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**Phil Clark** VP of Online Media (800) 652-7826 Ext. 103 pclark@dpabuyinggroup.com

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DPA HEADQUARTERS STAFF (Pictured left to right) Jarred Kennedy, Mary Rouse, Nancy Kasian, Claire Panzeca, Zachary Haines Not pictured: Phil Clark, Don Reycroft, Lauren Turner



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A North American Buying & Marketing Group

#### Dear DPA Member.

We are pleased to offer you this complimentary DPA Buyers Guide, which showcases over 230 of our preferred DPA suppliers broken down by product category. Please use this handy publication or its digital version as a desktop reference when purchasing. All DPA suppliers can be found within their respective industry listing and in the alphabetical list located in the back of the book.

You may not be aware, but DPA's vendor partnerships extend across numerous market segments, including facility maintenance supplies, safety equipment and clothing, industrial tools, abrasives, cords and lighting, material handling, packaging products, and even public safety (police, fire, and EMS). We want to enable all DPA distributors to capture all business whenever and wherever you might find it.

Our hope is that you will consider converting your business to DPA preferred suppliers so that you can take advantage of our quarterly marketing allowances, promotions, better negotiated pricing, and lower order minimums.

Many DPA vendors have purchased advertising to support this Buyer's Guide, and we encourage you to share your appreciation next time you speak with them. Please make note of the various suppliers that are a part of our organization and try to support them.

Finally, there are bound to be some omissions or errors in any publication of this type. We would appreciate your feedback and ideas for future editions by emailing DPA@DPABuyingGroup.com. If you would like to request additional copies for you or your staff, please contact us. A digital version is also available when logging into the DPABuyingGroup.com website.

Thank you for your continued support of DPA!

y J. Hames Zachary T. Haines CEO

DPA Headquarters

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www.DPABuyingGroup.com

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# Meet the DPA Team...



I'm dedicated to increasing the sales of our member distributors and preferred suppliers. This includes creating an environment that ena profitable business relationships,

industry awareness, and lifelong friendships amongst our membership. Thank you for your continued support of DPA.

Zachary Haines, CEO



I oversee the recruitment of new distributors for DPA as well as a large portion of our vendor partnerships My day consists of identifying companies throughout our various industries that would be a good fit for

Jarred Kennedy, Vice President

our organization. I thrive on competition and look forward to continuing the success and growth of DPA.

# Nancy Kasian, VP of Finance

I've been with DPA since the beginning. I collect sales reports and CJDs from over 230 DPA suppliers and send them to you on a quarterly basis. I'm also involved with any CJD discrepancies and tabulations. My role is everything finance and accounting.





Lauren Turner, Finance Assistant I assist with CJD reporting and processing. This includes collating over 850 distributor mailings on a quarterly basis. I also help Nancy make sure that DPA's finances and accounting are timely and accurate



Claire Panzeca, VP of Marketing & Promotions

You may know me as the person who answers the phones or sent you a welcome email when you first joined. I collect quarterly promotions from suppliers and send the savings your

way. I also announce new vendors and important group updates. Please let me know how I can assist you.



## Mary Rouse,

VP of Distributor Development I am the main contact for all of our distributor members once they join DPA. My role is to make sure that our distributor members are receiving their benefits and pleased with their

DPA membership. I also coordinate and oversee DPA's annual buying and networking conference as well as industry trade shows.



With over 37 years of experience in the Police, Fire, and EMS industries, I am in charge of developing DPA's new Public Safety division. This includes vendor and distributor recruitment nd development. I'm very pleased to

lead the first group of its kind.



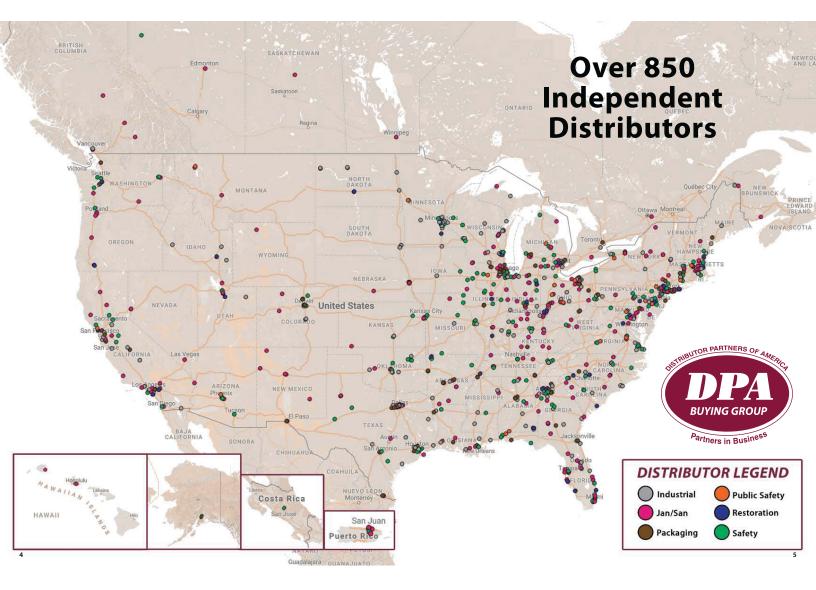
#### Phil Clark, VP of Online Media

I joined DPA in 2013. I am in charge of social media, digital marketing, and graphic design for the company. I designed most of the materials you see at the show, as well as DPA's print media in trade publications.













