

Twin Cee helps soap do its job right

Cleanliness is firm's specialty

By BEN DUMMETT
The Herald

People will be that much more cleaner after leaving public washrooms equipped with Twin-Cee's new product - the TC 2000.

What is the TC 2000? It's the most advanced vanity mounted soap dispenser on today's market, said the company's president, Daniel Dollois.

Twin-Cee is a Georgetown-based company specializing in metal washroom accessories found in public, institutional and commercial washrooms. The company employs 45 people.

As the exclusive sellers of the TC 2000 Mr. Dollois said Twin-Cee offers its clients a stainless steel soap dispenser which carries with it a five-year warranty - something that is "unheard of for a soap dispenser," Mr. Dollois enthused.

The five-year warranty is offered because of the TC 2000's patented plumbing system which Mr. Dollois says is "problem-free." In other words it doesn't "leak or clog up" under heavy use, said Mr. Dollois.

Although the company only sells the TC 2000, it manufactures 80 per cent of the products it sells, said Mr. Dollois. These include paper towel dispensers, water receptacles, and just about anything else found in public washrooms that is not a fixture, explained Dollois.

Twin-Cee's products can be found in Halton Hills' new civic centre, the SkyDome in Toronto and the central offices of the five central banks. Twin-Cee products are sold from coast to coast as well as in the United States, said Mr. Dollois.

To ensure existing markets and find new ones, the company's brass recently purchased a tube bender, said Mr. Dollois. The equipment will allow the company to manufacture grip bars used for the handicapped in such places as hospitals.

Since the company was first founded in 1958, Twin-Cee's plant size has expanded from 9,000 square feet to its current size of 32,000 square feet. Mr. Dollois attributes the growth to expanding markets. The company's biggest markets, Mr. Dollois said, are the construction and janitorial industries. The company's success therefore depends on the expansion of these markets, he said.

Mr. Dollois predicts the free trade agreement will have little or no effect on the company's business. Currently the U.S. is not a big exporter of washroom accessories to Canada because of existing tariffs. But even when they are lifted, transportation costs and the difference in the American and Canadian dollar will continue to discourage the company's potential American competition from trying to export to Canada, explained Mr. Dollois.



