation, such as online client check in, while at the same time we have our own computer system that gives us a visual of the company's situation at the moment without having to wait for the month to close and for the administration to do its accounting work. This allows us to react instantly.

One of the things that hotel guests pay most attention to is cleanliness. What hygiene and cleaning protocols do your hotels follow in order to comply with all these measures?

Well, years ago we decided to join DISARP because of the quality of the product, because of the R+D+i department that joins our philosophy of looking for continuous improvement on a daily basis. Likewise, the delivery capacity in all cities, the price competitiveness and the proximity of the company, being a family business like Casual Hoteles, makes us have a consistent and lasting synergy.

Your relationship with DISARP goes back many years. In addition to working with their products for the cleaning and hygiene of your hotels, you also have other links. How did it all come about?

I met Jose Tortosa at a conference I went to give, an event organised by DISARP (he has been doing things differently and very well for years) and from there I got to know the philosophy, quality, and continuous improvement of DISARP, which caught my attention and captivated me...

What plans do you have for your hotels in the future?

Right now, the intention after the pandemic is to consolidate the product as we have to heal all the financial marks left by these fateful two years.



NEW PACKAGING



**We are renewing the packaging
to achieve a more international
design but without losing
our essence.**



in depth

HOTELS POSEIDÓN

Hotel Poseidón Resort ***

Hotel Poseidón Playa ***

Hotel Poseidón Playas de Guardamar ***

Hotel Poseidón Playas de Torrevieja ***

Hotel Poseidón La Manga & Spa ****

Hotel La Estación ****

Hotel Alahuar ****

This hotel chain has several hotels on the Mediterranean coast. Among them today we highlight Hotel Poseidon Resort in Benidorm, which is located 350 meters from the shopping area of Benidorm and Levante beach, the Poseidon Resort is composed of two hotels, Poseidon and Poseidon Palace. The hotel chain is known for its fabulous food.

Simeón, the hotel's head chef, tells us about his day-to-day work there.

What do you like most about your profession?

What satisfies me the most is to ensure that the dynamics and coordination of the kitchen is always ideal, so that all the staff know what to do and how to do it. This effort results in harmony and synergy, which in the end results in an excellent service for our customers and the greatest satisfaction.

How did you start at the Poseidon Hotel?

I started as the second head chef at the Poseidon Resort Hotel in Benidorm. I

was very happy in that position for a few years, always waiting for the opportunity to become head of the department. This finally happened in 2009, and from that moment on I proved with my work, effort, dedication and creation of new dishes, as well as improving customer satisfaction that I could defend the position and enjoy the great achievements and improvements of our catering service.

The Hotel Poseidon in Benidorm has two restaurants, both of which offer breakfast, lunch and dinner

services. What is the daily work like in the kitchens of both restaurants?

The work is constant and very intense, due to the large number of customers during each service day after day. All the staff is distributed and organised in batches, carrying out the functions assigned to each one of them, so that all the dishes are correctly prepared and in perfect conditions for the customers. We use the best products from our area and the best quality to obtain excellent satisfaction.



Simeón, jefe de cocina Hotel Poseidón

Do you transfer your philosophy to all the hotels in the hotel chain?

Of course we do, although all our hotels have their own chef in charge, who prepare and prepare the same dishes as we do, in order to offer the best variety to our clients. Here in Benidorm we select the best products to be able to offer a great daily offer, a balanced menu and an excellent final result.

In the summer there are several themed dinners and a gala dinner in the restaurants. How was the creative process for these evenings?

The selection of the theme dinners, as well as the gala dinner, were created by studying the type of client we had in

each hotel, the seasonal products and taking into account the nationality of the clients who visit us. In several meetings with the entire team of chefs and management, we created the composition of the themed dishes and I have to say that they are currently very popular.

How would you define the restaurant's cuisine?

Our cuisine is based on our traditional cuisine, Mediterranean cuisine and also some nods to international cuisine. We prepare the dishes entirely with our chefs and all of them from scratch in our facilities.

What dishes are essential for you?

Of course Paella, as it is one of the most popular dishes with foreign customers, and is a fundamental part of our Valencian gastronomic culture. Also very successful are the cocido (stew) and other spoon dishes, and of course the varied meats and fresh fish grilled in the live kitchen.

