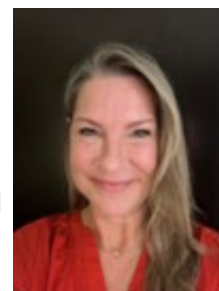


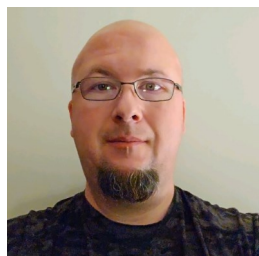
# PRO CHEM SPOTLIGHT



Please join us in welcoming **Larie Adams**, our new Sales Account Executive in San Antonio, TX! Larie brings with her an impressive background in sales and a personality that lights up any room. We are incredibly excited to have her join our team and contribute her unique skills and talents to our growing success. Larie will be coached by Brittany Bledsoe. Welcome to Pro Chem, Larie! We look forward to your success.

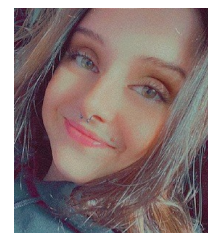


Please join us in giving a warm welcome to **Jason Timms**, who has joined the Pro Chem team as our new Warehouse Associate. With an extensive background in warehouse and shipping roles, spanning several years, Jason brings a wealth of experience to our team. He joined Pro Chem a



few weeks ago and he has picked up the position quickly. We are very excited to see Jason's contributions at Pro Chem. Welcome aboard, Jason!

Join us in extending a warm welcome to **Shannon Pement**, who joined Pro Chem 2 weeks ago as our newest Purchasing Assistant. With a proven track record in previous purchasing roles, Shannon brings a lot of experience and knowledge to our team. Shannon will be assisting the team with daily purchase orders, non-stock orders, technical support questions, and monitoring backorders. We are looking forward to seeing her growth and success at Pro Chem. Welcome to the team, Shannon!



## Celebrating 5 Years of Success BRITTNEY MEYER

Five years ago, Brittney joined the Pro Chem family in Montgomery, AL, bringing her dedication, commitment and true passion for sales to our team. Not only has she exceeded her goals, she has been an inspiration to her colleagues and a valuable addition to our team. Please join us in congratulating Brittney Meyer for her remarkable achievements and in wishing her continued success in the years to come!

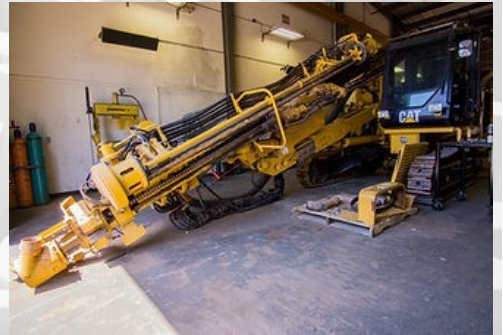


## Meeting Products Contest TEAM STANDINGS

- Team Evergreen—\$2171 Average
- Mary B Team—\$1533 Average
- Beth P Team—\$1508 Average
- Superstars Team—\$1257 Average
- Go Getters Team—\$1211 Average
- Team Sandpipers—\$968 Average
- Cindy B Team—\$856 Average
- Scoreboard Movers—\$785 Average
- Dream Team—\$365 Average
- Support Team—\$300 Average
- Money Makers—\$250 Average

## Behind the Numbers: STEPHANIE PHILLIPS

**Stephanie Phillips** wrote a large order in September for 1,000 tubes of Hi-Temp II to a drilling, blasting and crushing company. They use the product on their machines that drill into the rock on the sides of the mountains. Her customer tested the product against other products and our product outperformed any of the others. Even through the changes of the product from the original Hi-Temp to the new Hi-Temp II, they are still more impressed with Pro Chem's product than any of the others they have tested. This month Stephanie wrote a \$12,600 order with them for Hi-Temp II tubes with more orders on the way. Stephanie has not only had success with this customer with Hi-Temp II but they have also purchased \$10,000 worth of anti-fatigue mats from her over the past few months. In the picture, you will see the heavy machinery they are using our Pro Chem Hi-Temp II grease to lubricate. Great job, Stephanie!!



## MILLION DOLLAR MILESTONES



**Karen Rattray**  
*Greenville, SC*  
\$18 Million Sold

1st Person in Company History to  
Reach this Milestone



**Kim Kern**  
*Mobile, AL*  
\$8 Million Sold



**Susan Cole**  
*Saint Augustine, FL*  
\$7 Million Sold



**Stephanie Phillips**  
*Raleigh, NC*  
\$4 Million Sold



**Jack Sumner**  
*Valdosta, GA*  
\$4 Million Sold



**Debby Henderson**  
*Cincinnati, OH*  
\$4 Million Sold