

# CLEANING UP

*News & Views on Our Industry*

## Partner With Professionals

All businesses and organizations have one thing in common: the need for janitorial supplies. Any public place or place of employment requires upkeep and maintenance to stay clean and sanitary. While it is never a good idea to cut corners on cleanliness, meeting the needs of cleanliness does not have to be a complex and pocket-draining process. Choosing to partner with a professional and reliable building maintenance supply distributor can mean accomplishing your sanitation goals while meeting your budget with ease.

### Choosing a Distributor:

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Not all distributors are created equal. While product selection and pricing is important when selecting a distributor, a number of other factors can impact the strengths and benefits an individual distributor can have on your company. Factors such as the quality and reliability of products, flexibility and speed of service, value for your money, and the strength of communication, largely impact the usefulness of the distributor. However, it is the value-added services that mean the difference between a good distributor and a great one. Value-added services such as user training, partnership plans, delivery programs, and comprehensive customer service, follow up, and trouble shooting, help to ensure that you, the end user, gets the most bang for your buck.

### What Are The Benefits Of Partnering With A Professional?

**Quality and Reliability:**  
The quality of your supplies



needs to be consistent - your customers associate poor quality with you, not your suppliers. Similarly, if your supplier lets you down with a late delivery or faulty supplies, you may let your customer down.

### Speed and Flexibility:

Being able to place frequent, small orders lets you avoid tying up too much working capital in stock. Flexible suppliers help you respond quickly to changing customer demands and sudden emergencies.

### Value for Money:

The lowest price is not always the best value for money. If you want reliability and quality from your suppliers, you'll have to decide how much you're willing to pay for your supplies and the balance you want to strike between cost, reliability, quality and service.

### Strong Service and Clear Communication:

You need your suppliers to

**For Info on New Products**  
Visit [www.wesclean.com](http://www.wesclean.com) and click on the "What's New?" link.

deliver on time, or to give you plenty of warning if they can't. The best suppliers will want to talk with you regularly to find out what needs you have now and how they can serve you better in the future.

#### **Training:**

Because professional distributors work with a variety of manufacturers, they have a wealth of knowledge that can be very valuable to you, the customer. By expanding their offerings, distributors have become emergency suppliers, trainers, communicators and educators for the end-user. One of the most touted value-added services offered by distributors is training and education on products. Traditionally free — or offered at a very low cost — distributors will invite end users to their facility or visit a facility and train employees. If used properly, this service can be a huge savings for any cleaning department.

Also, by providing in-house introduction sessions and launches, distributors give interested customers an opportunity to experience first-hand how new products work and operate without having to purchase it; thus, providing insight and ease of mind for the customers.

#### **Value-Added Programs:**

Savvy distributors will often provide end-users with even more value-added services to ensure customer satisfaction. Some value-added services include, delivery programs to ensure inventory of cleaning supplies is calculated and delivered when needed to ensure stock is in while reducing warehouse clutter. Other value-added services like partnership programs that target specific user markets, give consumers in such markets a distinct advantage by providing them with market-specific incentives, discounts, and private sale opportunities.

#### **Customer Service:**

Facilitating strong communication, follow up, and troubleshooting are a few ways that good distributors can become great distributors. Communication regarding order delays and price increases and follow-up communication and site visits ensure the customer receives the personal attention the industry needs. Finally, troubleshooting support ensures customers are looked after in case of an issue. This type of personal support and expertise is well worth the decision to utilize a distributor over purchasing and using online or grocery store products.

Contact your local Wesclean representative for more information on the benefits of Partnering with a Professional.

**1.888.337.2929**  
**www.wesclean.com**

## Calling All Building Service Contractors!

**Watch for the upcoming launch of our NEW Contractor Club Card; a unique partnership program exclusively for building service contractors!**



The Contractor Club Card Partnership Program grants building service contractors access to:

- Volume Purchase Incentives
- Special Category Pricing
- Monthly Promotional Specials
- No-Charge Educational Seminars
- Preferred Lease Rates
- Preferential Service Rates
- Various Discount Programs
- and much much more!

