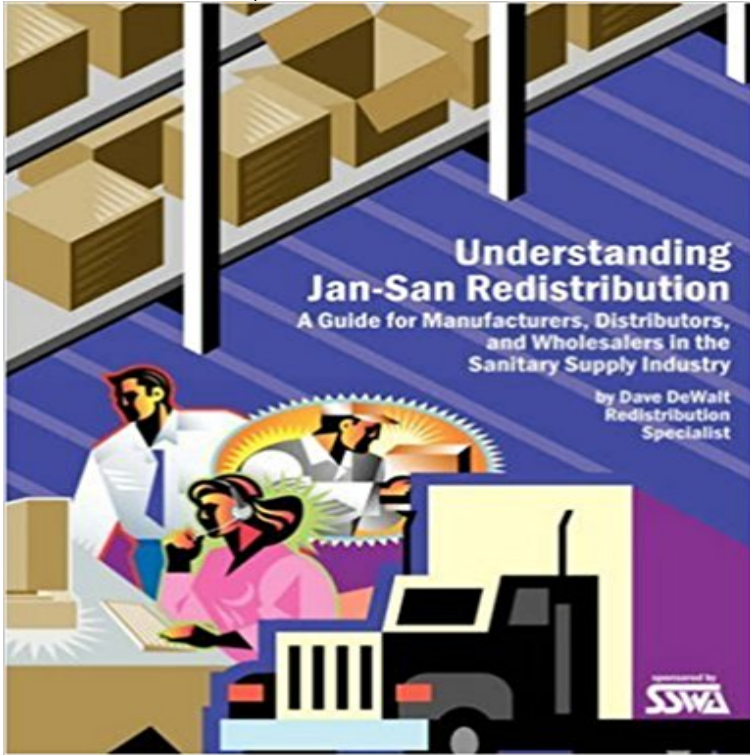


# Understanding Jan-San Redistribution: A Guide for Manufacturers, Wholesalers, and Distributors in the Sanitary Supply Industry



This guide is written for Jan-San (Sanitary Supply) manufacturers who are exploring the opportunity to go to market via wholesalers, as well as those who have a long history of working with wholesalers. It is also a resource for Jan-San distributors who are considering using wholesalers as a source for certain lines, particular product types, or at various times throughout the year. In all cases, our intent is to help Jan-San manufacturers, wholesalers, and distributors create programs which will foster long-term success for all parties.

This manual pinpoints real economic and supply chain efficiencies. Understanding Jan-San Redistribution is a quantitative educational tool for Distributors and Manufacturers alike to make fair, balanced, and informed business decisions about buying/selling through wholesalers. Wholesaling is an efficiency option (with definable and measurable benefits) for distributors to procure, and manufacturers to make product available, and is truly a growing force in today's Jan-San environment which should be better understood by all.

Key issues addressed in the manual are:

- Manufacturer revenues and costs compared for Direct vs. Wholesaler sales
- Distributor costs compared for Direct vs. Wholesaler purchases
- Structuring of Manufacturer/Wholesaler programs to reflect and maximize value of Re-D
- Appropriate growth expectations/trends for Manufacturers entering Re-D program
- Impact on Manufacturer/Distributor relationships
- Appropriate expectations outlined regarding lines within a Wholesaler
- Dollars and cents analysis from detailed case studies within and outside of SSWA
- Math Tools and Cost-to-Serve Comparisons provided for comprehensive evaluation

Use this Guidebook as an essential component in your company's training program to understand the impact of Redistribution on

Sales, Finance, Logistics, Marketing, Customer Service, and Supply Chain relationships.

Green Artists League GALvanizing Eco-Responsibility Subscribe via RSS HOME ABOUT ALCHEMICAL GARDEN ECOVENTIONS Help Cultivate The Alchemical Garden: An Edible Garden and Art Park at Newburyport's Rail Trail Posted by erin on April 25, 2011 3 comments The Alchemical Garden site February 2010 GAL is turning a desolate field of weeds into a visually compelling garden that will educate and engage the community for years to come. Located on a 160 x 25 site near the south entrance of Newburyports Clipper City Rail Trail, the Alchemical Garden is a richly layered evolving art and horticulture experience that is accessible on many different levels to the public. Alchemical Garden Plot plan Alchemical Garden is designed to become a model for a sustainable, interactive public garden through the use of symbiotic, low maintenance plantings and recycled materials. The ancient discipline of Alchemy marries art and science and is famously known for transforming a common material into gold. The Alchemical Garden will lead the community to transform on a number of levels : Alchemical Garden with Spring Wheat "Crop Circles" June, 2011 BUILD COMMUNITY: The Garden creates a gathering space for individuals to form a more intimate relationship with their community. The space is designed with visual features and seating areas to compel passers-by to pause, reflect, and have a multi-sensory interactive experience ( sight, smell, touch, taste, smell) with the garden and the community. Read the rest of this entry Categories: Alchemical Garden, Articulture, Current Events, Projects. Tags: alchemy, art, bike, crucible, ecology, garden, green art, hedge, hyper-accumulating, industry, living structure, Newburyport, permaculture, rail, sculpture, soil remediation, trail, tree guilds.

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