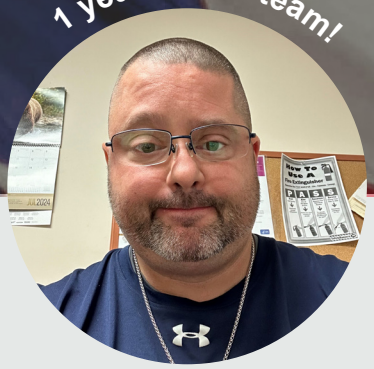
AMERICAN PRODUCERS SUPPLY

Theres a blue star (★) hidden somewhere in this newsletter. Try and find it!

August 2024

NEWSLETTER



A MOMENT WITH

Wixom Outside Sales : Steven Bates

1. *What is the one thing you cannot resist?* ***Pop***
2. *What is your greatest fear?* ***Snakes***
3. *What is the best vacation you've taken?* ***St. Lucia with my wife***
4. *What's the weirdest job you've ever had?* ***Farmer Jack Cart Guy***
5. *Favourite Movie or TV Show?* ***Chicago PD***
6. *Tell us something that might surprise us about you.* ***Became a grandpa at 43***
7. *If you could learn to do anything what would it be?* ***Play guitar***
8. *What's your favorite indoor/outdoor activity?* ***Bowling / golfing***
9. *What is the first concert you attended?* ***Boyz II Men***
10. *If you could meet anyone, living or dead, who would it be?* ***Tiger Woods***







WHAT'S INSIDE?

See what American Producers has been up to, flip through and check it out!

Page 1: Message from Joe Wesel

Page 2: Our Vision, Mission, and Values

Page 3: Location Spotlight - Martinsburg

Page 4: Wellness Winner - APS Word Search

Page 5: Health & Safety - Fall Protection

Page 6: Fleet Safety: Stay Safe in The Heat: Tips For Drivers

Page 7: Kalkreuth Amateur Golf Championship

Page 8: DeWalt Lunch - Nucor Fall Protection

Page 9: Behind The Scenes - Marietta Warehouse

Page 10: Latest Sales Promotions

Back: Employee Anniversaries and New Employees

5 STAR REVIEW - CINCINNATI

Always very helpful in searching down and obtaining tough to find tools. Takes a few days to get them due to shipping but they are excellent in results. Good retail pricing but best to catch sale specials!!!

-Daniel R.



Cincinnati Show Room



2024 Elevate Your Business!!

From our President

Joe Wesel

July has been an exciting month for the company. On June 28th we successfully completed the addition of Heiston Supply to our group of locations. The location in Martinsburg, WV adds a key area to our geographic footprint. Jeff Petrucci, the owner, is part of a fourth-generation company that started in 1896!! That is two years prior to the start of American Producers. Heiston Supply was a hardware store for multiple years but they have migrated to primarily industrial and construction sales with a big emphasis on concrete related sales including rebar and wire mesh. They even have their own rebar bending equipment for custom rebar bending.

This location is also very close to an Orgil warehouse that has over a million square feet of hardware supplies and we will now have access to that inventory for a lot of non-stock items at very competitive prices. Please Welcome Jeff, Kelly, Greg and the whole team as we work toward integration into our system over the next several months.

We have put a huge emphasis on selling out old inventory to free up space and improve cash flow since sales and margin have been running behind budget. We need everyone's help to tackle this project. I guarantee that if you look through the list you can find something for a customer that they can use at a good price. Set a personal goal of one item a day or 5 per week. Please help.

I promised in an earlier letter to share the AD Way core values.

2.) DO THE RIGHT THING ALWAYS

Demonstrate an unwavering commitment to doing the right thing in every action you take and every decision you make, even when no one's looking. Always tell the truth, when you make a mistake own up to it, apologize and try to make it right.

We must continue looking for new and existing opportunities to get back to budget, we are getting closer so keep working!!!

Lastly, many employees are taking vacations this time of year. Please be safe and watch out for others when traveling!

Let's be safe in 2024!!