The menus you offer are very varied, more than 15 dishes to choose from in each service. How do you plan them to be able to cover such a wide variety?

The planning is done well in advance. We prepare and coordinate orders from our central purchasing department, giving priority to local products, so that we receive them on time and then prepare them in cold rooms and then in each hot batch. Having all the necessary items from the daily menu ready to be prepared is a fundamental key and requires time in order not to fail at any time.

You have a long career behind you. How has the kitchen of Hotel Poseidón evolved over the years?

The kitchen has evolved every year, with the material and structural reforms carried out; for example, the introduction of new intelligent ovens, blast chillers to cool the food at high speed and thus avoid contamination, air renewal, live cooking, etc. All these elements improve the organoleptic qualities of the food and allow us to offer our diners a product that has been cooked better and with better characteristics.

Also, and very importantly, the improvements in employee training in HACCP regulations, both externally and internally, and the evolution in cleaning controls, control of the state of the food, knowledge on the subject of allergens, identification of the dishes in the buffet and many other improvements that have been happening gradually.



PATENTED SYSTEM
eco7

The system that cares for the planet





for disinfecting and cleaning all our dishes. Within our quality policy, the disinfection of all items and areas that are part of the production process of our product is essential to avoid any health problems and of course we have a manufacturer that meets all the necessary requirements for this purpose.

What would you say to someone who has never been to Poseidon Hotels?

Try staying at any of our hotels, enjoy our facilities and, of course, our gastronomic offer. The different destinations we offer in the province of Alicante and Murcia give you the chance to get to know the culture and traditions of the area, visit the different points of interest and, above all, enjoy the different services we offer.

We have several holiday hotels. Some are right on the beach (Hotel Poseidón Playa, Hotel Poseidón Playas de Guardamar and Hotel Poseidón Playas de Torre Vieja) and others are very centrally located in Benidorm (Hotel Poseidón Resort and Hotel La Estación). We are also fortunate to have the Hotel Alahuar, which is a charming hotel in the Vall de Laguar (Benimaurell) focused on more intimate experiences and very much in contact with nature.

Finally we have a fantastic hotel with Spa in La Manga del Mar Menor (Hotel Poseidon La Manga & Spa) located in a fantastic location in the heart of La Manga del Mar Menor.

In addition to the quality of the food, another very important aspect to take into account is the cleaning and disinfection in the kitchens and in the restaurant. How do you carry out this process, what products are essential for you?

The whole cleaning process in the kitchen is programmed and rigorously ordered with our cleaning plan coordinated by our quality department, which is carried out by providing precise instructions for each employee in the way and form, as

well as the use of chemical products with their manual and technical data sheets. The product most commonly used in our facilities for kitchen cleaning is DISARP's C-900 Bioman. We also use the dishwashing products C-100 and C-200, which are essential





You can view all catalogues
online on our website or by
scanning this QR code



disarp.com



INDUSTRY OF **FOODSTUFFS**

CLEANING AND DESINFECTION



The food industry is one of the most productive sectors in our country, and meat, bakery, dairy or pasta companies, among many others, must have very well-defined cleaning protocols or processes.

To preserve the safety of food in the food industry and to extend its shelf life, all equipment, utensils and work surfaces that come into direct or indirect contact with food must be in good hygienic condition to avoid cross-contamination.

Cleaning personnel must know exactly what their role is and how to perform it optimally (handling of equipment and application of appropriate detergents and disinfectants), as well as having specific tasks assigned to them, which will be supervised by a person in charge.

The type of dirt to be cleaned will determine the type of detergent and disinfectant to be used. This is why DISARP's R+D+i department creates the products and develops the appropriate dosing system for some of them. This allows us to optimise the product and get the maximum performance while reducing costs. Within the concept of service associated with the commercialisation of our products, technical assistance and R&D&I occupy a very special place, as they allow us to differentiate ourselves from our competitors. That is why one of the great things we can highlight from the rest of the companies is the attention of our technicians, a personalised attention to the needs of each area to be cleaned or disinfected, with on-site and online assistance. A good cleaning plan for each area is essential in the food industry.

