



NAW INSTITUTE FOR DISTRIBUTION EXCELLENCE
NATIONAL ASSOCIATION OF WHOLESALER-DISTRIBUTORS (NAW)
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FOR IMMEDIATE RELEASE

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**NAW INSTITUTE FOR DISTRIBUTION EXCELLENCE ELECTS NEW CHAIRMAN
AND TWO NEW DIRECTORS TO 2011 BOARD OF DIRECTORS**

*Joseph Nettemeyer, President and CEO, Valin Corporation, Takes Helm
as Chairman of NAW Institute for Distribution Excellence*

(April 25, 2011, Washington, DC) — Directors of the NAW Institute for Distribution Excellence, during its Spring Meeting in Washington, DC, last week, elected Joseph Nettemeyer as 2011 Chairman of the Board. Mr. Nettemeyer is President and CEO of Valin Corporation, headquartered in Sunnyvale, CA.

Mr. Nettemeyer succeeds Byron Potter, President and CEO of Dallas Wholesale Builders Supply Inc., headquartered in DeSoto, TX.

Says Mr. Nettemeyer of his new post, “Our management team at Valin Corporation has read many of the NAW Institute’s research studies over the years. We’ve applied the practical

guidance to our business and we've definitely seen improvements and gotten valuable results. I believe the NAW Institute continues to do groundbreaking research and I look forward to working with the NAW Institute as Chairman and contributing to its ongoing research work for our industry."

In addition to Mr. Nettemeyer's election, the following wholesale distribution industry leaders were elected as Directors of the NAW Institute Board for four-year terms:

Art Kostaras
President
Womack Machine Supply Co.
Dallas, TX

George Pattee
Chairman and CEO
Parksite Inc.
Batavia, IL

Re-elected to the NAW Institute Board were:

Deborah Hamlin
Executive Director
Irrigation Association
Falls Church, VA

William Parsley
President
Carswell Distributing Company
Winston-Salem, NC

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The role of the NAW Institute for Distribution Excellence is to sponsor and disseminate research into strategic management issues affecting the wholesale distribution industry. The NAW Institute aims to help merchant wholesaler-distributors remain the most effective and efficient channel in distribution.

National Association of Wholesaler-Distributors (NAW) comprises individual wholesale distribution firms and a federation of national, regional, state, and local associations and their members, which collectively total more than 40,000 companies. NAW represents the \$4.2 trillion merchant wholesale distribution industry, which moves to market virtually every kind of product in the U.S. economy and employs 5.5 million people.