AMERICAN PRODUCERS SUPPLY

Trick or treat! There are 3 candies hidden in this newsletter, try and find them.
(  )

October 2024

NEWSLETTER

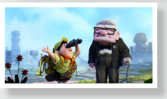


A MOMENT WITH

Columbus Outside Sales: Eric Deluse

1. *What is the one thing you cannot resist?* ***Roosters, it's a fun casual joint***
2. *What is your greatest fear?* ***Drowning***
3. *What is the best vacation you've taken?* ***Family vacation to Cancun last summer***
4. *What's the weirdest job you've ever had?* ***I haven't had one***
5. *Favourite Movie or TV Show?* ***Up***
6. *Tell us something that might surprise us about you.* ***I am a 2x All American Wrestler***
7. *If you could learn to do anything what would it be?* ***Play the guitar***
8. *What's your favorite indoor/outdoor activity?* ***Golfing***
9. *What is the first concert you attended?* ***Winter Jam at OSU***
10. *If you could meet anyone, living or dead, who would it be?* ***Mathew Fraser***







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 - Lancaster

Page 4: Wellness Winner: Tyler Muak - Happy Halloween

Page 5: Health & Safety - Effects of the Sun

Page 6: Fleet Safety - Back to School Road Safety

Page 7: Farm Science Review - Fluor Health & Safety Fair

Page 8: Marietta Sternwheel Festival

Page 9: APS Word Search - Halloween Edition

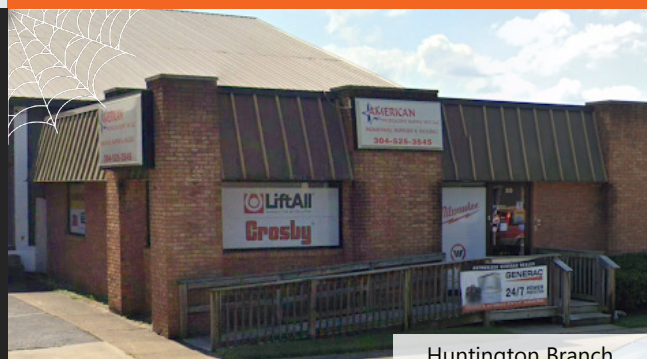
Page 10: Latest Sales Promotions

Back: Employee Anniversaries and New Employees

5 STAR REVIEW - HUNTINGTON

"In town for the new River train.. needed some hardware and cable for a repair on train... could not find anywhere else.. these guys had exactly what we needed... extremely helpful and friendly.. thanks you!"

-Aj M.



Huntington Branch



2024 Elevate Your Business!!

From our President

Joe Wesel



September has finally seen an uptick in our business, even though it is ever so slight. As of September 20th our sales are up 5% compared to the same time last year. Our gross profit is up 5.5% over the same month last year. Our GP percent is up about a tenth of a percent from last September. These are all encouraging signs although we are nowhere near what we had budgeted for this year. We have seen many successes these last few weeks winning over bids and business from the competition. Clearly our dedication to service and the ability to deliver inventory play a vital role in the successes. Congratulations to the many of you that have made this happen. Our goal will be to continue to close the gap on the budget deficit as we approach the end of the year.

The transition of Heiston into our computer system is still on schedule and we will be converting in early October over to our computer system. Many of our team, including myself, have learned a lot about various concrete supplies as we continue to enter pricing and product descriptions for these items. We will have some cheat sheets for everyone to take advantage of in the near future.

Reminder See Repeat Info Below

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!

The AD Way Core Values

4.) Deliver Legendary Service

Do the little things as well as the big things, that blow people away. Create loyalty and value by going the extra mile and doing the unexpected. Create extraordinary experiences they'll tell others about. Make someone's day!

We are experiencing the worst drought ever recorded in this part of the country. Let's keep all those struggling from this disaster in our prayers.

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 and do your part PLEASE!

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.