# **Jan/San Award Winners**

"River of Revenue" Distributor Prize Winners May 8-10, 2017

#### **Top \$ Volume of Orders Placed**

First Place: Abel Industries (Dumfries, VA) Runner-Up: Stigler Supply (Cincinnati, OH)

### Top # of Orders Placed

First Place: Cleanergy Supply (Dayton, OH) Runner-Up: Abel Industries (Dumfries, VA)

# Congratulations to our winners!



2016 Jan/San Distributor of the Year Wildman Facility Services Warsaw, IN



2016 Jan/San Supplier of the Year R3 Reliable Redistribution Resource Elk Grove Village, IL



Jan/San Founder's Award State Janitorial Supply Dover, DE

www.DPAJanSan.com



# Past DPA Jan/San Award Winners!

DISTRIBUTOR OF THE YEAR			
Roger Popp	2		
War Show	2		
Bade Paper Products	2		
Master Chemical	2		
Colker Company	2		
Stigler Supply Co.	2		
Abel Industries	2		
Lebanon Chemical	2		
Gem Chemical Co.	2		
Beacon Distributors	2		
Knight Marketing Corp.	2		
Industrial Chemicals & Supplies	2		
Miner Supply	2		
Maintenance Too Paper	2		
JD Distributors	2		
Wildman Facility Services	2		
	Roger Popp War Show Bade Paper Products Master Chemical Colker Company Stigler Supply Co. Abel Industries Lebanon Chemical Gem Chemical Co. Beacon Distributors Knight Marketing Corp. Industrial Chemicals & Supplies Miner Supply Maintenance Too Paper JD Distributors		

2001	Bay West/Wausau Paper
2002	War Show
2003	LagasseSweet
2004	Tolco Corporation
2005	Impact Products
2006	Bay West/Wausau Paper
2007	Technical Concepts
2008	The Andersen Company
2009	von Drehle Corp.
2010	Kutol Products
2011	CRW Supply/Hydro-Force
2012	Newell Rubbermaid
2013	Americo Mfg. Company
2014	Fresh Products
2015	Pitt Plastics/Inteplast

**SUPPLIER OF THE YEAR** 

2016 R3 Reliable Redistribution Resource

#### FOUNDER'S AWARD

- Jerry Serak Randy Moss Bruce Layland J.O. Tucker
- Fronk Daskalakis Bob Ebaugh Allegheny Supply United Sanitary Supply
- Peter Homan <u>State</u> Janitorial Supply

## JAN/SAN PRODUCT LINES

BABY CHANGING STATIONS BOTTLES (PLASTIC) ASI American Specialties, Inc. Bradley Corporation Continental Commercial Products Impact Products, LLC Impact Products, LLC M2 Professional Cleaning Products, Ltd. Meterpak, Inc. - Rubbermaid Commercial Pro Tolco Corporation

BROOMS & ACCESSORIES BAGS (PLASTIC LINERS) ACS Industries, Inc. American Brush & Chems Inc. BAGS (PLASTIC LINERS) Berry Plastic (BE Berry & Bellpak) al Bag Corporation - Inteplast Group Ltd. (IBS) North American Plastics & Chemicals Novelex - Pit Plastics, Inc. Plastic Products dba Sigma Specialty Films Republic Bag (C. Rubbermaid Comercial Products The Safety Zone, LLC American Brunk & Chem's Inc. Carlisol: Sanitary Maintenance Products Continential Commercial Products ( Golden Star Inc. - Impact Products, UC M2 Professional Cleaning Products, UC M2 Professional Cleaning Products, UC Malth Corporation - Maryland Bruch Company Reubermain Commercial Products - O'Dell Carporation Rubbermai Commercial Products - O'Dell Carporation

Chase Products Company Claire Manufacturing Company

Multi-Clean • Zep Distribution

**BLOWERS & FANS** 

BLACKBOARD/CHALKBOARD CLEANING PRODUCTS BRUSHES Idustries, Inc. • American Brush & Chems Carliste Sanitary Maintenance Products Caritie Sanitary Maintenance Products Continential Commercial Products Ettore Products Company - Golden Sarline, IPC Eagle - Impact Products, LtC Malth Corporation - Maryland Brush Compan Nexty Commercial Products D'Dell Corporation Rubbermaid Commercial Products Tokto Companion - Valeda Professional BLOWERS & FANS Airmaster Fan - General Floorcraft Jenny Products, Inc. - JPW Industries Makita USA, Inc. - Mastercard Industries, Inc. Mercury Floor Machines, Inc. Minuteman International - TPI Corporation



