

8th December 2014

To whom it may concern.

For many years Applied Chemicals have been the preferred supplier of cleaning detergents, sanitiser and other specialised chemicals to Sanitarium for a number of valid reasons, despite the continued calls from larger Companies to change.

In an extremely competitive world where there were many chemical supply companies and purveyors of specialist detergents etc., it was very difficult for a relative layman like myself to assess and choose the best cleaning system & regimen for Sanitarium amongst the many in the market place.

However, after a number of interviews and trial periods with prospective suppliers it became obvious to me that the supply of chemicals and cleaners alone was not going to be the determining factor, it was the service infrastructure behind the sale of the these chemicals and detergents that was most important for me.

In all Production areas of our business, (wet & dry) Applied Chemicals were able to supply the most appropriate an cost effective cleaning solution, more importantly they were able to supply the chemical delivery dispensers as well, thereby reducing waste and controlling the delivery of chemicals in a consistent, measurable way.

To support this programme, Applied Chemicals not only supplied, installed and maintain the dispensers, they provided all of the colour coded signage for the various dispensers and the coding for the different cleaning surfaces, as well as providing ongoing hands-on training for our staff in the use of their products.

Unlike their predecessors', the ongoing delivery of chemicals, detergents and sanitisers is reliable and consistent, which fits in well with Sanitariums' "Just - in - Time" purchasing procedures.

There are for me, three other major advantages for continuing to use Applied Chemicals above all else that has been stated and they are:

- Committed & dedicated staff who treat Sanitarium as if it was their own business.
- Staff who respond promptly to urgent requests to cleaning/sanitising issues and other technical issues.
- Providing monthly Service & yearly Calibration reports for both Internal & External Audit purposes.

Sincerely



Cedric L. Nelson

*"Sharing health and hope
for a better life"*

Sanitarium
health & wellbeing

Cedric Nelson
Site Services Manager
p | +64 9 6250796 m | +64 21 625342
f | +64 9 6252274
e | cedric.nelson@sanitarium.co.nz
w | www.sanitarium.co.nz

Sharing with our community health and hope for a better life



Please consider the environment before printing this email

Sanitarium
health & wellbeing

*"Sharing health and hope
for a better life"*

Sanitarium Health & Wellbeing Company

108 Pah Road, Royal Oak, Auckland 1023, New Zealand Postal: Private Bag 92127, Victoria Street West, Auckland 1142, New Zealand
T +64 9 6250701 F +64 9 6254293 W www.sanitarium.co.nz