AMERICAN PRODUCERS SUPPLY

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

August 2024

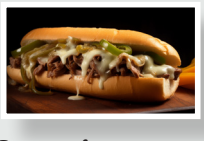
NEWSLETTER

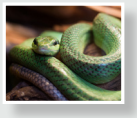


A MOMENT WITH

Marietta Tool Repair : Gillian Anderson

1. *What is the one thing you cannot resist?* ***A REAL good Philly Cheesesteak***
2. *What is your greatest fear?* ***Hospitals***
3. *What is the best vacation you've taken?* ***Port St. Lucie. FL***
4. *What's the weirdest job you've ever had?* ***Boarding Facility Supervisor***
5. *Favourite Movie or TV Show?* ***Inglorious Bastards***
6. *Tell us something that might surprise us about you.* ***I LOVE snakes***
7. *If you could learn to do anything what would it be?* ***Invisibility***
8. *What's your favorite indoor/outdoor activity?* ***8 Ball Pool***
9. *What is the first concert you attended?* ***Warren Zeiders***
10. *If you could meet anyone, living or dead, who would it be?* ***Tom Petty***







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: Behind The Scenes - Marietta Tool Repair

Page 4: Behind The Scenes - Huntington & Wixom Tool Repair

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Page 8: Sales Success Stories

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Page 10: Latest Sales Promotions

Back: Employee Anniversaries and New Employees

5 STAR REVIEW - GLASGOW

"Prices are fair and staff is excellent. They have a huge selection of products and the guys they have running deliveries are great. If they don't have something you need that day, they can get it to you the next day usually. Lowe's can't even do that."

-Biff W.



Glasgow Branch



2024 Elevate Your Business!!

From our President

Joe Wesel

August continues to show signs of a mediocre business climate. This exemplifies the fact that we need to be aggressively attacking any business opportunity. As of August 20th our sales month to date compared to last August are slightly up at 2.37% higher. And Gross Profit dollars are basically the same at up 1%. Year to date our sales are off 2.13% which is about 1 million behind last year. Our goal will be to close the gap on this as we approach the end of the year.

We continue the transition of Heiston into our computer system and have certainly taken advantage of the Orgil warehouse to gain some sales. Jeff and his team have got off to a great start with some excellent sales and very strong margin. Something we can all learn from.

Switching gears, I feel we have not taken advantage of our Health Care Center and utilizing our PersonalCARE advocates to help with everything from prescription drug cost savings to finding services at significant cost savings. The number to call is:

1-800-724-8802

Please use this number to help yourself with medical expense cost savings!

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

3.) BE A FANATIC ABOUT RESPONSE TIME

People expect us to respond to their requests and concerns promptly, whether it's in person, on the phone,or by email. This includes simply acknowledging that we're on it as well as keeping those involved continuously updated on the status of outstanding issues.

It is back to school so lets make sure we are being extra cautious for children near the highway.

Please stay focused on the 5 years and older inventory sheet we need 100% participation to keep moving this out! Thanks to the many that have helped already.

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.

BEHIND THE SCENES
MARIETTA TOOL REPAIR

MARIETTA TOOL REPAIR
Behind The Scenes

Marietta's Tool Repair Department offers a range of services to keep our customers tools in excellent working condition.

- Warranted and Non-Warranted tool repair / service
- Authorized service center for Enerpac, DeWalt, Milwaukee, Stihl, Husquavarna, CM, and more


Wade Tidd working on a tool


Jeff Enlow - Tool Technician

THE POD

Marietta's Tool Repair Department manages a bustling workflow with a daily exchange of pods from the main warehouse. These pods arrive and depart twice a day at 8:30 AM and 1:30 PM. Here's a peek into what happens inside these pods and some behind-the-scenes details of our process.


The pod full of tools / items

WHATS RECIEVED

- **Tools Needing Repair:** We get tools from all our branches that need attention.
- **Parts for Stock and Repairs:** Essential components for both our inventory and repair needs.
- **Miscellaneous Items:** Any additional items necessary for running the Training/Repair Center.

