

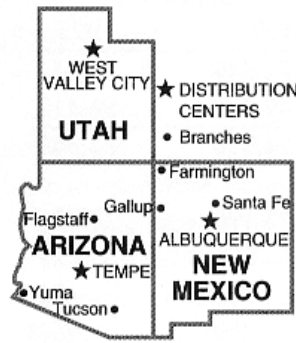
1997

National Sanitary Supply Company
First Quarter Report



DISTRIBUTION CENTER PROFILE

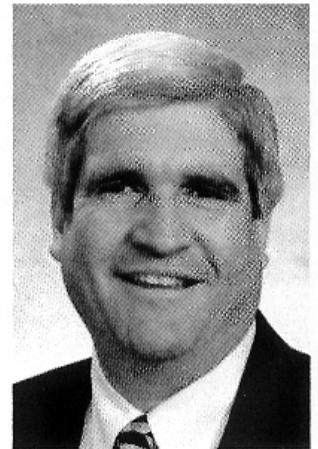
Phoenix, Arizona



National Sanitary Supply Company expanded its operations outside of California for the first time in 1971 with the establishment of a regional distribution center in Phoenix, Arizona. Through a combination of acquisitions and "grass root" start-ups, National strengthened its presence in the Arizona market. In 1988, the Phoenix operations of newly

acquired Century Papers, Inc. and National were combined, and the distribution center was moved to its current location. The Phoenix distribution center serves the entire Arizona market from a 70,000 square-foot office and warehouse facility. It serves a variety of customers in the industrial, institutional, and service market segments. The Arizona division, which employs 80 personnel, includes the Phoenix distribution center and Flagstaff, Tucson, and Yuma sales branches.

W. Dennis Parker (Dennis) is National's Southwest Area Manager. The Southwest area includes all of the Company's operations in Arizona, New Mexico, and Utah. Dennis began his 29-year career in the sanitary maintenance industry with Varsity Contractors, where he held a variety of positions of leadership. In 1983, Dennis joined Utah Janitorial Supply where he was the General Manager when National acquired the company in 1985. Dennis' first position in the Company was as Salt Lake City Distribution Manager. In 1992, Dennis was promoted to Area Manager for the Utah and New Mexico territories, and was promoted to his current position in 1993.



Dennis attributes the success of the Southwest area to having the right people in the right positions. He stated, "Arizona's success is largely a combination of talented operations and sales teams that work together to identify and meet the needs of our customers."

An avid reader, Dennis likes to keep in touch with the latest ideas and concepts in sales management and communication. Dennis and his wife Susie reside in Mesa, Arizona. They have 11 children and three grandchildren.