

1991 Arthur Andersen predicts consolidation of cleaning supply distributors

1993 Grainger creates Jani-Serv as a standalone JanSan Model. Model fails.

1996 United Stationers buys Lagasse

1997 Bain Capital Private Equity Unisource acquires National Sanitary Supply and other independents. Unisource is owned by BAIN Capital

1999 Betty Mills Company Top 500 Internet Site Sells Facility Supplies

2000 Kimberly-Clark KC acquires Scott Paper

2000 SC Johnson JWP acquires Butchers

2006 Interline acquires AMSAN

2006 TIGNY Tacony acquires PowrFlite Tornado, CFR and Truvox

2008 K-12 Schools accelerate outsourcing

2008 Rubbermaid RCP acquires Technical Concepts

2009 Diversey Diversey is acquired by Sealed Air

2010 GS Capital acquires Interline / AMSAN

2011 Blackstone Acquires GCA

2012 Bunzl acquires Wesclean in Canada

2013 Veritiv Xpedx and Unisource merge

2014 Amazon Business Amazon shuts down Amazon Supply. Relaunches Amazon B2B Business

2014 Goldman Sachs GS Capital acquires GCA

2014 NMC New Mountain Capital Acquires Zep

2015 Pritzker PLZ Aerospace is acquired by Pritzker Group Private Capital

2015 Goldman Sachs GS Capital acquires GCA

2015 CBRE Johnson Controls CBRE Acquires Johnsons Controls

2016 Afflink adds Pinnacle Affiliates 28 office supply distributors to membership

2016 Vizion Vizion acquires Med Assets GPO

2016 Ecolab Ecolab Sells Swisher to Enviro-Master International Franchise

2016 SP Richards acquires Safety Zone

2016 Ferguson PCS Industries is acquired by Ferguson

2016 Ferguson Matera Paper acquired by Ferguson

2017 Cintas Cintas acquires G&K Services

2017 Buckeye Accelerates corporate owned Cleaning Centers

2017 Diversey Diversey Care acquires Daylight Medical UVC Disinfection

2017 Lowe's Lowe's acquires Maintenance Supply Headquarters

2017 Katy Katy is acquired by Highview Capital and Victory Park Capital

2017 Diversey Diversey Acquires Twister Pads

2017 AFFLINK alliance with Independent Stationers 300 Members

2017 BAIN Capital acquires Diversey

2017 Kellermeyer Bergensons Services acquires Varsity Contractors

2017 ABM ABM acquires GCA

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1991 Hillyard accelerates the acquisition of distribution

1996 Wholesale clubs sell commercial cleaning supplies

1997 The Home Depot

1997 Lowe's

1997 Sam's Club

1997 Costco Wholesale

1997 Mountville Mills acquires Andersen Mat

1997 MOUNTVILLE MILLS INC.

1999 Newell acquires Rubbermaid.

1999 newell BRANDS

1999 Nilfisk acquires US Products, Clarke, Viper and Advance

1999 NILFISK

2000 Karcher Acquires Windsor Industries

2000 KARCHER

2006 Integrators accelerate facility supply sales

2006 Xpedx

2006 Grainger

2006 ULINE

2006 Cintas

2006 Cardinal Health

2006 OM Owens & Minor

2006 W.B. Mason

2006 Staples acquires Corporate Express

2006 STAPLES

2008 Emerson acquires Pro-Team

2008 EMERSON

2010 AMAZON Supply launches facility supplies online

2010 amazon supply

2010 Zep acquires AMREP

2010 Zep Inc

2011 JanPak Is acquired by Interline

2011 JANPAK

2012 Impact Products is acquired by S.P Richards

2012 SPRICHARDS CO

2012 United Stationers rebrands their company

2012 ESSENDANT

2013 Home Depot acquires Interline Supplyworks

2013 Ecolab acquires Swisher

2013 ECOLAB

2013 Triple S Holdings announces distributor acquisition program

2013 Triple S Holdings

2013 Triple S

2013 SCA Acquires Wausau Paper

2013 SCA

2013 Cushman Wakefield merges with DTZ Facility Services

2013 DTZ

2013 CUSHMAN & WAKEFIELD

2013 GDI Facility Services becomes publicly traded

2013 GDI Integrated Facility Services

2013 SC Johnson re-enters the professional market

2013 SC Johnson PROFESSIONAL

2013 Fuller opens full line All Pro Supply distribution centers

2013 Fuller

2013 Carlisle acquires San Jamar

2013 CARLISLE

2013 Tennant acquires IPC Eagle Group

2013 TENNANT

2013 Hillyard joins the Network Buying Group

2013 HILLYARD

2013 Katy Industries files Chapter 11

2013 Katy

2013 Imperial Bag & Paper acquisitions Dade Paper Accommodation Mollen

2013 SYCAMORE PARTNERS

2013 Peninsular Paper Burke Supply Goldman Paper Borox Paper Borda Products Center Moriches Paper Sifen-Berman Paper Wasserman Bag

