

Distributor	Pricing Delivered	Early Buy Reminder	Sent to:	Small Packaging *Get Ordering Projections	Comments
1Source (Memphis Chemical)	DNS		DELIVERY FAILURE ON ALL EMAILS.		CHECK WITH ORDER effective 1/21/15 **Formerly Memphis Chemical 7/16/15 - Delivery failure to Laurita, Lisa, and Hank Brown. Per Roger 7/16/15 don't worry about this acct.
All-Type Vacuum	7/16/2015		Bart Marshall, Brett Marshall, Dee Johnson, Mike Belcher		
BAKA LLC	7/16/2015		Diane Dragues		
*Bates Sales	7/16/2015		Richard Vaught	20B-RR	
*The Mine Supply Co.	7/16/2015		Lee Moore	10B-RR	*Division of Bates Sales
Beaver Janitor	7/16/2015		Terry Young Sr. Terry Young Jr. Glenn Cutrell, General Mailbox		*Terry Young also owns Cape Janitor Supply 6/4/15 - Karl confirmed still on terms.
Bill's Service Center	7/16/2015	FAX	Gary Williams & Roy Benne		6/5/14 - email came back undeliverable, so faxed to Gary 636-281-8713. 9/12/14 share same email updated to bsc509@charter.net
Buckeye	5/13/15 Hand Deliver		Mike Gabrion		5/13/15 - Karl and Roger meet with Mike Gabrion, hand delivered pricing. Orders for branches should be no less than 1/2 truck (9 pallets). NO pick up in KC.
Bunzl	DNS	DNS	Keith Junge	10B-RR, 12J-RR, 20B-RR	SPECIAL PROGRAM per Karl 6/6/14, Scotwood sends to Corporate. 7/28/15 - Roger met with Keith Junge to go over ordering guidelines.
Buyer's Industrial	7/16/2015		Kerry and Bryan		
Cape Janitor Supply	7/16/2015		Terry Young Sr. Terry Young Jr. Glenn Cutrell, General Mailbox		**Terry Young also owns Beaver Janitor Supply CHECK WITH ORDER per Roger May 2015 6/4/15 - Per Karl on credit hold, Beaver still on terms. Roger needs to get explanation for INV 356054, due 12/17 PD March. No Guarantee terms will be reinstated even with explanation. - **UPDATE** 6/4 per Karl got the controller to agree to 2 orders with terms...they HAVE to pay those invoices within terms or those terms will be revoked (ONE SHOT). - Roger confirmed he will speak with Terry.
Chemco	7/16/2015		"Doc" (Kamal Yadav), Sue Yadav (does purchasing); Gretchen Barton		TRUCK cannot be longer than 50FT.
Chick Construction	7/16/2015		Mark Chick		Waiting for Mag pricing.
Cyclonic	DNS	DNS	Ben Thomas and Marissa Galmaitan		6/5/14 per Roger OUT OF BUSINESS
Dutch Hollow	7/16/2015		Eric Cadell		6/4/15 per Bailey send Midwest + Early Buy 6/23/15 confirmed they are still Net 30.
Drury Southwest	7/16/2015		Victor Phillips		
Garrett Paper	7/16/2015		Joe Garret, Joe Jr., and Lisa Garrett	20B-RR, 20B-TM	
Green Sky	7/16/2015		Rob Daugherty		
Heavy Duty Equipment	7/16/2015		Joe Tegethoff		
Henley Distributing	DNS	DNS	n/a		OUT OF BUSINESS
Hillyard Columbia	7/16/2015		Randy Timmerman		
Hillyard St. Louis	7/16/2015		Karen Baretich		
Hillyard Springfield	7/16/2015		Bob Hunter		
Holloway Distributing	7/16/2015		Charles Casinger	20B-RR, 50P-RR	
HP Products	DNS	DNS	n/a		DO NOT FORWARD PRICING per Karl 6/6/14, by Bailey 6/4/15. Per Karl now owned by Ferguson, main supplier is North American.
Industrial Soap	6/30/15 by Bailey		Mark Shapiro, Becky Brown	10B-RR, 50P-RR	5/13/15 - Karl and Roger meet with Becky, 6/30/15 Bailey sent pricing without MAG, said to keep for records at this point. Waiting for Mag pricing.
Innovative Supply	7/16/2015		Tim McDowell	50P-RR	
LS Chemical	7/16/2015		Larry Freistein		
Magnolia Paper	7/16/2015		David Brutcher		
Maintenance Unlimited	7/16/2015		Elliott Henry, Connie Rourke		
Memco	7/16/2015		Marie Stopyra & Purchasing Email		2 Price Lists: MO, KS, AR, OK and National price list for Industrial Strength. 7/28/15 - will not need early buy, customer pulled a fraction of what was estimated so they have 142 pallets on their floor now.
Mid-South Distributing	DNS	DNS	David Finegar		CHECK WITH ORDER Per Roger DNS pricing, confirmed by Karl 6/6/14. 6/12/14 Per Roger OUT OF BUSINESS
Moore Research	DNS	DNS	Denny Gassen (General Mailbox Address)		Last Purchase 2008 - SLOW PAY 6/12/14 per Roger OUT OF BUSINESS
New System	7/16/2015	NO EARY BUY	Amy Roper, Dennis Fortman, Ted Barklage, and Steve Stillwell		NO EARLY BUY , 7/10/15 sent updated quote with Calcium 50# TL at \$10.48 in Aug
Nu Way	7/16/2015		Joe Wibbenmeyer		
Office Essentials	DNS	DNS	Rich Radil	50P-RR, 50X-RR	Sept '14 per Karl Kurt Massie gone, replaced by Rich- sent pricing 9/17/14. OCT 2014 - Member of TriMega - DO NOT SEND PRICING any longer, need to direct to Eric McClellan emcclellan@scotwoodindustries.com
Pinnacle Solutions	7/16/2015		Debbie Kuper		
Renard Paper	DNS	DNS	DNS		OUT OF BUSINESS
RJ Schinner/Clark	DNS	DNS	DNS		INACTIVE - 6/6/14 Karl confirmed not to send pricing.