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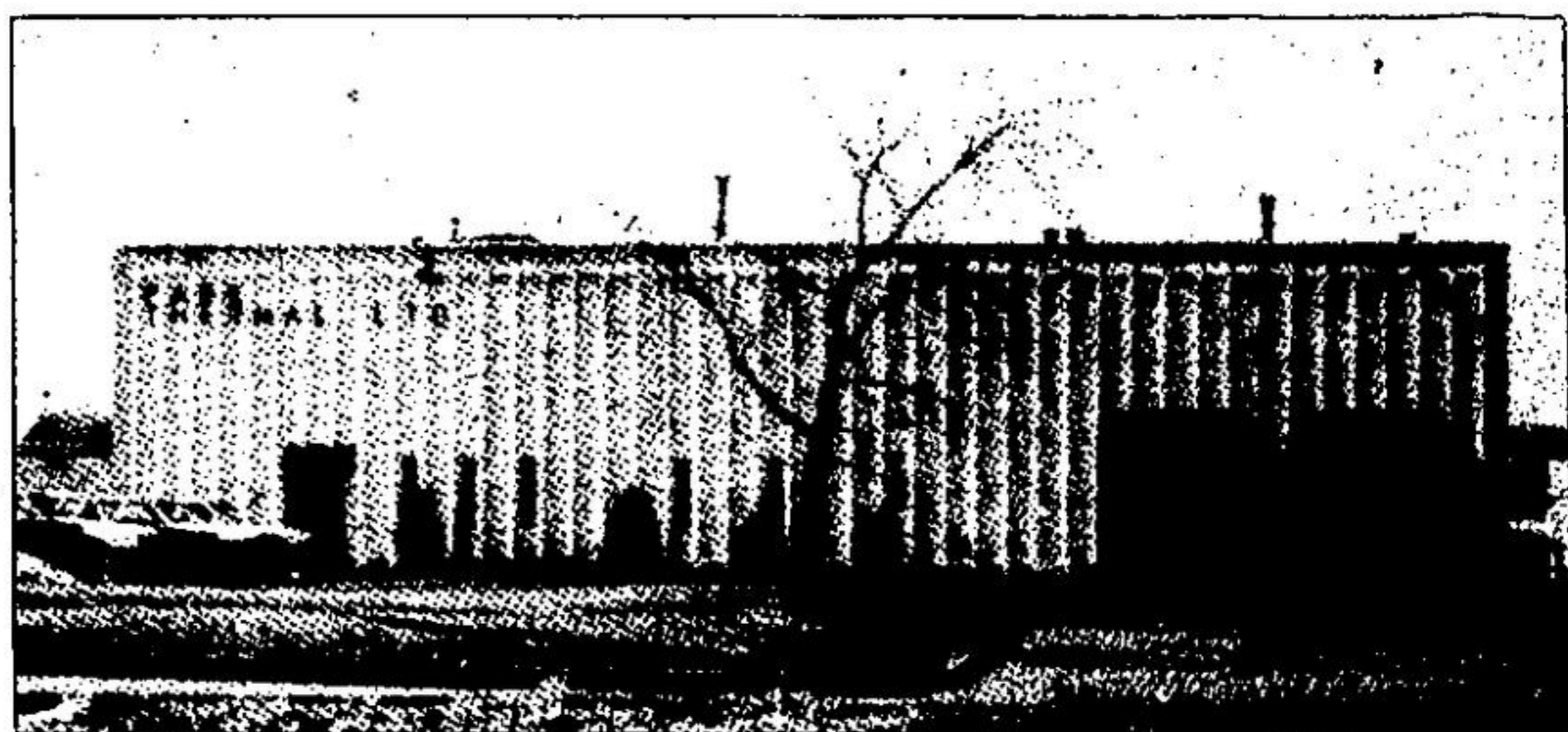
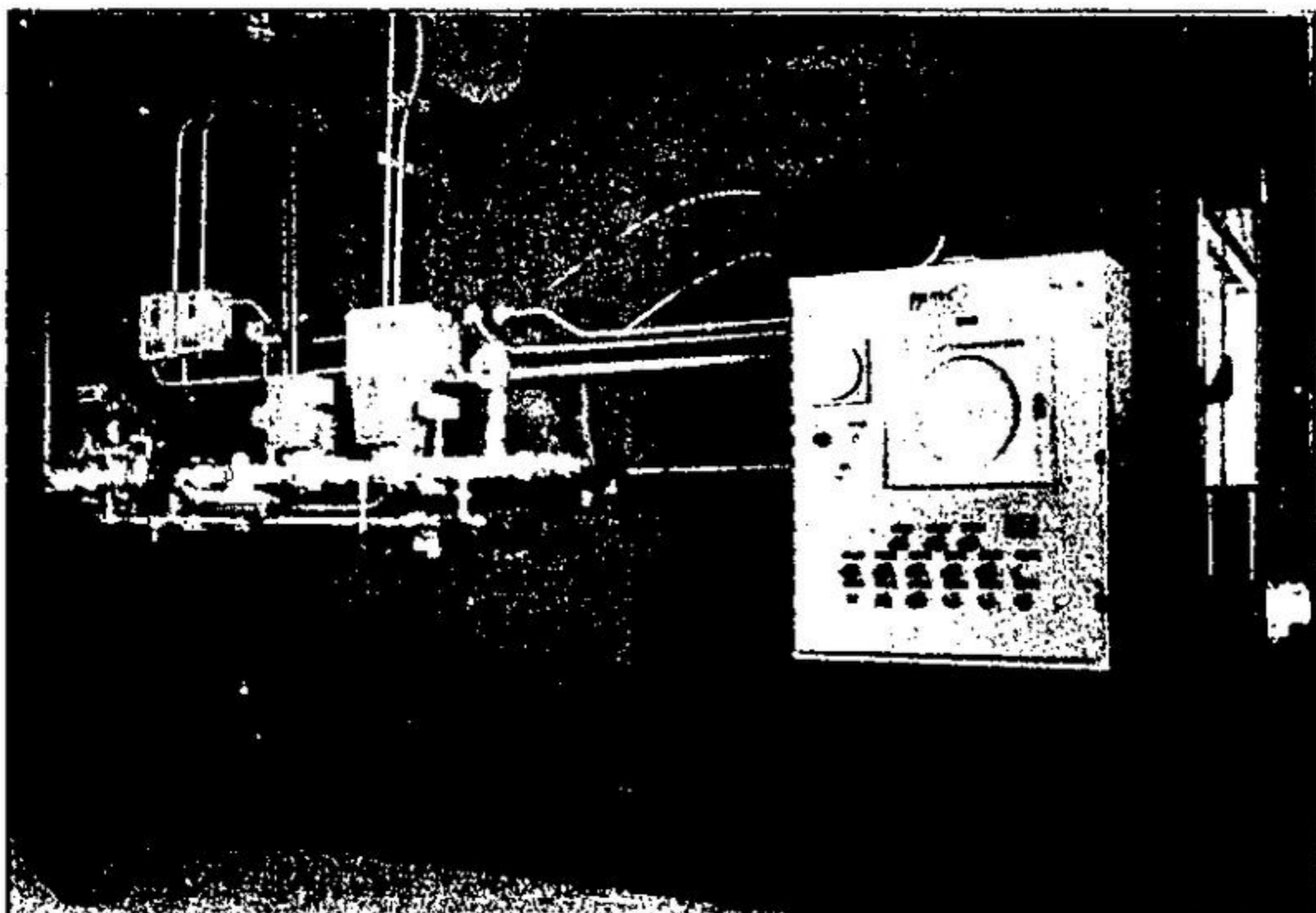
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