

Defining the market for 30 Years

Thirty years ago a group of successful independent distributor companies supplying cleaning, hygiene and catering products to the UK market, joined forces to serve and support national account customers.

Now the Nationwide Hygiene Group comprises 35 UK branches, all run and owned by shareholder partners, who in turn continue to provide the leading local service around Britain.

This high standard of local service further translates into a national network, where performance is measured by continued success over the years.

The Nationwide Hygiene Group, has also developed global joint venture relationships in Europe, the USA and Australasia and as such, is extremely well positioned to support an ever growing International customer base.

Breaking News from Nationwide!

We are delighted to report on Nationwide's continued success with three major awards in recognition of the Group's service and business performance. Firstly, the London Stock Exchange has recognised Nationwide Hygiene Supplies Ltd as 'One of 1000 SME companies to inspire Britain'. This prestigious award was followed by the 'Commitment to Excellence Award' from Best Practice UK with a further award arriving in the guise of the 'Cleaning Products Company of the Year' from Building & Facilities News.

Nationwide has also been putting on a bit of a show recently by hosting its own National Sales Conference in Daventry for over 100 members and suppliers, which raised £1,500 for the group's chosen charity 'Water Aid' bringing the total contributions to the charity in the last year to £6,500. A few days later Nationwide exhibited at the Facilities Management Show with excellent results.

More details inside...

Views

2016

As a keen follower of sport, especially football, it has not escaped my notice that whilst Nationwide recalls 30 Years of exceptional success, the England football team, 50 years ago, won the World Cup. We may or may not be popping champagne corks after this year's European Cup but let me assure you, Nationwide is in a leading position based on best practice.

Since joining the company as CEO in February 2000, along with the team at Nationwide, I have seen the total group turnover in sales rise from £68 million to £166 million because the operating philosophy of Nationwide has always been to 'Think Global, Act Local'. This attitude and approach to business serves all of our customers equally well, whether they be large or small. This enables all of the shareholder companies to use their entrepreneurial skills and dedication to act as one in what they do.



Over the next few years the Nationwide Group will be looking to further develop its operations with growth in business supplies, catering supplies divisions and PPE, in conjunction with the current core janitorial business. In addition, an expansion of the current central warehouse capability will be undertaken using internationally secured purchasing arrangements. Many thanks to all those who choose Nationwide and we welcome all those who want a change for the better.

A handwritten signature in white ink, appearing to read 'David Scholes'.

David Scholes

And the winner is...

Nationwide Hygiene Supplies Ltd has been acknowledged by the London Stock Exchange as one of the 1000 Companies to Inspire Britain. The report and listing identifies the UK's fastest-growing and most dynamic small and medium sized businesses (SMEs). In order to be included in the list, companies needed to show consistent revenue growth over a minimum of three years, significantly outperforming their industry peers.



Nationwide Hygiene Supplies has always placed an emphasis on entrepreneurial and local service throughout its network of 35 branches, with each location managed and operated by investor shareholders and staffed by highly experienced cleaning and hygiene professionals.



The Rt. Hon. George Osborne MP said:
“UK high-growth businesses are leading the charge in rebuilding our economy. These companies are the backbone of the British economy”.

Xavier Rolet, Chief Executive, London Stock Exchange Group said:
“High growth SMEs are the driving force behind the UK economy, developing the skills, jobs and growth we need. Today’s celebration is fundamental to London Stock Exchange’s core, the need to support UK high growth companies in their journeys from Start-up to Stardom and create an entrepreneurship revolution.”

