

Capabilities

The Most Trusted Name In Clean. Since 1945.



Setting Higher Standards

Your Business Matters | WAXIE Delivers

Success is not a guarantee; it comes through hard work, consistency and integrity.

We stay on top of our customers' needs and provide excellent service, on-going education, streamlined logistics, quality products, and a trusted partnership.

- Integrity & Values
- Service & Support
- Education & Training
- Innovative Technology
- Products & Equipment
- Logistics & Delivery
- Budget & Awareness

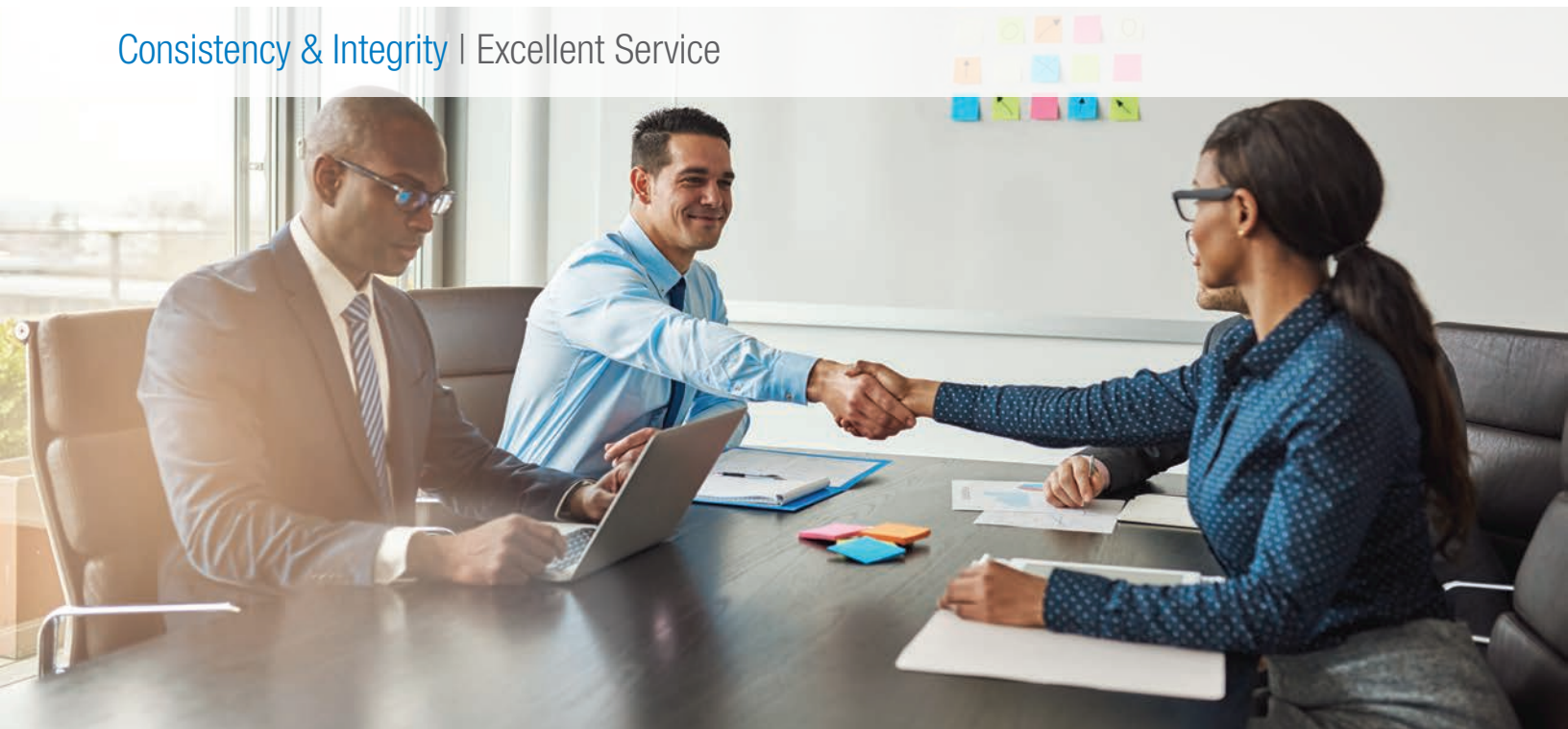
Trusted Advisor | Start With Trust. End With Results.

