



# WEST FLORIDA SUPPLY

1184 North Washington Boulevard • Sarasota, FL 34236 • (941) 365-2838

1585 Seaboard Street • Fort Myers, FL 33916 • (239) 332-2828

[www.westfloridasupply.com](http://www.westfloridasupply.com)

QUALITY  
SERVICE  
INTEGRITY  
REPUTATION  
HONESTY







West Florida Supply Company was established in 1977 by Jack and Wilma Chandler in Sarasota, Florida, and continues as a family-owned-and-operated janitorial supply distributor. Their son, David Chandler, and daughter, Diane Schiessle, carry on with the same commitment to quality and integrity that their parents created as the basis of their business. After spending the first several years as a salesman for his parents in Sarasota, David opened a facility in Fort Myers and continues to manage that location. Similarly, Diane also started as a sales representative while attending college and eventually evolved into managing the Sarasota location.

The original facility, located in northern Sarasota, though modest in the beginning, now contains over 15,000 square feet of warehouse and offices. The second facility, which was opened in 1984 in central Fort Myers, steadily outgrew the original building, being relocated to the current building of 12,000 square feet while still remaining in the downtown area.

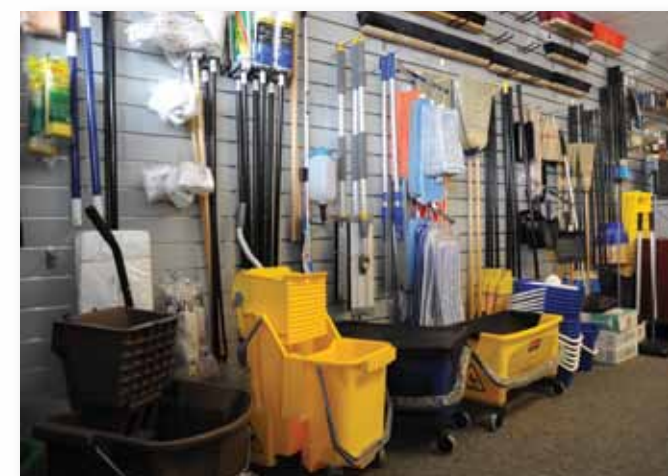


West Florida Supply has an extremely diverse customer base which stretches from small offices to large municipalities. We service institutional, hospitality, municipality, commercial, and medical facilities. We pride ourselves in providing the same outstanding service to single individuals as to large corporations. Over 50% of our sales are with small businesses that have less than 25 employees. Over half of our organic growth is through referrals and reputation.

West Florida Supply has been a member of the ISSA and NFIB since our inception and we're proud to hold the 35-year-member award for both associations. Jack had previously served as an officer for the FSSA during its existence. More recently, West Florida Supply has joined the USGBC and has served on the Existing Building committee to help establish education and promote the practice of sustainable and environmentally sensible cleaning solutions. West Florida was instrumental in working with the Sarasota County government to become one of the first counties in Florida to use environmentally conscious products and become a flagship program for the United States. West Florida Supply is an approved service and warranty repair center for over 15 major equipment manufacturers.

We have over 7,500 different items in stock between the Sarasota and Fort Myers locations. These include:

- Cleaning Chemicals
- Paper Products and Consumables
- Food Service Supplies
- Industrial and Safety Supplies
- Cleaning Equipment
- Laundry and Ware Wash Equipment and Supplies
- Green Chemicals and Disposables
- Pressure Washing Equipment and Supplies
- Floor Care Equipment and Supplies
- Marble and Stone Care Equipment and Supplies
- Outdoor Fixtures and Receptacles
- Bathroom Accessories and Fixtures



West Florida Supply provides all aspects of customer care and support. We emphasize education support and maintain a high level of product quality and consistency. In contrast to the large companies, which focus on the numbers achieved in the short term, our success is measured in the long-term customers and permanent solutions we achieve. We provide complete service and care to our customers, which includes follow-up as well as the initial instruction. We maintain a fill rate and accuracy on our stock orders of over 99%.



# EXCELLENCE

*A tradition for over 55 years*



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## OUR COMMITMENT

is providing quality products  
and total support in order to achieve

## CUSTOMER SATISFACTION

At West Florida Supply, we pride ourselves on the amount of knowledge we have accumulated throughout the decades of business and freely share that with our customers, even if they are not using our products for that project. The values and integrity instilled in the company has earned the trust and respect of our customers. The honest and truthful answer is always given to the customer, even if it is a discomfort to them or us. We provide a wide range of services to complement our products such as equipment repair and maintenance, installation and service on ware wash and laundry equipment, computer software for customer enrichment and support, on-site evaluation and assistance. We also have maintained long-term relationships with our vendors, which leads to consistency in quality for our customers. Most of our vendor relationships are based on the longevity and quality, not just who is the least expensive.

Find out for yourself what West Florida Supply can do for your business. Call either location for more information or visit our brand new website: [www.westfloridasupply.com](http://www.westfloridasupply.com)



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WET - WET / DRY VACUUMS

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## Quality is in the Bag

At Berry Plastics, quality means one thing: can liners that exceed your expectations – every day, every job, every time. It's all about performance – the extra value engineered into every liner we produce.

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