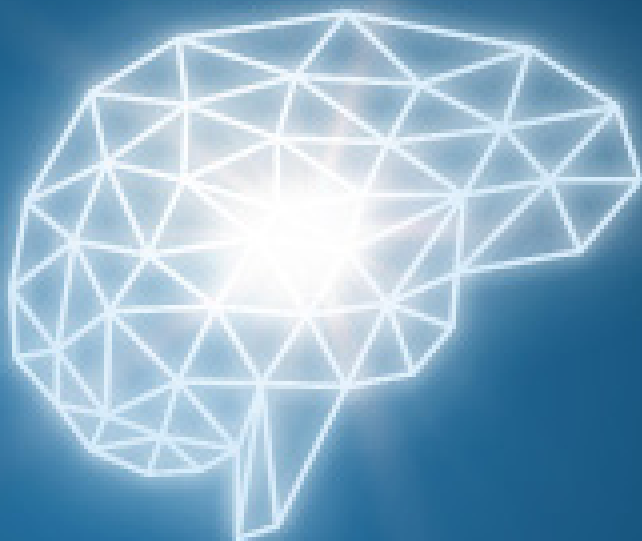


# THE INTELLIGENT APPROACH TO HEALTH & HYGIENE



**WIGHTMAN  
& PARRISH**



## THE INTELLIGENT APPROACH

Substantive improvements in cleaning costs are not achieved through marginal gains in product pricing. They can however be obtained through the application of a carefully considered cleaning product strategy, that ensures you optimize efficiency and get the best cleaning outcomes.

At Wightman & Parrish we describe this as our Intelligent Approach – so let's explore this a little further.



## NEEDS ANALYSIS

We look to understand what you clean. Why? How often?  
What are the challenges you face in reaching optimum results?  
What are the optimum results for you?  
What are the potential challenges on your business if not cleaned properly and what is your true cost of cleaning?



## OPERATIONAL SUPPORT

We can offer:

- Free product and COSHH training
- We have our own fleet of vans and drivers. Our drivers are a key client interface and can provide immediate query resolution
- Multiple order methods – web, telephone and email
- Dedicated account management
- 90% stock availability
- Engineering



## STRONG COMMERCIAL OFFER

Manufacturer relationships

We have early access to product innovation on your behalf. We ensure best quality and best value by keeping our suppliers competitive. Direct access means we get market leading support from them.

Inpacs

Being part of the Nationwide Consortium means we understand the latest industry developments. We then bring this key knowledge to you.

Brand neutral

We provide what's best for your business – not just our own brand. Because of all of this we believe we are best placed to bring the best possible solution to you.



## SUSTAINABLE PRODUCT & SUPPLIER

You can be confident that we can provide products of your choice that will align with your own environmental social responsibility program, and as a responsible supplier we have our own sustainability policies in place.

# OUR SERVICES



## SOLUTIONS

Here at Wightman & Parrish we stock a huge range of products specific to budget and business need. Our approach means that we have the expertise to identify the right products for you so you don't have to.

We don't just sell products, we believe we are able to provide healthcare & hygiene solutions for your business. Here are just some of the smart solutions we can offer you and your business.



### Laundry

We provide a range of auto-dosing and manual On-Premise Laundry (OPL) solutions for efficiency and cost savings.

### Healthcare & Hygiene

Offering a range of healthcare & hygiene products to support your housekeeping, medical and cleaning staff do their job quickly, safely and effectively in line with the latest practices surrounding infection control and manual handling.

### Equipment

From floor care to kitchen care (and everything in between); our experts have extensive knowledge of our industrial cleaning chemicals and machines to help you find the right products fast.

### Catering

Need catering supplies for your business? We supply a number of hotels and leisure companies with catering specific cleaning products.

### Washroom

There are so many choices when it comes to washroom paper and toilet roll. We offer affordable, appropriate solutions for your business so that you experience the best cost in use.

## SECTORS

Each client is different, although our experience lends us to see common issues within sectors and their requirements for health & hygiene needs. With this in mind, our client management team work in divisions helping to ensure we have sector specific experts on hand to help with your business.



Our core markets are:

### Care homes

We help care homes across the spectrum, so whether you are a small independent home or a care home group we will work with you to put in place products and equipment that work for your business.

### Food & Beverage

We regularly operate in all kinds of food manufacturing including breweries, vineyards, abattoirs, meat processing, fisheries and bakeries, to name a few. We can advise on storage, procedures and CIP systems.