AEROSOLS

AEROSOLS Anti-Seize Technology - Chase Products Company Claire Manifacturing Company Fresh Products, LLC - Impact Products, LLC N2 Professional Genning Products, LLC Nilodor, Inc. - Rubernaid Commercial Products Seymour of Sycamore Warsaw Chemical - Zep Distribution

AIR FILTERS

Green Klean Vac Bags (A Source One Plus Co.) JPW Industries

ASH TRAYS ASI American Specialties, Inc. - AmerCareRc Carlisle Sanitary Maintenance Products Impact Products, LLC

Rubbermaid Commercial Products

ABSORBENTS & SPILL CONTROL Acme United Corporation Eagle Manufacturing Company Fresh Products, LLC • Nilodor, Inc. NPS Corp./Spilfyter • RyZun Ifety Corp. • SpillTech Environn Zep Distribution

ADHESIVES & SEALANTS oe Industries, Inc. • Alfa Tools voe industries, inc. - A rifa tools echnology - Brighton-Best Interna Chase Products Company laire Manufacturing Company eral Process Corporation (Gasoila) on Industrial - Linzer Products Newborn - Red Devil, Inc. ions • Seymour of Sycamore Zep Distribution



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al Products

CLEANING CHEMICALS

LEANING CHEMICALS Big Wipe (Syxamoe USA) Chase Podutts Company Instan Tower Professional Stoth Corp. Masterorafi Industries, Inc. • Meterpak, Inc. MISCO Products Corporation • Multi-Chean Warsaw Chemical Holdings LLC • Zep Distribution

CLEANING CHEMICALS (CARPET & UPHOLSTERY) Chase Products Company Caire Mundacturing Company Mastercraft Industrise, Inc. MISCO Products Corporation - Multi-Clean Nilodor, Inc. - Waves Chemical Holdings: LIC Zep Distribution CLOTHS (DUST, CLEANING & POLISHING)

AMMEX Corporation • Bio-Vert, LU Brighton-Best International

# CONTINENTAL



Cambridge Resources arlisle Sanitary Maintenance Products Continental Commercial Products re Products Company - Golden Star Inc Impact Products, LLC - IPC Eagle Impact Products, LLC - IPC Eagle Lambskin Specialities W2 Professional Cleaning Products, Ltd. Mercantel Development, Inc. (MDI) Nexstep Commercial Products on Abrachies (Sarri-Cobain Abrasives, Inn O'Dell Corporation Rubbermaid Commercial Products ByZun - Tuway Menrican Group Vieled Professional

CLOTHS (PAPER & NON-WOVEN) AmerCareRoyal - Brighton-Best International Essity - Georgia-Pacific Mercantile Development, Inc. (MDI) NPS Corp. - Rubbermaid Commercial Products RyZun - von Drehle Corporation

CORDS, CABLES & LIGHTS CORDS, CABLES & LIGHTS Arrow Industries, In c. Bayos Products Cambridge Resources - Century Wire & Cable Gardner Bender - Prime Wire & Cable, Inc. ProBuilt Professional Lighting Rayovac - Satos Products, Inc. Southwire Company, LIC Tower Manufacturing Grap. Votter, Power & Lighting Warner Manufacturing Company

# DEGREASERS Aervoe Industries, Inc. • Alfa Tools Wipes (Syxamore USA) • Chase Products Comp Claire Manufacturing Company • Dreumex Federal Process Corporation (Gasoila)

ndustrial • Mastercraft Industries, In Multi-Clean • RSC Chemical Solut Seymour of Sycar nical Holdings LLC

DISHWASHING CHEMICALS & COMPOUNDS Meterpak, Inc. • MISCO Products Corporation Multi-Clean • Warsaw Chemical Holdings LLC Zep Distribution

DISINFECTANTS Claire Manufacturing Company Green Kiean Vac Bags (A Source One Plus Co.) Meterpak, Inc. - MISCO Products Corporation Multi-Clean - Warsaw Chemical Holdings LLC Zep Distribution

DISPENSERS (PAPER PRODUCTS/SOAPS) CAPER PRODUCT IS/SOAPS) ASI American Specialities, inc. - Renally Corpora Continental Commercial Products Dreumex - Essity - Georgia-Padific Impact Products, ULC - Imopak Kutol Products, Cumpany M2 Professional Cleaning Products, Ltd. Nexstep Commercial Products • NPS Corp. Palmer Fixture Company Rubbermaid Commercial Products Tolco Corporation • von Drehle Corporation

DISPOSABLE CLOTHING (BOUFFANTS, BEARD & SHOE COVERS) AMMEX Corporation - Brighton-Best International ERB Industries, Inc. - Impact Products, LLC Protective Industrial Products (PIP The Safety Zone, LLC

