



MIKE OLTHOFF, CEO
KEVIN RAHRIG, COO

OVER 240 ASSOCIATES

SIXTY PLUS DISTRIBUTOR
SALES REPRESENTATIVES
& SPECIALISTS

FIVE DISTRIBUTION CENTERS

FOUR ADDITIONAL LOCATIONS

OVER 400,000 SQUARE FEET
OF WAREHOUSE SPACE

THIRTY DELIVERY VEHICLES

98% FILL RATES

99% PICKING AND RECEIVING ACCURACY



PROUD MEMBER OF:



OUR PURPOSE

Our passionate associates are creative problem solvers that provide solutions for clean and healthy facilities and the safe shipment of products through the promise of I.K.E., Innovation, Knowledge and Excellence.

VISION

To be a dominant distributor
in the markets we serve.

VALUES

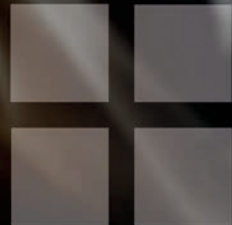
Teamwork
Innovation
Learning and Development
Sustainability
Four Squares

FOUR SQUARES





YOU FIRST: DOCUMENTED COST SAVINGS



COST SAVINGS PROCESS

Nichols has historically provided cost-savings for our customers, trending at over \$1.5 million per year. Now we have formalized the process to ensure consistent delivery of this core “You First” deliverable.

The Nichols Documented Cost Savings (DCS) program provides best practice scenarios that save our customers, not just on the price of the products, but more importantly, on the cost of doing business. By obtaining customer signatures on our Cost Savings Agreements, we ensure strong partnerships and strategic alignment.

DCS EXAMPLES:

- Right-sizing Packaging and Liners
- Reduction in Absenteeism / Presenteeism
- LEED Building Certification Support
- Dilution Control Systems
- Productivity Improvements
- Custom Solutions
- Image / Brand Protection
- Bundle Safety, Packaging, Facility & Janitorial
- Streamlined Transaction Costs

A woman with blonde hair, wearing a black jacket, is standing in a public restroom. She is holding a piece of paper towel from a blue dispenser. In the background, there is a white sink and a mirror reflecting her. The overall scene is clean and well-maintained.

SOLUTIONS FOR CLEAN & HEALTHY FACILITIES

CONFIDENTLY CLEAN

The health of your associates and your customers is directly related to the products and processes you use to clean. With immense product depth, the Nichols team can put together the right bundle for your organization to achieve a #ConfidentlyClean facility. Our experienced sales team will pair these with our #BetterTogether posters and videos, College of Knowledge training options, and quality assurance tool to give your team all of the resources they need.

Nichols offers over 400 carefully chosen manufacturers, featuring some of the best known brands.

PRIMARY CATEGORIES

- Paper Products
- Cleaning & Disinfection
- Safety Supplies and PPE
- Skin Care
- Liners & Receptacles
- Cleaning Tools
- Janitorial Equipment & Service
- Food Service Disposables
- Matting & Absorbents
- Ice Melt
- Laundry & Warewash

A worker in a light blue shirt and a high-visibility yellow safety vest is applying clear stretch wrap to a large cardboard box in a warehouse. The background shows tall metal shelving units filled with numerous cardboard boxes. In the top right corner, there is a decorative graphic consisting of four squares arranged in a 2x2 grid, each with a different blurred image.

SOLUTIONS FOR THE SAFE SHIPMENT OF PRODUCTS

PACKAGING EXPERTS

Nichols brings the knowledge and insight you need to design the best possible package.

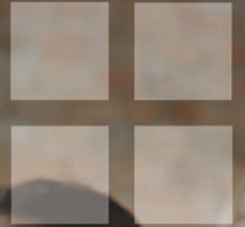
We consider the product size, fragility and safety to ensure safe shipment with a great fit. We visualize your packaging's aesthetics and your customers' receiving/unpacking experience to enhance your brand. Our specialists factor in freight, labor, regulatory and security aspects to protect your bottom line.

The options are endless because our packaging specialists and world-class vendors can create a custom solution for you.

PRIMARY CATEGORIES

- Cornerboard, Boxes, Honeycomb
- Tapes & Hot Melts
- Void Fill
- Shrink Film, Bags & Systems
- Labels / Shipping Envelopes
- Food Grade Adhesive
- Paper, Pallets & Tubing
- Case Sealers
- Staples / Banding
- Stretch Wrap & Equipment
- PE Foam / Bubble
- Misc. Packaging Equipment & Service

YOU FIRST: DELIVERING VALUE ADD WITH EXPERIENCE & EXPERTISE



E-BUSINESS SOLUTIONS

- Dashboards / Reporting
- Online Ordering
- EDI
- Punchout

COLLEGE OF KNOWLEDGE

- Comprehensive Online Training Access
- On-site Custom Training
- Custom Charts and Training Cards
- #BetterTogether Facility Posters / Videos
- Additional Online Training Videos / Webinars
- Nationally Accredited Online Certification Courses
- Regional Equipment Shows

EXPERTISE / PRODUCT SPECIALISTS

- LEED EB Professional
- Packaging Specialists
- ISSA CMI Certified Trainers
- I.C.E. Certified Professionals
- ServSafe Certified Professionals
- Factory Certified Equipment Service Techs

INDUSTRY ASSOCIATION & SPONSORSHIPS

- | | |
|--------|-----------------|
| • BOMA | • NAW |
| • ISSA | • OASBA, MSBO |
| • IOPP | • MiAPPA, MAPPA |
| • IFMA | |



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