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PRESS RELEASE

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FOR IMMEDIATE RELEASE

Hisco's Exclusive Documented Cost Savings Program Surpasses \$125 Million in Customer Savings

HOUSTON—December 11, 2017— Hisco Inc. announced today its Documented Cost Savings Program (DCS) has exceeded \$125 million in total customer savings, including direct and indirect costs. Hisco initiated the program, in which savings are documented and approved by the customer, in 2000 as a way to quantify and formalize the value the employee-owned, specialty distribution company brings to its customers. To date, the program has saved customers \$126,300,000.

“Claiming value and documenting it in writing are two very different things,” says Hisco President and CEO Bob Dill. “We knew we were on to something by putting our customers’ savings in writing; we’ve managed to capture—and document—the essence of Hisco.”

Hisco representatives work with customers to find savings and efficiencies in product handling optimization, supply chain optimization, the manufacturing process, vendor consolidation, logistics and stocking, including vendor managed inventory.

For more than 45 years, Hisco has delivered value to customers through quality products, process solutions and local inventory. Today, the international branch network includes 38 stocking locations in three countries: the United States, HiscoMex in Mexico and HiscoCan in Canada. Hisco’s Precision Converting facilities provide value-added fabrication, and its Adhesive Materials Group provides an array of custom repackaging. Hisco also offers vendor-managed inventory programs and specialized warehousing for chemical management, logistics services and cold storage. Its supplier base includes manufacturing giants Henkel, Alpha and 3M, to name a few. For more information, visit www.hisco.com.

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