Volk Protective Products West Chester Protective Gear • Zio-Up Products. LLC DOOR STOPS

anded Technologies - Impact Products, LLC Newcal, LLC (Fat Ivan Door Stopper) Tolco Corporation DRAIN OPENER Carlisle Sanitary Maintenance Products Fresh Products, LLC Instant Power Professional/Scotch Corp. Malish Corporation - Nilodor

Warsaw Chemical Holdings LLC Zep Distribution

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DUST PANS AS Industries, Inc. Carlies Santary Maintenance Poducts Golden Star Inc. - Impact Poducts, LIC AV Professional Channey Poducts, LIC du Porfossional Channey Poducts, LIC du Carporation - Nestep Commercial Products D'DEI Corporation Rubbermai Commercial Products Toko Corporation - Vietad Professional

DUSTERS

DUSTERS Continental Commercial Products Continental Commercial Products Re Products Company - Impact Products (PCGapt - Lambion Specialities VD Professional Gionning Products O'Del Copration Rubbernal Commercial Products alco Corporation - Nurwy American Group Wieda Professional

FIRE EXTINGUISHERS & SUPPRESSION Flame Guard USA • Logistics Supply • ORS Nasco

FLASHLIGHTS Sayco Products • Brighton-Best Internation Flexlite Safety and Defense ProBuilt Professional Lighting • Rayovac



FLOOR FINISHES & SEALERS FLOOR MACHINE PAD HOLDERS Claire Manufacturing Company Mastercraft Industries, Inc. MISCO Products Corporation - Multi-Clean Norton Abrasives (Saint-Gobain Abrasives, Inc.) ACS Industries, Inc. Carlisle Sanitary Maintenance Products General Floorcraft • Malish Corporation Mercury Floor Machines, Inc. Nexstep Commercial Products Phoenix Floor Care Warsaw Chemical Holdings LLC - Zep Distribution

FOODSERVICE DISPOSABLES AmerCareRoyal • Georgia-Pacific Konie Cups International, Inc. The Safety Zone, LLC • Western Plastics, Inc. FLOOR MACHINES General Floorcraft • Mastercraft Industries, Inc. Mercury Floor Machines, Inc. Minuteman International • NSS Enterprises, Inc.

Phoenix Floor Care

FLOOR MACHINE BRUSHES Carlisle Sanitary Maintenance Products General Floorcraft - Malish Corporation Maryland Brush Company Mercury Floor Machines, Inc. Nesstep Commercial Products

FLOOR MACHINE PADS AlS Industries, Inc. - America Mig. Company General Floorcaft - Impact Products, ILC Jambädin specialitis - Malsin Corporation Mercury Floor Machines, Inc. Netron Netrosvier, Stain-Goban Anzarves, Inc.) NSS futerprines, Inc. - 0'Dell Corporation Phoenite Riot Cere. - Toroya American Group Vilteda Professional

FURNITURE SLIDERS & FELT PADS

see Wholesalers

GLOVES (DISPOSABLE) GLOVES (DISPOSABLE) Americanergy a AMMEX Corporation Bots Manufacturing Company Brighton-Best International Chicago Protective Apparel (GKA) (action LeatherCraft Mg) - EB Industrie, Inc. (abal Gare Scherty Mg), no. Impact Products, ILC - Majentic Gore Protective Industrial Products (PIP) Revor (Bick Stafford) - 355 Safery Corp. The Safery Zone, ILC - Volk Protective Products West Chester Protective Fondusts

West Chest

GLOVES (NON-DISPOSABLE) Boss Manufacturing Company Brighton-Best International

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> **GRAFFITI REMOVER** GRAFFITI REMOVER Industries, Inc. - Big Wipes (Sycam Chase Products Company Claire Manufacturing Company MISCO Products Corporation Multi-Clean - Nilodor, Inc. w IISA Seymour of Sycamore • Zep Distribution

HAND DRYERS ASI American Specialties, Inc. Bradley Corporation • Dreumex Products, LLC • Palmer Fixture Company

HAND SANITIZERS Claire Manufacturing Company Deb USA, Inc. • Georgia-Pacific Kutol Products Company Multi-Clean • Zep Distribution

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HAND SOAP & SKINCARE Deb USA, Inc. - Dreumex - Essity Georgia-Pacific - Inopak Kutol Products Company MISSO Products Company Rubbernaid Commercial Products Waraw Chemical Holdings LLC Zep Distribution HEATERS

L.B. White • TPI Corporation ICE & SNOW REMOVAL PRODUCTS ompass Minerals • Kissner Gro Prime Wire & Cable, Inc. XYNYTH Manufacturing Corp.

INSECT & RODENT CONTROL Aervoe Industries, Inc. Chase Products Company Claire Manufacturing Company Deb USA, I.c. - Seymour of Sycan

LADDERS & SCAFFOLDING Guardian Fall Protection • Louisville Ladder Telesteps • Werner Co.