**For more information on these and other products, contact your local Wesclean branch at 1-888-337-2929 or visit [www.wesclean.com](http://www.wesclean.com)**



# Introducing Regard Eco-Paper

brought to you by Wesclean

As sustainability becomes a more prominent topic in today's world, advanced research and substantive evidence is becoming available to substantiate our need to take care of our environment, not only for our own sake, but for the sake of future generations. An important factor in achieving these sustainability goals is making green choices. Choosing green alternatives in the cleaning industry helps to reduce our carbon footprint on the planet, while providing short and long-term health benefits that contribute to living a healthy life style.

By introducing the new Regard Eco-Paper, Wesclean is now able to offer our valued customers biodegradable paper products that are gentle on the environment. The complete line of Regard Eco-Paper includes all the paper products to meet customer needs, while holding the same standard of exceptional quality consumers have come to trust from the Regard brand.

Item Code	Product	Description	Size
<b>Regard Eco-Papers</b>			
R4601003	Regard Deluxe Toilet Tissue	Biodegradable deluxe 2 ply toilet tissue. 500 sheets per roll.	48 rolls per case
R4601005	Regard JRT Toilet Tissue	Biodegradable JRT 2 ply Toilet Tissue. 1000 feet per roll.	12 rolls per case
R4601012	Snow Owl White Singlefold	Biodegradable deluxe white singlefold paper towel.	2400 sheets per case
R4601017	Platinum White Multifold	Biodegradable deluxe white multifold paper towel.	2400 sheets per case
R4601022	Platinum White Roll Towel	Biodegradable deluxe white roll towel. 800 feet per roll.	6 rolls per case
R4601010	Regard White Singlefold	Biodegradable white singlefold paper towel.	4000 sheets per case
R4601015	Regard White Multifold	Biodegradable white multifold paper towel.	4000 sheets per case
R4601020	Regard White Roll Towel	Biodegradable white roll towel. 800 feet per roll.	6 rolls per case
R4601006	Regard 1 Ply JRT Toilet Tissue	Biodegradable JRT 1 ply Toilet Tissue.	12 rolls per case

**For more information on these and other products, contact your local Wesclean branch at 1-888-337-2929 or visit [www.wesclean.com](http://www.wesclean.com)**

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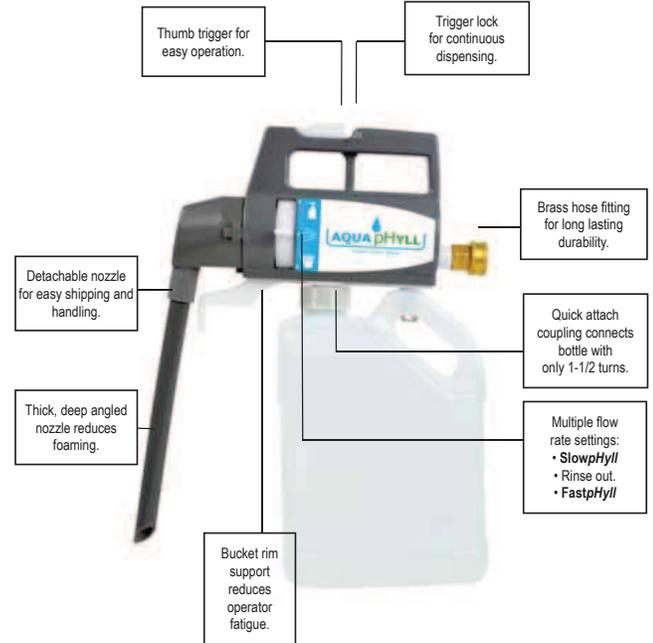
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# Wesclean Feature Product

## Introducing the New Aqua-pHyll Dispensing System from Pioneer Eclipse!



Aqua-pHYll technology from Pioneer Eclipse allows for quick and accurate dispensing of a broad variety of tried and true cleaning products. This includes above-floor cleaners, glass cleaners, disinfectants and Pioneer's famous floor products. The Aqua-pHYll system is available as both wall mounted and portable dispensing platforms. This new system guarantees reliability, convenience and cost savings in all janitorial areas.



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Working together for a  
cleaner environment

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**OUR MISSION:** To deliver in a timely and efficient manner superior cleaning products and excellence of service that meets and exceeds all our customer's requirements helping them perform their roles with efficiency and cost effectiveness. To treat employees and associates with fairness and respect and to be supportive to our suppliers in product and market development which will solidify our position as Western Canada's top distributor.