

Regional Distributors, Inc.



Creating Exceptional Customer Service Experiences.

Janitorial • Paper • Commercial Warewashing • Food Service Ice Cream & Frozen Yogurt • Laundry • Hospitality • Green Alternatives

Welcome to Regional Distributors, Inc.



Certified MWBE







Rochester

Regional Distributors, Inc. is a trusted partner to western New York businesses who require the most efficient commercial products to meet their unique business needs and customer service that exceeds their expectations. Regional Distributors, Inc. is a one-stop, streamlined supply source for quality commercial cleaning, paper, food service, and green products that are proven to reduce time, labor, and costs allowing your business to thrive. Unlike impersonal bigbox companies whose customers are just a number in a database and quality is replaced with quantity, our local, veteran-hiring, family- and woman-owned business works individually with each of our customers. Your success is our success and our team focuses our expert industry knowledge, advanced technologies, and enthusiastic energy to create customized solutions designed to not only exceed, but transform expectations.

We proudly add value to our partnerships by creating exceptional customer service experiences delivering the streamlined supply solution you need and the exemplary service you deserve.



Premier Inventory

Expert Workforce

Delivery Fleet

Training



Regional Distributors, Inc. is a NYS certified Women's Business Enterprise (WBE). WBE certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women. As a certified woman-owned business enterprise, Regional Distributors is proud to promote equality of economic opportunities, eliminate barriers to minority and women participation in state contracts, and support New York State's economy with increased access to opportunities for minority- and woman-owned businesses.



Dave Scalen, Vice President

Regional Distributors, Inc. is committed to providing the highest level of quality and service to our customers.

Our Mission

We achieve this by drawing on the synergies between our skilled and dedicated workforce and the utilization of leading-edge technology and equipment.

As a single-source supplier, we are tenacious in our efforts to exceed expectations at every level. We are large enough to offer an extensive inventory of products manufactured by the most trusted brands, while remaining competitive and small enough to understand your specific needs. Regional Distributors is accurate, agile and responsive to each operation we partner with, establishing relationships that online catalog companies and the big-box conglomerates just cannot compete with.





Creating Exceptional Customer Service Experiences

Regional Distributors, Inc. has established hundreds of relationships with a broad range of industrial, commercial, healthcare, municipal, educational and small businesses. Our success can only be achieved through the successes these operations enjoy. We are committed to each and every entity and strive to offer the products and services that fulfill their needs.

"Regional Distributors, Inc. has supplied excellent order accuracy and customer service at the Dinosaur Bar-B-Que for a number of years. Dave Scalen and his team are more than just a supplier, they take a genuine approach to solving business concerns and cost savings. I appreciate our relationship and their dedication to us as a vendor."

—Jim Clancy, Director of Operations **Dinosaur Bar-B-Que Restaurants**

"I have been so impressed by the support and service provided by Regional Distributors. In a world where one-on-one customer service has virtually disappeared, the Regional Distributors team has proved otherwise and stand as an example for the rest of the industry to follow. Regional has made every attempt to help our business by providing alternative product solutions, thus reducing costs, and present themselves with superior communication skills and genuine interest. They are the definition of a true Team Player and should be congratulated for providing customer service and support well beyond the expectations of CP Rochester."

—Jessica Fowler, Business Services Coordinator CP Rochester, Rochester, NY Please visit www.regdist.com to see more testimonials from the gracious people we serve on a daily basis.

> Right: Mark Glickman, Associate Director of Operations, Xerox Square

Regional Distributors, Inc.



Above: Kory Samuels, Director of Dining Services, Rochester Institute of Technology

Right: Julie Doyle, Managing Partner, Dinosaur Bar-B-Que the most comprehensive and available customer service tools, Regional Distributors, Inc. maintains an impressive online portal that allows for ordering when it's convenient for you. Additionally, our intuitive online management system is customized to track your unique warehousing, packaging, supply, and billing demands—all features that increase efficiency so that you may focus on your customers.

In order to provide

Our Core Principles & Values

Passionately focus on driving customer success.

Be brilliant at the basics.

Service the customer with infectious enthusiasm.

Employ the right people—the most important component of our success.

Have a passion for excellence.

Drive down operational costs and maintain flexibility for competitive advantage.

Maintain a clear, simple, reality-based vision and communicate it to all.

