



## **NEWS RELEASE**

### **FOR IMMEDIATE RELEASE**

Contact: Robert Kravitz

Phone: 773-525-3021

E-mail: [rkravitz@rcn.com](mailto:rkravitz@rcn.com)

### **Where Will BSCs Shop Five Years From Now?**

[Enviro-Solutions, Inc.](#), keeps tabs on the future trends that will impact the janitor distribution industry. In a recent survey, this leading manufacturer of proven-Green cleaning products asked their distributors where they think building service contractors (BSCs) will be purchasing their janitorial tools, chemicals, and equipment five years from now.

The poll was conducted online via e-mail invitation. Approximately 70 distributors took the survey.

Respondents were asked where they think most national (very large) BSCs will be purchasing their cleaning products five years from now. [The results were as follows:](#)

- Directly from manufacturers: 44 percent
- From jansan distributors: 34 percent
- Online: 11 percent
- At big-box retailers: 11 percent

The second question asked where respondents believe medium-sized BSCs will be selecting their cleaning products five years from now. [The results were quite different:](#)

“This time jansan distributors were the overwhelming answer, with 72 percent of the votes,” says Mike Sawchuk, Vice President of both Enviro-Solutions and its parent company, Charlotte Products. “I expected it to be high, but this was even higher than I anticipated.”

The same survey found that 12 percent of respondents believe big-box retailers will receive the most sales in the next few years. This was followed by online, also at 12 percent; directly from manufacturers, 2 percent; and at retail stores, 1 percent.

“In a sense, you can’t really compare national and medium-sized BSCs, which explains the big discrepancy,” says Sawchuk. “The national firm likely has a purchasing department that makes decisions for the entire company. Smaller firms turn to their local distributor not just to select

[cleaning] products, but also for training, guidance, and other add-on services.”

-end-

Photos: None Attached

---

### **About Enviro-Solutions**

Enviro-Solutions is a leading manufacturer of environmentally preferable cleaning products. An ISO-9001 certified company, Enviro-Solutions was established in 1994 with very focused goals: To develop and market a superior line of environmentally preferable cleaning products and solutions. Using advanced technology, the company manufactures products that offer proven safety, health, and environment benefits without sacrificing product performance and are competitively in price.

Company Contact Information:

Enviro-Solutions

2060 Fisher Drive

Peterborough, ON

K9J 8N4

Toll Free: 877-674-4373

[info@enviro-solution.com](mailto:info@enviro-solution.com)

