



## FAQ's

JIS Distribution LLC. and Erie Tool and Supply Co. | September 15, 2021

### **Question: Why did JIS purchase Erie Tool and Supply Co.?**

*Answer:* JIS Distribution LLC. made this purchase to take advantage of the location, customer base and supplier relationships of Erie Tool and Supply Co. By combining JIS and Erie Tool and Supply Co., we are growing geographically and opening a new branch in the Toledo area. This new location will house select employees and stock. Keeping inventory at this new location will greatly benefit our customers in the Northwestern Ohio area, especially those participating in our Inventory Management Solutions.

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

*Answer:* JIS will be operating a new branch out of the Erie Tool and Supply Co. facility. JIS 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 Erie Tool and Supply Co. to provide you with services and products.

### **Question: How is the new outside sales team structured?**

*Answer:* Where changes occur we will make you aware immediately. We have a Cutting Tool Specialist, Abrasive Specialist, Metalworking Fluid 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 Erie Tool and Supply Co. – in the future?**

*Answer:* We will be maintaining the Erie Tool and Supply Co. brand as we begin the integration process. The long-term plan is for Erie Tool and Supply Co. 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 Norton Abrasives we expect to maintain all of the suppliers from Erie Tool and Supply Co. 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 the Berkshire 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 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 invoices should be submitted to the new combined Erie Tool and Supply Co. & JIS, and will be paid in according to the agreed/negotiated terms.

**Question: Will the Erie Tool and Supply Co. 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 Distribution LLC.  
15700 S. Waterloo Road  
Cleveland, OH 44110-3898  
Phone: 888-486-2100  
Fax: 216-486-5540  
Web: [www.jis.com](http://www.jis.com) | Email: [tooling@jis.com](mailto:tooling@jis.com)

Erie Tool & Supply Co.  
304 N. Westwood Ave.  
Toledo, OH 43635-2707  
Phone: 419-531-2707



**Question: What is the current JIS management Team?**

***Answer:***

Matt Schron – General Manager

Chad Lynch – Sales Manager

Steve Valentine – Inventory Management Solutions  
Manager

Lyndsey Brent – Customer Service Manager

Avis Kanocz – Accounts Receivable Manager

Anita Erzen – Accounts Payable Manager

Leanna Rummles – Marketing Manager

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

***Answer:***

President: Jack Schron

HR Manager: Michelle Belviso

CFO: Wes Howard

IT Manager: Kurt Schron