

COMMERCIAL JANITORIAL SUPPLIERS CC
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2019 CATALOGUE



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 AND OPERATED BUSINESS WHICH WILL CONTINUE AS ONE WITH THE NEXT GENERATION TAKING OVER MANAGEMENT. KEVIN, WHO HAS BEEN WORKING IN THE BUSINESS FOR MORE THAN EIGHTEEN YEARS IS NOW THE MAJORITY SHARE HOLDER WHO HAS TAKEN OVER THE REIGNS IN TERMS OF RUNNING THE BUSINESS.

ERROL IS STILL INVOLVED ON A PART TIME BASIS WHILE RAY IS OUR INTERNAL GRAPHIC DESIGNER AND HANDLES THE MARKETING.

AFTER 20 YEARS IN BUSINESS, CJS HAS BECOME A MAJOR PLAYER IN THE PAPER, CHEMICAL AND JANITORIAL INDUSTRY.

VALUES

- COMMITMENT, TO SUPPLY HIGH QUALITY PRODUCTS AT COST EFFECTIVE PRICES.
- EFFICIENCY, IN OUR APPROACH TO ALL BUSINESS ACTIVITIES.
- INTEGRITY, TO ACT WITH HONESTY AND INTEGRITY WITHOUT COMPROMISING THE TRUTH.
- PASSION, PUTTING OUR MINDS AND HEARTS INTO OUR WORK TO ACHIEVE THE BEST RESULT.
- RESPECT, GIVING DUE RESPECT TO SELF AND OTHERS AND MAINTAIN AN ENVIROMENT THAT FOSTERS TEAM WORK AND GROWTH.

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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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