

INDUSTRYHUDDLE.COM PROVIDES SUPPLIERS, DISTRIBUTORS A SOCIAL NETWORK FOR JANSAN INDUSTRY

Cincinnati, OH – IndustryHuddle.com founder and president, Zachary T. Haines, is changing the face of social networking with his new [B2B social network](#), which is focused on the needs of suppliers, distributors, manufacturer's reps, contractors, end-users, and others in the supply chain of product industries like **Janitorial Supplies** and **Sanitary Supplies**.



While other social network sites allow companies to build up “likes” and “follows,” Industry Huddle’s approach is to provide an industry-focused platform where companies find new sales leads or potential suppliers in the [Janitorial & Sanitary Supplies](#) industry, and then request product samples, send quotes, upload bids, or share company news, photos, videos, and events with these new contacts.

In the past, social media has provided companies with the ability to communicate to customers in a B2C open forum but, according to the staff at IndustryHuddle.com, such a method does not take into account the complex communication network in the supply chain, where the terms “customer” and “supplier” depend on the transaction.

“My goal with this website is to make it easier for companies to do business online, while protecting the integrity of the supply chain,” said Haines. “This means that companies are in control of their information on the website, particularly when it comes to which users can view a company’s sales promotions and listings.”

When you [join IndustryHuddle](#), you may choose to receive updates from companies in your industry, instead of updates about individual users in all industries. And if you are a company operating in more than one industry, all of those industry updates are neatly organized on their industry specific page. This structure is a revolutionary step for how B2B companies network online, and it helps to rid the excess noise companies tend to find when using other social media websites.

Members on the site also have the ability to search for other companies based upon whether they are trying to find distributors, manufacturers, service providers, end-users or other company types. The search can find companies in a specific industry (with over 40 to choose from), and then the location of the company and the products that they buy or sell. This advanced search is simply not available for most social networking sites.

Industry Huddle is expected to increase its users rapidly thanks to its Member Savings Program. This program provides instant savings on business expenses when you [join for free](#), with up to 62% off at

Staples, 25-35% off from Sprint plans, 25% and more off ADP Payroll Processing, gasoline savings, plus many other savings and deals.

Haines has experience working with manufacturers and distributors directly as the Executive Director for the Distributor Partners of America (DPA), a buying group with over 500 member companies. Many DPA members have already signed up to IndustryHuddle.com, but he stresses that the website is free for any company to sign up and begin taking advantage of its savings and industry directory.

About IndustryHuddle.com – Industry Huddle, headquartered in Cincinnati, Ohio, is a *free* social trade network for B2B companies to connect with suppliers and customers in their industry in order to increase product sales. A first of its kind, this free service offers savings on business expenses simply by signing up. For more information, visit www.industryhuddle.com.