



BRIGHT FUTURE

Ace Janitorial Supplies Ltd has been keeping the region's businesses up to scratch for decades, and it has no intention of slowing down.

The region's number one cleaning, maintenance and hygiene supplies company is celebrating 40 successful years in business.

Attercliffe-based Ace Janitorial Supplies Ltd was established in 1971 by Alf Cullumbine, who made his mark on local steelmaking and engineering companies by selling his products from the back of a van at factory gates.

From the outset, the strength of the business was a fast, personal service from Ace Janitorial, which uniquely set itself up as a one-stop

shop for all manner of products.

Customers knew that whatever they wanted they could rely on rapid delivery from Alf who went on to establish a products consortium named Jangro, with a few like minded suppliers.

Today, 40 years later, the company is still in family hands, run by Alf's sons Phil, sales director, Paul, operations director and financial director Mark Cullumbine, but the nature of the business has changed dramatically.

Long gone are the trips to the factory gates – nowadays

most selling is done electronically and Jangro has grown into a vast network of suppliers.

The original core of customers, the steelworks and engineering companies of Attercliffe, today form only a small part of the customer base. They have been largely replaced by contract cleaning and facility management companies, who carry out cleaning, building maintenance and hygiene work on behalf of their customers freeing them to run their core business activities.

Ace Janitorial also has a

loyal customer base in hospitals, care homes, schools and businesses operating in the leisure and tourism industries, including Sheffield International Venues.

The firm has grown considerably over the years and now has a staff of 20 and six delivery vehicles. It has an annual turn over of £2million derived from a stock line of more than 3,000 items ranging for mop heads to a huge variety of chemical cleaners, maintenance consumables and associated equipment and machinery.

Today Ace Janitorial remains an independent

STILL GOING STRONG (pictured) Alf Cullumbine set up the business in 1971, selling goods out of his van



“Today Ace Janitorial remains an independent company, proud of its one-to-one relationships with its customers.”

company, proud of its one-to-one relationships with its customers. Yet it is able to draw on the immense buying power of the Jangro consortium, the biggest of its kind in the UK with distribution outlets across the UK, Eire and the Isle of Man.

Ace Janitorial delivers to companies within a 70 mile radius of Sheffield, backed by internet sales and supported by nationwide next day shipping.

Its extensive storage facilities in a 15,000 sq ft warehouse to the rear of the trade showroom on Attercliffe Road is a helpful resource for customers requiring large amount of cleaning consumables but do not have their own storage space.

If a hospital, for instance, calls needing 1,000 mop heads by noon the next day

then Ace Janitorial will be able to deliver.

Over the years the development of health and safety legislation has led to the need for comprehensive training of cleaning staff in the use of potentially harmful chemicals and hazardous equipment.

Ace Janitorial offers risk assessments and has developed a range of training videos and other resources to ensure workplace safety.

In addition, the company is at the forefront of the promotion of environmental-friendly alternatives to some of the potentially harmful chemicals traditionally used in the cleaning and hygiene industry. It also promotes reduced usage of materials where hygiene is not compromised.

Cleaning and Hygiene Innovations Open Day September 14

Facility management companies, contract cleaners, domestic service managers, care home housekeepers and school caretakers are invited to a special event at Ace Janitorial Supplies Ltd to see demonstrations of specialist products and innovations in the industry.

Included will be the new range of environmentally-friendly products and demonstrations of equipment that keeps you ahead of health and safety regulations, securing the safety of your staff. For example, the latest telescopic window cleaning equipment and 'slip, trip and fall' prevention products and devices.

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