



The Complete Guide to Cleaning Supplies and Sourcing

Welcome to your comprehensive guide on optimizing cleaning supply sourcing for your janitorial business. This presentation will walk you through everything from where to purchase supplies to detailed economic comparisons between different supplier types.

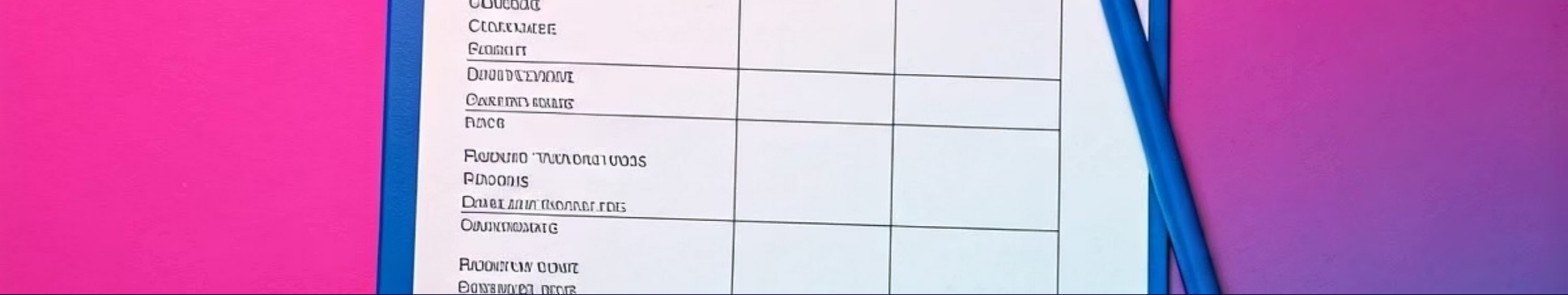
We'll explore real-world usage scenarios, analyze the advantages and disadvantages of various sourcing options, and uncover hidden benefits that can give your business a competitive edge. By the end of this presentation, you'll have actionable strategies to streamline your supply chain and maximize profitability.



by Mark Lineberry

Before we begin, let's review some real-world supply examples from our past and current clients.





Supply Usage Calculation: 10,000 Square Foot Office Suite

Scenario with 30 offices, 2 large restrooms, break room, mail room, conference rooms, lobby, and common areas.

Monthly....

250

Trash Liners

Based on 40 receptacles emptied daily, 11-12 replaced.

4000

Multifold Paper Towels

For 2 restrooms and break rooms

48

Toilet Paper Rolls

For 2 restrooms with daily servicing, regular TP

4

Gallons of Cleaner

All-purpose and specialized solutions

1

Packet of 10 Microfiber Towels

Purchased and replaced

1

Each Mop Head and Dust Mop

Tossed and Replaced

Understanding your supply usage is critical for accurate budgeting. The figures above represent typical monthly consumption for a standard 10,000 square foot commercial space with moderate traffic. Your specific needs may vary based on building type, occupancy levels, and cleaning frequency. Always build in a 10-15% buffer for unexpected needs or supply chain disruptions.



Supply Usage Calculation: 1,200 Square Foot Therapy Office, with 3-4 staff and unknown patients and guests

Scenario with 4 offices, 1 kitchette, 1 half-bath, and a lobby. Twice Per Week. Monthly...

10

Trash Liners

Based on 6 receptacles emptied per visit, 1-2 replaced.

375

Multifold Paper Towels

For restroom only

5

Toilet Paper Rolls

For restrooms with 2x servicing, regular TP

1

Gallons of Cleaner

All-purpose and specialized solutions

0.2

Packet of 10 Microfiber Towels

Purchased and replaced

0.5

Mop Head

Tossed and Replaced

The figures above represent typical monthly consumption for a standard 25,000 square foot commercial space with moderate traffic. Your specific needs may vary based on building type, occupancy levels, and cleaning frequency. Always build in a 10-15% buffer for unexpected needs or supply chain disruptions.

Supply Sourcing Options Overview

Box Stores

Large retail chains like Home Depot, Lowe's, Walmart, and Costco offering cleaning supplies at competitive retail prices with immediate availability.