Our technical staff advises on all aspects related to industrial hygiene. Cleaning and disinfection are distinct and complementary processes.

The presence of organic matter significantly reduces the action of disinfectants. Therefore, before applying a disinfectant solution, surfaces must be properly cleaned with detergents to allow the disinfectant to come into direct contact with the specific pathogenic micro-organisms.

Disinfection, on the other hand, is the removal of micro-organisms from surfaces and equipment to a level that is adequate to ensure food safety and prevent food spoilage. Thus, the aim of disinfection is to eliminate all pathogenic micro-organisms and to reduce the presence of non-pathogenic micro-organisms to levels that cannot alter the quality and shelf life of the products. Disinfection can be carried out by physical methods, using high temperatures, drying or irradiation, or by chemical methods, applying disinfectant products.

DETERGENTS

can be classified according to:

pH

- Acid Detergents:** they are based on strong acids, such as sulphuric, phosphoric or nitric. They are particularly effective in removing inorganic residues, such as limescale and rust residues.

- Alkaline Detergents:** these are based on alkaline hydroxides, usually sodium or potassium, together with surfactants to improve cleaning properties and metal cation sequestering agents to prevent the formation of limescale deposits.

They are particularly suitable for the removal of organic residues, such as fats, proteins, blood, etc.

- Neutral Detergents:** they are often used in manual cleaning to avoid risks for users. They are also used in the cleaning of floors or other elements sensitive to co-

rosive products, whether acidic or alkaline.



**POWER
STOPGRAS**
GENERAL PURPOSE
DETERGENT



POWERALCACIP
ALKALINE DETERGENT
FOR CIP CLEANING



**POWERSOL
GRAS LF**
CONTROLLED FOAM
ALKALINE DETERGENT



LIDAL 30
SPECIAL LIQUID DETERGENT
FOR ALUMINIUM AND TIN CANS

Foam

- Allows longer contact time of the cleaning solution on inclined or vertical surfaces.

- Allows identification of areas where cleaning solution has not been applied.

- Allows identification of the absence of detergent in the cleaning solution.



LC6
ULTRA CONCENTRATED DETERGENT
FOR KITCHEN UTENSILS



BIOMAN
DETERGENT DISINFECTANT BACTE-
RICIDAL SURFACE DISINFECTANT



**DREAMHAND
GEL HD**
HAND GEL EU ECOLABEL



CON ESPUMA
**POWERFOM
GRAS**
POWERFOM GREASE DEGREASER
HIGH ALKALINITY FOAMING AGENT



CHEF BACTER
FUNGICIDAL / DEGREASING BACTE-
RICIDAL DETERGENT



DREAMHAND BACT
NEUTRAL HAND WASH GEL
WITH TRICLOSAN



MULTIBACTER
BACTERICIDE-FUNGICIDE
CONCENTRATE FOR
SURFACES AND EQUIPMENT



UNE 1500
**DREAMHAND
HYDROALCOHOLIC**
HYDROALCOHOLIC GEL.
PERFUME FREE.
WITHOUT CLARIFICATION



CITRON CLOR HA
ALKALINE CHLORINATED
BACTERICIDE FOR CIP CLEANING
DISHWASHER MACHINES AND
SURFACE CLEANING



AEMPS : 4464CS. y CPNP: 2611664
HIGISOL 70
HHYDROALCOHOLIC
SANITIZER HYDROALCOHOLIC
SANITIZER. HAND ANTISEPTIC WITHOUT
RINSING AND SURFACE DISINFECTANT.
70% W/W ALCOHOLS



EFICLOR FOAM
ALKALINE CHLORINATED
BACTERICIDE ALKALINE
CHLORINATED DETERGENT
FOAMING DETERGENT



FOAM
**DREAMHAND
FOAM ECOLABEL**
FOAM HAND WASH FOAM
EU ECOLABEL

HAND SOAPS

Another very important point to bear in mind is that before handling any surface or food, and whenever it is considered necessary, operators should wash their hands with a bactericidal product. It is advisable to dry them with single-use towels.