WHATS SHIPPED OUT

- **Repaired Tools:** Tools that have been fixed and are ready to go back into service.
- **Parts for Transfers:** Components being moved between locations.
- **Third-Party Repair Tools:** Tools from local customers sent out for external repair.
- **Shipping Documentation:** Ship tickets for processing and customer purchase orders (POs) to be scanned into our system.

FUN FACTS

- Aside from Dewalt and Milwaukee, every non-stock part on repair tickets is price-verified through the vendor. On average, a repair involves eight parts, but there has been as many as 40 parts for a single repair. This process often requires entering the same part number at least three times.
- Warranty Submissions is the most time-consuming task, involving meticulous tracking and documentation.
- Marietta's tool repair department handles their own stock and non-stock parts, ensuring everything is properly organized and readily available.



Gillian Anderson - Tool Repair Assistant at the tool repair front desk

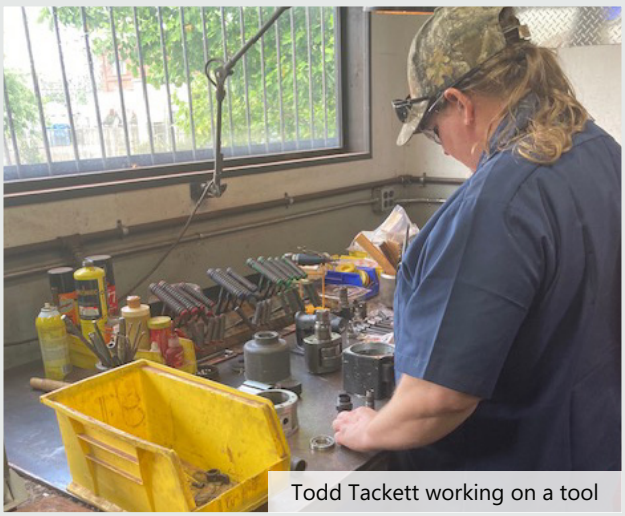
WIXOM TOOL REPAIR
Behind The Scenes

Unlike our other branches, Wixom is dedicated solely to hand tools, ensuring a focused approach to service and repair.

- **Precision Repairs:** Wixom's Tool Repair Department takes pride in our detailed and precise repair work, ensuring each tool meets the highest standards of functionality and durability.
- **Specialized Knowledge:** The team's deep knowledge of hand tools allows them to address specific issues efficiently, providing expert care for every item we service.
- **Tool Variety:** Despite focusing solely on hand tools, Wixom's Tool Repair handles a wide range of makes and models, from everyday essentials to specialized equipment.
- **Customer Satisfaction:** Wixom's dedication to hand tools results in high customer satisfaction.



Huntington Tool Repair Workbench



Todd Tackett working on a tool

HUNTINGTON TOOL REPAIR
Behind The Scenes

Our Huntington Branch specializes in repairing a range of tools and systems, including pneumatic and hydraulic tools, and is also equipped to handle annual maintenance for rail car jacks ranging from 60 to 100 tons.

In addition to the repair services, Huntington offers rigging, sling-manufacturing, on-site calibrations, and inspection services to help customers maintain the precision and safety of your equipment. Their expertise extends to servicing paint systems, tailored to meet the specific needs of our customers.



Jeremy Gooderham

American Heart Association.
Healthy for Good™

How Sleep Affects Your Health

1 in 3 adults don't get enough sleep.

How much *sleep* do you need?



Most adults need 7 to 9 hours of sleep each night. Kids and teens need even more. Yet the average high school student gets only 6.5 hours per school night, and about 20% get 5 hours or less!

Poor *sleep* may put you and your health at higher risk for:

- Alzheimer's disease
- Cardiovascular disease
- Cognitive decline and dementia
- Depression
- Diabetes
- High blood pressure
- High blood sugar
- High cholesterol
- Infections
- Obesity

Poor *sleep* can cause:

- Accidents
- Breathing problems
- Hormone imbalance
- Memory and cognitive issues
- Increased appetite and unhealthy eating
- Inflammation
- Stress
- Weight gain

Benefits of good *sleep*

- Healing and repair of cells, tissues and blood vessels
- Stronger immune system
- More creativity and productivity
- Improved mood and energy
- Better brain function including alertness, decision-making, focus, learning, memory, reasoning and problem-solving
- Healthy growth and development for kids and teens
- Better ability to build muscle
- Quicker reflexes
- Less risk of chronic disease

Remember:

7 to 9 will help you feel fine,

so get your ***ZZZs!***

Learn more at **heart.org/Sleep**.

