



supplyFORCE Awards for Excellence 2018

Each year at the supplyFORCE National Meeting, supplyFORCE recognizes Owner-Member distributors and manufacturer partners who demonstrate excellence and deliver value to our customers. This year included 10 awards: best conversion, sales leadership, an Owner-Member of the Year award for the Electrical, Industrial, Pipe, Valves and Fittings, and Government sales divisions, as well as a new award for Canadian Owner-Member of the Year. supplyFORCE also recognized an Owner-Member distributor for TCO Excellence, a Manufacturer Partner of the Year, and a Lifetime Achievement Award.

Best Conversion award winner: Eastern Industrial and Stellar Industrial Supply

Award winners committed significant resources to convert business. They developed and executed a plan to transition business from the previous supplier while maintaining high levels of service and support to the customer. Conversion activities are where all parties achieve the benefits of our corporate agreements – increased volume for our distributors and manufacturer partners along with process improvements, vendor consolidation and savings for our customers.

Sales Leadership award winner: The Reynolds Company

The Reynolds Company displays the essence of partnership. They provide leadership, market knowledge and direction on sales strategy, helping supplyFORCE identify new customers or markets that increase opportunities for all members. The Reynolds Company leads the pack and significantly impacts supplyFORCE's ability to secure new business and support existing customer contracts.

Owner-Member of the Year:

Pipe, Valves & Fittings Owner-Member of the Year: **Galloup**

Electrical Owner-Member of the Year: **Werner Electric MN**

Industrial Owner-Member of the Year: **Dillon Supply**

Government Division Owner-Member of the Year: **State Electric**

Canadian Owner-Member of the Year: **Lumen Electric**

To win this award our Owner-Members of the year actively participate on contracts and customer opportunities, commit necessary resources, and are in constant communication with the supplyFORCE team regarding contracts and new opportunities. They distinguish themselves as one of the highest contributors of cost savings and they are engaged with their local customer locations providing outstanding sales, service and support.

TCO Excellence award winner: Irby Company

This award recognizes Irby Company for going above and beyond to deliver value and drive savings.

Manufacturer Partner award winner: Hubbell Wiring Systems

It is Hubbell Wiring System's commitment at the corporate level and in the field along with their innovative products and services that help supplyFORCE to deliver results that benefit all our stakeholders.



Lifetime Achievement award winner: Jim Radi – Shat-R-Shield

supplyFORCE is thrilled to have the opportunity to recognize Jim Radi for his dedication, commitment, and many contributions to supplyFORCE and the industry over his career.

Jim grew up in the food industry as District Manager for Kraft Foods for 20 years. He then took a career change and went into the lighting industry where he worked at Holophane, Philips and now Shat-r-shield. His love for the food industry carried into lighting where he focused on food and beverage industry lighting solutions working with our customers and member sales teams. He has been a strong supporter of supplyFORCE, attending our national meeting and was always willing to make corporate and plant sales call with our team over the years.

supplyFORCE is thrilled to have many outstanding Owner-Member distributors and manufacturer partners representing supplyFORCE.

About supplyFORCE

supplyFORCE delivers multi-category MRO (maintenance, repair, and operating) solutions to large Fortune 1,000 companies through our network of 200+ trusted local and regional distributors with more than 2,500 branch locations. This ensures that each customer plant location gets the highest levels of service and support at the lowest total cost.

supplyFORCE enables customers to consolidate agreements and leverage their spending for both planned and unplanned purchases. One comprehensive corporate agreement can support all product category needs, including electrical, industrial & safety, power transmission & bearings, pipe, valves & fittings, plus many others.

supplyFORCE has national programs with local solutions. The best of both worlds. sm