



25 Years in Support of the Independent Distributor

NISSCO remains the best option for the JanSan Distributor

National Independent Sanitary Supply Companies – Dulles, Virginia

All of us at NISSCO want to thank the Distributors and Supplier partners who have contributed to the success of NISSCO over the years. Together we have increased our mutual business, profitability, and position in the industry. NISSCO's success will continue, as we remain committed to our basic principles:

- Provide our Members with a local market advantage, and increase their sales and profits through programs with the industry's strongest portfolio of premier manufacturers of janitorial supplies, paper products, can liners, maintenance equipment and disposables
- Employ innovative ways for our Distributors and Suppliers to capture and retain new, profitable business

NISSCO Consistently Increases Distributor Profitability

According to NISSCO President, Keith Marcoe, "This is what the Buying Group business is supposed to be about; Delivering significant and consistent financial return to our Distributor and Supplier Partners – period! And, we have been successful in doing EXACTLY that. With the input from our suppliers and most successful distributors, NISSCO has developed and published a distribution model on purchasing, cash flow, margins, product mix, revenue and resulting profitability. This formula enables NISSCO Members to literally DOUBLE their company's pre-tax profit – even during these tough economic times."

NISSCO Distribution Profitability Model[©] – 2009

A Buying Group must never let the pressures of a changing economy or industry trends distract from their primary mandate to deliver consistent, uncompromised value and financial return to their constituents.

NISSCO Market Position Continues to Grow

NISSCO has recently announced the addition 31 new Distributor Member locations. As NISSCO President Keith Marcoe explains, "In these economic times, more and more distributors are coming to us for the pricing, revenue programs, and business growth opportunities that NISSCO provides. As a result, we have strategically accepted new members that give NISSCO a presence in specific markets, and increases NISSCO's competitive advantage for all of our Members. This expansion also enables NISSCO to continuously add new business for our Preferred Supplier Partners."

25th Anniversary Conference in Palm Springs

The NISSCO 2010 Buying Conference will be held at the Hyatt Grand Champions Resort in Palm Springs, California, May 3-6. As always, the Conference provides opportunities to increase profit through "special buys," business improvement seminars, networking among top industry professionals, and social interaction, According to the hundreds of Distributors and Suppliers who attend each year, "The NISSCO Conference is the best business building event our industry offers. Every year, my business drives additional revenue and profitability as a result of attending the NISSCO Conference."

T.R.I.P Grows Supplier Sales and Rewards NISSCO Distributors

This year, the NISSCO T.R.I.P (Travel Rewards Incentive Program) will be rewarding top performing distributors and suppliers with 5 days of fun-in-the-sun NISSCO style at the RIU Resort in Montego Bay, Jamaica. T.R.I.P is supported by 45 Supplier Sponsors and is open to all NISSCO Distributors.

Mark Bozich, Executive Vice President of NISSCO notes, "This program, like all NISSCO programs, is about growth and driving new numbers for our Manufacturers and more profitability for our Distributors. We keep hearing about the 'recession' but we steadfastly refuse to participate." Bozich continued, "The manufacturers and distributors that constantly challenged each other for new market penetration are the foundation of our success and every indication is that this trend will continue through 2010."



For more information on the benefits of NISSCO Membership contact:

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