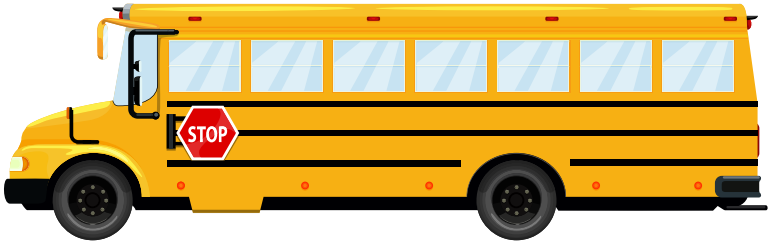
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FLEET SAFETY
BACK TO SCHOOL



Watch for Pedestrians & Riders

- Scan for pedestrians, bicyclists, scooter riders, and skateboarders. Children may be difficult to see behind large vehicles.
- Be cautious as children can be impulsive, taking risks without looking both ways or being distracted.
- Pay extra attention in school zones, residential areas, playgrounds, and parks, especially in poor visibility conditions.
- Don't block crosswalks when stopped at red lights or waiting to turn, as it forces children into traffic. Yield to pedestrians in school zones with flashing warning lights.
- Avoid startling children in crosswalks with your horn or engine revving. Wait patiently for them to cross.
- Give a wide berth to children on bikes, scooters, or skateboards. Pass them slowly and smoothly, and do not attempt to pass if there isn't enough room.
- Use turn signals and allow riders to pass before making turns. Be aware that children may suddenly swerve or brake.



School Zone Rules

- Traffic patterns around schools might have changed since last year. Adhere to posted speed limits and be ready to brake; school zone limits are typically 25 mph but can vary.
- Follow all school zone warning signs and crossing guard instructions. Proceed cautiously when crossing guards return to the sidewalk and lower their stop sign.
- Be alert for inexperienced teenage drivers and new school bus drivers. Set a good example by driving safely.
- Anticipate heavy traffic near schools and avoid peak times if possible. Car line delays can extend beyond school zones, creating hazards for other motorists, especially large commercial vehicles. Slow down and be patient if you encounter backups.



Respect The Yellow Bus

- It's illegal to pass a school bus that has stopped to load or unload children.
- Keep a safe distance from the bus, as children are most at risk within a 10-foot perimeter. Watch for late-arriving children who may dart into the street.
- Remain stopped until the bus's red lights stop flashing and the stop sign is withdrawn.
- Follow school buses at a safe distance and be aware they make frequent stops and must stop at railroad crossings.

Allow Extra Time

Expect longer travel times due to increased school and college-related traffic. School buses, parent drop-offs, new drivers, and college students will all contribute to congestion. Allow more time for familiar routes to manage the increased traffic and reduce frustration.

Following these practices will help ensure safety and smooth traffic flow during the back-to-school season.

SHOWS & EVENTS
MILWAUKEE LUNCH & LEARN



MILWAUKEE LUNCH & LEARN

August 1st, 2024

Near our St. Albans branch, Milwaukee hosted a furnished lunch & learn for our customers.

Throughout the day, Milwaukee showcased an impressive display of their latest products and treated our customers to a delicious lunch. The session included insightful discussions on the standout features of Milwaukee tools, providing valuable knowledge and hands-on experience. Thanks to Milwaukee for a great event and to everyone who attended!

COMPLIMENTS TO THE DRIVER

A citizen complimented one of our **Ferdinand drivers** on their safe and courteous driving:

"I wanted to compliment your employee/ driver this morning in Spencer County, Indiana. I was following them heading South on the Fulda Shortcut and they were driving safely and following the speed limit. Thank you for having a safe and cautious employee. We need more employees like that in the world."

This feedback reflects well on our company's commitment to high standards of service and road safety.



