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Delivering Products, Services & Innovative Solutions

Welcome to Hubbard Supply Co., a leading industrial distributor of products and value-added services designed to maximize customer competitiveness, efficiencies and profitability.

As a premier distributor, we don't claim to know everything about your business, but we do know how to save you time and money when it comes to your maintenance, repair and operations (MRO) supplies. **That is OUR business!**

Successful companies understand that the lowest price isn't necessarily the lowest cost. Factoring in acquisition costs, multiple vendors, carrying costs of inventory, improper product selection and/or improper use can significantly reduce productivity and inflate costs. At Hubbard Supply, we are driven to maximize all facets of costs by delivering **PRODUCTS, SERVICES and INNOVATIVE SOLUTIONS.**

Hubbard Supply caters to a vast number of industries and businesses, of all sizes and types. In addition to serving our portfolio of customers throughout the Midwest, we ship product to customers across the U.S. and into Canada and Mexico.

We thank you in advance for taking the time to learn a little more about our business and encourage you to speak to one of our representatives. We look forward to the opportunity to make a positive impact on your business in partnership with your organization.



Jeff Bigelow, CEO and Tim Brooks, COO



www.hubbardsupply.com | 1-800-875-4811

As a general line industrial distributor, Hubbard Supply represents more than 2,500 respected manufacturers in over 40 product categories. We work with the brands you know and trust to ensure the highest quality products and services.

Because we are procurement specialists, we can also locate hard-to-find items that may not be in production anymore.

Our memberships with national associations like Affiliated Distributors, the Edge Group and supplyFORCE keep Hubbard Supply competitive and allow us to leverage sustainable savings for our customers.

Our MRO product categories include:

| | |
|---------------------------------|--------------------------------------|
| ABRASIVES | LIGHTING PRODUCTS |
| ABSORBENTS | LUBRICATION EQUIPMENT |
| ADHESIVES & TAPES | MACHINE TOOLS |
| AIR TOOLS | MAINTENANCE SUPPLIES |
| BATTERIES | MARKING PRODUCTS |
| BENCH TOOLS | MATERIAL HANDLING EQUIPMENT |
| BRUSHES | MEASURING EQUIPMENT |
| CHEMICALS | NETWORKING PRODUCTS |
| COMPUTER ACCESSORIES | PACKAGING PRODUCTS |
| CONTRACTOR SUPPLIES | PAPER PRODUCTS |
| CUTTING TOOLS | POWER TOOLS & ACCESSORIES |
| ELECTRONIC COMPONENTS | PRECISION TOOLS |
| ELECTRONIC TOOLS | SAFETY/ERGO MATTING |
| ERGONOMIC PRODUCTS | SAFETY/PPE |
| FALL PROTECTION PRODUCTS | SOAPS - ALL PURPOSE |
| FANS | SPECIALTY TAPES |
| HAND TOOLS | STORAGE EQUIPMENT |
| INDUSTRIAL HARDWARE | TEST EQUIPMENT |
| INDUSTRIAL PAINTS | TOOL & DIE SUPPLIES |
| INDUSTRIAL WIPERS | WELDING SUPPLIES |
| INSTRUMENTS | WIRE & CABLE |
| JANITORIAL SUPPLIES | WORK WEAR |
| LABELS & SIGNS | |





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ADHESIVES & TAPES

3M offers a wide variety of tapes and adhesives for bonding, sealing, protecting, masking, splicing and more. Whether you're planning to replace rivets with 3M VHB Tape, looking for a bonding solution for hard-to-stick surfaces, or simply in need of a high-quality masking tape, we've got you covered.



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Since our inception in 1865, one thing remains throughout the Hubbard namesake—SERVICE. Our company continues to build on its legacy of unsurpassed customer service combined with world-class products and innovative solutions. Our distribution-based services are comprehensive and continuously evolving in order to maintain our leading position in the market.