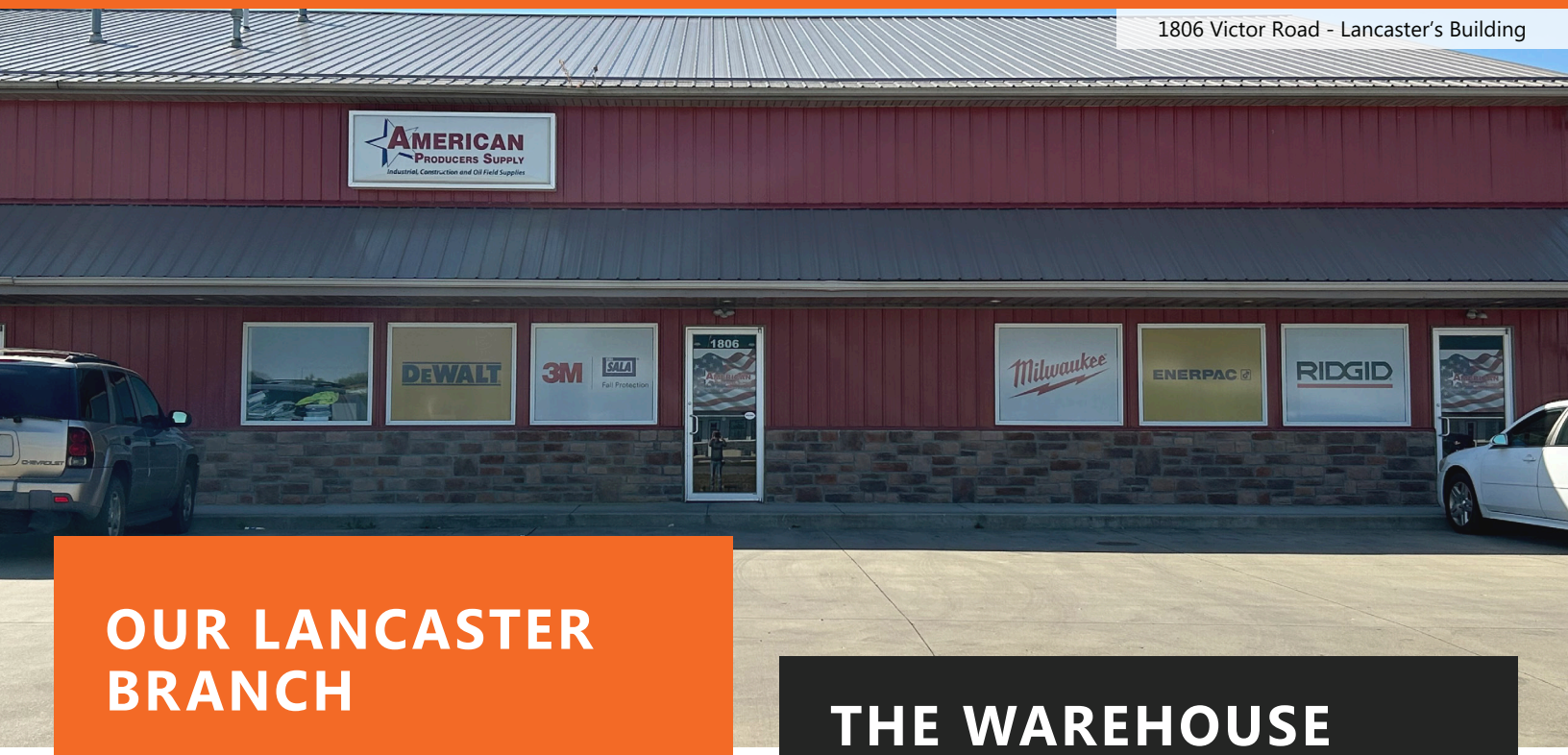
Professionalism – Be proud to be a professional working in Industrial, Construction and Oil Field supplies distribution. Treat others with respect and as you would like to be treated.

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
LANCASTER BRANCH



1806 Victor Road - Lancaster's Building

OUR LANCASTER BRANCH

Welcome to our Lancaster Branch! Located at 1806 Victor Road, our Lancaster Branch's headquarters is in a 8,400 sp ft warehouse that was built in 2014.

