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## One-Stop Shopping...Look What's On Our Wagon

Our national network of distribution centers allows us to make available literally thousands of products for immediate shipment. In addition to our own Hillyard manufactured products, our national network of distribution centers offers name brands you know and trust, such as 3M, Wausau/Bay West, Nilfisk-Advance, Pro-Team, Windsor, GoJo, Tennant, Georgia-Pacific, and Rubbermaid. From the daily use supplies...paper, liners, cleaners, mops, and equipment...to the more sophisticated items like wood floor products, hard floor products, laundry, warewash, or proportioning equipment, Hillyard customers can take advantage of a single source for all their janitorial needs. We can effectively reduce your overall cost of acquisition and procurement by eliminating "shopping" time, reducing the number of purchase orders issued, multiple deliveries, excess stock, invoices reconciled, and checks released. This not only saves you money on the procurement side, but also standardizes product usage and streamlines training.

## Come See Us

We have a beautiful showroom with our products on display so you can take a look and do a side-by-side comparison. We encourage you to browse our showroom and speak with our customer service representatives. They'll be happy to answer your questions. Hillyard Corporate Distribution Center locations are listed on the inside of the back cover of this catalog.

## We Service What We Sell

We offer our customers a fully staffed, factory trained machine repair department. Our technicians are highly skilled and capable of fixing just about anything. If need be, we'll even come to your facility to do the repair. We also offer "Programmed Maintenance" service so you need not worry about your equipment breaking down.

## Training For Results

Hillyard training programs and training support aids are considered by many to be the best in the industry. When you buy our products, we show your staff how to use them properly. We believe a trained crew is a successful crew, and standardization of methods, products, and equipment is critical to your overall success. We conduct in-service training programs to keep your people up-to-date on products, procedures, and regulatory issues. In addition, we offer public seminars to share new ideas and to provide a forum for the exchange of ideas with other professionals.

## Compute the Fastest, Most Cost-Effective Way to Clean

Part of our consultative services utilizes the Hillyard CCAP® (Cleaning Cost Analysis Program). This software will help you balance your maintenance budget with the cleanliness of your facility. It's a sensible, statistical approach to organizing and managing your housekeeping effort to optimize cleanliness, and still stay within your budget. The automated nature of the program provides concise housekeeping information including total square feet by building and floor type, total labor costs, cost and estimated quantity of cleaning supplies, cost per square foot, cost per user, number of cleaning hours per FTE (full-time equivalent), number of square feet per FTE, number of FTEs, and more! Please see pages 2-4 for more information.

## Make A Smart Business Decision

Join Hillyard in a partnership for success. Hospitals, school districts, colleges, universities, extended care facilities, industrial facilities, hotels, building service contractors, shopping centers, and others have been taking advantage of our products and services since the beginning of the century. It's your opportunity to discover our tradition of quality, dependability, and service. Find out what others already know: Hillyard is a smart business decision. For more information, contact your Hillyard sales consultant, or visit our web site at [www.Hillyard.com](http://www.Hillyard.com).

Our full line supply catalog is published approximately every two years. Since we are continually improving our products and services, some changes in product specifications or design listed herein are beyond our control. Review our on-line Internet catalog at [www.Hillyard.com](http://www.Hillyard.com) or contact your customer service or sales consultant for additional information. All products displayed may not be inventoried at every location.

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