LAUNDRY Meterpak, Inc. • MISCO Products Corporation Warsaw Chemical Holdings LLC • Zep Distribution

LIGHT BULBS & LAMPS Century Wire & Cable • Prime Wire & Cable Satco Products, Inc. • Southwire Company LLC

LOCKERS Bradley Corporation • Eagle Manufacturing Waterloo Industries

LUBRICANTS & OILS

LUBRICANTS & OLLS Arene Induction, Inc. 4 Alfa Tools Anti-Seize Technology - Chase Poolucts Company Clare Manufacturing Company Federa Process Corporation (assola) Kryfon Industrial - Red Devil RSC Chemical Solutions - Seymour of Sycamore Warsaw Cheminal Holdings LLC - Wheeler-Rev Zep Distribution

MATERIAL HANDLING EQUIPMENT Carliels Suntary Mainteaure Products Continental Commercial Products Durham Manufacturing Edal Manufacturing Global Industria - Impact Products, LIC JPW Industris Rubbermaid Commercial Products Secural Products & A & Sheet Meail Wileda Professional

# Americo Mfg. Company - Andersen Company, The Checkers Safety Group/NoTax Durable Corporation - Expanded Technologies ProForm

MATS & MATTING

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HOPS (DUST) ACS Industries, Inc. - Bo Vert, LLC Carliels Santary Maintenance Poducts Continentia Commercial Poducts Golden Starlin. - Impact Poducts, LLG IPC Capie - Landenskin Specialities M2 Professional Cleaning Products, LLG Ibch Corporation - Acestip Commercial Poducts Developmental Commercial Poducts Burgy American Group Vieleds Professional

'impact

MOPS (WET) KS Industrie, Inc. Catilois Santar, Mainteauner, Poducts Continentia Commercial Products (Contential Commercial Products, UC IPC Saje - NJ Protosanal Gening Products, UC Nabid Corporation - Nexstrg Commercial Products O'Bl Corporation Babbermaid Commercial Products Units, Marrican Group Uleda Professional

ODOR CONTROL PRODUCTS & DEVICES Chare Probatics (Simpary Clerke Mandfortung Company Centionettal Commercial Products, LIC Impart Products, Lice Antico MisCO Products Control Fordung Nilodor, Inc. - Sina Corporation Antico Chemical Holdings; LIC - Zep Distribut

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PACKAGING PRODUCTS (See Packaging Section



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PAINT & PAINT PRODUCTS

Aervoe Industries Federal Process Corporation (Gasoila) Krylon Industrial - Linzer Products aryland Brush Company - Preval/Re-Grip Seymour of Sycamore Warner Manufacturing Company

PAPER (TOWEL & TISSUE) Essity • Georgia-Pacific • NPS Corp. von Drehle Corporation

PICKERS & GRABBERS (TRASH)

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PRESSURE WASHING EQUIPMENT lenny Products, Inc. • Mercury Floor Machines, Inc. NSS Enterprises, Inc.

RECYCLING CONTAINERS

M2 Professional Cleaning Products, Ltd. Nexstep Commercial Products Rubbermaid Commercial Products

ROBOTIC VACUUMS & CLEANERS

SANITARY NAPKINS & DISPENSERS ASI American Specialties, Inc Essity • Georgia-Pacific

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Makita USA Minuteman International

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SQUEEGEES (WINDOW)

SQUEEGEES (FLOOR)

ACS Industries, Inc. Carlisle Sanitary Maintenance P Continental Commercial Proc Products Company - Impact Products IPC Eagle - Lambskin Specialties orporation - Nexstep Commercial Pro Ico Corporation - Vileda Professional

STORAGE CABINETS & RECEPTACLES agle Manufacturing Company Durham Manufacturing all Products (A & A Sheet Metal) Waterlo

SURFACE PROTECTION chnologies • Surface Zip-Up Products, LLC

TAPES (ADHESIVE) Brighton-Best International Ige Resources - Cantech Indu: Electro Tape Specialties, Inc. Federal Process Corporation (Gasoila) urface Shields, Inc. • Zip-Up Products, LLC

#### TOILET SEAT COVERS & DISPENSERS merican Specialties, Inc. • Essity jia-Pacific • Impact Products, LLC The Safety Zone, LLC ASI Am

# TOOLS & FASTENERS

UPHOLSTERY CLEANING HAND TOOLS American Brush & Chems Inc lisle Sanitary Maintenance Pro ental Commercial Products lucts. LLC • Lambskin S

URINAL BLOCKS ntal Commercial Produ Is, LLC • Impact Produ

URINAL MATS lucts - Nilodor, In

URINAL SCREENS Continental Commercial Products h Products, LLC - Impact Products, L 2 Professional Cleaning Products, Ltd. Nilodor, Inc. - Tolco Corporation WizKid Products

# VACUUMS & ACCESSORIES Bissell BigGreen Commercia General Floorcraft Gean Vac Bags (A Source One Mastercraft Industries, Inc. Mercury Floor Machines, Inc.