Royal Papers	7/20/2015		Paul Passanise, Mark Aubuchon, Larry Wilson, Eileen Saunier; Matt Passanise, Paul Passanise Jr., Matt Arnold, Cheryl Donjon, Jane Kingsley, Terry Wells		7/16/15 Only emailed Paul the program with the verbiage about the \$0.25 rebate. Waiting for Mag Pricing. WRONG PRICE FOR BRANCHES HAD TO RECALL 7/16/15, re-sent 7/20/15.
Smith Paper	7/16/2015		Kim Smith and Michele Glaze		2/26/15 - Roger said Kim said they will never buy Scotwood again...due to IS being Traction Melt. Had Roger compair RoadRunner next to IS...supposed to be sending picture.
Springfield Janitor	7/16/2015		Bob Hawn, Robert Jestes, Shirlee Clark		7/16/15 - I only emailed Bob the program with the verbiage about the \$0.25 rebate. 7/28/15 sent program to Angie at PBJ.
Springfield Paper	7/16/2015		Tiffany Sarmiento and Kevin Smith		12/2014 Tim Williams GONE---sent pricing to Tiffany and Kevin 2015-16 REQUEST TL and LTL PER REGION PRICING. -6/4/15 Karl opposed to selling other regions, steal business from other distribution...calling Roger to discuss. - Per Karl buy from SAMS CLUB, very inexpensive. - 6/4 Per Roger Karl to call Kevin and Tiffany to discuss. 7/17/15 - Added 20 # bags, approximate usage is 500 depending on pricing...talked out of 10# bags since they are inventory run is already spoken for by retail customers.
Staples	DNS	DNS	n/a		SPECIAL PROGRAM per Karl 6/6/14, ONLY sent to Corporate.
Supreme Turf	7/16/2015	NO EARLY BUY	Dave Shields and Ben Franklin		NO EARLY BUY , 7/10/15 sent updated quote with Calcium 50# TL at \$10.48 in Aug
SYSCO	DNS	DNS	DNS		INACTIVE - 6/6/14 Karl confirmed not to send pricing.
Titan Industrial Chemicals	7/16/2015		Melissa Akkerman; Peter Zimmerman		
Topmost Chemical	7/16/2015		Stephanie Smith and Lynn Proffer	12J-RR	
Trinity Packaging	7/16/2015		Vicki Koenig		10/24/14 ORDERED through BUNZL
TruckPro, Inc.	7/16/2015		Zach Lambert, Kim Campbell, & Melinda McKibben		Last order 2012
Unique Distributor Inc	7/16/2015		Tony Singh	10B-RR, 10B-TM, 20B-RR	
Universal	7/16/2015		Patrick Quinn		
XPEDX - Fenton	DNS	DNS	DNS	10B-RR, 20B-RR	SPECIAL PROGRAM
Yuletide Office Solutions	7/16/2015		Allen Chapman, Ben Miller, Vanessa Henley, Marc Henly		CREDIT WAS APPROVED 2014 - 6/6/14 per Karl send Midwest + Early Buy. Customer Login User name: YULE01, Password: 712uul
Z Specialty Pro	7/16/2015		Alan Zagurski "Z Man" and Sally Zagurski		