Examples: Costco, Sam's Club, Home Depot, Amazon, etc.

Online Janitorial Suppliers

Specialized e-commerce platforms focused exclusively on professional cleaning supplies with wide inventory and delivery options.

Examples: Uline, CleanItSupply, Jon-Don, Grainger, etc.

Local Suppliers

Regional distributors with physical locations offering personalized service, account management, and potential relationship benefits.

Examples: Local janitorial supply houses, regional distributors

Box Store Examples

- Wal-Mart
- Lowes
- Home Depot
- Amazon
- Costco





Box Store Advantages



Immediate Availability

When you need supplies urgently, box stores offer same-day access without waiting for deliveries or minimum order requirements.



Flexible Payment Options

Multiple payment methods including credit cards, checks, and sometimes specialized business accounts with potential rebate programs.



One-Stop Shopping

Ability to purchase cleaning supplies alongside other business necessities like office supplies, snacks, or basic equipment.



Competitive Consumer Pricing

Regular sales, promotions, and competitive pricing on consumer-grade products that may be suitable for light commercial applications.

Box Store Disadvantages



Limited Commercial Selection

Lack of professional-grade products



Higher Unit Costs

No bulk or contractor discounts



Inconsistent Inventory

Product availability unpredictable



No Professional Support

Limited expertise for questions

While box stores offer convenience, they present significant challenges for professional cleaning operations. Consumer-grade products often don't meet commercial durability standards, and the lack of concentrated formulas means higher costs per square foot cleaned. The absence of dedicated account representatives also means missing out on valuable industry expertise and recommendations.



Online Janitorial Supplier Examples:

- Jon-Don
- CleanitSupply
- Grainger (local too)
- Uline
- Webstaurant Store

Online Janitorial Supplier Advantages

Extensive Product Selection

Access to thousands of professional-grade cleaning supplies, equipment, and specialty products not found in retail stores.

- Commercial concentrates
- Specialty surface cleaners
- Professional equipment parts

Competitive Pricing (Or So They Try)

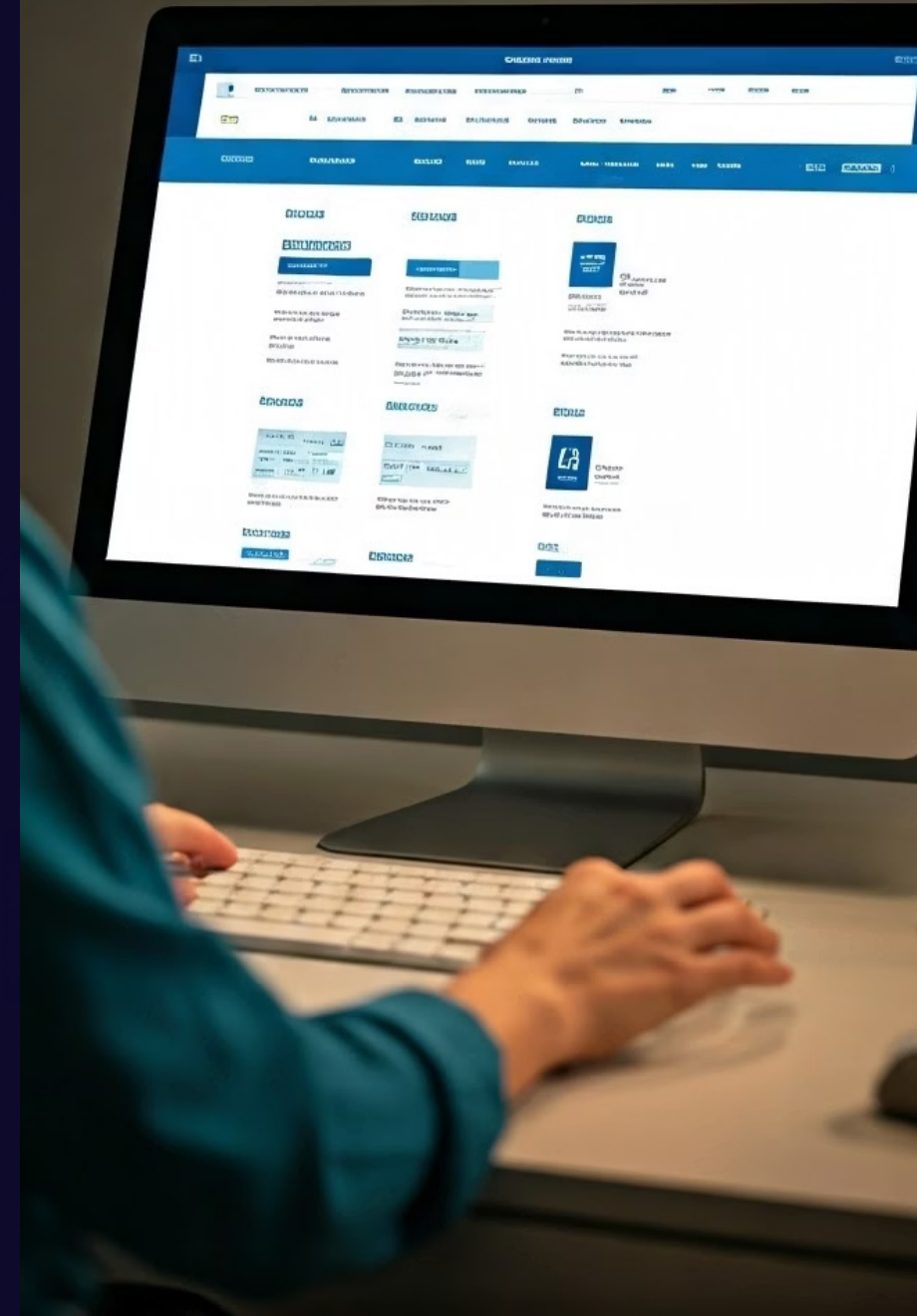
Significant discounts on bulk orders with transparent pricing structures and potential for negotiated rates on high-volume purchases.