WASTE RECEPTACLES

American Specialties Bradley Corporation

pact Products

tion • Vileda Pro

HOLESALERS/REDISTRIBUTORS As on Wholesal Supply Advantage Natinetance Products Ital y Ret Disorbators - Calico Destinutors, Inc. Joannod Paper Canayary - Lisondiant Joannod Paper Canayary - Lisondiant Joanno Savet Canayary - Lisondiant Unit Hill Mattek Paper Co. Logistici Supply Rehable Redistribution Resoure - R S Safety Ran Advantage - R Stohmer Co. Inc. papel Redistribution - The Walko Organization ASHROOM ACCESSORIES ASI American Specialties, Inc. Bradley Corporation - Dreumex Palmer Fixture Company Rubbermaid Commercial Products

WINDOW WASHING & ACCESSORIES

WET WIPES

eRoyal • Big Wipes (Syc Brighton-Best Internation

Federal Process Corporation (Gasoila) Georgia-Pacific

VHOLESALERS/REDISTRIBUTORS

Brighton-Best International nufacturing Company - Deb USA, Inc mex - Ettore Products Company

Inc. (MDI

IPC Eagle La

WIPERS (See Cloths









# **Safety Award Winners**

"River of Revenue" **Distributor Prize Winners** May 10-12, 2017

# Top \$ Volume of Orders Placed

First Place: ABCO Safety (Cincinnati, OH) Runner-Up: Supreme Safety, Inc. (Warminster, PA)

## Top # of Orders Placed

**First Place:** Supreme Safety, Inc. (Warminster, PA) Runner-Up: Accurate Safety Distributors, Inc. (Freeland, MI)

# Congratulations to our winners!



2016 Safety Distributor of the Year Libra Industries of Michigan Jackson, MI



2016 Safety Supplier of the Year SpillTech Environmental Alpharetta, GA



2016 Safety Excellence Award **Medique Products** Fort Myers, FL

www.DPASafety.com



# Past DPA Safety Award Winners!

DISTRI	BUTOR OF THE YEAR	SUPPL	IER OF THE YEAR
2008	Miller Safety & First Aid	2008	West Chester Holdir
2009	Sentry Safety Supply	2009	OK-1 Safety
2010	Safety First Services	2010	Logistics Supply
2011	Indiana Safety Co.	2011	R3 Safety
2012	USA Safety Supply	2012	Tingley Rubber
2013	Advanced Safety & Industrial Supply	2013	Radians
2014	Helco Safety Equipment	2014	ORS Nasco
2015	Benchmark Industrial Supply	2015	Global Glove & Safe
2016	Libra Industries of Michigan	2016	SpillTech Environme

#### 2016 SpillTech Environmental

gs

## **EXCELLENCE AWARD**

2008	Kellie Hoffmeister, Panda
2009	The Andersen Company
2010	Charlie Hall, Marshal Safety
2011	Abco Safety
2012	Supply Line Direct
2013	Global Glove & Safety
2014	West Chester Protective Gear
2015	Majestic Glove
2016	Mediaue Products



# SAFETY PRODUCT LINES

APRONS Chicago Protective Apparel (CPA) ERB Industries, Inc. Impact Products, LLC • Majestic Glove Protective Industrial Products (PIP) The Safety Zone, LLC Tingley Rubber Corp.

West Chester Protective Gear

ARC FLASH **CLOTHS & RAGS** Neese Industries, Inc. Cambridge Resources Continental Commercial Products Lambskin Specialties Mercantile Development, Inc. (MDI) Nexstep Commercial Products

CALIBRATED GAS

CHAIN & ROPE

Norton Abrasives (Saint-Gobain Abrasives Inc.)

O'Dell Corporation Rubbermaid Commercial Products

Vileda Professional CLOTHS

(PAPER & NON-WOVEN)

Mercantile Development, Inc. (MDI) NPS Corp. / Spilfyter

Rubbermaid Commercial Products RyZun • von Drehle Corporation

ARM PROTECTION Impact Products, LLC Impacto Protective Products Inc. Protective Industrial Products (PIP) Revco (Black Stallion) The Safety Zone, LLC • Tingley Rubber Corp.

BATTERIES

R3 Safety • Rayovac

#### **BLOWERS & FANS** COOLING & HEATING APPAREL ELECTROLYTE BEVERAGES Ergodyne • Global Glove & Safety Mfg., Inc. Majestic Glove • Neese Industries, Inc. Makita USA, Inc. • Mastercraft Industries, Inc.

CORDS, CABLES & ACCESSORIES Aervoe Industries, Inc. • Bayco Products Cambridge Resources • Century Wire & Cable

ProBuilt Professional Lighting • Rayovac

DISPOSABLE CLOTHING

# Brighton-Best International Protective Industrial Products (PIP)

West Chester Protective Gear ELECTRICAL SAFETY LJM Equipment Co. Protective Industrial Products (PIP) REED Instruments • SAS Safety Corp EMPLOYEE SCREENING

ERGONOMICS

Custom LeatherCraft Mfg. ERB Industries, Inc. Ergodyne • Impact Products, LLC OccuNomix • Preval/Re-Grip The Safety Zone, LLC

EYE PROTECTION Boss Manufacturing Company Brighton-Best International • Edge Eyewear Global Glove & Safety Mfg., Inc. Protective Industrial Products (PIP) Radians • SAS Safety Corp.