Possess enormous energy and the ability to energize others.

www.regdist.com

Working Green for a Sustainable Future

Regional Distributors, Inc. is devoted to helping you develop and promote sustainable practices to preserve the environment, reduce health risks, and advance your business by reducing costs, labor, and resources. We help you balance today's economic, health, and environmental climate while maintaining the highest standard of cleanliness, healthiness, and freshness.

Green Cleaning Assessments

Our Green Cleaning Assessments are specifically customized to help you create sustainable change for your business, your occupants, and the environment. Our team will conduct an assessment of the cleaning supplies and materials used within your building and the environmental impact they have on the facility and occupants. By targeting specific cleaning chemicals, paper products, and janitorial equipment, we outline a customized cleaning process that has an environmentally sound strategy and train your staff to effectively implement the new process to protect the overall health of your occupants and facility.

"When choosing a supplier, price is always one of the key factors that determines who will receive the business. Regional wasn't only the company that had the lowest prices, they also provided a valuable selection of new products and green alternatives. Dave Scalen (Vice President, Regional Distributors) has gone out of his way to help each of our dining units evaluate their needs and provide specific products that work best. He has also helped the campus dining operations with various green initiatives and recycling efforts. If you're looking to make a change in paper supplier, I highly recommend Regional Distributors."

—Dean Engdahl, Asst. Director of Dining Services

Rochester Institute of Technology

Why Green Products?

Green Seal Certified Products

EcoLogo Certified Products

Design for the Environment (DfE) Products

ENERGY STAR
Qualified
Machines

Your Business is Our Business

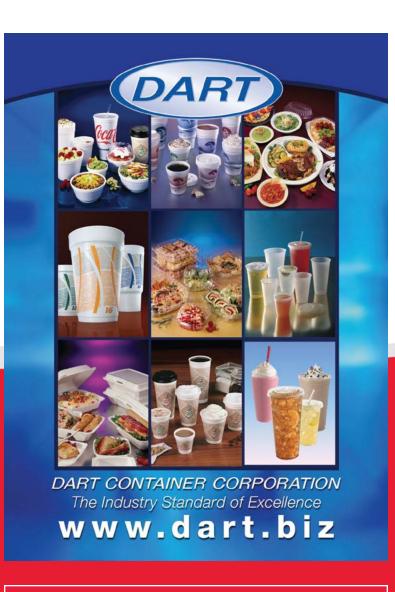
We practice what we preach—to learn more about how Regional Distributors, Inc. went green, check out www.regdist.com and click on the Sustainability tab.



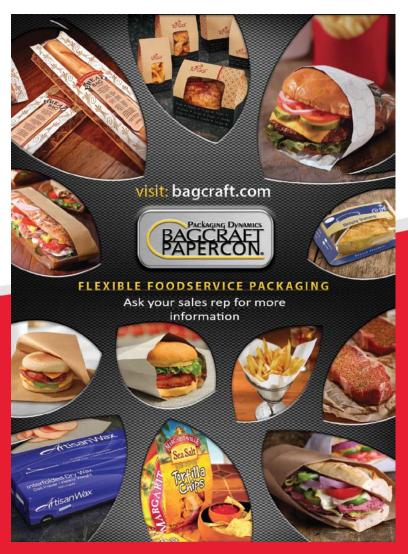
Cleaning products are necessary for maintaining attractive, healthy, and sanitary conditions in the workplace and home. In addition to the aesthetic benefits of cleaning, the removal of dust, allergens, and infectious agents is crucial to maintaining a healthy indoor environment. But cleaning products can present several health and environmental concerns. They may contain chemicals associated with eye, skin, or respiratory irritation, or other human health issues. Additionally, the concentrated forms of some commercial cleaning products are classified as

hazardous, creating potential handling, storage, and disposal issues for users.

Reducing human health and environmental concerns is an important incentive for purchasing green cleaning products and implementing green cleaning practices. Our product recommendations are based on the fundamental pollution prevention principles of reducing the quantity and hazards of materials used.













