



NEWS RELEASE

For immediate release
5/14/2012

ISA ANNOUNCES AMERICAN EAGLE AWARDS

The Industrial Supply Association named Pittman Industrial Marketing of Birmingham, Ala., a winner of the annual American Eagle Awards at its Product Show & Conference in San Antonio, Texas, April 21-24.

The Value-Added Partner Award was given to Pittman, along with cutting tools manufacturer SGS Tool of Munroe Falls, Ohio, and distributor DGI Supply of Wheeling, Illinois.

The companies were recognized for their efforts to help an aerospace manufacturer reduce cycle time on a titanium machining application. The company had an opportunity to win a major contract with a large European aerospace manufacturer, but only if it could improve cycle times which were constrained by current tooling and machine programming.

The project required a complete rewrite of the existing machining program and development of a new prototype tool for the application. The effort reduced cycle time by 653 production hours, plus increased tool life from four parts per tool to 25 parts per tool. In addition to generating total cost savings of nearly \$192,000, the effort enabled the customer to land a major new client, creating a new revenue opportunity.

“This year’s award was a classic example of maximum value that can be achieved when all partners in the supply chain work together as a unit. All three companies played an important role in bringing value to the end-user,” said Bart Fellin of Fellin Industrial Sales, chairman of the ISA Awards and Recognition Subcommittee.

The Value-Added Partner Award recognizes the combined efforts of channel partners working together to show exceptional documented cost savings or productivity improvements for the end-user.

Pittman Industrial Marketing is the leading metal working manufacturers’ representative agency in the southeastern United States.

ISA is the leading association of the maintenance, repair, operations and production (MROP) supply chain, serving more than 1,200 member locations in North America. ISA’s mission is to provide all members with services to help them increase sales, decrease expenses and increase profitability.

Contact: John Buckley, ISA Executive Vice President, (718) 423-2113, jbuckley@isapartners.org