6/4/15 - Customers order Magnesium, do not have pricing available yet.

2015-16 Potential Accounts

Peistrup Paper Products	7/29/2015		Libby Wolf		Karl said to send Midwest + Early Buy, I sent credit app as well.
Pioneer Brite	8/10/2015		Carl Shorter		Inactive, need credit app per Karl 8/10/15. Set up 2008 PION11...never ordered. 8/11 - Roger started conversation after I had sent pricing which led to TRUCKLOAD orders only, Roger to notify Carl.

2014-15 Potential Accounts

Acme Janitor	DNS	DNS	Mary & Charlie Kinworthy		2007 last purch, not active would need credit app. 6/9/14 Per Roger DNS
Action Chemical	6/12/2014		Charles Barnes, cc Lori, Leigh, April		Midwest + Early Buy + Credit Application
ASP Enterprises	8/21/2014		Mark Pashia		Midwest + Early Buy + Credit Application (Lead sent by Scotwood) - PRICING NOT IN THE BALLPARK. (Filed Response Under MISC)
DI Supply	8/20/2014		Arnold Jansent		Midwest + Early Buy + Credit Application (6/17/14 to Mike Scott, now retired)
Graybar	7/2/2014		Paul Steckler		Roger emailed Midwest + Early Buy
Premier Paper	6/12/2014		Tony Iadevito		Midwest + Early Buy + Credit Application
Tanksley Lawn & Landscaping	8/20/2014		Matt Tanksley		Midwest + Early Buy + Credit Application - Per Karl PREPAY Only
Tramelli	6/12/2014		Jim B. and Jim T.		Midwest + Early Buy + Credit Application

2013-14 Potential Accounts

Acme Janitor	8/14/2013	10/15/2013	Mary & Charlie Kinworthy		2013-14 Program
Action Chemical	9/5/2013	10/15/2013	Charles Barnes, cc Lori, Leigh, April		Midwest + Early Buy
Family Fresh Produce	n/a	n/a	Tommy Webb		6/12/13 - Per Roger OUT OF BUSINESS 1/3/13 - Roger met with Tommy
Premier Paper	9/5/2013	10/15/2013	Tony Iadevito		Midwest + Early Buy
Tramelli	9/5/2013	10/15/2013	Jim B. and Jim T.		Midwest + Early Buy

