

Janitorial Supplies deal to save PfH Members over 16%

Procurement for Housing (PfH) is rapidly expanding its product portfolio, launching a new **Janitorial Supplies** deal for its 336 Members. The agreement will help Members save over 16% on janitorial products – a potential saving of more than **£4million** if all PfH Members take up the deal.

Following a highly competitive tendering process, PfH appointed **Nationwide Hygiene Supplies** to provide the Janitorial Supplies contract. Nationwide is the largest independent distribution group for cleaning and hygiene products in the UK. Its depots are strategically located throughout the UK to provide an efficient local service to all PfH Members.

The Janitorial Supplies agreement was awarded after rigorous product testing by PfH's Product Group. Member housing organisations tested Nationwide's products and found them to be both high quality and low cost. One of these Members, Housing 21, spends an average of £72k per year on janitorial supplies. During the product-testing period, Housing 21 saved over 16.8% when they used Nationwide's products – a reduction of more than £12k.

What does the deal include?

Nationwide will provide PfH Members with specially negotiated prices on a vast range of janitorial products, from kitchen hygiene, cleaning hardware, floor care, housekeeping, laundry goods, hand washing, skincare, washroom hygiene and more. Highlights of the deal include:

- A distribution fleet of over 150 delivery vehicles offering a flexible and reliable delivery service
- *Traderlink* – a simple to use E-procurement facility active 24hrs a day
- Pan-European purchasing power enabling highly competitive pricing
- Dedicated customer services team
- Bespoke management reporting

Steve Langstaff, National Accounts Manager, Nationwide Hygiene Supplies said: *"We are delighted to be involved with Procurement for Housing and look forward to working with all the Housing organisations to offer them substantial savings on their Janitorial and linked products."*

Julie Craig, PfH Director said: *"PfH is constantly growing its portfolio of products in response to Member feedback. This year we'll be launching a wide range of new deals, beginning with Janitorial Supplies. Nationwide has a proven track record with similar partners, including Southern Universities Purchasing Consortium, Housing21 and Leonard Cheshire and we are confident that they will deliver a significant cost savings for our Members."*

www.procurementforhousing.co.uk

For media enquiries, interview opportunities or images, please contact: Rowan Atkins at PfH
T: 07834 158 725 E: rowan.atkins@nornir.co.uk

Notes to Editors:

The PfH Janitorial Supplies deal

- **Delivery:** Distribution fleet of over 150 delivery vehicles offering a flexible and reliable delivery service. Distributor Service Excellence and ISO9001:2000 accreditations ensuring quality systems which are under continuous improvement.
- **Ordering:** Traderlink – a simple to use E-procurement facility which is active 24hrs a day.
- **Savings:** Pan-European purchasing power enabling highly competitive pricing.
- **Customer Services:** a dedicated team providing the best levels of customer support in the sector.
- **Product Range:** Nationwide offer a vast selection of janitorial products including a £6million buffer stock holding on main items and an internal stock transfer arrangement between branches.
- **Technical Support:** Qualified personnel to provide technical support and training.
- **Purchasing Arrangements:** Strong purchasing arrangements and supplier partnerships with the leading Manufacturers in the Industry.

Nationwide Hygiene Supplies

Nationwide Hygiene Supplies is the largest independent distribution group for cleaning and hygiene products in the British Isles. Depots are strategically located throughout the UK and Ireland to provide a comprehensive and efficient local service. At each location trained personnel are available to advise and assist.

Nationwide Hygiene Supplies are able to provide a co-ordinated service to meet the needs of national or regional organisations using a fully integrated 'point-to-point' EDI system to link all branches to Head Office. A 'one-stop shop' for all your cleaning materials and equipment, backed with the technical expertise to meet today's demands.

Procurement for Housing

PfH is the only national procurement organisation dedicated to the needs of the housing sector. Following a successful two-year pilot, the National Housing Federation, Chartered Institute of Housing and HouseMark officially launched it in March 2004. The Housing Corporation and the ODPM also support PfH.

PfH has been created as an essential business tool to generate substantial savings by harnessing the collective purchasing power of housing organisations. By reducing procurement costs, organisations can reinvest resources in front-line services, decent homes and vibrant neighbourhoods.

PfH currently has 336 Members collectively managing over 1.8 million units, making PfH's purchasing power unparalleled in the sector. The consortium provides services in the following product areas: Office Supplies; Print Management; Communications Services (Landline, Data and Mobile); Energy Management, Personal Computers; Photocopying Equipment and Services; Materials - Repairs & Maintenance; Vehicle Leasing & Insurance/Financial Services and Janitorial Supplies and will soon be launching services in a range of other areas including: Office and Scheme furniture and Work Wear & Personal Protective Equipment.

PfH Membership

Any social housing organisation (including Housing Associations, LSVTs, ALMOs, and Local Authorities) can become a Member of Procurement for Housing by paying a small refundable fee based on the number of housing units they manage. The fee is rebateable against purchases made through the scheme. HouseMark subscribers are eligible for free Membership.

Management of PfH

Procurement for Housing (PfH) is managed by specialist contractor Collective Enterprises Limited (CEL) – selected following an open tendering procedure through the Official Journal of the European Union. CEL has significant experience of collective purchasing in both the public and private sectors. The quality of the contractor's work is monitored and assured by HouseMark – the performance improvement subsidiary of the Chartered Institute of Housing. Further information can be obtained by visiting the website at www.procurementforhousing.co.uk

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