We analyze your complete range of cleaning practices, then develop custom programs that result in greater efficiency & reduced costs.

- Experts in Clean
- Innovation
- Exclusive Technology
- Unrivaled Logistics
- Spend Management

*"We analyze your complete range of cleaning practices, then develop custom programs that result in **greater efficiency & reduced costs.**"*

Consistency & Integrity | Excellent Service



Our Process | Efficient & Smart

STEP 1:

DISCOVERY

Assessment & Findings

- Site Surveys / Green Site Surveys
- Needs Assessment / Challenges
- Requirement Review
- Analyze Efficiency & Cleaning Practices
- Key Findings – Identify Areas for Improvement
- Budget & Timeline
- Explore Cost Savings
- Education & Training Needs

STEP 2:

SOLUTION DESIGN

Custom Fit Solutions

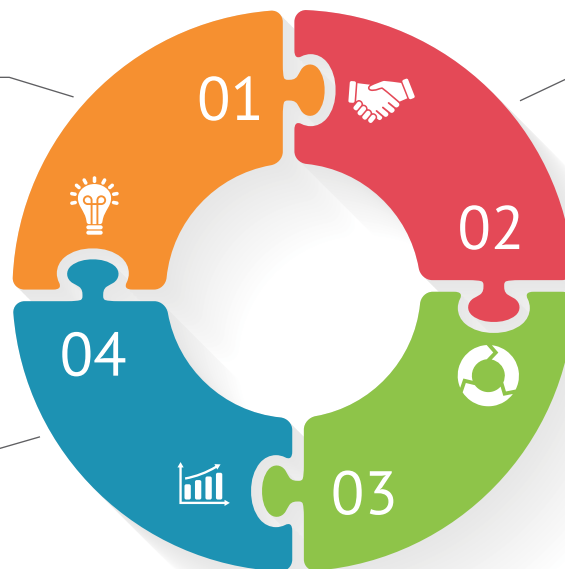
- System and Solution Recommendation
- Implement
- Install
- Train
- Service Center & Equipment Management Program
- Spend Management
- Compliance Assurance
- Education & Training Plan

DISCOVER

DESIGN

REFINE

IMPLEMENT



STEP 3:

IMPLEMENTATION

Logistics & Integration

- Logistics & Delivery
- Inventory Management
- eCommerce Integration
- Product & Equipment Education
- Custom Training Programs (eLearning)

STEP 4:

REFINE

Adjust & Optimize

- Key Performance Indicator Review (KPI's)
- SKU Management
- Program Refinement
- Budget Review
- Periodic Business Review



Convenient Locations | We Are Ready To Serve You

WAXIE is a true single source for all of your maintenance, sanitary and janitorial requirements. With 23 locations strategically located and servicing 10 western states. All of our inventory centers carry a full supply of sanitary products, janitor supplies

& equipment, as well as showrooms and customer service centers to assist with any questions. All inventory centers offer excellent customer service & are ready to help you determine products that are best for you.

WAXIE® is a NETWORK® partner Experience & Infrastructure

If your business has multiple locations, we're already there. WAXIE is a NETWORK partner offering a wide distribution network with nationwide access and a team of experienced and skilled professionals that are ready to deliver. State-of-the-art information systems offer real-time purchasing information and updates with an expansive global reach in 34 countries to meet your distribution demands.



Streamlined Logistics | Efficiency Working For You

Quality, value safety & delivery! Our narrow aisle technology reduces our operating costs, resulting in lower prices and increased efficiency. Inventory management is integrated with RF Tablet Picking and deliveries are deployed using Roadshow for fleet routing and tracking along with on-demand GPS-based enhanced transportation intelligence and Smart-Drive to ensure driver safety.

WAXIE Delivers | Automated Proof Of Delivery

Real-Time proof of delivery (POD) information offers a time stamp, location, consignee information and confirmation of quantities delivered.

Real-Time Interface with WAXIE's ERP System

- Smartphone enabled – make changes to your order on-site
- Expedite invoicing process
- Shorten “return item” time frame
- Generate immediate confirmation via email



“It’s right, on time & delivered with a smile.”