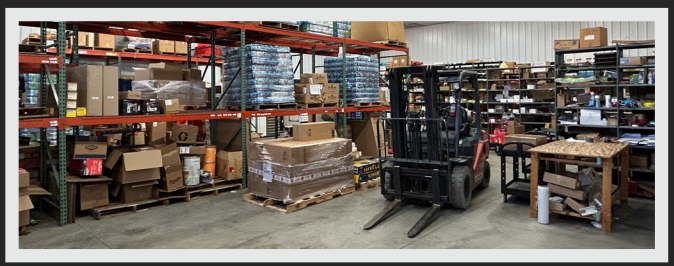




Lancaster's Show Room's Front Desk

THE WAREHOUSE

Lancaster's warehouse serves several essential functions in logistics and supply chain management. It provides a space for storing goods before distribution or sale, helping us manage our inventory levels effectively. Additionally, the warehouse is Lancaster's hub for sorting and distributing products to retailers, customers, and our other branches.




Lancaster's Warehouse

WELLNESS WINNER
CONGRATULATIONS TYLER MUAK!

THIS MONTH'S WELLNESS WINNER IS TYLER MUAK!

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



Tyler Muak receiving the gift from Donna Miller

TIPS ON IMPROVING SLEEP QUALITY

Establish a Sleep Routine

- Set a Consistent Schedule: Go to bed and wake up at the same time every day, even on weekends. This helps regulate your body's internal clock.
- Create a Relaxing Pre-Sleep Ritual: Engage in calming activities like reading, meditation, or gentle stretching before bed.

Optimize Your Sleep Environment

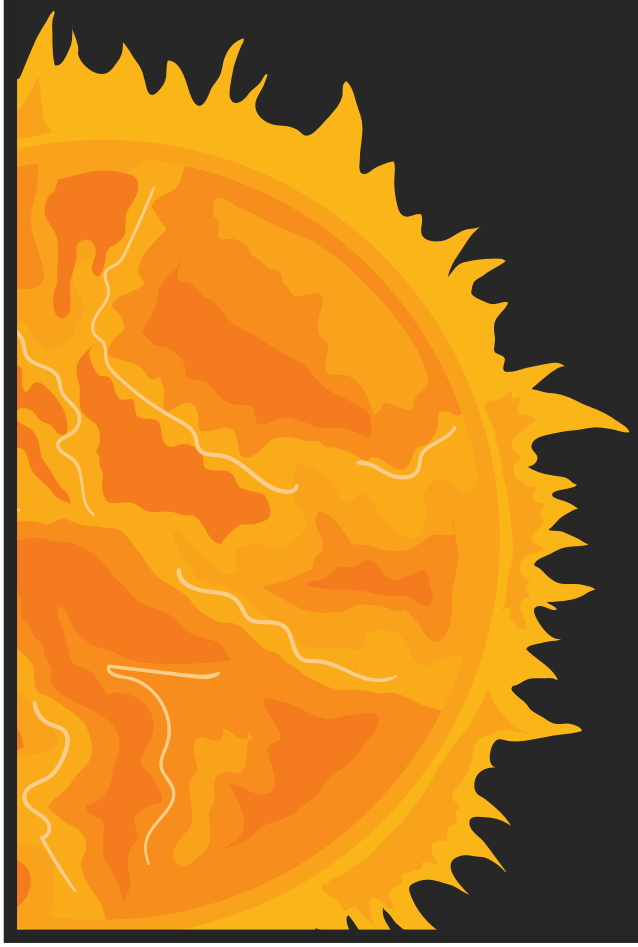
- Keep it Dark and Quiet: Use blackout curtains and consider white noise machines or earplugs to block out disturbances.
- Control the Temperature: Maintain a cool,comfortable room temperature, ideally between 60-67°F (15-19°C).
- Choose the Right Mattress and Pillows: Invest in a comfortable mattress and pillows that provide proper support for your sleep position.

Limit Screen Time Before Bed

- The blue light emitted by phones, tablets, and computers can disrupt melatonin production, making it harder to fall asleep. Aim to turn off screens at least an hour before bedtime.