Sincerely

Joseph Wesel II

President

AMERICAN
PRODUCERS SUPPLY



OUR VISION

American Producers Supply will be the most respected supplier in the eyes of its targeted customers.

OUR MISSION

Our mission is to be the Supplier of Choice for our targeted Industrial, Construction and Oil Field customers. We will provide excellent product availability, quality and technical service through each of our locations creating economic value for our customers. This will be accomplished by maintaining a highly-qualified sales force and operating an efficient distribution and supply network.

OUR VALUES

Integrity - We will let ethics and honesty govern our dealings with Customers, Employees, Suppliers, and our Company.

Commitment - The dedication to do everything we can to help American Producers Supply be a success by working harder and smarter than our competitors.

Professionalism – Be proud to be a professional working in Industrial, Construction and Oil Field supplies distribution. Treat others with respect and as you would like to be treated.

Team Work – None of us is as smart as all of us. Make a consistent effort to help everyone succeed for mutual benefit of all involved.

Profitability – Attention to our financial success will support and sustain our growth and our future as we manage our sales and costs each day.

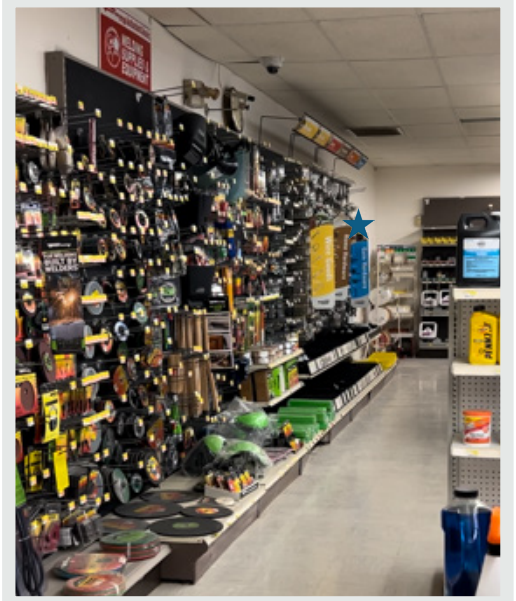
Safety – We create an environment that minimizes danger and risk or injury.

LOCATION SPOTLIGHT
WELCOMING THE MARTINSBURG BRANCH



TIME FOR EXPANSION

The decision to expand into a new location was driven by our desire to broaden our reach and enhance our presence in the market. This move allows us to tap into new customer bases and strengthen our brand. This milestone is a testament to the hard work and dedication of each of our team members.



MARTINSBURG BRANCH
Location Spotlight

It's official! **We have a new location!**

Located on **36 Variform Drive**, we are proud to welcome the **Martinsburg branch**. This expansion not only underscores our commitment to serving our customers but also opens up new opportunities for all of us as a team.



WELCOMING NEW TEAM MEMBERS

We're excited to introduce the Martinsburg Branch's team:

Greg Vanmetre: Sales

Kelly Dorsey: Sales

Jeffrey Petrucci: Branch Manager

Chris Poe: Sales / Delivery

John Ishway: Sales / Delivery

WELLNESS WINNER - APS WORD SEARCH



THIS MONTHS **WELLNESS WINNER** IS **ALI JAITEH!**

Congratulations Ali on winning the wellness drawing! Enjoy your well-deserved reward and continue to prioritize your wellness journey!

APS WORD SEARCH
Vendor Edition

G T M G R N H F S X T K X K G H V C X L
G U O W E O W B W J R F R D C U J O H X
V N R R B A H H E I R U W S M I A I F A
I R S M G O R V U B N M H W D E U R V N
Q I E W S R T W F L O J I X V Z T U R J
P D G R H R F M R B V S D L V I R A V J
P G H R A V F Q A E K B C N W M U V B S
I I Z V B W Q U O W N U S H I A O R O O
K D P O I U N H S O C C S L D D U L P Z
F R X J W S R O F D X C H E M G L K W S
Y S Y Y P R T C W C E G J B A X N V E K
P O N H R S H V A X B W B E P R V N Q E
I K B Z J Z B H G O P F A L T F O T E F
K K K V C W U K N Q U W K L F A H C V K
U X O X S M C C O V U P E G T L C B K K
Z Q O T T T G B R R G G E P U L O V G P
Q A W K G L I I P J G O H L G T T Y H R
Z R J H Z S V H W C S O F G Z E L K R Z
J F N T C J G F L H L Z L L E C Y T G B
G K R O H F F T Z C V H R N Z H Z V X S

