



## SupplyPro Customer Northern Safety & Industrial Named to *Supply & Demand Chain Executive's* SDCE 100 Top Supply Chain Projects for 2018

*Award-Winning Supply Chain Transformation and 20 Percent Company Growth Made Possible with SupplyPro Solutions*

**SAN DIEGO, CA – June 25, 2018** – SupplyPro, a leading inventory management solutions provider, today announced that customer Northern Safety & Industrial has been named to *Supply & Demand Chain Executive's* SDCE Top 100 Supply Chain Projects list for 2018. SupplyPro enabled Northern Safety & Industrial's supply chain transformation, allowing the company to provide its customers with inventory management solutions to save time, money and resources. Northern Safety & Industrial has implemented systems for customers using a variety of SupplyPro products, including SupplySystem™, SupplyBay™, SmartDrawer™ and SupplyMobile™. Overall company growth has exceeded 20 percent, with customer satisfaction increasing into double digits with each SupplyPro installation.

"We are successful when our customers are successful and our partnership with Northern Safety & Industrial is a prime example," said Floyd Miller, CEO, SupplyPro. "Sal Longo and his team put customers first and that dedication has resulted in trusted relationships – something that is becoming increasingly important as distributors navigate a new path through an industry in transition. The entire SupplyPro team congratulates Northern Safety & Industrial on this accomplishment."

Northern Safety & Industrial provides fully integrated and customized inventory management solutions to customers. By combining inventory and crib management systems, each customer's solution is tailored for their unique business needs. That flexibility allows real-time point-of-use reporting across the organization. It also allows Northern Safety & Industrial to add value to the products currently supplied; secure long-term contracts; promote partnerships between manufacturers and users; allow for better service and just-in-time products to reduce customer cost-to-service. SupplyPro solutions helped grow business in existing accounts, with double-digit growth in key accounts. SupplyPro enabled Northern Safety & Industrial to become more competitive with customers seeking inventory control, because they can determine what customers are buying and using thanks to greater access to real-time data.

"The partnership between Northern Safety and SupplyPro allows us to be an overall solutions provider to our customers, as well as manage materials more effectively," said Sal Longo, founder and CEO, Northern Safety & Industrial. "We've been able to grow our business by 20 percent since we implemented SupplyPro solutions, and have been able to deepen relationships and uncover additional opportunities to provide services. Our goals for the future include continuing to provide quality service and solutions, offer our customers options to simplify their inventory management and improve productivity—which we can do, thanks in part to SupplyPro."

Founded in 1983 and headquartered in Utica, New York, Northern Safety & Industrial is a rapidly growing national distributor of top quality safety and industrial supplies, including first aid, signs, safety maintenance, janitorial and material handling products. Along with rapid organic growth, the company acquired several companies nationwide, which expanded the product line and offered enhanced service to customers. Northern Safety & Industrial's mission is to be the best safety and industrial distributor in the world, delivering the products and services customers want and need. The company's goal is to reduce the overall cost of supply chain management to customers and provide optimum material standardization, reduced consumption and increased productivity.

"First and foremost, we want to congratulate the winners of this year's Top 100 for their successful and innovative projects, which serve as models to companies of all sizes of what is achievable in their supply chains," says John Yuva, editor for *Supply & Demand Chain Executive*. "Regardless of company size, these projects are best-in-class examples of the types of efficiencies and bottom-line results that supply chain executives should be striving toward in their own operations. Our 2018 winners provide a roadmap for how to get there."

The SDCE 100 is an annual list of 100 great supply chain projects. These projects can serve as a map for supply chain executives who are looking for new opportunities to drive improvement in their own operations. They also show how supply chain solution and service providers help their customers and clients achieve supply chain excellence and prepare their supply chains for success.

### **About SupplyPro**

SupplyPro is the leading end-to-end industrial materials management solutions provider, leveraging the most advanced Big Data Analytics techniques to dramatically transform the industrial distribution and manufacturing industries. The SupplyPro platform combines the power and flexibility of the cloud with mobile solutions and the industry's first modular, IoT-enabled smart inventory control system. More than 1.5 million monthly users, from manufacturing to aerospace and high-tech fabrication, rely on the SupplyPro platform to increase efficiencies, profitability and competitiveness. Headquartered in San Diego, California, SupplyPro has collected and analyzed inventory data from over a trillion transactions for more than two decades, giving the company the ability to deliver business intelligence and insights for inventory management that no one else can. For more information visit: <http://supplypro.com/>.

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