

Total Chemical Resources

Exclusive Distribution Throughout Asia Pacific



 Glenn Canovas, Vice President and Industrial Chemical Director



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The Total Chemical Resources team knows that in order to properly serve their customers, they offer expertise about their products that is as important as having the product and sometimes it's more important. "You tell us what the problem is and we'll come up with a solution," says Glenn Canovas, Vice President and Industrial Chemical Director. "Safety is our first concern. Everything's got to be safe and professional; it's got to be done the right way."

Total Chemical Resources sells an extensive line of chemical products for various types of water treatment, pest control and swimming pools as well as cleaners for hotels, restaurants and other janitorial needs. "We're in the cleaning business," says Canovas. "We can clean up insects. We clean floors. We clean power plants. We clean everything."

The company also carries products for all types of agriculture including turf and ornamentals. "We know what the farmers' problems

are and we can help them," says Canovas. "Their income is in the ground. The plants need to grow; if they have disease, they're not going to grow right and the crop's going to be wasted."

Total Chemical Resources was started three years ago, by a group of local Brewer Environmental employees who decided to continue the business when the Brewer owners retired after serving the Guam market for 24 years. The company provides chemical solutions for customers in Guam, Saipan, Yap, Palau and California; and it is looking to expand throughout Micronesia and the rest of the Pacific.

Total Chemical offers solutions for golf courses, hotels, power plants, sewage treatment plants, fishing boats, grocery stores, restaurants, neighborhood mom and pop stores, farms, and nurseries. Environmental protection is an important consideration particularly for Pacific Islanders. The company advises customers about the proper environmental safeguards to use during product use and offers an increasing number of products manufactured to be environmentally friendly. "As much as we can, we move our customers to products that are environmentally safe," says Canovas.

The company's growth is based on its ability to tailor its products to the customer's specific needs. For example, a common solution for oil stains on asphalt is a citrus-based product with acids that would damage the asphalt. "We can design a product that will not affect the asphalt, but will remove the stain," says Canovas. "We have the product knowledge. If we don't have the right product, we will source it out"



 Total Chemical office at Harmon industrial Park, Guam