2011-12 Potential Accounts

Blast Products			E-mailed Dave Altman		PJ sent Midwest + early buy, interested in Industrial 50 pound bags. ***Sent credit app to Scotwood, but they need additional references, per Roger 9/6/12 he called Dave, if they haven't sent then sit on the app until they want to order.
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Distributor	Pricing Delivered	Early Buy Reminder	Sent to:	Small Packaging *Get Ordering Projections	Comments
American Heartland Wipers	DNS	DNS	DNS		OUT OF BUSINESS
BD4	7/16/2015		Blake DeBord		CHECK WITH ORDER remains per Karl 6/5/14 - Blake stated he will move business to another supplier. 7/16/15 Blake said to send pricing, will compare to Morgro.
CCL Supply	7/16/2015		David Williams		6/6/14 per Karl send Midwest + Early Buy
Golden Distributing	DNS	DNS	David Golden		CHECK WITH ORDER 6/6/14 - Per Karl DNS, did not buy last season.
Heartland Environmental Distributor	7/16/2015		Debbie Wolfmeier dwolfmeier@hotmail.com		Midwest + Early Buy - Per Karl PREPAY Only
Meyer Laboratories	7/16/2015	DNS	Terry Oles and Rhonda Rothman		3% Early buy for 1st 5 truckloads of Calcium (800 bags).
Mid America Janitorial Supply	7/16/2015		Devon Polzin		CHECK WITH ORDER - 6/6/14 per Karl send Midwest + Early Buy
Nationwide Papers	DNS	DNS	DNS		OUT OF BUSINESS
Omaha Paper	7/16/2015		Richard Colon & cc Dan Robinson	20B-RR	*Tim Robinson - Old Buyer* *6/4 sent to Rick Hamblen - now OLD Buyer* Sent to Dan Robinson on 10/8/14.
Preferred Products	DNS	DNS	DNS		OUT OF BUSINESS ---PURCHASED BY MEYER
Profillment	7/16/2015		Billy Walsh		6/23/15 Acct turned over. Midwest Pricing + Early Buy. Net 30 day terms. Purchase in 2 pallet increments, mostly RR.
Pur-O-Zone	7/16/2015		Joe Bosco	20B-RR, 50P-RR	6/6/14 originally sent pricing to Mark Elzea, but he is GONE. 7/31/14 Tom meet with Joe Bosco. 8/7/14 - Tom spoke with Joe notified of shorages, Joe said they like to purchase by the pallet pick-up. Lot on plate with Mark Elzea gone.
Q-4	7/16/2015		Alan Jacobs and Paul Orth		
Regal Distributing	7/16/2015		Ben Ankrom, Dean Kopulos, and Purchasing Email	12J-TM, 50X-TM, 12J-RR, 20B-RR	
Riteway Maintenance	7/16/15		sales@rmskc.com		purchasing@rmskc.com **address comes back undeliverable.
Rose Property Maint	7/16/2015		Kyle Rose		
Royal Papers KC	7/20/2015		Terry Wells and Jane Kingsley		Only email Paul the program with verbiage about \$0.25 rebate. Waiting for Mag Pricing.
Security 4	DNS	DNS	DNS		INACTIVE - 6/6/14 Karl confirmed not to send pricing.
Service Janitorial	7/16/2015		Kim Randolph		
Southwest Paper	7/16/2015		Darin Miller		Salesman Spiff \$350 and additional end of season rebate.
Staples	DNS	DNS	n/a		SPECIAL PROGRAM per Karl 6/6/14, ONLY sent to Corporate.
Swift Chemical / Hartley Group	7/16/2015		Jason Petersen		7/16/15 email to Jason Petersen came back UNDELIVERABLE.
Tri-Lateral Sales	7/16/2015		Pat Lipovitz and Purchasing General Email		
XPEDX	DNS	DNS	DNS	10B-RR, 20B-RR, 50P-RR	SPECIAL PROGRAM Per Karl 6/6/14, do not have program yet. NOTE: 2013 had State of Kansas business.

Potential Accounts 2015-16

Noble Lawn Care (Noble Unlimited)	8/10/2015		Cole Noble		6/23/15 purchased GS from 3rd party in past, looking to go direct. Tom and Cole plan to meet in July to discuss. 7/16/15 per Karl Tom needs to contact, 7/21 Tom left message for Cole. 8/10 - per Tom Cole wants to get together END of August, per Karl need credit app filled out ASAP.