EFFECTS of the SUN



POSITIVE

Vitamin D Production:
Sunlight helps our bodies absorb calcium, promoting bone health.

Mood Booster:
Exposure to sunlight can enhance mood and reduce symptoms of depression.

Cardiovascular Benefits:
Sunlight exposure may help lower blood pressure, as it triggers the release of nitric oxide, which relaxes blood vessels.

NEGATIVE

Skin Damage:
UV radiation can lead to sunburn, premature aging, and increased risk of skin cancer.

Eye Damage:
Prolonged exposure can cause cataracts and other vision problems.

Heat Related Illness:
Overexposure to the sun can lead to heat exhaustion or heat stroke, which can be life-threatening if not treated promptly

FLEET SAFETY: LOADING AND UNLOADING SAFELY



There are Four STEPs to Loading and Unloading Safety:

S — SITE

- **Always wear PPE like hard hats, safety glasses, and reflective vests.**
- **Remember that every time you are on the bed of a truck, there is a risk of falling.**
- **To minimize the risk of injury, all workers should stay clear of forklifts, moving loads, and product stacks that could tip over.**

T — TAKE TWO

- **Before loading or unloading, take two minutes to assess the risks involved. If any issues arise, it's critical to evaluate before attempting to resolve them.**
- **Loading or unloading on a slope presents significant risks. Extra precautions should be taken when working on inclines.**
- **Never place any part of your body under suspended loads.**

E — EQUIPMENT

- **Only trained, license and insured operators should operate forklifts and trucks.**
- **Operation must comply with all legal and site-specific regulations during loading and unloading.**
- **All load restraint equipment must be regularly maintained and inspected to ensure good working order.**

P — PEOPLE

- **Loaders must be trained and aware of site-specific risks**
- **Drivers should understand transport and delivery issues, such as weight distribution on the vehicle, load restraint, and delivery order.**
- **Drivers working alone should be trained for independent tasks, avoid rushing and cutting corners, recognize when to seek help, and receive support from supervisors and management to halt work if it becomes unsafe**

TO MINIMIZE RISKS OF
FALLING
FROM EQUIPMENT
FOLLOW THESE GUIDELINES

1. Be Aware of Your Risk
2. Never Step Backwards
3. Avoid Standing Near the Edge
4. Keep Your Head Above Your Shoulders
5. Never Climb Over Tarped Products
6. Avoid Jumping
7. Take Two
8. Ensure Safe Vehicle Loading and Unloading



CAN'T SEE, CAN'T WORK!

If you can't see the people around you, you can't be sure they are in a safe position. Stop work until they are visible and safe.

SHOWS & EVENTS
FARM SCIENCE REVIEW - FLUOR HEALTH & SAFETY FAIR

FARM SCIENCE REVIEW

September 17th - 19th, 2024

This year's **Farm Science Review** gave us the opportunity to engage with the agricultural community. Held at the **Molly Caren Agricultural Center in London Ohio**, the event attracted thousands of visitors, all eager to explore the latest advancements in farming technology and practices.

Decked out in DeWalt, our booth was designed to be a hub of discovery, giving our visitors the chance to see firsthand how our tools can aid in their farming practices.



Outside of APS Farm Science Review Tent



Inside of APS Farm Science Review Tent

MVP OF FARM SCIENCE REVIEW

At this year's Farm Science Review, one name emerged as a standout among the crowds and exhibits, and that was **Carter Magers.** As the IT intern, Carter played a pivotal role in supporting our team at this event.

While many attendees were drawn to the impressive displays of agricultural technology, Carter was hard at work behind the scenes, ensuring everything ran smoothly. From troubleshooting technical issues to setting up equipment, his contributions was essential for the event's success.


Carter Magers (IT Intern)

FLUOR - BWXT PIKETON HEALTH & SAFETY FAIR

September 18th, 2024

Kim Simpson and Gwen Roe from our Portsmouth Branch represented APS at the Flour - BWXT Piketon Health & Safety Fair. Having the MCR table positioned right next to ours, **Katie Miller from MCR Safety** teamed up with us for the day.