As experienced operatives in food manufacturing we can offer advice on all cleaning practices within your factory or site, and have often aided businesses progressing to SALSA and BRC accreditation. We can also assist with CIC writing.

### Education / Facilities Management / Leisure

We are a trusted partner in the Education sector, bringing you knowledge and expertise in hygiene systems/equipment and janitorial supplies that are required to run your school, academy trust, college, nursery or business effectively.

### Engineering

At Wightman & Parrish we have an expert team of highly trained engineers dedicated to helping clients face the demands of maintaining a safe and healthy workplace environment.

We can offer your business a wide range of services, employing specialist engineers where needed:

- LOLER Testing
- OPL & Dishwasher Auto-Dosing Servicing & Maintenance
- Repairs, Services & Safety Checks
- Equipment Checks & Audits
- Compliance Checks.



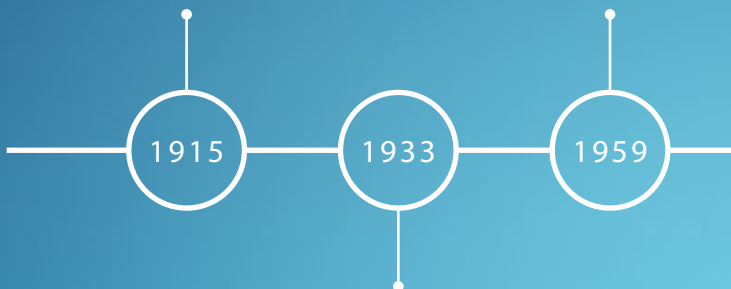


## OUR HISTORY

Wightman & Parrish is an established independent family-run business which has been going for over 100 years. Today the organisation still holds its traditional family values whilst looking to continually improve its customer experience through innovative, forward thinking activity.

The beginning of Wightman & Parrish  
Frederick William Parrish, joined George John Wightman in January 1915 to form Wightman & Parrish; an English ironmongers based in Lewes.

Michael Parrish joins the board  
Our current Chairman, joined Wightman & Parrish as Managing Director, playing an active role in the business – even to this date.



Eric Parrish becomes Managing Director  
Eric Parrish (son of Frederick) was made MD of Wightman & Parrish at 25 years old.

## MEET THE TEAM

“A company is only as good as the people it employs and we are extremely grateful and lucky to employ the people we do.”

Michael Parrish Chairman



Nicholas Parrish  
Managing Director



Stuart Durand  
Director of Sales



Richard Hickman  
Commercial Manager

As business booms,  
Wightman & Parrish  
purchased a warehouse  
in Hailsham

Wightman & Parrish had  
outgrown its premises  
in Lewes and after an  
extensive search, found  
a warehouse in a nearby  
town called Hailsham.

Nicholas Parrish  
becomes  
Managing Director

1968

1976

1995

2005

TODAY

Business develops  
into industrial  
cleaning & janitorial  
Wightman & Parrish  
won the Sussex Police  
Authority tender, the  
business took on  
industrial cleaning and  
janitorial products.  
"It was the beginning  
of the business we know  
today" – Michael Parrish.

Nicholas Parrish  
joins the board  
Michael Parrish's son  
Nicholas, joined the  
board and added  
healthcare equipment to  
the portfolio. This meant  
the business had to  
purchase more space  
to accommodate.  
The new space was  
opened by none other  
than Ray Mears.

The business today  
is one of the largest  
distributors in the  
South East



Simon Ayres  
Contracts Manager



John Crowley  
Director of  
Operations



Danny Pearce  
Purchasing  
Supervisor



Jeff Standen  
Finance & IT  
Manager



Anna Kelly  
Quality & Project  
Manager

## OUR PORTFOLIO

Take a look at some of the Clients we are currently supporting:



"We have used Wightman and Parrish for many years and have been really pleased with the service they provide. We can order on-line or via the phone and delivery is usually next working day. Our long-standing account means we do not incur a delivery charge and there is no minimum order amount. The Account Managers have always been helpful with sourcing specialist items such as bath chairs and other specific items they are able to source for us. They collect damaged items without any hesitation and will add on last minute items/discount items where possible. It's always good to have a reliable, efficient, friendly supplier"

Springfield House Nursing Home

## GET IN TOUCH

To get a free no obligation site visit and obtain a quotation, contact Wightman & Parrish today

Email: [sales@w-p.co.uk](mailto:sales@w-p.co.uk)

Call: 01323 445 005

[www.w-p.co.uk](http://www.w-p.co.uk)

Version 4