El personal debe ir siempre equipado con gorro y uniforme limpio y adecuado para las tareas que desempeña. Se recomienda utilizar una mascarilla en caso de riesgo de contagio.

Personnel should always wear a hat and a clean uniform suitable for the tasks they carry out. The use of a mask is recommended in case of risk of contagion. DISARP has a wide range of hand soaps for use in our dispensers in gel or foam format.



FOAM
**DREAMHAND
FOAM-BACT**
FRAGRANCE-FREE HAND WASH
FOAM WITH TRICLOSAN



FOAM
**DREAMHAND
FOAM-PURE**
SCENTED HAND WASH FOAM



SOAP DISPENSER
GEL ·FOAM

Look at the complete foodstuffs catalog at. disarp.com

DESINFECTANTS

Their function is to destroy pathogenic and spoilage micro-organisms to acceptable levels. The properties that a disinfectant must have are:

- To have a broad spectrum, i.e. to be active against many types of micro-organisms
- To have a fast action
- To be unaffected by environmental factors: it must be active in the presence of traces of organic matter and compatible with detergents, soaps and other chemicals.
- Not be toxic
- It must be compatible with the surface to be disinfected: it must not oxidise the metal surfaces to be disinfected or degrade other materials, such as fabric, rubber or plastics.
- It is important to understand that cleaning and disinfection operations should be considered as a step in the food production process and not as a complementary activity.

Also, the personnel responsible for cleaning and disinfection must have a broad knowledge of the importance of contamination, the risks involved and the cleaning and disinfection technologies to be used.

CHLORINATED ALKALINE BACTERICIDAL DE-INDEXING





MANAGEMENT SOFTWARE

A management software, as its name suggests, is a computer system integrated by multiple tools that individually are used to execute administrative tasks and that, as a whole, simplify the operative, productive and bureaucratic processes of an organisation.

The most advantageous thing about these systems is that they provide control and autonomy to the user, since by using this digital tool they can monitor all movements and be aware of profits, expense margins and all financial information useful for making decisions that are convenient for the company at the right time.

. In addition, if it is a cloud-based management software, the versatility of working through the internet allows many actions to be executed remotely, connecting from a mobile phone or tablet to the programme; which essentially gives you freedom.

But these benefits are not exclusive to large entrepreneurs who manage large sums of money or who have dozens of employees under their command, but also a micro-entrepreneur can grow his business by taking advantage of administrative software, since the

obligation to perform many purely operational tasks is eliminated by simplifying and linking them.

So, the administrators, who generally have to be “Jacks-of-all-trades” in a small business or in a start-up, find in the software a support that becomes the virtual assistant in charge of organising all the information so that they do not have to worry about typing figures or collecting invoices, but to strengthen their business.

And at the same time, the company's employees, no matter how many or how few, can also get involved in the processes that correspond to them in their daily work in an efficient way and communicate effectively with all areas through the software, because if an operator updates the inventory when an order arrives, all the people who need to know this information will receive it immediately and clearly.

So the implementation of a management software should not be seen as an expense but as an investment, which facilitates the administration of the business and can literally avoid many headaches, because the margin of error when making calculations is minimal, or in case something is done wrong by accident it is easily identifiable.

So the economic and practical gains for the company clearly outweigh the monthly payment by far.



FREE

MANAGEMENT SOFTWARE



DISARP has had its intranet in operation for more than 15 years and has been evolving and being a pioneer in its sector. Currently this intranet that was specifically for distributors of the company has been opened to customers with many more options.

- ✓ In real time, from anywhere
- ✓ From any device
- ✓ 24/7

Ask for more information
comercial@disarp.com
+34-962819484
disarp.com

Discover nuve.app





NEW FEATURES IN NUVE.APP

FREE MANAGEMENT SOFTWARE

Our NUVE.APP software is the POS so that sales representatives can sell from their devices while they are with the customer and place orders in situ in a faster and more agile way in real time by connecting with their offices.

A tool to facilitate the work of our customers and have direct access from anywhere.

Nuve.app is developed by DISARP's in-house department so it can be adapted to any relevant need or market requirement even with third party solutions adding more layers of core functionality, creating ecosystems of technological solutions, which allow digitising other processes.

