



CHSA MEMBER PROFILE

Introducing Jangro

Describe your business. Tell us a little about your products and services.

Jangro is the largest network of independent janitorial distributors in the UK and Ireland. Only premium quality products are supplied wholesale via the network's 45 distributors, which are strategically located to provide a speedy, efficient and caring personal service tailored to clients' needs.

Jangro's product portfolio covers a wide variety of categories including catering, chemicals, equipment and hardware, floor care, washroom hygiene, healthcare/clinical, machines, paper, workwear and PPE.

All the cleaning products offered by Jangro have been tested and passed rigorous selection processes prior to being given the official Jangro stamp of approval.

The benefits of using Jangro include our value added services:

- A fully integrated e-commerce online ordering system
- The award winning Learning Management Solution (LMS) offering an interactive e-learning suite of modules teaching staff the correct procedures
- Site Manager which offers customers bespoke health and safety compliance site packs
- A library of health and safety information i.e. safety data sheets, COSHH risk assessments, safe working procedures etc.
- Product support guides via mediums of printable guides or videos
- And much, much more...

What are you most proud of within the business?

Jangro are very proud of the strong alliance and industry knowledge amongst our 45 Jangro Group Members and the outstanding service that they provide to our customers. The established brand has grown from strength to strength and is a name renowned for its reliability and consistent quality whilst providing cost effective solutions.

Jangro has a very pro-active Group Development Committee, committed to the continued development of the group, ensuring we are always providing new and innovative projects as part of the product range and services offered. Jangro are very serious about 'added value' and it is important that we continue to develop the service offered to customers.

The Jangro membership work very closely with its Head Office based in Bolton which hosts a loyal team providing procurement, marketing, customer service, I.T. support and accounts to the group. Head Office is very proud to attain the ISO 9001, ISO 14001 and OHSAS 18001 accreditations proving the group's strict quality ethics and continuous search for products that have minimal impact on the environment.

Jangro has very close relationships with industry associations including CHSA, CSSA, ISSA, FPA and the Worshipful Company of Environmental Cleaners, which several of the Jangro Board sit on these committees. These connections are very important to the group to ensure the group are aware of developments within the industry and liaise with like-minded professionals.

Have you won awards and if yes, which ones and what did they mean to you?

The Jangro group were thrilled to win the Cleaning Show Innovations Awards when its online e-learning platform, Learning Management Solution (LMS) was launched in 2013. The fully interactive package has grown phenomenally since it launched; and is designed to give customers the tools to get their teams fully trained quickly, so that they can offer the very best cleaning service possible.

Recently, Jangro has been given some fantastic news from the CHSA and is delighted to announce the group has scored 99.7% in the latest UK CHSA's independent audit. As one of the first distributors to be accredited by the CHSA Accredited Distributors Scheme, Jangro is committed to raising the bar for quality and reliability in the industry. Joanne Gilliard, CEO of Jangro, comments, 'We are thrilled with the results from the latest CHSA independent audit. This is an important process that offers Jangro customers confidence that our high standards are being consistently maintained, and which clearly demonstrates the benefits of partnering with a CHSA accredited distributor.'

Who runs the business?

Joanne Gilliard, CEO, works in close partnership with the Board of Directors, ensuring everything within the Jangro network runs smoothly. As a highly regarded industry professional with over 30 years' experience in our industry, she sits on several industry association boards and is Chair of the Jangro Board.

How would you describe your company culture?

Jangro Network is committed to equality of opportunity in employment and aspires to a diverse workforce, which reflects the general population, and has the mix of skills, experience and talent to deliver quality services to our customers.

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What do you believe are the key trends in the industry?

The main key trends we have noticed recently is an increased interest for environmentally friendly products and cleaning products which are cost effective in use. We have seen a huge increase in our Enviro chemical range which offers the user an effective, high concentrated cleaning product with the advantage of reduced packaging equating to lower emissions transporting goods. The range offers users reduced storage and cost savings using a concentrated and controlled dosage chemical.

Our recent catering catalogue has seen changes in this area, some of which include the replacement of plastic straws to paper, and the addition of a wider range of sustainable food packaging which is made from recycled paperboard material and is recyclable, biodegradable and compostable.

The Group Development Committee continually investigates innovations and trends within the market to ensure our product offering continues to grow with consideration to the impact of the environment as a forefront of its agenda.



What are the future plans for the business?

Although we are extremely proud of Jangro's past the group's focus is always on the future. The Jangro Board and the Group Development Committee have been working hard to ensure our Group can offer customers innovated products that support their requirement for environmental and sustainable products.

Now for the facts and figures:

Jangro was established in 1980 by Bryan Squires and four other like-minded independent companies to create the 'Janitorial group' concept. In 2020 the group looks forward to celebrating 40 years in business which will be celebrated in Sorrento with Bryan, now the Honorary Lifetime President.

Today, the group has grown to be the largest independent network of distributors in the UK and Ireland with a turnover of £240 million. The heart of Jangro is based in Bolton, just on the outskirts of Manchester and is led by its CEO, Joanne Gilliard, with her team of 16 staff working alongside the 45 Jangro members and its national customer base. Overall the Jangro network employs 1,500 staff dedicated to providing an efficient service to customers. With over 450 vehicles on the road, a comprehensive range of products and the commitment of our Jangro Group Members we provide quality, choice and service to the cleaning and hygiene industry.



JOIN CHSA

Run by our members for our members, the CHSA is the powerful collective voice of all the major manufacturers and distributors of cleaning and hygiene products, from global multinationals and national networks to privately owned independent businesses.

Visit OUR website www.chsa.co.uk for a full list of our Accredited Distributors and Manufacturers.

Contact us at secretary@chsa.co.uk or 0800 243919 for more information.