



supplyFORCE Awards for Excellence 2017

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 8 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 TCO Excellence award and manufacturer partner of the year.

Best Conversion award winner: Paramount Supply

Paramount Supply developed and executed a plan to transition business from the previous supplier while maintaining high levels of service and support to their customer, including a successful roll out of 10 plants across 2 states in just 4 days. Nearly every facility required crib crawls, pricing files and setting up VMI in a timely manner. Their branch personnel showed equal urgency in providing the customer the highest level of service confirming their decision to switch to supplyFORCE. Their hard work has resulted in over \$250K per month in new business.

Sales Leadership award winner: CED

CED directly impacted supplyFORCE's ability to secure new business and support existing customers through their leadership, ongoing commitment to enhance communication and dedication to champion supplyFORCE across their entire organization.

Owner-Member of the Year: Pipe, Valves & Fittings award winner: Columbia Pipe & Supply

Columbia Pipe & Supply has been significant in recent contract wins. They actively participate on contracts and customer opportunities, commit necessary resources and are in constant communication with the supplyFORCE team regarding contracts and new opportunities.

Owner-Member of the Year: Electrical award winner: Van Meter

Van Meter has been acknowledged year after year for their superior customer service and creative solutions. They consistently demonstrate quality and commitment throughout their organization.

Owner-Member of the Year: Industrial award winner: Stellar Industrial Supply

Stellar Industrial Supply consistently creates value for our customers. They are continually working to not only support existing customers, but to drive new business to supplyFORCE.

Owner-Member of the Year: Government Division award winner: Kendall Electric

Kendall Electric increased their Government Sales tenfold in 2016, while maintaining the highest levels of support in our Government Sales Division.



TCO Excellence award winner: Electrical Supply & Equipment

Electrical Supply & Equipment continually meet and exceed all contract TCO commitments. They sought ways to document value added solutions that enhanced the bottom line for our customers.

Manufacturer Partner award winner: Dialight

Dialight is recognized this year for their innovative, cutting edge products and willingness to work closely with our entire sales team in positioning, documenting and delivering TCO's in energy savings.

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