Distribution

- Local Markets
- Regional Markets
- National Markets

Customer Access

- 24/7
- Direct Representatives
- E-Commerce
- Emergency Protocol

Office & Institutional Training/Education

- Product
- Application
- Process
- Safety

Hazardous Material Control

- MSDS Data
- SDS Data
- Usage Documentation
- HMC Committee Activity Participation

Technical Support

- Local Hubbard Representatives
- Hubbard Certified Product Specialists
- Direct Manufacturer Representatives
- Specialized Manufacturer Engineering Specialists



Market Knowledge

- Manufacturing (automotive, fabrication, tool and die)
- Technical Trades (skilled trades and maintenance)
- Commercial Construction
- Commercial and Institutional Facilities

Inventory

- Standard (common shelf product)
- Specialized (tailored and/or repackaged for specific customer need)
- Customer-Specific (unique to specific customers)
- VMI – Vendor Managed (Hubbard supported)
- Kitting (customer-specific packaging requirements)

Process Improvements

- Streamlined Replenishment
- Automated Transaction Process
- Tailored Procurement Systems
- Custom Reporting

Delivery

- Hubbard Truck
- National Carriers
- Hand Delivery
- Expedited Emergency Service



System Solutions

- Point-of-Use Software
- Crib Management Software
- Vending and Application Software
- Customized E-Commerce
- Warranty and Repair Software
- Customer System Integration

Customer Evaluations

- Procurement Process
- Product Storage/Replenishment/Disbursement
- Spend/Usage Data
- Pricing/Cost Savings
- Usage Analysis
- Inventory Analysis

Hubbard Supply develops customized programs to streamline the acquisition process, costs and usage patterns for our customers. Programs can range from the very simple to the highly integrated and complex.

We work with our customers to determine the best program to fit their needs. This could be anything from sending scheduled shipments of product, managing a customer's inventory utilizing a VMI process to the implementation of a highly complex, multi-location procurement system.

PROGRAMS

Internal cost savings

Cutting-edge resources

Alternative solutions

Customized delivery

Professional training

Technical support

Hard-to-find procurement

Customized reporting

Product consolidation

Product standardization

Potential system integration

Commodity Management

Commodity management is a single supply provider of products. Commodity management focuses on product groups rather than an entire range of product categories. Hubbard is a commodity manager within two commodity groups: industrial supplies and electronics. Although the product groups will vary from customer to customer, the benefits of a streamlined procurement process, cost savings and product standardization remain the same.



Integrated Supply

An integrated supply program is an agreement between Hubbard Supply Co. and a customer to become the single-source supplier for all product categories. The integrated supply program combines the materials purchasing, storage, delivery and payables processes to minimize redundancy and accelerate continuous improvement. This allows for a drastic reduction in vendors and transactions, resulting in better pricing, product standardization, inventory reduction and increased workplace efficiencies.

National Accounts: broader potential for multi-location customers spanning significant geographies

As an owner-member of the supplyFORCE National Accounts, Integrated Supply and Procurement Services Program, Hubbard Supply Co. and our valued customers have access to over 175 distributors with 2,900 stocking locations ranging in areas of expertise in electrical, industrial, safety, and pipe, valves and fittings with annual revenues exceeding \$18 billion. Headquartered in King of Prussia, Pennsylvania, supplyFORCE delivers process, inventory and product cost savings for large industrial businesses, with local expertise and fulfillment to meet the needs of the local plants. For more detailed information regarding supplyFORCE, please visit their website at www.supplyforce.com or contact your local Hubbard Supply Co. representative.

Hubbarddirect.com

Hubbarddirect.com is a tailored e-commerce solution that allows our customers to manage the procurement of maintenance, repair, and operational products. There are two modules within hubbarddirect.com: POU, which is dedicated to managing items for crib or point-of-use personnel, and spot buy, which supports users authorized to purchase non-repetitive material. Unlike traditional e-commerce solutions, Hubbarddirect.com is tailored to meet each customer's needs.

Cost Savings Documentation

Our qualified sales representatives work with our customers, from buyers to plant managers, to identify cost savings opportunities and then to implement them. Once in place and approved, we provide documentation to the customer. We also monitor ongoing activities to ensure that we meet or exceed cost savings initiatives as well as continually identify cost savings opportunities.

Vending Solutions

Our customized vending systems are used by our customers in manufacturing plants to help them achieve supply chain and shop floor optimization, which is accomplished through inventory management and reduced tooling and labor costs.

Point-of-Use (POU)

A point-of-use, or POU program allows for availability of repetitive products near the end user. POU's eliminate trips to cribs or stockrooms, allowing your employees to be more efficient. POU's also eliminate secondary storage areas and give greater control over products and expenditures, if applied correctly.