Efficiency | Quality, Value, Safety & Delivery





Service Guarantee | Customer Satisfaction

Our service mission is to provide extraordinary service to our customers at all times. Our team of 900+ courteous, quick and responsive professionals are ready to support your cleaning supply needs.

WAXIE offers flexible ordering options and resources, such as bilingual assistance on-site and online. Order via phone, FAX, EDI, in person or online with Web@Work®.

Technology at Work | Improve Your Bottom Line

WAXIEapps™

- Identify efficient & cost-effective cleaning solutions
- Analyze cleaning process & related operations

Workloading & Equipment ROI

- Customized computerized labor savings roadmap & ROI illustration
- Square footage per hour predictions are based on ISSA 540 cleaning time standards

Focused on Results

- WAXIE recommends savings & efficiency solutions – save on labor & materials



*“Proudly serving our customers
since 1945.”*

Manage Equipment ROI & Watch Your Profits Grow!





WAXIE Web@Work® | Online Ordering & Account Management

Create Customized Shopping Lists

Powerful Custom Features

- Real-time account summary & invoice status
- View detailed real-time inventory availability
- Designate authorized approval levels
- Establish & manage your budget

Online Ordering / View Online Catalog

Fast & Simple Account Management

- View, print, fax or e-mail online SDS
- Check real-time status of your order
- Analyze product usage information

"We make it easy – start simplifying today."

Tracking Performance | Key Performance Indicators

Sales Analysis & Green Spend Dashboard

- Review sales by amount & number of orders
- Assess average order size

Order Analysis

- Percent of orders made by fax, phone, web, or other

Diversity Supplier Sales

- Shows sales amount & percent of sales total for Hubzone, minority owned, women owned & small businesses

Core vs. Non-Core Spend

- Negotiated price list items vs. items not included on contract





Dynamic Invoicing | Go Green. Go Paperless. Lower Cost & Improve Efficiency.

Simplify Process

- Increase speed & accuracy
- Direct system invoice data transfer
- Guaranteed delivery
- Multi-recipient capability

Your Business Wins with eINVOICING

- Save time & money
- Reduce waste
- Save paper & trees
- Reduce Emissions

“Reduce high costs, error rates & operational challenges related to paper processes.”

State Of The Art Equipment | Power Of Mechanization

WAXIE Machines & Equipment

- Quality WAXIE brand equipment
 - Commercial vacuums
 - Carpet extractors
 - Floor scrubbers / machines
 - Cleaning machines for home, office or industrial Space
- WAXIE 5-star service & repair
- Preventative maintenance options

Industry Leading Equipment Partners

- WAXIE has partnered with leading equipment manufacturers: Advance, NSS & Windsor Kärcher

Flexible Equipment Leasing Options



*“Equipment designed to **increase** your facility’s cleaning **productivity**.”*

Maintenance & Service Options | WAXIE at Your Service

Service & Repair Options

- Custom fit preventative maintenance programs
- Authorized warranty service centers
- Factory trained service technicians

WAXIE Repair Services

- Next day service for unscheduled requests
- Authorized service center & on-site repairs

Having an Emergency?

- Technicians available to get you up and running
- WAXIE maintenance services
- Authorized service center & mobile service options
- Quality brand machines

“WAXIE gets you back on track.”



Parts & Rentals | Flexibility & Options

Need Parts? We Have the Parts You Need

- Hundreds of parts in stock
- Quick access to the parts you need
- 3–5 day turnaround for non-stocked parts
- Next day shipping available for emergencies

Equipment Rental

- Immediate replacement
- Broad range selection
- Quality brand machines

Skilled and Dedicated Response Team





Your Trusted Green Partner

Custom Fit Green Solutions



WAXIE GPS® | Green Partner Support™

Green Cleaning Practices & Procedures

- Promote safer & healthier work environments
- Increase workplace wellness & productivity
- Reduce environmental impacts
- Practical & efficient cleaning procedures
- Training & expert consulting
- Achieve LEED® certification

Experts on Staff

- LEED® Accredited Professionals
- CIMS-GB ISSA Certification Experts

Certified Sustainable Cleaning Products

WAXIE-Green™ Cleaning Products

- Support your commitment to sustainable cleaning
- High-quality cost-effective products
- Superior cleaning performance
- Latest cleaning technology
- Products certified by third-party ecolabels
- Safer for people and the environment



