

Company Profile



“Advance International was founded some 23 years ago as a specialist cleaning product supplier.

Today Advance is a leader in this market providing a totally integrated systems approach to product supply. Advance has established offices in strategic regional locations to better service the demands of our customers. Our plan is to have distribution outlets in all major regional centres.

In my 16 years with the company, we have seen significant changes in the industry and opportunities. Advance had been able to react and adapt to consistently changing demand. This has enabled Advance to improve and grow its own business to better service the next phase of development.

This industry has very simple requirements. Products and systems that are effective and the ability to support the clients to deliver better standards. This includes training, understanding demand and the ability to deliver cost effective solutions. We will continue to listen to our customers and we will adapt to provide innovative product solutions.

Our customers have an edge in the products we supply; these include the innovation we share with our supply partners. This is something we value greatly. The industry has diverse product requirements and Advance have been fortunate to align with global leading technologies that meet our product systems. This enables Advance to share leading edge systems to this market as they evolve.

Our success in future will be determined by our ability to continuously improve our systems and support at the coalface of our customers. This means our staff and our supply partners play an even bigger role in the strategic alignment to our customers.

We are committed to this industry and our customers can expect a better standard of delivery from Advance. Our philosophy to business is in print and you can expect the difference.

I take this opportunity to thank you all in Advance for your confidence in our company and we look forward to a cleaner tomorrow”.



Jiwa Nadan, Managing Director

Advance started business in 1978 as a specialist company marketing a range of cleaning solutions. This provided a huge opportunity for potential customers to improve cleaning standards and to do so very efficiently.

Advance was innovative in its ideas and more so effective in developing a relationship with companies producing leading technology. The vision was born and Advance was to be the leading supplier of cleaning solutions in New Zealand by creating value to our employees, our customers and our shareholders.

Today, two decades later, Advance has developed a systematic approach to cleaning and hygiene that delivers superior solutions to this industry. Advance is continually developing the systems that are effective. An important element of this development is access to technology that provides a competitive edge to our associates.

The vision is closer and the programmes are better. We have also learned that true success comes from empowerment of people and developing teams that are able to deliver consistent performance every time. In order for any partnership to be successful, the people have to take ownership every step of the way. Our business is our people.



a Advance: your partnership for success in the cleaning business

Since 1978 we've made it our business to know the cleaning business.

We see our involvement as a three-way partnership between Advance, the cleaning service provider we support and the property owner. Our aim is to help make this relationship as efficient and profitable as possible to all partners.

It is our attitude that has seen Advance become New Zealand's leading supplier of quality equipment and materials. From the humble spray bottle to ride-on floor polishers incorporating the very latest technology, we have the resource your business needs to succeed.

a Support when and where you need it

With showrooms in Auckland, Hamilton, Wellington and Christchurch, mobile representatives in Blenheim and Dunedin, and resellers throughout New Zealand, there is an Advance supplier near you. On top of that, our technical staff are always on hand to answer your cleaning questions.



a We've got the gear

From the smallest cleaning job to the biggest commercial contract, you'll find the supplies and equipment you need at your nearest Advance location. We don't guarantee that our prices will always be the cheapest but that's because we only supply the best. We think you will appreciate the difference.

a It's not just hardware

While other companies might stop at providing a comprehensive range of equipment and consumables, with Advance that's just the beginning. When you deal with us you get the benefit of our staff's extensive experience in the cleaning business.

If there's anything you need to know about commercial cleaning - how to tackle a particular job, what the best tool or cleaning product might be - call us and we'll let you know, **free of charge**.

If you're in the cleaning business, we'll even actively help you pursue and win new business. Our experience in helping companies tender for contracts throughout New Zealand will give you the best possible chance to win new contracts and grow your business. And of course we understand the sensitive nature of the tendering process; all information you share will be held in the strictest confidence.

a How to find out more

At Advance we are completely committed to cleaning services and your business success. So if you need information on cleaning products or services, or if you're about to start a new cleaning service, give us a call. Whatever your goals, we'll do everything we can to help you meet them. Our website is www.advanceclean.co.nz.



a A Superior Product Range

Chemicals

Professional cleaning products from general cleaners to specialist degreasers, carpet treatments and hard floor polish systems. Brands include Advance, Pioneer Eclipse, Research and the environmentally friendly Citrus range.