2013 Imperial Bag & Paper

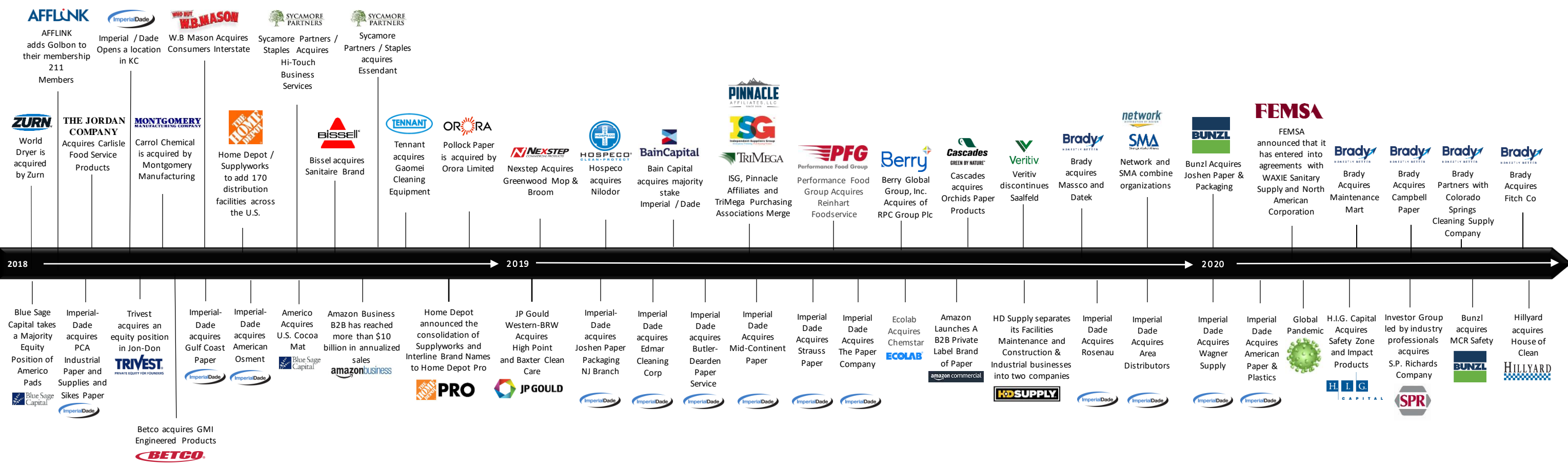
2013 Staples is acquired by Sycamore Partners

2013 ImperialDade acquires Jersey Paper Plus, Central Paper and Kranz

2013 ImperialDade

2013 Aramark acquires Ameripride and Avendra GPO

2013 aramark



HD SUPPLY **IFS**

Clayton, Dubilier & Rice acquires HD Supply Construction Business Unit. HD Retains FM Division




Individual Food Service Acquires Central Supply and Cole Supply



Imperial-Dade acquires P&R Paper Supply

Brady Acquires Mission Janitorial & Abrasive Supplies

The Carlyle Group acquires Victory Innovations

Timeline Conclusions

1. Customers are more sophisticated, and they are demanding a better customer experience.
2. Financial managers are driving cost from the custodial operations.
3. National account business is increasing, and street business is decreasing.
4. Outsourcing of non-traditional users is increasing.
5. Government GPOs and purchasing cooperatives are pursuing K-12, state and federal purchasing contracts.
6. Traditional user Group Purchasing Organizations (GPO) are crossing over into other market verticals.
7. Modern buyers are demanding their B2C shopping experience from their B2B suppliers.
8. B2B digitally enabled sales portals are delivering training, troubleshooting, product specifications, and pricing to the user.
9. 75% of the transactional sales force will be replaced by B2B digitally enabled sales model.
10. Integrators are applying supply chain optimization metrics to the JanSan market.
11. The leading venture capital firms, private equity firms and large corporations are investing in manufacturers, distributors and building service contractors.
12. User buying trends are forcing manufacturers to explore alternative distribution channels to serve customers and sustain their brands as the commercial cleaning industry matures.
13. Cleaning is no longer a standalone industry.