Expert Training At Your Fingertips

- eLearning Online Training
- Seminars On-Site or at WAXIE
- Cleaning Procedure Guides
- Job Cards & Flip Charts
- GHS Regulatory Compliance
- In-Service Training
- Instant Assessment Quiz

The WAXIE Promise: To Provide Your Clients a Cleaner, Healthier, Greener & Safer Facility

Market Segments We Serve

- Brewery and Restaurant
- Building Service Contractors
- Commercial Real Estate
- Education: K12
- Education: College
- Government
- Healthcare: Acute
- Healthcare: Long Term
- Hospitality & Lodging
- Industrial
- Food Processing



WAXIE Understands Your Business

Markets We Serve — Whether you are managing a commercial real estate building, an educational campus, a healthcare facility, a hotel property, a building service contractor business, a government building, a manufacturing plant, a large venue or place of worship — if your goal is to have a clean, green, and high performing facility at the total lowest cost, than WAXIE is a partner you can rely on to help get the job done.

WAXIE has been the experts in clean since 1945, and we are committed to helping our customers keep their facilities cleaner, healthier, greener and safer. That means creating customized cleaning solutions to meet your specific needs, and then providing the ongoing training and support to help you achieve a cleaner and healthier building environment at the best value and total lowest cost.

And because the WAXIE organization has been purpose-built from the ground up to serve and provide ongoing support for those who are responsible for delivering clean and healthy buildings, you can count on WAXIE to come through with the cleaning industry-specific help you need, when you need it.

Whether it's an on-site cleaning consultation, a timely equipment repair, a bilingual training session, or an introduction to the latest labor saving cleaning innovation and technology, we have proven the extent of our dedication to our customers and the cleaning industry time and again.

No matter what type of business you are in, WAXIE has solutions to help keep your facilities cleaner, greener, healthier and safer.





WAXIE Knows Clean

Protect Health — Promote safer and healthier indoor environments



WAXIE Knows Green

Reduce Impact — Reduce environmental impacts associated with cleaning processes



WAXIE Knows Service

Increase workplace wellness and productivity



Experienced Consultants — When you work with WAXIE, not only do you benefit from WAXIE's experience — after all we have been in the business of helping those responsible for facility maintenance since 1945 — but you also benefit from WAXIE's consultative approach to solving your most challenging facility maintenance issues. WAXIE is not just another company with a big catalog full of products — our consultative approach and trained representatives and specialists mean you can count on WAXIE to be your experienced and trusted partner and advisor.

Customized Solutions — No two buildings are exactly alike, and our approach to helping you get your job done shouldn't be either. WAXIE will work with you to assess and benchmark your current facility maintenance approach, and then customize a total facility maintenance solution which delivers you the best value and overall cost savings. WAXIE offers industry-specific expertise and consultation, and stands ready to do whatever it takes to get the job done on-time and on budget.

Management Tools — WAXIE is set up to work with busy facility maintenance professionals — and we realize that what we do is a small but important part of your overall responsibilities. Our online Web@Work® eCommerce platform with incorporated budget management tools gives you control of, and visibility to, your overall facility supply spend, making it easier for you to manage. WAXIE is a company which has been purpose-built to serve those who are responsible for delivering cleaner, green, healthier and safer facilities.

Sustainability — You have sustainability goals to reach, and WAXIE GPS® Green Partner Support™ guides you to reaching these goals, up to and including contributions to LEED® certification, CIMS-GB certification, AASHE STARS® rating, or WELL certification. WAXIE GPS® is a collaboration and partnership between WAXIE and its respective customer and manufacturer partners — and it is a comprehensive approach which addresses everything you will need to implement an effective green cleaning program. WAXIE has the experience and expertise to help guide you through the process to reach your sustainability goals.

WAXIE understands that you need to provide a clean, fresh and healthy experience for visitors to your facility at the total lowest cost. WAXIE delivers innovative cleaning solutions, along with other facility maintenance supplies combined with industry-specific expertise and consultation that contribute to lower operating costs, enhanced public image and cleaner surfaces, all while helping you create a favorable building occupant experience.



Corporate Headquarters | San Diego, California



Ontario | California



Mesa | Arizona

WAXIE Inventory Centers

WAXIE Sanitary Supply has **23 Inventory Centers** strategically located in nine Western states and servicing 12 states that include: California, Oregon, Washington, Alaska, Nevada, Arizona, Utah, Idaho, Colorado, Wyoming, Montana and New Mexico.

