

FAQ's

JIS, Division of Jergens, Inc. and B&G SUPPLY | May 4, 2016

Question: Why did JIS purchase B&G SUPPLY?

Answer: JIS, Division of Jergens, Inc. made this purchase to take advantage of the location, customer base and supplier relationships of B&G SUPPLY. By combining JIS and B&G SUPPLY, we are growing geographically and opening a new branch in the Akron/Canton area. This new location will house select employees and stock. Keeping inventory at this new location will greatly benefit our customers in the Akron/Canton area, especially those participating in our vending program.

Question: How would you describe the vision for the new organization?

Answer: JIS will open their first branch outside of its world headquarters in Cleveland, Ohio. The new organization will be able to provide the technical assistance and service that cannot be supplied by large catalog houses or small local distributors. We will be leveraging the manufacturing and distribution experience of both JIS and B&G SUPPLY to provide you with services and products.

Question: How is the new outside sales team structured?

Answer: In most cases, your current outside sales rep from JIS or B&G SUPPLY will continue to support you. Where changes occur we will make you aware immediately. Finally, we will have a Cutting Tool Specialist, Abrasive Specialist, MRO Specialist, and Tool and Die Specialist available to work with our sales team and customers to help reduce costs and increase production.

Question: Will there be two companies – JIS and B&G SUPPLY – in the future?

Answer: We will be maintaining the B&G SUPPLY brand as we begin the integration process. The long-term plan is for B&G SUPPLY be fully integrated into JIS. We anticipate this taking place over the next 12 months.

Question: Will there be a change in suppliers?

Answer: We are both excited to be authorized distributors of ISCAR cutting tools and we expect to maintain all of the suppliers from B&G SUPPLY and JIS during the integration. If this changes we will let you know immediately and provide recommended replacements. JIS is a First Class Distributor of the IMC Group and their worldwide brands.



Question: Will there be a change in pricing to the customer?

Answer: No, at this time we have no plans to change customer pricing unless there is a change in our cost or in supplier list price.

Question: What are the benefits to you as a customer?

Answer: Customers will now have more technical and management resources available to them along with an expanded staff for quicker response on quotes and order acknowledgments. The tooling supplier base will be greatly expanded so more products can be evaluated and tested. We also hope that the combined purchases from our suppliers will provide some economies of scale to reduce operating costs and purchase in higher volume, passing these savings on to you – our customers.

Question: Will my payment term change?

Answer: JIS payment terms are 1% 10 net 30.

Question: Where do I remit my payments?

Answer: All of the future payment and current payments will be responsibility of JIS. Please submit all payments to the address below:
PO Box 931344
Cleveland, OH 44193

Question: I'm a supplier. Who is responsible for paying open invoices?

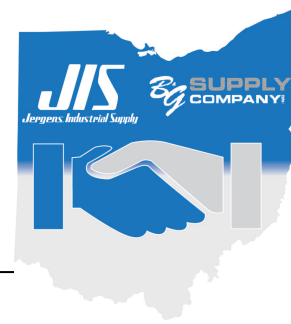
Answer: All should be submitted to the new combined B&G SUPPLY & JIS, and will be paid in full according to the agreed upon terms

Question: Will the B&G SUPPLY Phone Number, Fax Number, Email, Website & Cell Phones still be operational?

Answer: Yes, everything should still be operational. If a point of contact below is not working properly, please try one of the other forms of contact and make us aware so we can correct the problem immediately.

JIS, Division of Jergens, Inc.
Jergens Way | 15700 S. Waterloo Road
Cleveland, OH 44110-3898
Phone: 216-486-2100 | Toll Free: 888-486-2100
Fax: 216-486-5540
Web: www.jis.com | Email: Tooling@jis.com

B&G SUPPLY
595 Miami Street
Akron, OH 44311
Phone: 330-253-4600 | Toll Free: 800-257-6866
Fax: 330-253-2485
Web: www.bgsupplyinc.com



Question: What is the current JIS management Team?

Answer:

Matt Schron – General Manager
Mark Pierson – Akron/Canton Manager
Jeff Hogya – Cleveland Sales Manager
Tony Filipovic – Operations Manager
Steve Valentine – Consignment Manager

Elaine O’Kelley – Customer Service Manager
Avis Kanocz – Accounts Receivable Manager
Anita Erzen – Accounts Payable Manager

Question: Who are the key contacts within Jergens, Inc.?

Answer:

President: Jack Schron
HR Manager: Kathy Puskas

CFO: Wes Howard
IT Manager: Marty Walters