And that is why we have updated and extended its functions. To adapt it to the needs of our customers and users.



WHATSAPP

Direct access to our WhatsApp customer service to attend to any need, orders, doubts, etc.



INCIDENCIAS

Open a new incident ticket or review already opened tickets.



TELEGRAM

Direct access to our DISARP news channel on telegram.

Formation

At DISARP we periodically hold training sessions to transmit all our knowledge in cleaning and hygiene solutions. In addition to the importance of being up to date and knowing the latest news about legislation, regulations or applications of use.

Continuous training is in DISARP's DNA, always giving the best of us so that users are completely up to date. We provide training at DISARP headquarters and at our distributors' premises, as well as online through our campus.disarp.com.

Campus.disarp.com is the platform that DISARP has created to provide online training to all our users. All of them can take both new and refresher training courses. From the web by means of the course that is necessary and obtaining a diploma accrediting the use of the same at the end of it, with this we get to be more efficient and direct.



PRESENT IN DISARP CLASSROOM

The classroom training allows you to learn first-hand about DISARP's cleaning and hygiene products and systems, offering a more direct perspective through the non-verbal communication of the teacher or technician, favouring the motivation of the students. It favours socialisation and interaction with the teacher or professional technician.



ONLINE CAMPUS.DISARP.COM

Through our online campus, courses are available 24 hours a day, 7 days a week, 365 days a year. The advantages of this type of training are time flexibility and greater updating.



PRESENT AT DEALERS

In order to make it easier to give the training, DISARP travels to the distributors and gives the classes in their facilities. In this way, the students see at their own workplace the task to be carried out, the use of products and/or systems, cleaning plans, etc.



PRESENT AT EVENTS

We organise events to give training talks to a group of sector(s). We also provide information on the latest developments in the sector, how to use products, the latest cleaning and disinfection techniques, etc. applied to your area of activity or need at that moment.



TIPS

The importance of car cleaning

From DISARP with the automotive line we have selected the star products to reach the general public with small formats.

Professional quality in domestic format for the care of vehicles, both exterior and interior cleaning. With a strong and recognised brand image, TOP AUTO.

Car cleaning is not only good from an aesthetic point of view. Doing it frequently will keep it looking good, but above all, it makes you safer when you are on the road.



When you drive your car, it gets covered in mud and dirt on the road. And if you live in an area near the sea, saltpetre will adhere to your bodywork. All these substances, if not removed, can lead to rust and corrosion of the car. But this deterioration is not only on your bodywork, which is the part of the vehicle that is most in contact with the air. It also affects, for example, the engine, damaging its most important parts. Even such essential elements as tyres and steering can be affected by dirt. What's more, lack of cabin cleanliness and moisture in the

passenger compartment can also lead to corrosion of the car from the inside out.

Your car should be thoroughly cleaned. This means that you have to wash all parts of the car to make it as effective as possible. Washing your car regularly will also help prevent damage, as it will allow the protective coating on the bodywork to remain in good condition for the life of the vehicle.

Cars have a protective layer on top of the paintwork that keeps the exterior of the car in good condition. However, this layer can be damaged by weather factors such as rain, dust and even exposure to the sun.

If you want to avoid accelerated deterioration of the protective layer, it is important to wash your car frequently. The accumulation of dirt on your vehicle can affect your health.

In many cases, importance is given only to cleaning the outside of the car for aesthetic reasons. However,

it is inside the car where most germs accumulate. That's why it's important to wash your car regularly to prevent dirt from affecting your health and well-being. Both inside and outside the car, you should always make the most of it by taking care of every detail. Drying the bodywork to avoid drips, vacuuming the interior of the car, cleaning the rims and seats...

It will cost you much less to clean the rims and upholstery if you clean them weekly than if you only clean them once a year. This applies to the whole car. And don't forget to wax the car at least once a year.



Wash when the vehicle is cold

Do not start washing the vehicle in the middle of the day or after a long journey. Introducing cold water into the rotors could cause certain parts to deform.



Use water

Water helps to lubricate the surface to prevent scratches. If your vehicle is dry and you start scrubbing with a sponge or brush, all the fine grit and road grime will stick to the paintwork to create small scratches.



