

The logo for 'apse' is a magenta oval with the word 'apse' written in white, lowercase, sans-serif font.

apse

Getting the most from your
Cleaning Supplies

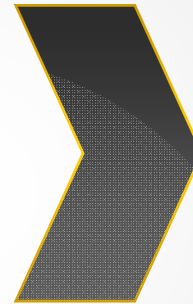
A Polaroid-style photograph with a white border. The background is black. The word 'Wray' is written in a large, gold, cursive font. To the right of 'Wray' is the word 'bros' in a smaller, gold, sans-serif font. Below 'Wray' is the phrase 'kings of hygiene' in a white, sans-serif font.

Wray^{bros}
kings of hygiene

A suppliers view to
adding value through
partnership & innovation

No Hard Sell – this is what we're about

Wray^{bros}
kings of hygiene



[Wray Bros –
what we do &
how we do it](#)

Wray Bros – A case study



Contract went live April
2007



April 07 – Jan 08

70% of orders complete
first time

4-5 days to complete

Expenditure:
£603,072

Cost inc: 5.7%

Expenditure inc: 4.8%

600th collaborative staff
member trained



Feb 10 – Jan 11

94% of orders complete
first time

2.5 days to complete

Expenditure:
£1,037,277

Cost inc: 5.6%

Expenditure inc: 0%