GearWrench
DeWalt
Bosch
Milwaukee
Ridgid
Morse
FallTech
Metabo
Stihl
3M

For the answer key, email alannac@americanproducers.com

MENTAL HEALTH TIPS

Establish a Routine: Having a daily routine can provide a sense of structure and stability, which is important for mental well-being.

Stay Active: Regular physical activity has been shown to have a positive impact on mental health. Find activities you enjoy and make them a regular part of your week.

Eat Well: A balanced diet can contribute to good mental health. Try to eat nutritious meals and limit your intake of processed foods and sugars.

Get Enough Sleep: Sleep plays a crucial role in mental health. Aim for 7-9 hours of quality sleep per night.

Stay Connected: Maintain relationships with friends and family. Social support is important for mental health, so make time for meaningful connections.

Falls

The 4 A's of Fall Prevention

To Keep Safe

ASK yourself before beginning your work:

- Is a fall protection plan in place?
- Are you trained in and using proper fall protection equipment?
- Are fall prevention systems like guardrails in place?
- Are you maintaining three points of ladder contact at all times?
- Are you working on a ladder outdoors in windy or inclement weather? Don't!
- Is the base of the ladder on a firm, solid surface?
- If on scaffolding, does it meet OSHA's scaffolding standard?

Be AWARE Keep an eye out for possible hazards:



- Tears in the carpeting
- Spills on the floor
- Obstacles blocking a walkway
- Clutter on stairs
- Cords trailing on the floor

ADDRESS the hazard Don't assume someone else is taking care of it:

- Make sure there's adequate lighting
- Clean up manageable spills
- Find out what's causing it and report
- Alert whomever is in charge



ALWAYS keep safety top of mind:

- Don't walk too fast
- Don't carry anything that obstructs your view
- Watch where you're going – even in familiar areas
- Avoid distractions like cell phones
- Wear proper footwear
- Use ladders to reach heights – never boxes or chairs
- Look out for changes in elevation
- Take care when ground is wet or icy
- Report every fall, even minor slips



Falls to a lower level is the second leading cause of workplace fatalities.

nsc
National Safety Council

Visit nsc.org for more resources.