Washing the glass and tyres

Windows need to be washed as much as the rest of the car. While wheels don't need to be cleaned to improve their performance or extend their life, they will look newer and shinier if you choose to do so.



Wind screen cleaner

with bioalcohol



Insects detergent

for the front of the vehicle



Ambient odours

Removes fabric



Degreaser

universal
for all type of cars



Air freshener

GT
Long-acting



Air freshener

F1
Long-acting

GOALS OF SUSTAINABLE DEVELOPMENT

In 2015, at the heart of the United Nations, an Agenda for Sustainable Development was born, signed by 193 countries whose motto is to leave no one behind. There are 17 goals and 169 targets to be met by 2030 that were born with the idea of transforming the world.



This coming 2023, the term sustainability will be 40 years old on the global agenda, after it was introduced by the UN World Commission on Environment and Development. The idea was to address the growing concern about “the accelerating deterioration of the human environment and natural resources, and the consequences of that deterioration for economic and social development”.

It also introduced the idea of sustainable development, which it defined as development that “meets the needs of the present without compromising the ability of future generations to meet their own needs”. This commitment generated much euphoria. Environmental groups became increasingly concerned about poverty, and development charities turned their attention to flora and fauna. Later, in 1992, the World Bank came out with a World Development Report that spoke glowingly of “win-win” strategies.

It seemed that these measures would bring about a drastic change in the situation. But it did not. Even the World Bank acknowledged years later that the report was “too optimistic”. And if we look at the reality, 40 years later, we can see that CO2 emissions, the main agent of global warming, have doubled since then. What was the problem? Basically, that definition 40 years ago did not recognise that in many cases balancing environmental protection and economic development is very difficult.

There are some countries like China and India that are behind some of the most important advances in development in recent decades. Most especially in the fight against poverty. But in that balance we also have to incorporate the fact that they are by far the two regions that have contributed most to climate change since then. The reason is that half of the energy they consume comes from coal, the most polluting, but also the cheapest substance, so that their development has been very dirty, but tremendously effective.

All in all, the situation is not easy, but it is much better than it was years ago. The goals linked to the 2030 Agenda are unlikely to be fully met, but that is not a bad thing. In fact, since the term sustainability was institutionalised in 1983, it has been abused with a great deal of optimism. This has meant that the targets set





by political representatives have hardly ever been met. However, this has not prevented the world from being better off than ever.

Global problems, global solutions

OBJETIVOS **DE DESARROLLO SOSTENIBLE**



SPORT

Some years ago we had the opportunity to sponsor a great motorbike SPORT team, and we didn't hesitate for a moment. The values of work, effort and self-improvement that DISARP transmits and has are the same as theirs.

MT-Foundation77 is a team that arises from the idea of helping young riders who do not have the economic resources necessary to face the sporting development in the world of high competition. In 2019 the Foundation team was the structure that obtained the most victories during the season, with a total of four victories; these results helped to achieve the runner-up position in the Moto3 category in the Junior World Championship, and since then it has not ceased to achieve major titles and awards.



MTHelmetsMSi - Moto3 World Championship - VALENCIAGP RACE (Ricardo Tormo Circuit) was the first private Moto3 team and Diogo Moreira became the Rookie of the year. Diogo is the best Rookie rider of 2022 and deserved his nomination for the effort and hard work and overcoming day by day.



The Brazilian started the Grand Prix of Valencia from fourth position on the grid and had to serve a Long Lap penalty, which relegated him to eighth place. Moreira has been keeping himself inside the Top10 and was already seven points ahead of his rival for the Rookie title.

Ryusei Yamanaka crossed the finish line in the Top10, ninth position, finishing his best season in the Moto3 World Championship.

Let's keep on adding more victories team!





How are football teams similar to companies?

In many ways, but specifically in three things: **strategy, processes and results**. A football team plays to win games and chooses to play offensive, defensive or balanced and a business plays to win customers, with differentiated products.

The main objective is to differentiate and determine where the business needs to improve in order to be competitive and win customers.

