

# RAGCO 2011 RECAP

During the past week, Ray Short and Traci Dorer attended the RAGCO (Rubber and Gasket Companies) Marketing Conference in Atlanta.

## RAGCO

RAGCO, headed by John Gray (Executive Director), is an umbrella type organization which negotiates volume pricing and annual contracts with vendors such as Jason Industrial. Today, RAGCO is reflected by 62 store members with locations from coast-to-coast, making it one of the largest rubber and gasket suppliers in the US.

This year's conference was attended by approximately twenty-five RAGCO stores. On Friday, we took part in their trade show in order to highlight Jason's product offerings and capabilities.

With a strong push from Ray Short and Rick Freedley, a business relationship developed between Jason and RAGCO in 2006, cultivating into increased annual sales since. Combined 2010 sales with Jason came in at \$1.2 million.

This year, Jason Industrial was awarded the "Mike Halay Supplier of the Year Award". John Gray and Steve Maddux, Sr. (RAGCO President) presented the award to the Jason team with a plaque, which reads:

### **THE MIKE HALAY 2011 RAGCO SUPPLIER OF THE YEAR**

RAGCO proudly presents this award to Jason Industrial Inc. in recognition of their outstanding performance and with our deepest appreciation of a job well done.

Competition for this award included Goodyear, Thermoid, PT Coupling, Habasit, BiltRite, and Pacific Echo, just to name a few. Many RAGCO members stated that Jason Industrial shines above everyone in training, service and business growth assistance. Many also credited Jason for increased margins, quick delivery and unsurpassed customer service.

A letter thanking each individual affiliate will soon go out. Each DSM will also receive leads for new opportunities and quote requests from the trade show, as well as a list of all attendees.



On behalf of Jason Industrial, Traci Dorer proudly accepts the "Mike Halay 2011 RAGCO Supplier of the Year" award



Ray Short at the Jason Industrial booth