Ferdinand Box Truck



SALES SUCCESS STORIES
HONORING OUR SALES TEAM

PITTSBURGH BIG SALE

Yvonne Taylor secured **over $10,000** in orders for a Ridgid Threading Machine and related parts from a major manufacturing company. This achievement was particularly notable as it followed a referral from a former APS salesman. Yvonne's proactive approach and expert guidance not only earned the client's trust but also demonstrated her ability to build strong relationships and drive significant sales.

Congratulations Yvonne on this great sale!

RAPID GROWTH AND BIG SALES

Congratulations to Will Wilczek for his successful sale of a **$24,000** Southworth Stationary Scissor Lift to a rapidly growing Louisville account! This order is just the beginning, as Will anticipates selling 3-4 more lifts in the near future.

Will has already doubled last year's sales for APS and continues to identify new products to offer.

Great job, Will! Keep up the excellent work!



Will Wilczek , Louisville Outside Sales

LOUISVILLE'S LARGEST MILWAUKEE SALE TO DATE

Congratulations to Caroline Gaines on her impressive sale of **$137,000** worth of Milwaukee Tools to a new construction customer in the Kentuckiana area! **This remarkable achievement marks the largest Milwaukee Tool sale in Louisville to date.**

A special thank you goes to Lennie and Junior for their support, allowing Caroline to collaborate with the Columbus team. Their guidance played a crucial role in enhancing Caroline's skills and confidence in engaging with job sites.

We look forward to many more successes like this. Congratulations to Caroline!



Caroline Gaines, Louisville Outside Sales

APS WORD SEARCH
CAN YOU FIND THE WORDS?

APS WORD SEARCH

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

Sqwincher
Harness
Hammer
Screw
Grinder
Hard Hat
Gloves
Battery
Wrench
Ladder
Drill
Saw

For the answer key, email alannac@americanproducers.com

LATEST SALES PROMOTIONS
CHECK THEM OUT!

WE NEED HELP MOVING OLD STOCK!

Email joew@americanproducers.com for the updated "5 Year No Sales" list!



WERNER SCAFFOLD STAGE CLOSEOUT
While Supplies Last

MILWAUKEE SAWZALL KIT BOGO SALE
While Supplies Last

KLEIN TAMPERPROOF BIT SET FLYER
While Supplies Last

KLEIN CONDUIT PULL TAPE FLYER
While Supplies Last

3M RUBBING COMPOUND FLYER
While Supplies Last

TSURUMI PUMP FLYER
While Supplies Last







EMPLOYEE OBSERVANCES



ANNIVERSARIES

Andy Green: Marietta, Tool Repair
12 Years

Ronald Sheetz: Cincinnati, Outside Sales
10 Years

Reed Hedrick: Marietta, Tool Repair Manager
10 Years

Steven Davis: Portsmouth, Warehouse
10 Years

Marian Mullins: Marietta, V.P of Operations
8 Years

Lisa Witt: Glasgow, Branch Manager
3 Years

John Erb: Marietta, Warehouse
3 Years

Jeff Enlow: Marietta, Tool Repair
2 Years

Christina Girod: Marietta, Accounting
1 Year

William Gannon: Louisville, Inside Sales
1 Year

NEW EMPLOYEES

Nathan Helsley: Ferdinand, Driver

William Owen: Columbus, Warehouse

Scan here to visit our website!

SCAN ME

Marietta, OH
119 Second St
(740) 373-5050

Cincinnati, OH
10770 Kenwood Rd
(513) 791-4252

Columbus, OH
590 N. Hague Ave
(614) 272-1113

Lancaster, OH
1806 Victor Rd
(740) 654-3711

Portsmouth, OH
1763 10th St
(740) 354-3479

Sunbury, OH
6914 St. Rt. 37E
(740) 362-7249

Ferdinand, IN
2130 Industrial Park Rd
(812) 998-2130

Glasgow, KY
129 Beaver Trail
(270) 861-0060

Louisville, KY
520 South 15th St
(502) 583-3875

Pittsburgh, PA
7724 Edgewood Ave
(412) 220-2370

Wixom, MI
30270 Beck Rd
(248) 669-4040

Huntington, WV
333 Washington Ave
(304) 525-3545

Martinsburg, WV
36 Variform Dr
(304) 263-3364

St. Albans, WV
2822 Winfield Rd
(304) 755-0009