- Volume-based discounts
- Membership savings programs
- Seasonal promotions

Convenient Ordering Experience

24/7 ordering capability with detailed product information, easy reordering, and account management tools to track expenses.

- Saved shopping lists
- Subscription options
- Order history tracking





Online Janitorial Supplier Disadvantages



Shipping Delays

Delivery times typically range from 2-5 business days, making emergency resupply difficult. Weather conditions and carrier issues can further extend wait times.



Shipping Costs

Heavy cleaning supplies incur substantial shipping fees, often with minimum order thresholds for free shipping that may exceed immediate needs.



Return Challenges

Returning incorrect or damaged products requires repacking, shipping arrangements, and potential restocking fees, creating administrative burden.



Limited Personal Assistance

Customer service is typically remote, with representatives who may lack familiarity with local cleaning challenges or specific facility requirements.

Local Supplier Examples

(Using My Location as the filter)

- Leonard Paper Company
- Abel Industries
- S. Freeman & Sons
- Daycon/BradyPLUS/CleanStop
- Imperial Dade
- Hillyard



Local Supplier Advantages



Local suppliers offer an unmatched personal touch that can transform your supply chain from a transaction to a partnership. Their representatives often have extensive backgrounds in the cleaning industry and understand the unique challenges of your specific market. This relationship-based approach creates opportunities for customized solutions that national retailers simply cannot provide.



Local Supplier Disadvantages



Higher Unit Pricing

Smaller purchasing volume typically results in 5-15% higher prices compared to large online suppliers.



Limited Selection

Inventory constraints mean fewer brand options and specialty products may require special ordering.

