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Contact: Erni Armstrong

ernia@freestylemg.com

(801) 364-3764, ext 100

INDUSTRIAL SUPPLY ANNOUNCES VENDORS OF THE YEAR
Company recognizes top vendors and their representatives for 2013

SALT LAKE CITY, UTAH, March 12, 2014—Industrial Supply Company, the largest privately held supply and tool distributor in the Intermountain West, today announced the winners of their annual “Vendors of the Year” awards. The three honorees were chosen out of 1,000 suppliers and 40 supplier partners.

“We are honored to work with people who share our commitment to providing our customers with the very best in service,” said Chris Bateman, President and CEO. “All our vendors are amazing, but these three truly represent the cream of the crop. My congratulations to the winners.”

ISC’s staff participate in choosing the winners, based on outstanding service and collaboration with the company’s sales team. The three winners honored are:

3M - Supplier of the Year

3M is one of the ISC’s largest suppliers, representing products in several categories including safety, abrasives, tapes, adhesives and packaging. Two of their local reps, Tony Zickella and Herman Beck, made more joint calls with the company’s representatives than any other supplier.

The current 3M sales team has been working with Industrial Supply for over 15 years, and this is a first time win for the team. This team consists of:

- Mark Loera, Area Business Manager;
- Brooke Dodson, Channel Specialist;
- Tony Zickella, Abrasives Specialist;

- Herman Beck, Tapes & Adhesives Specialist;
- Lance Heaton, Personal Safety Specialist; and
- Lance Wahlert, Personal Safety Channel Development Manager.

"We are fortunate to have local 3M Sales support that lives in the Utah area and are available to make joint calls and lend technical support on customer applications. We feel this is key to finding, winning, and keeping new business," said Brooke Dodson, Channel Specialist for 3M. "Through the joint efforts of Tyler Thorn and Paul Wanek, 3M Certified Specialists, we have a strong partnership with Industrial Supply and work collaboratively to meet our mutual goals."

Paul Heiner, Proto Industrial Tools/Stanley Black & Decker - Direct Rep of the Year

Paul Heiner has worked with Industrial Supply for 14 years and this is his 6th time being honored for his outstanding service.

"The best part of my job is working with ISC," Heiner said. "They have earned the trust of most all of their customers and strive to be the supplier of choice with all customers. ISC is continually looking for ideas to be on the cutting edge of the supplier industry. Their management is also very open and receptive to any ideas for improvement we may have. I appreciate the support they give to my line of products, and I enjoy working with all of them."

Lance Williamson, Shur-Sales and Marketing, Inc. - Rep Agency of the Year

Lance Williamson has worked with the Industrial Supply for 14 years, and although he has been honored 4 times in the past, he was honored to receive the award again.

Williamson spoke highly of his relationship with the company, "Industrial Supply is a first class organization that I truly enjoy working with."

About Industrial Supply Company

Industrial Supply Company, has served the construction, manufacturing, mining, government and industrial community since 1916. This Utah based maintenance, repair and operational (MRO) distributor has eight locations in the Intermountain West, which serve Wyoming, Nevada, Utah and surrounding areas.

In addition to supplies, Industrial Supply also offers customized services that enable customers

to increase productivity and manage their inventory. These services include product specialist reviews, vendor management inventory (VMI), safety training, storage and shelving design and tool repair. Visit www.indsupply.com for more information.

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