



WBENC Certified Woman Owned Small Business  
WBENC Certified Woman Owned Business  
Certified Disadvantaged Business Enterprise  
Certified Socially & Economically Disadvantaged Business Enterprise

# CAPABILITY STATEMENT

[WWW.AEROWEST.COM](http://WWW.AEROWEST.COM)

Established in 1883, **West Sanitation Services, Inc. dba AeroWest International** is a trusted manufacturer and service provider of odor control, air care, and hygiene solutions. We are committed to developing products that make life easier for cleaning professionals and to achieve safe, clean facilities. AeroWest franchisees operate throughout the U.S. and our products are available in 30+ countries worldwide through our international distributors.

## TARGET MARKETS

Airports | Apartment Buildings | Casinos | Convention Centers | Governmental Facilities | Gyms | Hospitals | Hotels | Nursing Homes | Professional Offices | Schools & Universities | Stadiums & Arenas | Theme Parks

## CORE COMPETENCIES

### Odor Control

- Odor Neutralization
- Passive Air Fresheners
- Active Air Fresheners
- HVAC Deodorizers
- Restroom Deodorizers
- Cleaners with Odor Eliminator

### Restroom Hygiene

- Toilet/Urinal Mats
- Urinal Screens
- Toilet/Urinal Drip Units
- Touchless Dispensers
- Hand Soap & Sanitizer
- Floor & Drain Products

### Scent Marketing

- Nebulizing Diffusers
- Air Freshening Fans
- 50+ Fragrances
- Signature Scents
- Ambiance Creation
- Luxury Fragrance Range

## FEATURED CLIENTS

### Our Healthcare Customers include:

- Emory University Hospital
- Kaiser Permanente

### Our Education Customers include:

- Duke University

### Our Entertainment Customers include:

- Los Angeles Zoo
- Smoothie King Arena

### Our Government Customers include:

- VA Health System
- Albany NY City Hall

## ADVANTAGES

**Customization** - We deliver personalized air care and hygiene programs tailored to your needs, including signature scent creation.

**Innovation** - Our Research & Development team invests heavily in innovations to deliver cutting-edge solutions to industry challenges

**Service Oriented** - Full-service is available to all U.S. customers. There's no product or equipment to buy, only pay for the service.

**Experienced** - Over a century of experience in the effective elimination of odors, professional restroom care, and industry-specific solutions.

## OUR VALUE PROPOSITION

To add value to our customers' operations by providing customized, effective solutions to their odor control and hygiene needs.

## GENERAL INFORMATION

**DUNS Number:** 122030414

**Primary NAICS:** 325620

**Secondary NAICS:** 325620, 561720

**CAGE Code:** 01FA7

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CEO

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