

DISTRIBUTION

**NOW**®

We Distribute Products That Deliver Energy to the World®

# DistributionNOW is a leading provider of products and applied solutions for the energy and industrial markets.

In 1862, Oilwell Supply oilfield equipment was established. National Supply was founded in 1894, manufacturing and distributing pumps and derricks. Wilson Supply Store opened in 1921 and evolved with the industry to become one of the largest providers of supply chain management in the United States. CE Franklin and National Oilwell Varco are also key components of who we are today.

Separately, these long-standing national and international leaders shaped an industry. DistributionNOW is the product of the best these companies have to offer. We are very proud of our history. And still, we are certain, our best days are yet to come.

## MARKET SEGMENTS

Upstream



Midstream



1862	1878	1894	1921	1930	1958	1987	1991	1993	1995
Oilwell oilfield equipment business established	Oilwell Supply formed	National Supply formed	Wilson Supply formed	Oilwell Supply acquired by U.S. Steel	National Supply acquired by Armco Steel	National Supply and Oilwell Supply merged to form National Oilwell	Wilson acquired Tyler Dawson	Wilson acquired Wallace Company	Continental Emsco Canada and Franklin Supply merged to form CE Franklin

## What Sets Us Apart?

We have been refining our capabilities over the past 150 years. We have the knowledge and experience that only comes from weathering the ups and downs of an ever-changing marketplace. When our customers need something, whether it is quality materials, applied knowledge, or tailored solutions, DistributionNOW is their one-stop shop.

We bring together an exceptional combination of people, processes, technology, and products dedicated to our customers' success. And that success is happening every day, every minute, and on every job.

## WHY CUSTOMERS CHOOSE US

- ▼ Customer Priority One/Service Excellence
- ▼ Knowledgeable People
- ▼ Global Infrastructure and Inventory
- ▼ Leveraged Sourcing and Procurement
- ▼ Flexible Business Model
- ▼ Vast Product and Solution Offering
- ▼ Industry-Leading Quality Program
- ▼ World Class Supply Chain Technology
- ▼ 150+ Year Track Record



### Drilling & Production

Drilling Products  
Production Equipment  
Artificial Lift  
Electrical  
Power Transmission



### Pipe, Fittings & Flanges

Pipe  
Fittings/Flanges  
Gaskets/Fasteners  
Paint/Coatings



Downstream & Industrial Manufacturing



# DISTRIBUTION NOW

1996	1999	2000	2001	2005	2012	2014
National Oilwell, Inc. initial public offering (NOI)	Wilson acquired Continental Emsco Co.	Wilson acquired Texas Mill Supply	Wilson acquired Van Leeuwen Pipe and Tube Corp. and Mid-Valley Supply	National Oilwell and Varco Int'l. merged to form National Oilwell Varco (NOV)	National Oilwell Varco acquired Wilson Supply and CE Franklin	Distribution segment spins off from NOV to form DistributionNOW



**Applied Solutions** represents the inherent value that demands a level of technical expertise, application engineering and knowledge in a product's final application, function, and performance in products we provide our customers.

## Electrical

- Cable
- Motors
- Lighting
- Industrial Fittings
- Connectivity
- Instrumentation
- Accessories
- Transformers



## Applied Solutions

- Material/Inventory Management
- Warehouse Management
- RigPAC/ProductionPAC
- Project Management
- Artificial Lift Solutions
- Valve Actuation Solutions
- Machine Tool & Manufacturing Solutions
- Industrial Vending
- Safety Services



## Machine Tools & Manufacturing Supplies

- Cutting Tools
- Abrasives
- Grinding Wheels
- Metalworking Fluids
- Fluids Management
- Workholding
- Tool Holders
- Measuring Tools and Gauges
- General MRO
- Accessories

## Mill, Tool & Safety

- Mill/Industrial Supplies
- Hand/Power Tools
- PPE/Safety Supplies



## Valves & Actuation

- Valve Actuation Packages
- Valves
- Instrumentation



## Pumps

- Industrial/Oil & Gas
- Municipal
- Rental
- Machine & Repair
- Field Service



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**WE WANT TO HEAR FROM YOU!**

Please send customer service comments  
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