

For Immediate Release

Portland, OR – Walter E. Nelson Co. is pleased to announce the acquisition of Factory Reps, a local Portland distributor of Janitorial and Packaging Supplies for almost 40 years. Factory Reps was founded in 1982 by Les Achenbach who passed away in January, 2019. Les was the anchor of their business and had a real niche for purchasing and sales which lead him into the commodity business of Janitorial and Packaging Supplies. The business has continued to operate since under the ownership of Les' wife Trisha and their daughter Lisa who continued the company legacy of "Price, Quality, and Service."

Although the Factory Reps location in the McLoughlin Business Park will be closed, the current Sales Representatives and select office associates will join the Walter E. Nelson Co. Team in Portland. We want to assure you that we will do everything we can to maintain "business as usual" for you and continue to drive value for you and your MRO expenditures.

As of Monday, November 2, 2020 all inventory will be in our Walter E. Nelson Co. Portland warehouse to ensure a seamless transition for all Factory Reps Customers. The Factory Reps sales representatives that we are gaining have over 30 years of industry experience that will help us continue to grow and expand in the Janitorial and Packaging Supplies Industry.

Since the founding of Factory Reps they have been extremely blessed with great customers and treasure each and every relationship they have created. We are excited to add the employees, partnerships, and industry expertise that come with this acquisition and look forward to continuing to provide you the finest "Products for Cleaner, Healthier, Safer Workplaces."

About Water E. Nelson Co.

Walter E. Nelson Co. is your source for "All Things Cleaning" in the Pacific Northwest. We are the region's largest supplier of janitorial supplies for commercial and industrial workspaces with the ultimate goal of **Providing you Products for Cleaner, Healthier, Safer Workplaces since 1945.**

Our comprehensive inventory includes a wide variety of proven and effective products from professional cleaning chemicals to commercial floor scrubbers, vacuums, carpet extractors and other janitorial equipment. We also provide you factory trained service technicians to ensure that your equipment is running at peak efficiency and reducing costly downtime.

Our custodial supplies will help you keep your workspaces sparkling clean, while our professional cleaning product lines provide everything you need for your cleaning service. Name practically any surface in any environment—from hard floor to carpets, to sub-zero commercial freezers to ovens in your kitchens—we have the products to clean it. And, although we stock thousands of products, if we don't have it on hand, we can get it for you quickly from our other 12 Walter E. Nelson Co. locations in the Pacific Northwest.

For more information please contact Stacy Nelson at snelson@walterenelson.com or via phone at 800.929.2141.