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#### FIRST AID Acme United (Pac Kit First Aid)

Mediaue Products Protective Industrial Products (PIP) Volk Protective Products

FLASHLIGHTS Bayco Products • Brighton-Best International Flexiite Safety and Defense ProBuilt Professional Lighting • Rayov



with Ammex

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#### FOOT PROTECTION HAND PROTECTION (NON-DISPOSABLE GLOVES) **Boss Manufacturing Comp**

Impact Products, LLC Impacto Protective Products In Tingley Rubber Corp.

HAND PROTECTION (DISPOSABLE GLOVES) AmerCareRoyal • AMMEX Corporatio

Boss Manufacturing Company Brighton-Best International Custom LeatherCraft Mfn ERB Industries, Inc.

Global Glove & Safety Mfg., Inc Protective Industrial Products (PIP) Revco (Black Stallion) • SAS Safety Corp.

Volk Protective Products

West Chester Protective Gear

Deb USA, Inc. • Dreumex • Essity Georgia-Pacific • Inopak

Palmer Fixture Company Rubbermaid Commercial Products Zen Distribution

Brighton-Best International

Chicago Protective Apparel (CPA

ERB Industries, Inc.

Impact Products, LLC

LJM Equipment Co. • Majestic Glove

OccuNomix

Protective Industrial Products (PIP)

Radians • Revco (Black Stallion)

West Chester Protective Gear

HAND PROTECTION

(NON-GLOVE)



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MIRRORS The Safety Zone, LLC

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RACKS

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MATERIAL HANDLING

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Durham Manufacturing • ERB Industries, Inc. Horizon Manufacturing (Rack'Em Racks) Tolro Corporation • Werner Co

LEG PROTECTION

# Chicago Protective Apparel (CPA

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TARPS, BLANKETS & CURTAINS Eagle Industries • Steel Guard Safety Zip-Up Products, LLC

#### (ADHESIVE & REFLECTIVE)

AmerCareRoyal • Big Wipes (Sycamore USA) Brighton-Best International

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Gardner Bender • REED Instruments Southwire Company LLC

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WHEEL CHOCKS & SPEED BUMPS Aervoe Industries, Inc. Durable Corporatio Eagle Manufacturing Company

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"River of Revenue" Distributor Prize Winners May 10-12, 2017

Top \$ Volume of Orders Placed

First Place: Hartville Contractors Supply (Hartville, OH) Runner-Up: **Advanced Industrial Solutions** (Collinsville, OK)

Top # of Orders Placed

First Place: Advanced Industrial Solutions (Collinsville, OK) Runner-Up: **Hartville Contractors Supply** (Hartville, OH)

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2016 Industrial Supplier of the Year Makita USA Mt. Prospect, IL



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# **DISTRIBUTOR OF THE YEAR**

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2015 International Fasteners 2016 Makita USA

# **EXCELLENCE AWARD**

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2016	Aervoe Industries

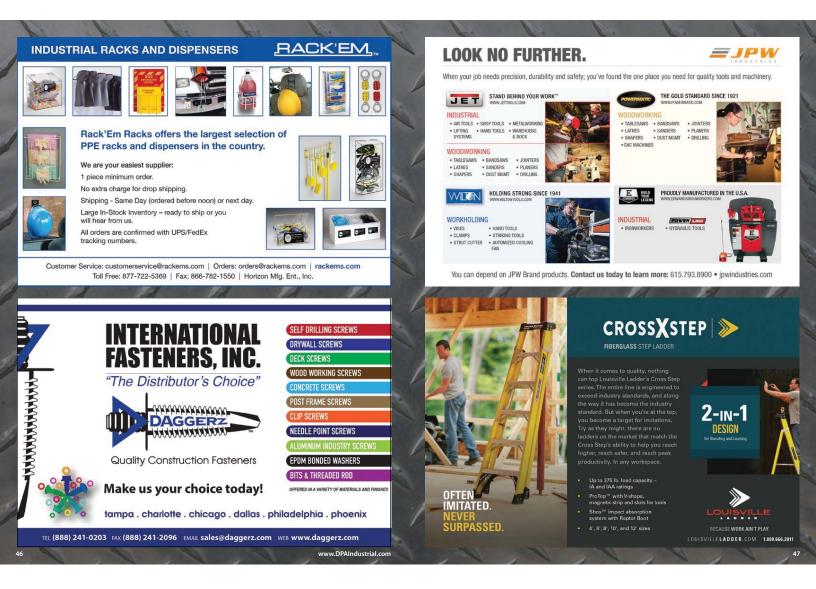
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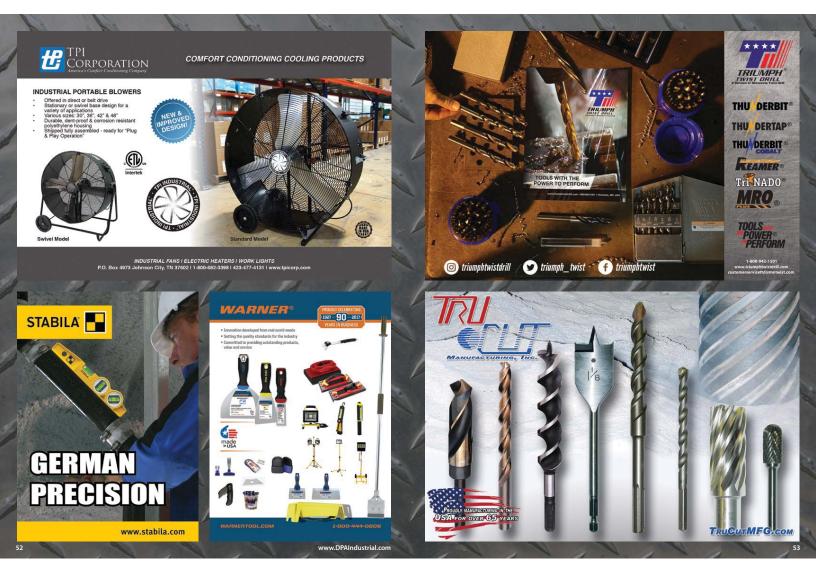