Nationwide has received the industry acclaimed **Cleaning Products Company of the Year** award from Building & Facilities News. A spokesman for Building & Facilities News said: *“Nationwide Hygiene has the competency and expertise to satisfy the needs of large multi-national corporations as well as smaller, local companies. Its highly efficient and dependable services and products have been used extensively by facilities management companies, educational establishments and healthcare organisations throughout the UK and Ireland.”*

In addition, Nationwide has picked up the internationally recognised **“Commitment to Excellence”** award from Best Practice UK. A spokesman for Best Practice UK said *“Serving clients at international, national, regional and local levels is due to Nationwide’s well established network of shareholder companies operating throughout the UK and Ireland (along with its European and US partners, INPACS and Network). One of its strengths is the brand’s capability to deliver its reputable services to clients of all sizes, from small local companies to large distinguished multi-nationals.”*

Corporate and social responsibility starts close to home

Nationwide’s head office is in Chesterfield, Derbyshire where the company offers support to various local services and their publications. In addition, the company is behind the 2016 Local Heroes Awards with Peak FM Radio.



Throughout the year Nationwide are also supporting WaterAid. This charity’s vision is of a world where everyone, everywhere has safe water, sanitation and hygiene by 2030. The international organisation works in 37 countries across Africa, Asia, Central America and the Pacific Region to transform lives by improving access to safe water, hygiene and sanitation in some of the world’s poorest communities. Since 1981, WaterAid has reached 23 million people with safe water and, since 2004, 21 million people with sanitation.

New Chairman for Nationwide

Nigel Campbell is CEO of Mercury Holdings Ltd / Mercury Distribution Ltd based in Jersey, Nationwide's Channel Islands partner. Originally from London, Nigel spent almost 20 years living and working overseas gaining significant experience in leading management roles for the Brita Group. This culminated in being Managing Director of the consumer business for the group worldwide. He has a strong consumer orientation and core strengths in leadership, strategy and organisational development. Married with one young son, he relocated to Jersey in 2013. Outside of the office, Nigel enjoys time with his family and is an enthusiastic surfer and rugby follower. Nigel hopes to use his leadership and strategic experience to support the members and directors of Nationwide as they seek to continue the successful development of recent years.



Cherwell Packaging Ltd
CJS Portsmouth Ltd
Cleaning & Wiping
Consumable Products
Hygiene Systems Ltd
James Lister & Sons Ltd
James Mutch Ltd
M&D Cleaning Supplies
Martin Services Ltd
Mercury Distribution
Minato!
Needlers Ltd
Newhall Janitorial Ltd
Shorrock Trichem Ltd
Spot-On-Supplies Ltd
Thamesmead Business Services Ltd
Thomas Owen & Sons
Trevor Iles Ltd
Unico Ltd
Wightman & Parrish

**The Nationwide Hygiene
Supplies group network**



Trevor Iles leaves the board



Our company was incorporated early in 1973 to manufacture waste containers. We also factored paper refuse sacks.

By the late 1970's we were well into the sale of paper hygiene products with Bowater Scott – our main supplier. The paper supply was quickly followed by chemicals and in 1982 we were appointed a special distributor by Lever Industrial (their terminology). It was within this group of S.D.s we met and became friends with the founder members of Nationwide.

My first involvement with Nationwide was in the late 1980's when we joined through one of our subsidiary companies, Haworth & Buckley Ltd, a Glassware Distributor. After changing our membership to Trevor Iles Ltd, I was invited to join the board. This was in 1993.

There are many memories to take away from my years with Nationwide, the most significant perhaps is the friendship and camaraderie which has been a constant factor. It is perhaps this friendship and confidence in each member doing their bit that has supported Nationwide throughout its key early days. It is this which I shall miss the most.

The success we have enjoyed (which we can all be proud of) has led to the acceptance of the industry as a whole, of Nationwide being a national provider and being good at it. There have been difficult times along the way and again the manner in which they have been dealt with, are a credit to our chairman for the last ten years, Jeremy Hodge and to the executive, under leadership of our CEO, David Scholes, to the successive chairmen, directors and of course to the commitment of the members and more significantly the shared philosophy of being a member of Nationwide. Needless to say I have enjoyed being a director of this successful and growing company which will no doubt continue to prosper in the future.

Thank you very much Jeremy



Outgoing Chairman Jeremy Hodge entered the cleaning and hygiene supplies business in 1995 when he acquired the Cherwell Packaging business from his father.

