

# St Stephen's Shopping Centre



Attracting over 10 million visitors a year, St Stephens needed a cleaning and janitorial supplier that provides reliable service, high-quality products, and quick, no-nonsense delivery.

St Stephens were faced with several issues when it came to the procurement of cleaning products. Increase of supply and demand, combined with poor delivery services and rising industry prices led to the shopping centre seeking alternative suppliers.

## The Problem



Increase of supply & demand



Poor delivery services



High industry prices

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The reasons why I prefer Arrow is due to the passion, professionalism, and dedication of providing a fantastic service. The relationship I have with Arrow is open, honest, and trustworthy. I have been working closely with Arran Brown at Arrow whose dedication to the company is set to the highest standard. The variety of stock on offer is noticeable and most importantly the delivery service is fantastic."

– Facilities Manager

## The Solution



Wide range of innovative, effective products



Fast delivery, tailored to the clients needs



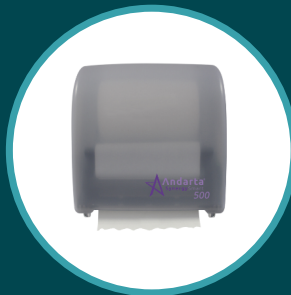
Bespoke pricing, tailored for each customer



- St Stephens buy products across 6 of Arrow's product ranges, and Facilities Manager, Eric Davies, said he really valued the *"quality of goods presented."*
- St Stephens have benefitted from the installation of our Andarta SynergySmart range, providing the washrooms with cost-in-use savings and greatly enhancing the appearance of the facilities.



The System 300 is a soap/hand sanitiser dispenser that controls dosing and withstands environments with a high footfall.



The System 500 is a hand towel dispenser that only allows one paper towel to be dispensed at a time, providing an economical, sustainable solution.



The System 600 is a toilet roll dispenser with high capacity, enclosed rolls which reduces both paper contamination and refill time.

"As a result of using Arrows products, St Stephens has just won the Golden Service Award for the best Shopping Centre in the Country and Ireland under One Million Square feet. This wouldn't have been achieved without Arrow and the commitment from the team." – *Facilities Manager*

*"The dedication and spirit of the team on this site was inspiring. The site was clean in both visitor and private areas. The site can be challenging, but the team rises to the challenge with smiles on their faces."*

– Statement from the GSA.

