

COMMERCIAL JANITORIAL SUPPLIERS CC
WWW.COMMERCIAL-JANITORIAL-SUPPLIERS.CO.ZA



2012

**COMPANY
PROFILE**



MISSION

TO SUPPLY A FULL RANGE OF DISPOSABLE PAPER PRODUCTS, CLEANING CHEMICALS AND ALLIED JANITORIAL PRODUCTS AT COMPETITIVE PRICES TO SMALL DISTRIBUTORS, PROPERTY GROUPS, CLEANING COMPANIES AND SME'S IN GAUTENG.

STRATEGY

- REDUCING THE OVERALL COST INCURRED BY OUR CLIENTS BY GIVING THEM THE OPPORTUNITY TO CONSOLIDATE THEIR BUYING. COSTS REDUCED INCLUDE ADMIN AND TRANSPORT.
- TAKE PRIDE IN THE PRODUCTS AND SERVICE WE SUPPLY.
- WE GENUINELY CARE ABOUT THE SUCCESS OF OUR CLIENTS; WHEN THEIR BUSINESS GROWS SO DOES OURS.
- TO SHARE OUR VAST KNOWLEDGE IN THE CHEMICAL AND JANITORIAL INDUSTRY, WE GIVE ADVICE AND PROVIDE ASSISTANCE IN THE QUOTATION AND TENDER PROCESS FOR SMALL-MEDIUM ENTERPRISES.
- WE CONTRACT FOUR INDEPENDENT MANUFACTURERS WHO MANUFACTURE A SPECIALISED RANGE OF VIRGIN PAPER PRODUCTS AND CLEANING CHEMICALS. THIS ENABLES US TO COMPETE AGAINST MAJOR MANUFACTURERS BY SUPPLYING THE SAME AND BETTER QUALITY PRODUCTS. OVER THE YEARS, ALL RELATED JANITORIAL PRODUCTS HAVE BEEN ADDED TO THE CJS PORTFOLIO- ALLOWING US TO SUPPLY A FULL RANGE OF JANITORIAL PRODUCTS UNDER ONE ROOF.
- WE HAVE EXPANDED AND SERVICE THE WHOLE OF GAUTENG AND DO DELIVERIES AT A NOMINAL COST TO OUTLYING AREAS.



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HISTORY

ERROL HENSTOCK STARTED COMMERCIAL JANITORIAL SUPPLIERS CC (CJS) OPERATING FROM A DOUBLE GARAGE AT HOME WITH ONE VEHICLE AND A TRAILER.

CJS WAS FORMED IN 1995, AFTER ERROL WORKED FOR TWO MAJOR BRANDED PAPER MANUFACTURERS FOR TWENTY YEARS.

ERROL RECOGNISED THAT THERE WAS A GAP IN THE DISPOSABLE PAPER MARKET.

THE GAP BEING THAT NON BRANDED PRODUCTS COULD BE SUPPLIED AT FAR MORE COMPETITIVE PRICES; ALLOWING SMALLER DISTRIBUTORS TO COMPETE IN AN OTHERWISE MONOPOLISED MARKET.

CJS IS A FAMILY OWNED BUSINESS AND WILL CONTINUE AS ONE WITH THE NEXT GENERATION TAKING OVER MANAGEMENT FUNCTIONS. KEVIN, WHO HAS BEEN WORKING IN THE BUSINESS FOR SEVENTEEN YEARS IS NOW THE MAJORITY SHARE HOLDER AND IS TAKING OVER THE REIGNS IN TERMS OF THE RUNNING OF THE BUSINESS. ERROL IS STILL INVOLVED ON A FULL TIME BASIS.

AN ADVANTAGE OF BEING A FAMILY-OWNED CONCERN IS THE ACCOUNTABILITY WE HOLD TO OURSELVES TO.

OUR VALUES

ACCOUNTABILITY, WE TAKE RESPONSIBILITY OF OUR ACTIONS.

COMMITMENT, TO SUPPLY HIGH QUALITY PRODUCTS AT COST EFFECTIVE PRICES.

CONSISTENCY IN THE LEVEL OF SERVICE PROVIDED TO OUR CUSTOMERS.

EFFICIENCY IN DELIVERIES.

INTEGRITY, IT FORMS THE CORE OF ALL BUSINESS ACTIONS.

PASSION, WE LOVE WHAT WE DO.

RESPECT, FOR OUR CLIENTS, SUPPLIERS AND STAFF



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Orders
Debby
(011) 868 3952/61/63
debby@commercial-janitorial.co.za

Accounts - Orders
Lucie Henstock
(011) 868 3952/61/63
lucie@commercial-janitorial.co.za

Sales - Marketing
Taryn Henstock
(011) 868 3961/63
taryn@commercial-janitorial.co.za

Assistant Buyer
Sulette
(011) 868 2930
sulette@commercial-janitorial.co.za

Operations - I.T.
Ray Henstock (member)
(011) 868 3961
ray@commercial-janitorial.co.za

Sales Manager
Kevin Henstock (member)
(011) 868 3961/63
083 570 7016
kevin@commercial-janitorial.co.za

Managing Member
Errol Henstock
(011) 868 3961/63
082 823 1215
errol@commercial-janitorial.co.za

Orders and Queries
can also be
Faxed to 086 681 5043



Postal Address
P.O. Box 1821
Southdale 2135
Johannesburg
Gauteng

Street Address
1 Drakensberg blvd
Alrode South ext 17
Alberton
Gauteng

Vat no. 4400160836
Reg no. 1977/50966/23

info@commercial-janitorial.co.za