

# From whom should your customers be purchasing their Jan/San products and services?

## TEXTILE RENTAL COMPANIES VS JAN/SAN COMPANIES



**\$24 BILLION/YEAR**  
JAN SAN MARKET  
MADE UP OF 6000 SUPPLIERS

<b>\$16 BILLION/YEAR</b>	<b>\$</b> MARKET	<b>\$24 BILLION/YEAR AND GROWING</b>
<b>OVER 214</b>	<b>GROUP OF PEOPLE</b> SUPPLIERS	<b>AROUND 6000</b>
<b>DON'T REQUIRE MINIMUM ORDER</b> Textile Rental companies deliver to their customers every week allowing them to add janitorial products to the delivery.	<b>TRUCK</b> MINIMUMS	<b>REQUIRE MINIMUM ORDERS</b> Jan San companies require a minimum order, and add a freight charge if minimum isn't met.
<b>ORDERING ASSISTANCE</b> Textile Rental companies can monitor customers' inventory during weekly deliveries and order as needed.	<b>PHONE</b> ORDERING	<b>CUSTOMERS MUST ORDER</b> Customer must track inventory and order from Jan San company as needed.

SOURCES: [www.trsa.org/page/companies-local-regional-national](http://www.trsa.org/page/companies-local-regional-national) | [www.cleanlink.com/pdf/sm\\_issas\\_supply\\_distsales14.pdf](http://www.cleanlink.com/pdf/sm_issas_supply_distsales14.pdf)

With a little less than half of the textile rental industry market share available to the 200+ independents, it's important for independent textile rental companies to diversify and grow their revenue streams.

Winona Services is here to help by providing turn key growth programs that make accomplishing that task easier with proven, ready-to-sell jan/san products, on-site sales training, custom branded marketing materials, and ongoing support to ensure your success.

To learn more about Winona Service's turnkey growth programs for independent textile rental companies, visit [winonaservices.com/jan-san](http://winonaservices.com/jan-san)

