

Monday, May 5, 2008
Building Services Management Magazine

Pro-Link Membership Expands

CANTON, MA -- Pro-Link, a jan-san-focused marketing and buying group, has seen its membership grow significantly in the past year.

The organization announced that four new jan-san distributors have recently become members of Pro-Link.

They are:

- Davis Products Company, Inc., Bogalusa, LA;
- Shadd Janitorial Supply, Yuba City, CA;
- Pro Serve Enterprise, Inc., Austin, TX;
- Central Sales & Supply, Inc., Centralia, WA.

Pro-Link has members throughout North America along with more than 100 distribution points.

Often distributors, such as these new Pro-Link members, decide to link up with a buying group in order to hold their own in an increasingly competitive marketplace for jansan products and equipment.

This competitive environment is certainly one reason Roger L. Shadd, who started Shadd Janitorial Supply 21 years ago, joined Pro-Link.

"Smaller distribution houses [like mine] need as much support as possible," he says. "In addition to better buying power, we'll get personal support from the Pro-Link organization including the field expertise of the regional managers and training and program support materials from the home office. This makes it easier for us to do a better

job of selling products and winning new business in our market.”

Paul Lemieux, President of Pro-Link, says he has seen this trend evolve for several years. “The distributor plays a key role in our industry,” says Lemieux. “Pro-Link’s newest members bring integrity and a high level of customer service to the team. Our goal is to help distributors not only survive but thrive.”

For more information on Pro-Link or its new members, visit www.prolinkhq.com, or call 800-74-LINKS.