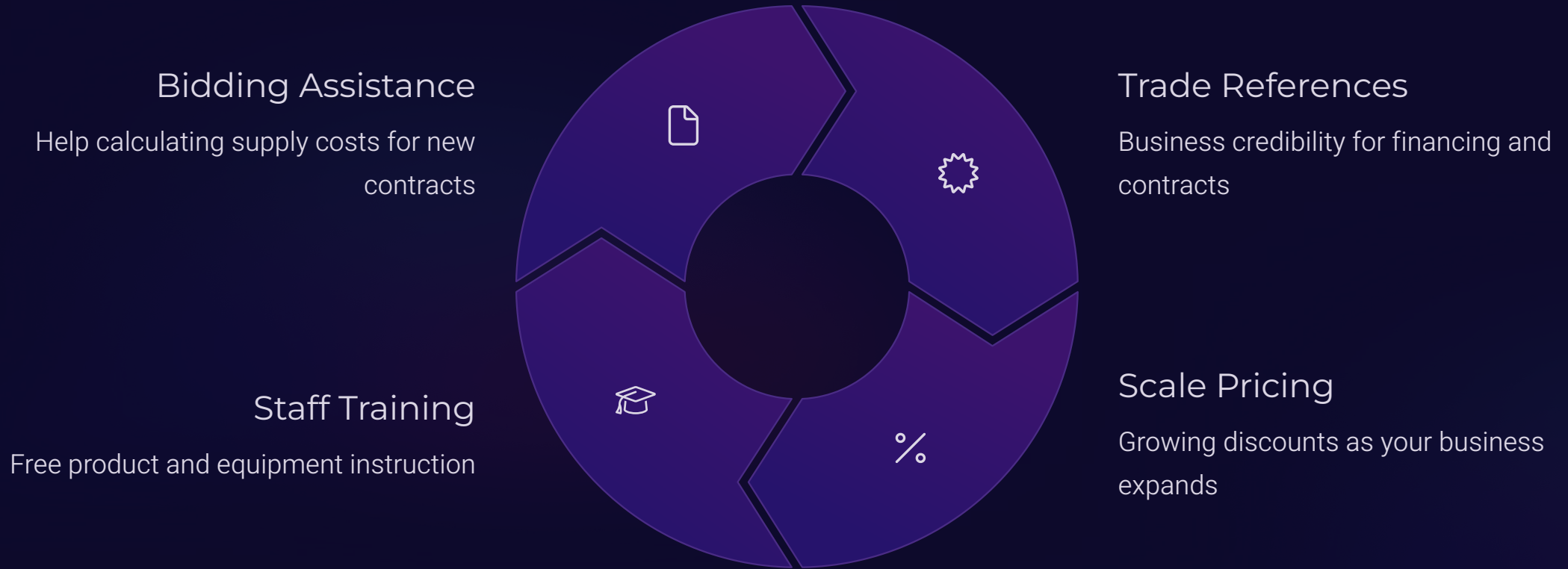


Restricted Hours

Business hour limitations prevent after-hours emergency supply access unlike 24/7 online ordering.

While local suppliers offer valuable personalized service, their operational constraints can impact your business flexibility. Their higher overhead costs are often reflected in pricing structures, though this may be offset by reduced shipping fees and quantity discounts on frequently purchased items. The limited physical inventory can also present challenges when you need specialized products quickly.

Hidden Benefits of Local Suppliers



Beyond simply selling products, many local suppliers function as business partners who are invested in your success. They can provide invaluable assistance with calculating supply costs for bidding on new contracts, potentially helping you avoid costly underestimates or overcharges that impact profitability.

These relationships develop over time, creating a network of support that extends beyond transactions. As your business grows, these partners often offer increasingly competitive pricing structures that reward your loyalty and volume increases.

Equipment Loan or Rental Benefits from Local Suppliers



Specialty Equipment Access

Access professional-grade carpet extractors, pressure washers, and floor machines without the capital investment. Local suppliers typically offer daily, weekly, and monthly rental options at 5-15% of purchase cost.



Maintenance Support

Benefit from on-site troubleshooting, parts replacement, and equipment repair services. Many local suppliers offer loaner equipment during repairs, minimizing downtime for your operation.



Operation Training

Receive hands-on training from equipment experts who can teach your staff proper techniques, maintenance procedures, and safety protocols to maximize efficiency and prevent damage.

Let's Dive into Numbers....

The following is a comparison for like or same items broken down by cost. In the following slides we'll cover:

- Proteam Backpack vacs
- Mop Bucket w/ Wringers
- Mop heads
- Microfiber cloths
- Chemicals
- Consumables

BUT FIRST.....





How Many Fabuloso people
are really feeling
Glamoroso?

Methodologies of the following examples....