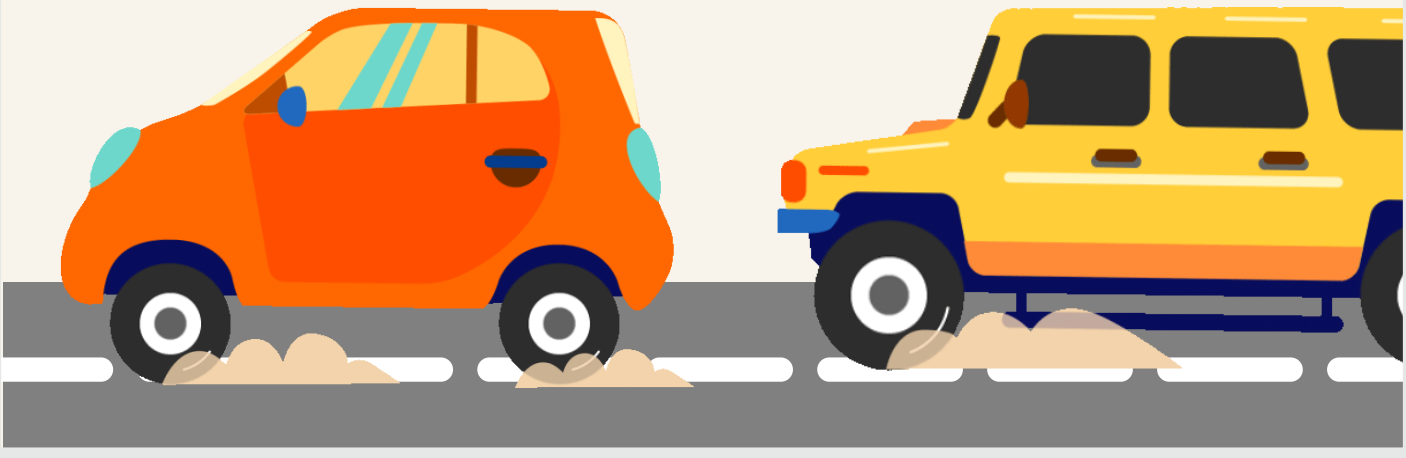
Stay Safe In The Heat

Tips For Drivers

During hot summer days, vehicle interiors can quickly heat up to dangerous levels, particularly if left in the sun. This poses a significant risk for drivers, affecting both comfort and safety. Prolonged exposure to high temperatures not only leads to discomfort but also impairs your ability to operate vehicles and equipment safely. **The effects of heat, such as exhaustion, fatigue, rapid heartbeat and fainting,** can gradually build up, making it crucial to take preventive measures.

To stay safe, stay hydrated, keep cool, take breaks in shaded areas, and wear light, breathable clothing. By staying aware and taking proactive steps, you can minimize the risks associated with heat exposure and ensure safer driving conditions for yourself and others.

- Watch for fatigue, dizziness, headaches, and muscle cramps.
- Use AC or open windows, rest in shaded areas, and wear light clothing.
- Drink water regularly to combat heat's effects.
- Address symptoms promptly to prevent worsening conditions.
- Effects can accumulate unnoticed, especially in enclosed vehicles.
- Afternoons are hottest; caution is crucial during heat waves.



SHOWS & EVENTS
KALKREUTH AMATEUR GOLF CHAMPIONSHIP



KALKREUTH AMATEUR GOLF CHAMPIONSHIP

July 27th - 28th, 2024

We know how loved the sport of golf is within our organization, so we are happy to say that we **sponsored the Kalkreuth Amateur Golf Championship!** We are honored to have contributed to this event's success and the growth of golf in our community.

The **Kalkreuth Amateur Golf Championship**, formerly known as the Stoney Hollow Tire Amateur Golf Championship is held annually at the Arnold Palmer and Robert Trent Jones, Jr. golf courses at Oglebay Resort. Since 1999, it stands as a cherished tradition in the Ohio Valley, representing the pinnacle of amateur golf tournaments in the tri-state area.

SPONSORING FOR A CAUSE

Our sponsorship of this event goes beyond promoting sportsmanship and community engagement; it directly supports the vital services provided by Easterseals Rehabilitation Center WV.

Easterseals Rehabilitation Center helps children with developmental, physical, and sensory challenges through their outpatient medical rehabilitation services, including physical medicine and rehabilitation, speech therapy, occupational therapy, and physical therapy.



Justin Verbosky from DeWalt, and Greg Lipscomb

DEWALT LUNCH & LEARN

On **July 11, 2024**, DeWalt's Justin Verbosky treated our **Huntington Branch's** sales staff and customers to an engaging lunch & learn filled with insights and demonstrations. Held over breakfast and lunch, the session served as a platform for APS and DeWalt to introduce and showcase the latest line of products.

The event wasn't just about presentation; it was an interactive experience where attendees had the opportunity to see the products in action. Justin Verbosky's demonstrations provided first-hand insight into how these tools can enhance productivity and efficiency in various applications, garnering enthusiastic responses from the audience.



Pat McCloskey instructing Nucor employees on fall protection

NUCOR STEEL FALL PROTECTION

June 28th, 2024

Our **Huntington branch** welcomed a team of six dedicated maintenance employees from Nucor Steel for a day focused on enhancing safety practices. The visit, spearheaded by **Pat McCloskey** and **Tom Heffner**, featured demonstrations aimed at improving fall protection protocols and ensuring the meticulous certification of chain slings.