Football teams, like companies, set objectives and measure results to evaluate the performance of staff in search of professional growth opportunities. Companies also set goals and objectives at the corporate level - growth targets, profitability, market share, environmental care, etc. - which should be linked to strategic planning. One of the pillars of DISARP is teamwork, just like in football. That is why it is so important for us to support and give a voice to football teams, to

be their sponsors, to collaborate in their team initiatives. We are currently supporting UD Portuarios DISARP, which due to our involvement with them, the latter changed its name from UD Portuarios to UD Portuarios DISARP, to denote the involvement of the company in the team.



ecoZ DISPENSERS

+ OVER 50,000 CUSTOMI-
SED SOAP DISPENSERS
INSTALLED

ECOZ dispensers eliminate the risk of contamination by using vacuum-packed refill bags.

The replacement of refills is simple and easy to do by the operator, avoiding unnecessary product spillage.

In addition, the soap dispensers can be customised with your logo and are available in white or black.

This system also saves on storage. Minimal plastic waste and therefore there is a reduction of CO2, savings

in waste management, and savings in transport. But it is also an economical product. The packaging of the Eco Z system is much smaller compared to the equivalent of 5 litres. 10 bags are equivalent to a 5-litre bottle. The volume is smaller and so is the impact on the environment. According to the regulations, a waste management company must be contracted for empty containers.

With Eco Z there is no need and it is within the law with greater savings and at the same time environmentally friendly.

We have a wide range of products that adapt to your needs, bactericidal hand soaps, disinfectants, shampoo and gel, hand antiseptics, etc. In foam or gel format.

Take a look at our extensive catalogue at:
disarp.com

TIPOS DE JABONERAS GEL • ESPUMA

Fácil de usar.