There was around 1200 employees from the plant that atteneded this event. Our table was full of American Producers collaterals and merch. We even had Portsmouth's upcoming Counter Day flyer sitting out!



Katie Miller (MCR Safety), Kim Simpson (Inside Sales), and Gwen Roe (Oustide Sales) at the American Producers table

STERNWHEEL FESTIVAL

September 6th - 8th, 2024

In an exciting development for both our company and the Marietta community, we are proud to say we sponsored the Marietta Sternwheel Festival.

The Marietta Sternwheel Festival is a vibrant celebration of Marietta's history and culture. This beloved event, held along the Ohio River, features a parade of historic sternwheel boats, lively musical performances, delicious food, and a host of family-friendly activities. It's a perfect match for our company's dedication to celebrating and supporting local heritage and community.



FIREWORKS SHOW

The fireworks show at the Marietta Sternwheel Festival is more than just a crowd-pleaser; it's a cherished tradition that captures the essence of the festival. Each year, as the sun sets, the anticipation builds for what promises to be a breathtaking display of fireworks. The festival's fireworks have become renowned for their vibrant colors, intricate patterns, and the sheer exhilaration they bring to the evening. Many people say they are the best firework show around the Marietta area.

A STAGE FOR EVERY GENRE

The 2024 Sternwheel Festival featured an impressive selection of live music with various genres, making sure that there was entertainment for every musical taste.

These were the main headliners:



Chayce Beckham

Chayce is the only artist to win American Idol singing his own songs. He is currently nominated for this year's CMT Music Awards for Breakthrough Male Video of the Year for his PLATINUM hit single "23" surging toward #1 on country radio.



Crush - Bon Jovi Experience

Crush Bon Jovi Experience has been wowing audiences with its live stage show and authentic musical renditions of Bon Jovi's greatest hits for a decade! Crush played many hit songs like "Living on a Prayer", "It's My Life", and more.



The Van Dells

The Van-Dells have been entertaining for 50 years with their unique blend of comedy, choreography and tight harmonies. The Van-Dell's characters Duke, Mark and Moose have been called "The 3 Stooges set to music."





APS WORD SEARCH

Halloween Edition



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

Jack-o-lantern	Halloween	Costume	Trick
Pumpkin	Spooky	Ghost	
Witch	Treat	Candy	





For the answer key, email alannac@americanproducers.com

LATEST SALES PROMOTIONS
CHECK THEM OUT!



KNAACK JOBMASTER DATAVAULT FLYER
While Supplies Last

WINTER ESSENTIALS FLYER
While Supplies Last

KLEIN PV CONNECTION SOLAR TOOL SET
While Supplies Last

The flyers below are older, but still valid. Keep pushing these products!
Email alannac@americanproducers.com for digital or printed copies of these flyers.



Tillman Welding Glove
(.842761)



Scotchbrite Hand Pad
(.830916)



Rubbermaid Tilt Truck
(.802375)



Komelon Power Tape
(.933291)



Tsurumi Pump Special
(.1040864)