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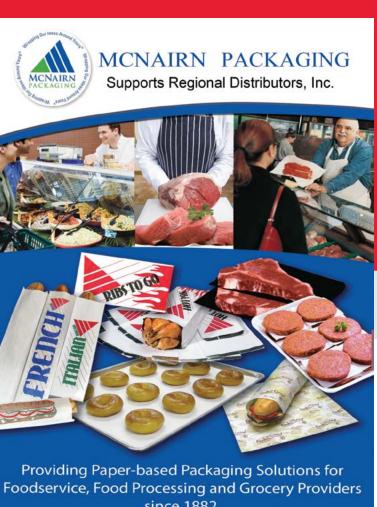




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Dusters

Floor Mattina Floor Waxes & Pads

Gloves & Protective Apparel

Hand Soaps & Sanitizers Hygiene Products

Ice Melters & Removers

Insecticides Machines (Vacuums, Burnishers, etc.)

> Microfiber Products Mops, Brooms & Brushes

Polishes

Safety Supplies

Signage Stain Removers

Strippers & Sealers

Touch-Free Dispensers

Towels & Tissues

Trash Receptacles

Rust Inhibitors Wipers

Shipping Supplies Anti-Static/Conductive Materials

Bogus Paper Chip & Corner Boards

Cushioned Mailers & Supplies Flexible & Corrugated Cartons

Foam Rolls

Interleaving

Labels **Packaging Tapes**

Poly Bags, Slip Sheets & Tubing Skid/Pallet Wrap, Covers & Straps

Waterproof Paper

Food Service Products

Anti-Fatigue Mats Bags & Poly Bags

Boxes (Bakery, Pizza, Provision)

Butcher Paper Café Specialty Items

Can Liners Catering & Buffet Supplies

Condiments

Cups Custom Print Packaging Cutlery

Dirty Potato Chips®

Films, Foils & Wrapping Papers

Filters Freezer Cleaner & Paper

Gloves & Protective Coverings (Aprons, Hair Nets, etc.)

Hand Care Meat Films & Trays

Napkins & Napkin Dispensers Odor Counteractants

> Pans Placemats

Plates Pre-Rinse Spray Nozzles

Register Rolls

Safety Supplies Scale Removers

Seasonal/Holiday Products

Smallwares Straws & Stirrers

Table Lamps & Fuels To-Go Containers

Wipers

Warewashing Equipment & Products

Commercial Dish Machines

(Conveyors, Doors, Under-Counter, Glass Washers, etc.) Detergents & Dish Soaps



Presoaks & Rinses

Pot & Pan Detergents

Quaternary Sanitizers

Sanitizers & Tablets

Ice Cream & Frozen Yogurt

Cups, Dishes, Containers & Lids

Cones & Cookie Bases

Dessert Spoons

Frozen Custard Mixes

Frozen Yogurt Mixes

Pumps, Dispensers & Topping Stations

Serving Products

Slush Flavors & Bases

Syrups & Sauces

Toppings

Laundry Products

Bleach & Whiteners

Controlled Dispensing Systems

Fabric Softeners & Dryer Sheets

Laundry Sour

Liquid & Solid Detergents

Rust Treatments

Stain Treatments & Sticks

Vending Machine Packs

Hospitality Products

Bar Soaps

Bottled Water

Coffee Filters & Stirrers

Copy & Computer Paper

Cups & Cutlery

Deodorizers & Air Fresheners

Facial & Bath Tissue

Hygiene Products

Waste Baskets

www.regdist.com









P&G Pro Line® Floor Care System: The Power of Synergy



"The longevity and the durability of the P&G Pro Line Floor Care System is pretty impressive because of the repair capabilities that are in their polymers... And they put a lot of emphasis on the technology of their product."

Vice President of Operations & Quality Control-SMS-Assist LLC













Bath Tissue • Facial Tissue • MultiFold Towels
Hard Wound Roll Towels • Center Pull Towels • Kitchen Roll Towels
Advanced Towel & Tissue Dispensing Systems









Each towel and tissue product made by Sclains 'Apper' delivers the softness, strength, and absorbency our customers demand and is made from a high concentration of Rapidly Renewable Fiber (RRF). We believe that RRF from sustainably managed plantations is an innovative strategy for meeting towel and tissue demand for the world's growing population.

Solaris Paper's towel and tissue products meet the requirements of USGBC's LEED standards. Our paper products are derived from rapidly renewable resources, a compliance pathway defined in EQc7 (Environmental Quality, credit 7) of LEED EBOM v4 and IEQc3.3 (Indoor Environmental Quality, credit 3.3) of 2001 IEED EBOM v6.