Third Party Integrated Materials Manager (3PIMM)

A 3PIMM program is an agreement between Hubbard Supply Co., its partner company HDI (Hubbard Direct Inc.), and a customer to become the single-source solution for all indirect procurement services and product. The 3PIMM program combines the people, process and systems as well as materials purchasing, storage, delivery and payables to minimize cost and redundancies while fostering continuous improvement. This allows for a drastic reduction in vendors and transactions, resulting in better overall costs, product standardization, inventory control and workplace efficiencies.



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A Rich History!

In 1865, H.B. Newton and George W. Hubbard opened Newton & Hubbard Hardware Store in Flint, Michigan. The business prospered and five years later, Hubbard bought out his partner and renamed the store "Hubbard Hardware."

Much of Hubbard's success can be attributed to the personal attention he gave his customers. He was known to arrive early, before the store opened, to take care of paperwork and business matters. He would then spend the rest of the day at the door, personally greeting and interacting with his customers.

After Hubbard's death in 1937, the Burrough family, (a prominent local business family whom Hubbard's daughter had married into) became major stockholders in the company and took the reins. The Burrough family retained the company name and added an industrial supply division before selling it to Charles "Chuck" Shelley, a local businessman, in 1963.

Shelley wanted to capitalize on the growing industrial market and decided to close Hubbard's retail and wholesale divisions to focus on the industrial supply division. This move pushed the company in a new direction, and the name was changed to Hubbard Industrial Supply. Shelley also convinced his son-in-law, Robert Fuller, to join the company. When Shelley retired in 1977, Fuller took over as president and continued the momentum Shelley started by looking for growth opportunities. Soon after, he opened a regional distribution center in Saginaw, the first of many expansions. Branch offices in Lansing and Livonia were opened and later closed as the business changed once again.

In 1993, Hubbard Industrial Supply acquired Shand Electronics, an electronic supplier in Flint. Shand Electronics operated as a separate business entity until 1999 when the company was merged with Hubbard Industrial Supply. The name was then changed to Hubbard Supply Co.

In 2004, Hubbard Supply Co. acquired Kendall Industrial Supply of Battle Creek, Michigan. This move expanded Hubbard Supply Co.'s geographical reach to the west side of Michigan, adding branches in Battle Creek, Benton Harbor and Traverse City.

In April 2007, ownership changed hands once again. Jeff Bigelow and Tim Brooks, current CEO and COO respectively, purchased the company from Fuller, keeping it a family-owned, private business.

Hubbard Supply Co. is a member of two national industrial cooperatives, Affiliated Distributors and the Edge Group. These cooperatives combine the purchasing power of distributors across the country and provide access to more than 3,500 manufacturers, allowing better pricing and product availability to be passed on to customers.

What started as a small hardware store is now one of the leading industrial and electronic suppliers in Michigan. Today, Hubbard Supply Co. has three branch offices, two distribution centers, and 19 partner distribution centers throughout the U.S.





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 - 96824 ● Orange*
 - 96825 ● Blue*
 - 96826 ● Green*
 - 96827 ● Gold*
 - 96828 ● Light Green*
 - 96830 ● Pink*
 - 96832 ● Aluminum*
 - 96835 ● Light Blue*
 - 97050 ● Fluorescent Yellow
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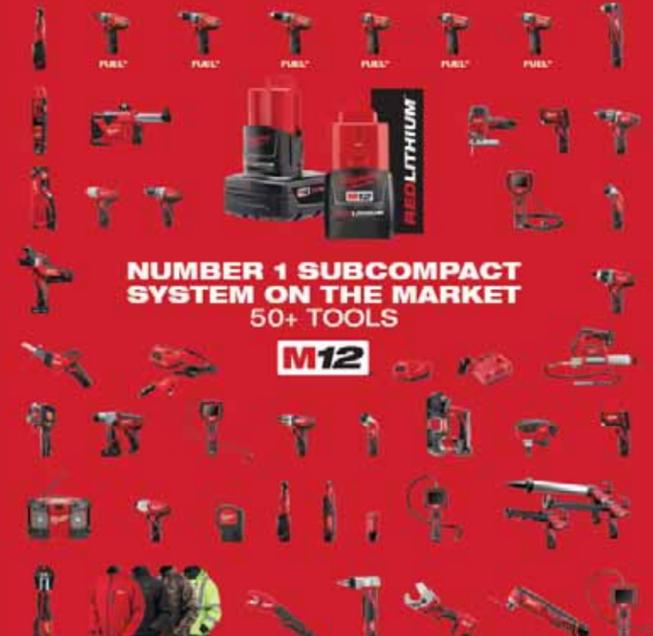


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