

He's betting on bulk

Are consumers willing to sacrifice a little convenience to save money and time? The Quik-Pak Chemicals Co., a six-month-old firm located on Guelph Street, is trying to find an answer to that question as they introduce a new line of consumer products for use in homes.

The product line includes many of the items that appear regularly on the shopping list of the average homemaker. Disinfectants, cleaners, rug shampoos and detergents make up the line of products that bear the name "Bulk Products."

"The name says it all," said owner and manager, Paul LeTendre. "The bulk idea can save money on both the product and trips to the store."

Many of the products are formulated at the Georgetown plant of Quik-Pak Chemicals while detergents and dish-washing liquids are name brand products repackaged to complement the bulk system.

"We feel some of the products that are made here are better than those available in the stores," added Mr. LeTendre. "Our glass cleaner contains no abrasives what-so-ever while the leading blue cleaner on the market does contain abrasives which do scratch plastics."

Quik-Pak Chemicals has been producing cleaners, disinfectants and many other products for use by other companies such as Canadian National and Canadian Pacific Railways.

The Georgetown plant packages chemicals to meet the specific requirements of their clients whether they are liquid or powder.

Quik-Pak produces many compounds ranging from aquarium remedies to a rustproof for cars. "Some of our big customers at one time included Shell. We made window cleaner for them," said Mr. LeTendre.

Mr. LeTendre noted that he has developed over 150 products awaiting marketing. "One thing I developed was an anti-fogging window cleaner. It worked great but no one wanted it at the time."

Bulk Products main purpose is to save the consumer money. It's a natural offspring of the Quik-Pak business which centres mainly around mixing and re-packaging.

"Quik-Pak has the facilities

and the resources to do this kind of work and still offer the consumer a high quality product at a reduced price."

Much of the work is done by hand—filling, measuring and labelling—but the full-time staff of two and the part-time staff of four quickly move the products out of the assembly line and into cartons ready for sale.

"The business started in the basement of my Scarborough home," added Mr. LeTendre. "Then we really made it big and moved into the garage. Deliveries were done in the back of my '65 Cadillac Eldorado convertible. It was really a sight."

Now the company and its manager have moved to Georgetown where they began operations August 1 of last year.

Cost for the products are

meant to be low, compared to store prices for the same goods. The one gallon size of dish-washing liquid, for example, sells for \$4.50, 20 pounds of laundry enzyme detergent cost \$9.00 plus two dollars deposit for the plastic pail.

"We will be adding to the line as it progresses," noted Mr. LeTendre.

Georgetown area shoppers will be the first to experience the Bulk Products approach as offered by Quik-Pak Chemicals.

Atomic speaker

Georgetown and District High School students are going to get a look at "Canada's Nuclear Story" thanks to a travelling spokesman for a

Atomic Energy of Canada. Tom Diamantstein, school relations officer for AECL, will pay a visit to GDHS this Thursday as part of his travels throughout Ontario. His school program includes a talk giving the historical

background of the development of atomic energy in Canada; its peaceful uses to produce electric power and isotopes for use in medicine, agriculture and industry and descriptions of nuclear power and research facilities.



CREATOR of the Bulk Products line, Paul LeTendre, displays products available at his plant on Guelph Street.

O'Hearn entry in the thrift contest

BY DON O'HEARN
Queen's Park Bureau
Of The Herald

Citizens Coalition, the London-based group led by Colin Brown which pokes its nose into politics, has come up with a good idea.

The Coalition is going to sponsor a contest. It intends to offer a \$500 prize for the best proposal for more economy in government.

The timing couldn't be better, with inflation the great threat it is and governments really not paying much more than lip service to it, and particularly their own contribution. And though such a contest will attract its kooks, it could get the public, and perhaps even governments themselves, thinking in terms of economy.

And there is a lot of thinking that can be done.

This is not an entry in the contest but here are just a few thoughts on possible steps towards economy.

How about a couple of commissions? One would go into staff and have every deputy minister justify in detail his complement. There undoubtedly is a lot of fat in the government service. Big savings could probably be made in public relations alone. Ministries are loaded to the gills with PR people and lord only knows what they all do.

The second commission would look into all government programs and investigate where these are out-dated, overlapping or could be pared. Anyone close to government knows there is a good area for savings here.

These commissions, incidentally, would be one-man inquiries, along the lines of the Glasco commission in Ottawa. The Glasco report showed us how efficient a one-man inquiry can be. And in contrast we had the ultra-expensive multi-bodied committee on government productivity here which was practically a disaster.

Then we could have a really effective central purchasing program. A central purchasing program supposedly was initiated six or seven years ago. But it has been largely ineffective because individual ministries are jealous of their prerogatives, and nobody was willing to order them to co-operate. And finally there

could be substantial savings in printing.

A standard format for all routine documents such as annual reports, and a rule that extraneous color productions be permitted only when called for, such as in the promotion publications of tourism and industry, might end up in saving a big chunk of money. (It would also be a relief to librarians who now are under constant trial in trying to fit in their shelves, in some order, the myriad of shapes that government publications now take when they reach their desks.)

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