

PRESS RELEASE

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Ward Lumber Announces Vendor of the Year Award Winner

Jay, NY. - Jay Ward, President of Ward Lumber, announced Primesource Building Products as the recipient of the 2012 Vendor of the Year Award. The award was presented to Primesource at Ward Lumber's Pro Expo in Lake Placid in March.

Primesource, Ward Lumber's main source for GripRite Fasteners, was selected from over 30 primary product vendors also considered for the award, and was chosen after exceeding criteria set for vendor service levels in 2012. Jeremy Leale, Merchandising Manager for Ward Lumber, said "The team at Prime Source exceeds our expectations time after time. Whether it is the inside sales person, outside sales rep, or delivery driver, they have consistently provided top notch service. ". There are three primary Primesource team members who service the Ward Lumber Stores. Tom Hanna, Territory Manager for northern New York and northern VT, has been with Primesource for over 9 years. Matt Schaffer, Sales Manager, has been with Primesource for eighteen years. Seon Raghubar, Inside Sales Representative, has been with Primesource for six years.

The Vendor of the Year Award was established as a way to recognize outstanding vendor service. Criteria to be met or exceeded includes product lead time, frequency of store visits, responsiveness to employee and customer inquiries, product training, ease of placing orders, and deliveries.

PrimeSource is a national distributor of building materials serving residential and industrial new-construction and remodeling markets as a value-added link in the distribution chain. Core products include: Nails, screws, and collated



From left: Matt Schaffer, Primesource Sales Manager, Jeremy Leale, Ward Lumber's Merchandising Mgr, and Seon Raghubar, Primesource Inside Sales Representative. Not pictured, is Tom Hanna, Territory Manager for Primesource.

fasteners; tools, compressors and accessories; roofing, gypsum and insulation; rebar and concrete accessories; and fencing and wire.

Ward Lumber is a three-unit building materials supplier with locations in Jay, Plattsburgh and Malone, NY. One of the largest private employers in Essex County, Ward Lumber manages over 6,000 acres of timberland and operates one of New York State's largest white pine sawmills and planing mills in Jay, NY.

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