- Prices about to be shown come directly from the source
- Prices exclude any discounts or advantages (ie preferred pricing)
- Pricing on concentrated products are derived from suggested dilution ratios from manufacturer.
- Where possible, I used at least 3 price examples to create a low/high range.
- Some product search results led to hundreds of examples. Search was limited to first 5 pages.
- Not all sources provide every product and those were excluded as needed.
- CHEAP is not always BETTER.
- Products that are notoriously bad were excluded.
- Prices are as of the week of 4/21/2025.

Proteam SuperCoach Pro 10

Range: \$496 to \$831

Proteam's Website	\$735
CleanStop	\$496
Uline	\$675
Amazon	\$514 - \$831
Grainger	\$675
Jon-Don	\$627
Home Depot	\$514
Webstaurant	\$514



Rubbermaid Wavebrake 35qt. Mop bucket w/ wringer

Range: \$76 to 255



CleanStop	\$88
Uline	\$103
Amazon	\$76
Grainger	\$255
Jon-Don	\$232
Home Depot	\$79
Webstaurant	\$82

32oz Mop Heads, Cotton, Looped-end

Range: \$4 to 23

CleanStop	\$12
Uline	\$13
Amazon	\$6-14
Grainger	\$16-23
Jon-Don	\$8
Home Depot	\$7-8
Webstaurant	\$4



Microfiber Cloths 16×16, each cloth

Range: \$0.83 to \$3.97



CleanStop	\$1.60
Uline	\$2.92
Amazon	\$1-\$3.16
Grainger	\$2.30-\$3.97
Jon-Don	\$1.26-\$1.51
Home Depot	\$1.20-\$2.66
Webstaurant	\$0.83-\$1.20

Glass Cleaner, broken down by cost per gallon after dilution or RTU

Range: \$1.03 to \$34.99

CleanStop	\$13 (RTU)
Uline	\$9.50 - \$24.60
Amazon	\$6.67 - \$34.99
Grainger	\$17.82 - \$23.35
Jon-Don	\$1.67 - \$24.88
Home Depot	\$1.03 - \$23.92
Webstaurant	\$1.65 - \$17.99
Dollar Tree	\$2.50 - \$5.00





Neutral Floor Cleaner, broken down by cost per gallon after dilution

Range: \$0.03 to \$0.52/gal

CleanStop	\$0.12
Uline	\$0.11 - \$0.20
Amazon	\$0.10 - \$0.12
Grainger	\$0.10 - \$0.12
Jon-Don	\$0.12 - \$0.33
Home Depot	\$0.12 - \$0.52
Webstaurant	\$0.09 - \$0.15
Dollar Tree	\$0.03

Bioenzyme Cleaner, broken down by cost per gallon after dilution

Range: \$2.47 to \$76/gal

CleanStop	\$5.25
Amazon	\$2.47 - \$34
Jon-Don	\$4 - \$76
Webstaurant	\$4.18 - \$14





Low Acid Bowl Cleaner, broken down by cost per gallon after dilution or RTU

Range: \$0.02 to \$0.62/gal

Amazon	\$0.15 - \$0.62
Jon-Don	\$0.02
Home Depot	\$0.17
Webstaurant	\$0.09 - \$0.25
Dollar Tree	\$0.05

Carpet Shampoo, Extractor-ready, broken down by cost per gallon after dilution

Range: \$0.02 to \$4.73/gal

CleanStop	\$0.02
Uline	\$0.09
Amazon	\$0.33 - \$0.60
Grainger	\$0.56 - \$4.73
Jon-Don	\$1.92 - \$3.39
Home Depot	\$0.17 - \$0.60
Webstaurant	\$0.47 - \$3.46





Floor Stripper, broken down by cost per gallon (dilution ratios all similar)

Range: \$11 to \$125/gal

CleanStop	\$23
Uline	\$18
Amazon	\$15 - \$36
Grainger	\$25 - \$125
Jon-Don	\$24 - \$48
Home Depot	\$11 - \$29
Webstaurant	\$23 - \$31

Floor Wax, per gallon

Range: \$18 to \$113/gal

CleanStop	\$38
Uline	\$42
Amazon	\$18 - \$34
Grainger	\$18 - \$113
Jon-Don	\$32
Home Depot	\$19 - \$30