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Questions/Suggestions: Don Reycroft, VP of Public Safety

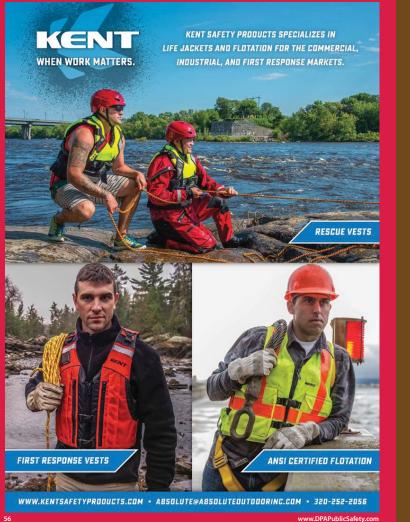
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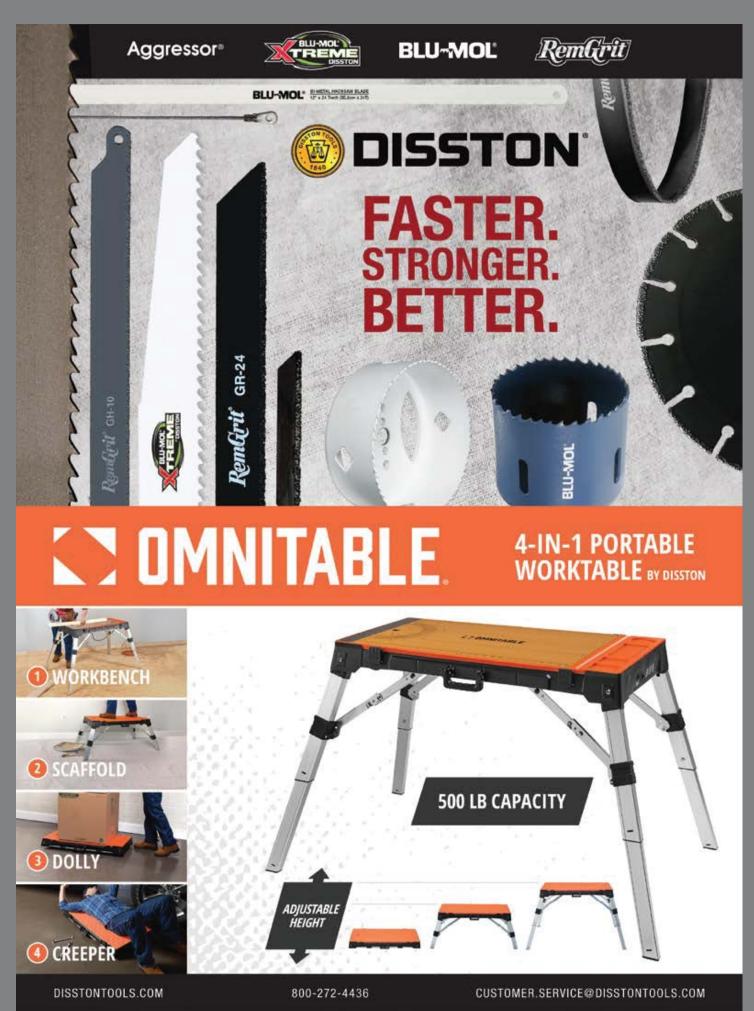
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