With a doctorate in Economics from Cambridge and an accountancy qualification, Jeremy previously worked in the City as the Strategy and Planning Director for Deloitte, Haskins and Sells.

He was invited on to the Nationwide board in 2003 and became Chairman in 2006. Jeremy has some very fond memories of his time as Chairman of Nationwide, which saw a number of major events take place during his tenure. The role also involved representing Nationwide on the board of the groups joint venture partners INPACS GmbH where in 2014 he was asked to take on the role of Chairman.

Above all, Jeremy enjoyed shaping and guiding the strategic direction in which both Nationwide and INPACS travelled. Jeremy accepts that he is going to miss working on a day to day basis with the Nationwide CEO, David Scholes, praising his deep enthusiasm and passion for Nationwide, which has been a source of inspiration for all members.

What's new at Nationwide?

We are continually in a growth mode so we are always on the lookout for good talent to join the group, as well as implementing new systems and improvements to the workplace environment.

Matt Hilton has been appointed to the position of Purchasing Manager at Nationwide where he is responsible for managing and developing all approved supplier relationships and agreements for the group.

He joined Nationwide with more than 20 years' experience in procurement management. This included 12 years as a Category Manager with the Dixons Group. Matt was responsible for the implementation and adoption of central buying initiatives within the multi-branch network.

Matt is a member of the Chartered Institute of Procurement & Supply and is also a keen motor cyclist, competing in off road motor cross events around the country.

As an ex amateur rugby captain he is still a big fan of the oval game (Union that is).



Nationwide's National Sales Conference

Always a popular event for those involved in Nationwide and our Approved Suppliers. In March this year more than 100 people assembled at the Staverton Park Hotel in Daventry, Northamptonshire. A great venue for an important event in the Nationwide calendar. The hotel also happens to have an 18hole golf course set in some 150 acres of beautiful countryside. Nationwide UK partners were able to discuss major topics and a number of key suppliers had the opportunity to present their latest products and developments. The company also used the event to raise money for WaterAid, their chosen charity.



Nationwide win the space race

Nationwide has been able to utilise more space at the Chesterfield head office with a major refurbishment programme.

What was storage space has now been converted to offices, meeting space and a product display area. On many occasions this has allowed our main board room to be used for training.



Showtime for Nationwide

We recently attended the Facilities Management Show at the NEC, where we were met with fantastic feedback.

Thanks again to all our existing customers who visited the stand and those who made new enquiries.

Our attendance at the show enabled us to further establish our name and increase our contacts. In addition to the show there were seminars and opportunities for the facilities managers, business owners and operators attending to network.

The show was co-located with Maintec, The Health and Safety Event and featured the Cleaning Zone, creating a productive three shows-in-one experience for Nationwide.



New Products worth taking note of

OdorBac Tec

An outstanding innovation that is a powerful cleaner doing many different jobs. As a concentrate this product has helped Nationwide provide an all-in-one solution to many cleaning problems, particularly irradiating smells, germs and stubborn stains.

Remanufactured Toner

When Nationwide added stationery and business supplies to their portfolio last year it was important for our customers that we were able to offer a comprehensive range. With more than 300 million laser ink cartridges ending up in landfill, we are more than happy to help the environment with remanufactured laser toners and a collection service for those unwanted cartridges, helping you fulfil those all important environmental policies within your business.

Clean & Clever Products

Our own quality, yet very affordable own brand label is flourishing. The selection now includes a total range of air care and washroom solutions. Our manufacturing capability with leading companies, plus the support from the group's joint venture partners across Europe, the USA and Australasia, puts Nationwide in a strong position.

Interactive Screens

Nationwide are pleased to add interactive screens to their growing list of products. Initially linked to education and of course the presenters on Sky Sports doing their thing with touch screens (!), these remarkable screens also work in training and are ideal for office or business presentations when a professional image is key.

Visitor entry systems

We were a little surprised at the degree of interest shown on this new product that takes away the old fashioned sign in book for visitors. This instant method of establishing ID is a safe and straightforward solution to an age old problem.