METRO PAPER INDUSTRIES TISSUE GROUP

"AT MPI TISSUE GROUP, WE'RE ON A ROLL!"

39 years of leadership in service + sustainability

Metro Paper Industries Tissue Group is one of North America's leading vertically integrated manufacturers of recycled paper products servicing the foodservice, janitorial, away from home and retail markets. Supplying a wide range of disposable paper products, in specific brand offerings, to meet the demand of the discerning buyers to include napkins, towels and tissue.

A commitment to the environment, from chlorine-free manufacturing process to reduced water intake and steam requirements means a reduction in energy and overall greenhouse emissions. Our paper manufacturing process uses as much as 100% recovered fiber to decrease landfill waste and saves in excess of 550,000 trees each year.

















TimBar Packaging & Display offers a wide variety of packaging for the transport and marketing of food and beverage products.

We specialize in:

Corrugated Circles

Corrugated Pizza Boxes Catering Boxes Chicken Wing Boxes



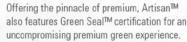
TimBar can custom print the right style and size in kraft and white to meet your packaging needs

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Regional Distributors, Inc. Partners & Affiliations

Strategic Market Alliance (SMA) - Regional Distributors, Inc. is proud to be a member of SMA, an interdependent cooperative owned and directed by leading market distributors. SMA is structured to enable suppliers and distributors to work more proactively together to address channel issues and grow sales to generate greater returns.

HealthRite – assists Regional Distributors, Inc. and other SMA members in delivering the proper products, services, and solutions to the health care industry. Through HealthRite, all SMA distributors assign health care specialists to remain current on health care issues and concerns, as well as serve as a conduit between distribution and SMA on all industry-related matters. All SMA health care specialists are experienced in servicing the health care industry and maintain memberships in APIC and ASHES.

O.S.C.A.R.® - SMA's trademarked Optimizing Strategic Coalition to Accelerate Results program unites distributors and suppliers in a process designed to more clearly understand and respond to the expectations of specific customers and the segment-specific challenges they face. The O.S.C.A.R.® program is a systemized approach that enables SMA to assist decision makers at multilocation companies to achieve greater compliance and adoption of enterprise-wide initiatives. The final outcome is satisfied customers who, by way of this process, have grown to trust and value the insight and services provided by SMA.

Rochester Business Alliance (RBA) - Regional Distributors, Inc. supports our local community as a member of the RBA. The RBA is the chamber of commerce for the nine-county Rochester region, which includes Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Wayne, Wyoming and Yates counties. RBA provides human resource services, training courses, and networking opportunities, as well as advocating at the local, state, and federal levels for an environment essential for Rochester businesses to

International Sanitary Supply Association (ISSA) – ISSA is a worldwide trade association for the professional cleaning industry with over 5,500 distributor, manufacturer, building service contractor, and in-house service provider members that are certified with reaching the Cleaning Industry Management Standard.

Group Purchasing Organizations (GPOs) – With growing health care costs, GPOs have become an important source for health care facilities to increase efficiency and contain costs. Regional Distributors, Inc. is a proud supplier of leading GPOs including Premier Inc., MedAssets, and Prime Services, Inc. to name a few. Our participation with leading GPOs allows us to conveniently and easily service our health care customers by delivering quality products at efficiently controlled costs.

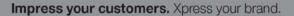
For more information, please visit www.regdist.com.



Hygienic, environmentally responsible solutions that make a difference.

Tork Xpressnap® Signature Dispensing Systems

See how the #1 napkin dispenser in North America can help your business. The unique One Napkin, Every Time™ design guarantees 25% less napkin use—which means less waste and less refilling. And innovative AD-a-Glance® windows give you a winning marketing opportunity.













Tork Elevation[™] Dispensing Systems

Tork Elevation products were designed to deliver peerless beauty in the restroom. Slim and sculptural, our award-winning design features a seamless surface and controlled consumption, so users only take what they need. Less mess. Less waste. And far less ordinary.

In other words, one less thing to worry about.















Tork Performance™ Dispensing Systems

Tork Performance is the next generation of dispensers for professional wiping, designed with productivity and safety in mind. Each dispenser has been optimized for Tork wipers and multipurpose cloths to maximize your performance

Wherever you are, whatever the task.















For a free trial of dispensers, visit talktork.com



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