

## STRENGTH IN NUMBERS

ZACHARY T. HAINES, CEO, DPA BUYING GROUP

Comprised of over 1,200 independent distributors and more than 230 partner suppliers. Our mission is to save independent distributors money by using a “strength in numbers” approach to negotiate quarterly marketing allowances, lower minimums, better prepaid freight policies, exclusive promotions and extended terms. The group also provides virtual and in-person sales training opportunities, published a comprehensive buyers guide and hosts an annual buying and networking conference for our member distributors and partner suppliers. This year’s DPA show was held at the magnificent Marriott Harbor Beach Resort & Spa in Ft. Lauderdale, FL and broke all previous attendance records.



clothing, facility maintenance products, and packaging supplies. Whether you need saw blades, drills or fasteners; hard hats, gloves, and high visibility protection; or brooms, mops and trash bags, DPA has you covered. Operating at scale and diversifying your product offering is guaranteed to improve your bottom-line.

Finally, a major benefit from joining DPA is the member networking. At our show, distributors have the opportunity to brainstorm and share best practices with like-minded companies from across the country in a non-competitive atmosphere to improve each other’s businesses.

In addition to DPA’s industrial and contractor supply programs which include companies such as Brighton-Best International, United Abrasives, International Fasteners, Makita, and ORS Nasco, DPA distributors also enjoy direct-access to manufacturers of safety equipment &

DPA does not interfere with your ordering, invoicing, or warehousing, and if qualified there are not any dues or sign-up fees to join. And the best part is that you can retain your independence. If you are an independent distributor, joining a buying group is a no-brainer. Visit [JoinDPA.com](http://JoinDPA.com) to Save Today!



HAINES

## CELEBRATING 20 YEARS

JENNIFER MURPHY, PRESIDENT, NETPLUS ALLIANCE

Before starting NetPlus Alliance, my father, Dan Judge, already had more than three decades of experience in wholesale distribution, and a rich family history in industrial distribution going back more than a century. But in 2000, I.D. One, the cooperative buying group he was president of, was acquired.

So, he went to work on his next project, again and always focused on helping independent distributors thrive. He landed on NetPlus Alliance as a name for the buying group and made it easy for distributors and suppliers to join.

NetPlus approached its new mission in a way that attracted distributors who weren’t satisfied with the other available options. That launch 20 years ago was a success. There was a need for a group based on a simple operating model, profitable rebate programs, and high-quality, personal relationships. At the end of our first year, NetPlus had 126 distributors, 63 suppliers, and processed \$8.2 million in purchases

through the group.

As the fifth generation in the family business, I became president in 2013, carrying the organization into its next growth phase.

The mission of NetPlus hasn’t changed in the 20 years it has been around. It is still focused on serving distributors primarily in MROP and contractor supplies, but now also realizes an expanding membership of distributors that specialize in safety, cutting tools, welding and fasteners. It has leveled the playing field not only for its distributor members but also for its suppliers.

Our straightforward approach to building relationships appeals to our members. And we’ve expanded the support we provide, adding our NetPlus Academy, powered by BlueVolt, for our distributors and a strong marketing program for our suppliers. Our Growth Plus sales planning program is enabling triple- and sometimes quadruple-digit

growth between our distributors and preferred suppliers.

Today, NetPlus has more than 400 distributor members and 185 suppliers. That growth has come despite a wave of consolidation in industrial distribution over the past two decades that has seen many smaller independents swallowed up by larger distributors.

Our members’ businesses must be agile and resilient, and NetPlus is committed to adding value, service and benefits to support our members. Our group growth has been, in a word, phenomenal. NetPlus member purchases grew five and half times, from \$63 million in 2006 when I joined the organization to \$342 million in 2021. I am proud of the creativity and ongoing collaboration by the NetPlus team, our distributors, and suppliers to engage, convert, and grow together.

Although the industry has been through many changes over the years, the NetPlus core purpose has remained a constant: to help businesses succeed.



MURPHY



# BUYING GROUP

**OFFERING YOU MORE  
SINCE 2000**

The DPA Buying Group leverages its purchasing power to negotiate better deals for you.

DPA offers marketing allowances, better pricing, extra promos, and lower minimums.

Join over 1,200 distributors and gain access to over 230 top manufacturer brands today!

<p><b>Industrial</b></p> <ul style="list-style-type: none"> <li>Abrasives</li> <li>Adhesives</li> <li>Compressors</li> <li>Cords &amp; Lights</li> <li>Drill Bits &amp; Cutters</li> <li>Fasteners</li> <li>Hand &amp; Power Tools</li> <li>Ladders</li> <li>Measuring Tape</li> </ul>	<p><b>Safety</b></p> <ul style="list-style-type: none"> <li>Arc Flash</li> <li>Eye &amp; Face Protection</li> <li>Fall Protection</li> <li>First Aid</li> <li>Gloves</li> <li>Hard Hats</li> <li>Hearing Protection</li> <li>Hi-Vis Apparel</li> <li>Signage</li> </ul>	<p><b>Jan/San</b></p> <ul style="list-style-type: none"> <li>Aerosols</li> <li>Brooms &amp; Brushes</li> <li>Can Liners</li> <li>Chemicals</li> <li>Hand Soap</li> <li>Ice Melt</li> <li>Matting</li> <li>Mops &amp; Buckets</li> <li>Towel &amp; Tissue</li> </ul>	<p><b>Packaging</b></p> <ul style="list-style-type: none"> <li>Bags</li> <li>Bubble Wrap</li> <li>Corrugated Boxes</li> <li>Envelopes &amp; Mailers</li> <li>Labels</li> <li>Material Handling</li> <li>Shrink &amp; Stretch Film</li> <li>Strapping Products</li> <li>Tape</li> </ul>	<p><b>Restoration</b></p> <ul style="list-style-type: none"> <li>Blowers</li> <li>Disinfectants</li> <li>Extractors</li> <li>Fire &amp; Smoke Damage</li> <li>Floor Machines</li> <li>Mold Mitigation</li> <li>Tile &amp; Grout</li> <li>Truck Mounts</li> <li>Wands</li> </ul>	<p><b>Public Safety</b></p> <ul style="list-style-type: none"> <li>Apparel</li> <li>Fire Extinguishers</li> <li>Fire Rescue Gear</li> <li>Flashlights</li> <li>Medical &amp; EMS</li> <li>Police Gear</li> <li>Tactical</li> <li>Traffic Safety</li> <li>Uniforms &amp; Badges</li> </ul>
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