WAXIE Inventory Centers carry a full supply of sanitary products, janitor supplies and equipment to quickly and efficiently meet your sanitary maintenance needs.

Each modern, clean Inventory Center also has a showroom and Customer Service Center to help you determine which sanitary or janitorial product is best for you.

As the true single source for all your maintenance, sanitary and janitorial requirements, you can depend on WAXIE's knowledgeable sales consultants, high-quality and effective products, equipment and procedural training, friendly customer service representatives, and total inventory management to minimize costs, simplify logistics, and maximize your satisfaction.

Anchorage, Alaska

4005 Spenard Road
Anchorage, AK 99517-3008
Phone: (907) 248-0404
Fax: (907) 248-3662

Fairbanks, Alaska

3606 Schacht Street
Fairbanks, AK 99701-7357
Phone: (907) 452-8538
Fax: (907) 452-2878

Mesa, Arizona

4136 E. McDowell Road
Mesa, AZ 85215-9700
Phone: (480) 333-1000
Fax: (480) 968-1539

Tucson, Arizona

355 S. Euclid Avenue, Suite 105
Tucson, AZ 85719-6654
Phone: (520) 629-9699
Fax: (520) 629-9499

El Centro, California

198 E. Ross Road
El Centro, CA 92243-9448
Phone: (760) 352-4691
Fax: (760) 352-4698

Livermore, California

901 N. Canyons Parkway
Livermore, CA 94550-9422
Phone: (925) 454-2900
Fax: (925) 605-3073

Ontario, California

905 N. Wineville Avenue
Ontario, CA 91764-5595
Phone: (909) 942-3100
Fax: (909) 942-3199

Palm Springs, California

72-080 Woburn Court
Units A & B
Thousand Palms, CA
92276-2308
Phone: (760) 343-4410
Fax: (760) 343-4411

Sacramento, California

2421 Del Monte St.
West Sacramento, CA 95691
Phone: (916) 231-0584
Fax: (916) 231-0598

Santa Ana, California

3220 S. Fairview Street
Santa Ana, CA 92704-6509
Phone: (714) 545-8441
Fax: (714) 957-3179

San Diego, California

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Phone: (858) 292-8111
Fax: (858) 279-6311

San Jose, California

890 Service St.
San Jose, CA 95112
Phone: (408) 855-6600
Fax: (408) 855-6633

San Rosa, California

981 Airway Court, Suite D
Santa Rosa, CA 95403
Phone: (707) 522-6840
Fax: (707) 522-6845

Colorado Springs, Colorado

2180 Victor Place, Suite B
Colorado Springs, CO
80915-1503
Phone: (719) 418-8100
Fax: (719) 418-8199

Denver, Colorado

2255 N. Pagosa Street,
Suite 100
Aurora, CO 80011-8127
Phone: (720) 216-6600
Fax: (720) 216-6699

Boise, Idaho

2240 S. Cole Road, Suite 110
Boise, ID 83709-2814
Phone: (208) 376-8700
Fax: (208) 376-8707

Idaho Falls, Idaho

1359 E. Commerce Way
Idaho Falls, ID 83401-1206
Phone: (208) 552-1300
Fax: (208) 552-2792

Las Vegas, Nevada

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Las Vegas, NV 89119-3533
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Portland, Oregon

Building D of The Commons at
South Shore
4772 NE 190th Lane
Gresham, OR 97230-7577
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Fax: (503) 674-0005

St. George, Utah

525 North 3050 East, Suite 102
St. George, UT 84790-9101
Phone: (435) 652-9990
Fax: (435) 652-9991

Salt Lake City, Utah

5107 West 1730 South
Salt Lake City, UT 84104-5339
Phone: (801) 886-3700
Fax: (801) 886-3799

Seattle, Washington

18314 80th Place South
Kent, WA 98032-1011
Phone: (425) 291-1700
Fax: (425) 291-1799

Spokane, Washington

3808 N. Sullivan Road,
Building 25C
Spokane Valley, WA
99216-1608
Phone: (509) 344-3900
Fax: (509) 344-3899



Livermore | California



Salt Lake City | Utah