Potential Accounts 2014-15

Four State Maint	DNS		Jeff March and Tim Roberts		2 Price Lists: MO, KS, AR, OK and National price list for Industrial Strength. 7/28/15 - will not need early buy, customer pulled a fraction of what was estimated so they have 142 pallets on their floor now.
Henry Kraft	6/6/2014		Kenny Volkman		2009 was last purch, not active. 6/6/14 per Tom email to Kenny.
Sink Paper & Packaging	HAND DELIVER		Austin Krusenstjerna		6/5/14 - Per Tom will HAND DELIVER, doesn't want info to go to cometitors.
Uhaul	HAND DELIVER		Jessica		6/5/14 - Per Tom will HAND DELIVER, doesn't want info to go to cometitors.

Potential Accounts 2013-14

Diversified Chemical			Gary Jaeger		9/5/13 - Tom is going to call 10/15/13 Per Tom keep on list.
Evco Wholesale Food Corp.	10/7/2013	10/15/2013	Steve Pearson		10/7/13 - Midwest + Early Buy sent from Tom's email
Heartland Environmental		10/15/2013	Debbie Wolfmeier		3/4/13 - Sent pricing and credit application per Debbie's request.
Henry Kraft			Kenny Volkman		9/5/13 - Tom is going to call 10/15/13 per Tom keep on list.
Sink Paper & Packaging		10/15/2013	Austin		9/24/13 - Lisa sent pricing + credit app to austin@sinkpaper.com
Uhaul	8/6/2013		Jessica		8/6/13 - Tom hand deliver 9/5/13 will call again 10/15/13 Per Tom keep on list.

Distributor	Pricing Delivered	Early Buy Reminder	Sent to:	Small Packaging *Get Ordering Projections	Comments
Buckeye KC	5/13/2015		Mike Gabrion (regional director)		5/13/15 - Karl and Roger met with Mike Gabrion, hand delivered pricing. Orders for branches should be no less than 1/2 truck (9 pallets). NO PICK UP IN KC.
Bunzl KC	DNS	DNS	DNS	10B-RR, 12J-RR, 20B-RR, 50P-RR	SPECIAL PROGRAM per Karl 6/6/14, Scotwood sends to Corporate.
Chemical Universe	7/21/2015		Komi Massaba, Dan & Derek Ackart	50P-EXCEL	Net 30, with \$6,000 Limit-JULY 2015 6/4/15 per Bailey send Midwest Pricing + Early Buy
Clayton Paper	7/16/2015		Jim Clayton		Net 30, with \$10,000 Limit - JUNE 2015
Clean Solutions	7/16/2015		Marcus Bryant and Greg Snodgrass		
DSG (Hotsy Equip Co)	7/16/2015		Stephen Haith		Net 30, with \$3,500 Limit - JUNE 2015 7/16/15 Midwest Pricing + Early Buy
Hillyard - KC	7/16/2015		Beth Brand and Dave Layman		*Acct switched from Tom to Mark June 2015 6/8/15 per KARL go after Calcium business.
Leavenworth Paper	7/16/2015		Dennis Edwards		
Massco	7/16/2015		Tom Warhurst		
Prime Market Services	7/16/2015		Mike (Walt Rogers owner)		*Acct switched from Tom to Mark June 2015
United Chemical	7/16/2015		Ben Khalili		
Withers- KC Sanitary	7/16/2015		Kevin Olvader		

Potential Accounts 2014-15

Janitorial Supply					6/16/14 - per Mark will pursue, last year had just purchased company.

Potential Accounts 2010-11

Carpenter Paper					
Central IA Distributing					
CEP					
Egan Supply					
Marion Brush					
Sage Products	DNS	DNS			6/16/14 NOT TARGET, longstanding relationship with current supplier
Thompson Foods			E-mailed Tom Wald		9/15/10 Midwest w/early buy ---link to RR sell sheet
WinPro					