1. Insertar la bolsa de recarga del producto en la jabonera
2. Listo para usar



BREAKING THE CHAIN OF INFECTION

Specific hygiene programme
for workplaces
and public facilities



**DREAMHAND
GEL HD**
NEUTRAL HAND
WASHING GEL
EU Ecolabel ES-V/030/003



HIGISOL 70
HAND ANTISEPTIC
AND SURFACE
DESINFECTANT
AEMPS : 4464CS, and CPNP: 2611664



HIGISOL 70 GEL
HAND DISINFECTANT
D.G.S.P. with TPI purpose



**DREAMHAND
HYDROALCOHOLIC**
HAND SANITIZING GEL
UNE 1500



**DREAMPERSONAL
SHAMPOO & GEL**
NEUTRAL GEL FOR HAND
WASHING

ESPUMA



**DREAMHAND
FOAM-ECOLABEL**
HAND WASHING FOAM
EU Ecolabel ES-V/030/003

ESPUMA



**DREAMHAND
FOAM-PURE**
SCENTED HAND WASH
FOAM

ESPUMA



**DREAMHAND
FOAM-BACT**
SCENTED HAND WASH
FOAM

ESPUMA



**DREAMHAND
BACT**
NEUTRAL HAND WASH
GEL



While others are thinking about it,

WE

have already done it

Global cleaning solutions



WE HAVE BEEN MANUFACTURING SINCE 1985



ECOZ SYSTEM
Hygiene solutions
for the
environment



WE HELP YOU CHOOSE THE PRODUCT SUITABLE FOR YOUR BUSINESS OR NEEDS



		Economic	Recommended	Premium	
ÁREA COMÚN Y HABITACIONES	BATHROOMS	Z1	Saniter · Oxicuát RTU	Saniter bact	ÁREA COMÚN Y HABITACIONES
	MULTI-USE	Z2	Multicris	Crissol 20 · Sprint	
	DEGREASER	Z3	Vorax D16	Multibel · Multiclar	
	AIR FRESHENERS	Z4	Spa · Talco · Frutos Rojos	Diamante · Rubí · Zafiro	
	DEODORISER		Airnor 13 · Air Fresh	Germex F12	
	DESINFECTANTS		Bacter 700 RTU	Higisol 70 desinfectante	
	MANUAL WASHING	Dospe	DSP 5.5	Vulcano · Vulcano Foam	
	PERSONAL HYGIENE	Dreampersonal basic	Dreamhand Gel HD · Dreamhand bact Dreamhand Foam bact	Dreampersonal Champú y gel Dreamhand Foam	
ÁREA COMÚN Y HABITACIONES	PERS. HYGIENE WITHOUT RINSING	Dreamhand foam pure	Higisol 70 gel Dreamhand gel hidroalcohólico		ÁREA COMÚN Y HABITACIONES
	CLEANER POLISHER		Multiclar	Sprint	
	WINDOW CLEANER	Z2 · Brissol10	Multicris	Crissol 20	
	SPECÍFIC		Tergobрил · Cerasarp · Inoxarp s	Inoxarp	
	TOILETS AND BATH. LIMESCALE REMOVER	Z1 · Saniter M	Saniter	WC Limp	
	TOILETS AND BATH. DESINFECTANT	Bioiman	Bacter 700RTU	Saniter bact	
	DEODORISING DETERGENT	Innova	Oxicuat RTU	Oxicuat	
COCINA	COLD DEGREASERS	Strong · Z3	Vorax · Vorax D16	Chef bacter	COCINA
	HOT DEGREASERS	Vorax AT	Vorax FP	Vorax P180	
	KITCHEN DESINFECTANTS	Bioiman	Bacter 700RTU	Chef Bacter	
	FLOORS	Eficlor foam	Tergosan bact	Vorax LF	
	MANUAL DISHWASHER	Dospe	Dospe plus	DSP 5.5 Bact	
	SUPERCON MAN. DISHWASHER		Vulcano	Etna	
	AUTOMATIC DISHWASHER	Citron	Citron MD	Citron Plus · Citron 86 Plus	
	AUTOAMTIC POLISHER	Airon BD	Airon MD · Airon XD	Airon · Airon AD Plus	
LAVADO DE ROPA	DESCALER	Desincrust S	Desincrust		LAVADO DE ROPA
	LOW ALKALINITY SEQUESTANT		Quartz MD	Quartz AD	
	HIGH ALKALINITY SEQUESTANT		Master 100 BD	Master 100 AD · L1000	
	DEGREASING ADDITIVES		Humic plus	Tex gras · Tex gras LF	
	MOISTURISING DETERGENT		Dicom M	Dicom E · L2000	
	ALKALINE DETERGENT		Dupplet		
	DEODORISING BLEACH	Hiposarp	Oxilid	Oxilid LT5	
	NEUTRALIZING ALCAL. AND CHLOR.		Neulid		
DESINFECTANTES	SOFTENERS NEUTRALISERS		Neutroci Plus		DESINFECTANTES
	SOFTENERS	Suacil	Suacil Plus · Suacil Plus Fresh Suacil Plus tropical	Microcaps · L5000	
	COMPLETE LIQUID DETERGENTS	Detex one	Marssilia	Dicom E · Dicom Color	
	STAIN REMOVERS		Neck · Sintac (1-2-3-4)		
	DESINFECTANTS	Multibacter	Bacter 700 RTU	Higisol 70	
	CHLORINATED DES. DET.		Citron Clor HA	Eficlor Foam	
	DESINFECTANT DETERGENT		Cloranet		
	DESINFECTANTE DEGREASER	Eficlor Foam	Chef Bacter		
SUELOS	SCENTED DETERGENT	Tergon · Tergon limón · Petra	Tergon frutal · Tergon Amoniactal	Tergon Fresh · Tergon aloe · Repelin Nat.	SUELOS
	PERF. DESODO. DETERGENT		Oxicuat · Innova		
	SCRUBBER DETERGENT		Vorax LF		
	WOODEN FLOORS AND PARQUET		Fusta Limp	Fusta	
	INSECTICIDES		Cucas Kill Plus · Q14R		
LAVADO MANOS	FOAM SOAP DISH		Dreamhand foam		LAVADO MANOS
	FOAM SOAP GEL	Dreampersonal basic	Dreamhand gel HD	Dreampersonal Champú & Gel	
	HAND SOAP	Germesan Manos	Dreamhand gel HD	Dreampersonal Champú & Gel	
	UNCLARIFIED HYDROALCOHOLIC		Higisol 70 gel · Dreamhand hidro.		

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