



*Solutions for a Cleaner Environment*



# VENDOR MANAGED INVENTORY

## CUSTODIAL PROGRAM & SERVICES



### Our Vendor Managed Inventory Program:

ALCO-Chem, Inc. works with the school system to determine which supplies would best suit their needs and be provided under the Vendor Managed Inventory (VMI) Program with a fixed monthly cost. The supplies may include any combination of the following items:

- Floor Care Products - Sealers, Finishes, Strippers and Cleaners
- Paper Products - Applicable dispensers are leased at no charge with contract
- Hand Soap Products
- Carpet Care Products
- Chemicals w/ Proper Training - Disinfectants, Bowl Cleaners, Degreasers, Window Cleaners, etc.
- Consumable Items Including - Dust Mops, Wet Mops, Floor Pads, Gloves, Doodlebug Pads, Cotton Rags, Trash Can Liners, Brooms and Brushes

ALCO's Closed Loop System is installed for safer handling of chemicals and to eliminate product waste. Any non-consumable items, chemicals or supplies not specifically listed above will need a separate purchase order (i.e. trash cans, mop buckets and wringers, ice melt, machine parts, weed killer, insecticide, floor mats, custodial carts and cart accessories, gym floor products, etc.)

### Is the VMI Program Right for You?

The ALCO-Chem, Inc. VMI Program ensures each school is getting the products they need while saving money in their yearly budget. We have built this program to be personalized because we know that every school has different needs that may change year to year. Utilize ALCO's 300+ years of combined experience with provided in-service training, inventory control and more - all of which will save you time and money. Your personal Account Manager will also visit regularly to ensure everything is running smoothly. In short, the VMI Program will take the worry out of keeping your school clean and healthy.

# Benefits of the Program:

- One fixed monthly cost for easy annual budgeting
- Flexible product packages to meet your changing janitorial needs
- Personal service and on-site training from your ALCO Account Manager
- Inventory control managed by ALCO saving time for the custodial staff
- Safer handling of chemicals with ALCO's Closed Loop System
- OSHA compliant secondary labels and SDS provided
- Free delivery on products
- Free chemical dispensing units for cost efficiency
- Free repair on chemical dispensing units
- Cleaning Equipment discounts available
- ONLINE ORDERING for quick & easy purchasing



## HOW DOES IT WORK?

Our goal is to provide you with a worry-free program that will save you both time and money. We will work together with you to determine the appropriate products and quantities that ensure quality cleaning results for your school system. This will be based on the initial meeting and assessment of the facilities. ALCO-Chem, Inc. will then submit a comprehensive program to the school system for purchasing custodial supplies for an entire school calendar year. After this is set up, the school system will be billed a fixed monthly amount throughout the 12 month period.

## Components:

### 1| PERSONAL SERVICE

In addition to working with you to set up your program, your ALCO Account Manager will regularly visit each building to inspect inventory levels, check dispensing equipment, and to answer any questions from the custodial staff.

### 2| FREE DELIVERY

All supplies included in our VMI Program will be delivered to each building free of charge based on zip code. ALCO delivery personnel will be scheduled to make deliveries on a predetermined day. Should an emergency order need to be delivered, it will be arranged at the convenience of the school system.



### 3| INVENTORY CONTROL

Supplies will be ordered on an as needed basis using ALCO's online ordering system. Dispensing equipment will be installed to ensure that chemicals are properly managed. The number of dispensers provided will be based on the initial assessment, with all dispensing equipment installed by ALCO Service Technicians. Your ALCO Account Manager will proactively monitor usage.

The Closed Loop dispensing system is installed to regulate that chemicals are measured in proper proportions, eliminating waste and saving staff the time of measuring and diluting products by hand, resulting in safer chemical handling.



## 4| OSHA & SDS

ALCO-Chem, Inc. will supply the school system with secondary labels for all necessary products in compliance with OSHA regulations. Safety Data Sheets (SDS) for all chemical products will also be provided.



## 5| TRAINING

Initial in-service training will be scheduled with the custodial staff at a convenient time to educate them on the proper handling, storage and usage of all chemicals under the VMI Program. In-service training can periodically be scheduled as determined by your ALCO Account Manager and the school system to accommodate changes in personnel.

## 6| REPAIRS TO DISPENSING EQUIPMENT

If chemical dispensing equipment being used for ALCO products should become broken or damaged, the dispensing equipment will be repaired or replaced by an ALCO Service Technician free of charge as long as damage is not due to misuse.

## 7| MONTHLY BILLING

ALCO-Chem, Inc. will invoice the school system for chemicals and cleaning supplies at the agreed amount per building in twelve equal monthly installments.

## 8| RENEWAL

A renewal letter will be sent at least 30 days prior to the expiration of the current VMI Program stating any changes that may be necessary for the coming year.

## 9| CANCELLATION

ALCO-Chem, Inc. and/or the school system can terminate the VMI Program for any reason by submitting a 30 day written notice to the appropriate parties. All dispensing equipment and any unused supplies will then become the property of ALCO-Chem, Inc.



ALCO's 24/7 Service Department

# Other ALCO Services:

*In addition to the VMI Program, ALCO-Chem, Inc. provides the following services:*

- **The ALCO Cleaning Institute** - Additional customized on-site training for your custodial staff which includes live demonstrations by our experienced staff. All training materials provided. Fee is based on class content and number of attendees/days.
- **Dietary Program** - We carry a wide range of dietary chemicals for food service applications as well as lease, sell and service dish machines. Our Service Department is available 24/7. Signage, line tags and SDS provided.
- **Laundry** - We have a variety of laundry products and dispensing systems to keep your team uniforms bright and clean. Our knowledgeable staff can assist with designing a laundry program. Signage, line tags and SDS provided.
- **Floor Cleaning Equipment** - We are an authorized repair and warranty center for Windsor/Kärcher floor machines and repair equipment from other vendors as well. On-site demonstrations are available on request.
- **Machine Repair** - Our experienced Machine Repair Department can diagnose and repair any type of equipment problem and provide a written quote. Skilled in repairing vacuums, carpet extractors, scrubbers and much more. Pick up and delivery available. Fees may apply.



ALCO's Machine Repair Department



# ALCO WILL KEEP YOUR SCHOOL CLEAN & HEALTHY!

*Innovative Chemicals & Supplies to Clean Anything!*



## NORTH LOCATION

45 North Summit Street  
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# ALCO

*Solutions for a Cleaner Environment*

[www.alco-chem.com](http://www.alco-chem.com)  
Online Ordering Available!



## SOUTH LOCATION

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