The collaborative effort between Nucor Steel and our Huntington Branch exemplifies the industry's dedication to continuous improvement and safety excellence. By facilitating knowledge-sharing and hands-on learning opportunities, such initiatives not only enhance operational efficiency but also prioritize the well-being of employees, ensuring a secure working environment.

BEHIND THE SCENES
MARIETTA WAREHOUSE



Warehouse Team loading trucks for deliveries

DELIVERY HUB

Our Marietta Branch Warehouse serves as one of our main delivery hubs. Positioned centrally within our network, it is a point for optimizing delivery routes and ensuring swift, reliable service to our customers.



Derek Kiggins & John Erb checking in product

BEHIND THE SCENES
Marietta Warehouse

Welcome to the Marietta Warehouse!

This facility plays a crucial role in our mission to deliver exceptional service to our customers across all of our territory.


Dave Burke cycle counting


Haley Little, James Little, and Jacob Butler in the recieving bay

EFFICIENCY IN EVERY AISLE

Marietta's warehouse excels in space utilization, inventory management, and streamlined workflows. However, none of this would be possible without the dedication and expertise of our Marietta Warehouse team. Their efficiency and professionalism reflect our company's values and contribute significantly to our overall success.

LATEST SALES PROMOTIONS
CHECK THEM OUT!





DEWALT IMPACT DRIVER SPECIAL (SSS™)
While Supplies Last

RIDGID SALE FLYER
While Supplies Last

HONEYWELL GLOVE SALE
While Supplies Last

TILLMAN WELDING GLOVES SALE
While Supplies Last



LIFTALL RATCHET STRAP SALE
While Supplies Last



OLFA SLIDE-LOCK KNIFE SALE
While Supplies Last

AMPRO FASTNERS SALE
While Supplies Last





JOBOX ALUMINUM BOX SALE
While Supplies Last



GAURDIAN BIG BOSS LANYARD SALE
While Supplies Last

EMPLOYEE OBSERVANCES

ANNIVERSARIES

Bill Johnston: Marietta, Outside Sales
39 Years

Bill Terlosky : Marietta, Sales Supervisor
38 Years

Jeff Cooper: Marietta, Inside Sales
30 Years

Chris Roach: Marietta, Outside Sales
29 Years

John Scott: Marietta, Warehouse
27 Years

Gabe Davis: Marietta, Operations Manager
24 Years

Angie Baker: Marietta, Accounting
23 Years

Dave Carroll: Pittsburgh, Inside Sales
23 Years

Shaun (Jr) Morrison: Columbus, Sales Manager
14 Years

Mike Sundstrom: Marietta, Operations Manager
13 Years

John Groene: Cincinnati, Outside Sales
13 Years

Don Perkins: Cincinnati, Inside Sales
13 Years

Dennis Agosta: Lancaster, Inside Sales
10 Years

Tim Laba: Cincinnati, Outside Sales
9 Years

Brian Riddlebarger: Columbus, Warehouse
8 Years

Michael Adkins: Huntington, Warehouse
7 Years

George Litman: Marietta, Warehouse
7 Years

NEW EMPLOYEES

Gillian Anderson: Marietta, Tool Repair Assistant

Greg Vanmetre: Martinsburg, Sales

Jeffrey Petrucci: Martinsburg, Branch Manager

John Ishway: Martinsburg, Sales / Delivery

Kelly Dorsey: Martinsburg, Sales

Chris Poe: Martinsburg, Sales/ Delivery

Edward Aaron: Columbus, Driver
6 Years

Nick Brady: Wixom, Branch Manager
4 Years

Anthony Tura: Pittsburgh, Warehouse Manager
4 Years

Walt Morris: Marietta, Warehouse
2 Years

Tres Wilks: Huntington, Inside Sales
2 Years

Frank Proulx: Cincinnati, Inside Sales
2 Years

Jeremy Benton: Marietta, Purchasing
1 Years

Jon Wood: Marietta, Purchasing
1 Years

Jacob Durcholz: Ferdinand, Warehouse
1 Years

Adam Cawthon: Glasgow, Inside Sales
1 Years

George Kotalic: Huntington, Driver
1 Years

Cody Blum: Huntington, Warehouse
1 Years