Janitorial

Complete equipment range including floor pads, buckets, brooms, cloths, mops and more.

Polishers

Extensive range, including a selection of specialist high-speed burnishers. Brands include Nilfisk-Advance, Pioneer Eclipse and Polivac.

Scrubbers

Smaller walk behind electric to commercial ride on. Brands include Nilfisk Advance.

Carpet Cleaners

Specialised units for all types of carpets and all areas. Brands include US products and Nilfisk-Advance.

Sweepers

Manually pushed to carpark street ride on. Most incorporate dust control/vacuum systems. Brands include Nilfisk-Advance and RCM.

Vacuum Cleaners

Light commercial to heavy industrial, including wet or dry options. Brands include Nilfisk-Advance, Polivac and Euroclean.

Waterblasters

Medium-priced portable to heavy-duty industrial multi-user. Brands include Nilfisk-Advance and Gerni.



a Service second to none

As part of our commitment to our customers, Advance has service departments in Auckland, Wellington and Christchurch, and agents throughout the country who are fully trained and experienced with all of our machines.

Every machine that we sell is automatically entered into our national service database so that maintenance is kept up to date and repairs are minimised.

And because we know that if your machine stops working, so do you, our service team is available whenever you need us.



a Our vision and beliefs, on the path to steady growth

The success of Advance International is guided by the vision to be a value-creating company. A vision founded on the core beliefs of empowerment, customer focus, continuous improvement and innovation. Our beliefs determine how we work and interact with each other and with our customers.

Our belief defines the culture and ethos of Advance.

Vision

To be a leading supplier of cleaning products in New Zealand by creating value to our employees, our customers and our shareholders.

Our belief

At Advance, everyone plays a role in the success of the company. We believe in encouraging our employees to take ownership of their jobs and to deliver their best each and every time. No matter how large or small a task may be. We empower our employees with a sense of responsibility, initiative and professionalism. It is with this conviction that we can produce a product of quality and establish a company of which we can be proud.

Customer Focus

We believe if we focus on our customers today, we will see a brighter tomorrow for our company. The growth of Advance depends on meeting our customers' needs and expectations, now and in the future. When we ensure their satisfaction and enthusiasm for our products, we can be sure of our success.

Continuous Improvement

We can only improve as a company if we challenge ourselves, constantly exploring and seeking better ways. Every task, no matter how small or large, is approached with fresh insights and eagerness. Only when we push the boundaries will we discover our hidden potential.

Global Perspective

Our success is largely due to the capabilities and resource of our global partners. We are connected to some of the largest and most technically advanced manufacturers of machines and chemicals in the world.

Innovation & Development

An integral part of our future and growth is the on-going research and development our international supply partners continually pursue. This relationship ensures that when global leading ideas are explored and established, we are the first to pass this on to our customers.



As a forward thinking company, we are always working on the next 'big idea'. Whether it is a new chemical, machine or simply an improved technique, we encourage our people to always experiment, explore and take risks. When every employee takes another step forward, the company advances in leaps and bounds.

Our Critical Success Factors

The Guiding Posts Of Our Vision

Our employees form the backbone of our company and through our revised recruitment programmes, we aim to attract, develop, motivate and retain quality employees who are able to contribute to our business.

Our customers are our lifeblood. It is our obligation to understand their needs and the expectations.

We give them value by improving our service whilst continually looking for more cost efficient and labour effective products and techniques.

It is with this commitment, we will continually push the boundaries to succeed.

Advance your Future.....

Success in any business requires knowledge and expertise.

Advance offers you the opportunity to progress and achieve success by taking control of your professional future and financial independence. Advance has a successful track record operating in the New Zealand market for over 20 years. The business continues to innovate and develop its strategic position to be the leading supplier of cleaning solutions in this market.

The name "Advance" is synonymous with "progress and going ahead". This attitude is the core driving force and is part of the strategic plan for the company.

*Be part
of the Advance
Community*

