



## Pro-Link Adds New Member

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CANTON, MA -- Paul Yingst, general manager of Brown Supply, Lima, OH, is the newest member to join Pro-Link, a jan-san focused marketing and buying group with distributors and distribution points throughout the U.S.

According to Yingst, changes in the industry have been nothing but profound since his firm, a 55-year-old, family-run company, was started.

"At one time, we just competed against other jan-san distributors," he says. "Now, we compete with the Internet, big-box stores, distributors from other industries, you name it."

However, Yingst says the company did not join a buying group just because of the increased competition.

"We evaluated the [Pro-Link] product line and were quite impressed," he says. "We were especially impressed with the Pro-Link Green products because so many of our customers now want healthier, high-performing cleaning products."

Brown Supply is already well-established in the Dayton/Toledo marketplace. The company has eight salespeople and more than 25 staff.

For more information about Brown Supply Co., visit [www.brownsupply.com](http://www.brownsupply.com).

For more information about Pro-Link, visit [www.prolinkhq.com](http://www.prolinkhq.com).

Pro-Link was founded in 1984, and is a national full-service janitorial supply, marketing, and buying organization. Based in Canton, MA, it currently has more than 70 members and over 100 distribution points throughout the United States.