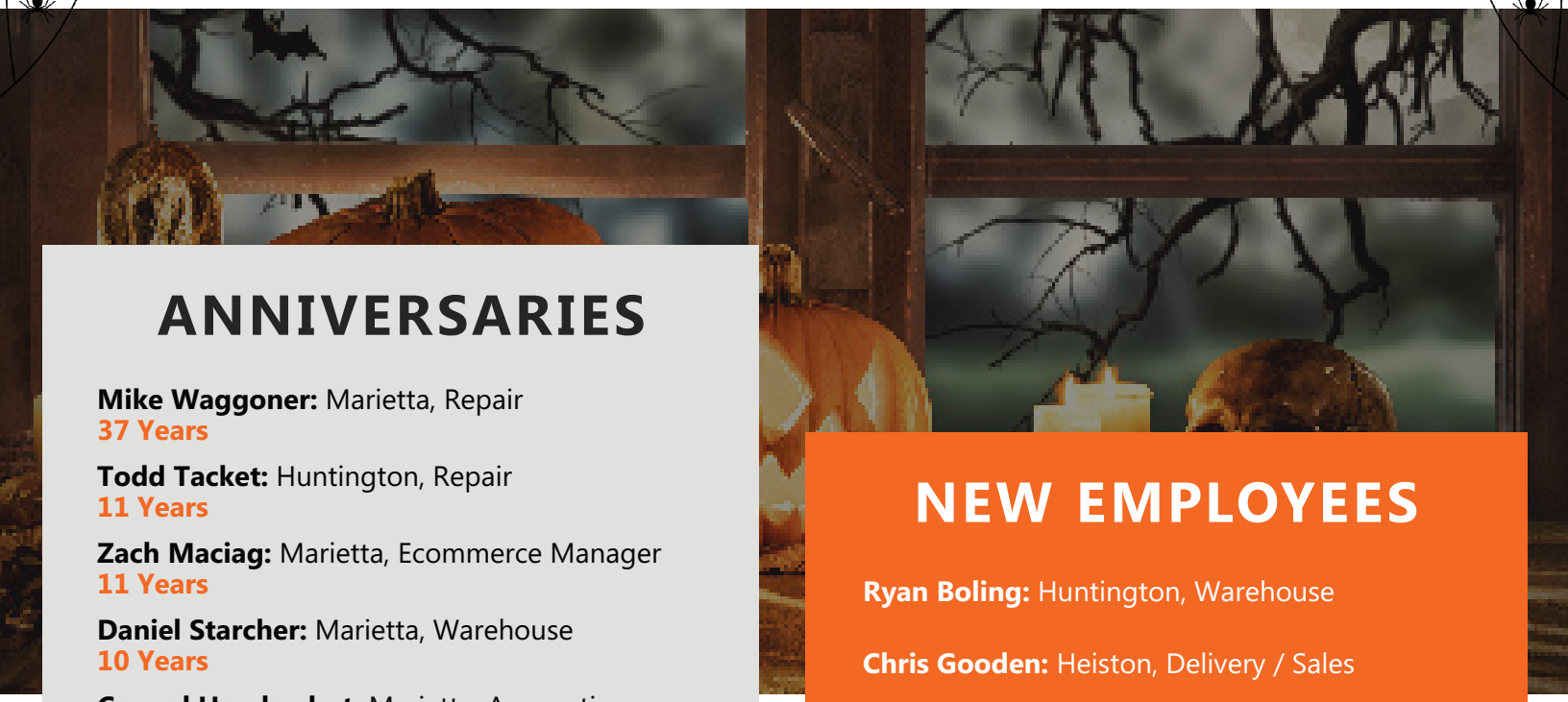


Guardian Lanyard
(.806077)



JoBox Underbed Box
(.778705)

EMPLOYEE OBSERVANCES



ANNIVERSARIES

Mike Waggoner: Marietta, Repair
37 Years

Todd Tacket: Huntington, Repair
11 Years

Zach Maciag: Marietta, Ecommerce Manager
11 Years

Daniel Starcher: Marietta, Warehouse
10 Years

Carmel Hendershot: Marietta, Accounting
7 Years

Herbert Williams: Marietta, Driver
7 Years

Jeffery Abbott: Cincinnati, Inside Sales
6 Years

Craig Justus: Columbus, Warehouse
4 Years

Todd Crutchfield: Wixom, Outside Sales
3 Year

John Popa: Wixom, Inside Sales
3 Year

Brian Neely: Columbus, Receiving
2 Year

Valli Gill: Marietta, Accounting
1 Year

Cheryl Hicks: Columbus, Warehouse
1 Year

Tyler William: Columbus, Warehouse
1 Year

NEW EMPLOYEES

Ryan Boling: Huntington, Warehouse

Chris Gooden: Heiston, Delivery / Sales

Scott Duley: Marietta, Warehouse

Robert Woods: Columbus, Warehouse

Shawn Randolph: Huntington, Inside Sales

Robert Reno: Portsmouth, Driver

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