Multifold Paper Towels, 4000/cs, white

Range: \$19 to \$128/cs



CleanStop	\$28
Uline	\$38 - \$76
Amazon	\$37 - \$128
Grainger	\$62 - \$100
Jon-Don	\$47 - \$64
Home Depot	\$19 - \$86
Webstaurant	\$28 - \$47

Roll Paper Towels, 8"x800', 6/cs, white

Range: \$31 to \$88/cs

CleanStop	\$40
Amazon	\$31 - \$36
Grainger	\$79 - \$88
Jon-Don	\$59 - \$83
Home Depot	\$36 - \$51
Webstaurant	\$34 - \$41



Toilet Paper, reg. rolls, 96/case

Range: \$45 to \$220/cs



CleanStop	\$64
Uline	\$65 - \$202
Amazon	\$45 - \$82
Grainger	\$136 - \$220
Jon-Don	\$156 - \$193
Home Depot	\$84 - \$97
Webstaurant	\$52 - \$73
Dollar Tree	\$60 - \$80

Jumbo Roll Toilet Paper (JRT), 2000', 12/case

Range: \$43 to \$160/cs

CleanStop	\$43
Uline	\$63
Amazon	\$66
Grainger	\$78 - \$121
Jon-Don	\$160
Home Depot	\$60



Trash Liners, 30×37×8mic, 500/cs, clear

Range: \$27 to \$48/cs



CleanStop	\$37
Uline	\$45
Amazon	\$38 - \$44
Grainger	\$41
Home Depot	\$48
Webstaurant	\$27

Trash Liners, 40×48, 14mic, 250/cs, clear

Range: \$36 to \$56/cs

CleanStop	\$45
Uline	\$54
Amazon	\$38 - \$46
Grainger	\$56
Home Depot	\$38 - \$42
Webstaurant	\$36



Recapping to our first pricing example...

Example: 10,000 Square Foot Office Suite

Scenario with 30 offices, 2 large restrooms, break room, mail room, conference rooms, lobby, and common areas.

Labor is 1 cleaner at 3-4 hours. Let's say you have to strip/wax half and shampoo half annually. Consumables are required.

Proteam Backpack Vac	\$250 (Range was \$496-831. Used \$500. Gave it a 2-year life cycle, or \$250/yr)
Mop Bucket	\$50 (Range was \$76-255. Used \$100. Gave it a 2-year life cycle, or \$50/year)
Mop Heads	\$120 (Averaged \$10/mo at 1 purchase per month)
Dust Mop	\$120 (Not covered but 1 needed every other month)
Trash liners	\$210 (Averaged \$35/case x 6 months. 250 liners, or a half case used monthly)
Microfiber	\$240 (Averaged \$2/cloth x 10/mo x 12 months)
Chemicals	\$250 (Rough estimate on all products annually, using 4 gal of diluted per month)
Floor Stripper	\$30 (1 gallon can strip up to 5,000 sqft or so, depending on the product)
Floor Wax	\$200 (1 gallon can wax up to 1,000 sqft or so, depending on product and layers)
Carpet Shampoo	\$7 (48 oz of undiluted can cover 5,000 sqft. Used \$21 bottle as an example)
Toilet Paper	\$390 (averaged \$65/case. One-half case needed monthly. Factored in reg. TP)
Paper Towels	\$360 (averaged \$30/case. One case needed monthly)
TOTAL	\$2,227 per year (Supplies: \$1030, Consumables: \$960, and \$237 for floor upsell)

Key Takeaways & Action Plan



Implement an inventory management system to track usage patterns and anticipate needs before they become emergencies. Set minimum threshold levels for automatic reordering to prevent stockouts while maintaining optimal cash flow.

Consolidate purchases to maximize volume discounts, but maintain relationships with multiple supplier types for flexibility. Schedule quarterly supplier reviews to evaluate pricing, service levels, and emerging products that could improve efficiency.

Remember that the cheapest supplier isn't always the most economical when considering the total cost of acquisition. Factor in time, quality, support, and additional benefits when making sourcing decisions for your cleaning operation.