

ISA names 2006 American Eagle Manufacturer Award

Ashburn Chemical Technologies (Houston, Texas) was honored with the 2006 **American Eagle Value-Added Manufacturer Award** for its comprehensive value-added selling program. The Industrial Supply Association (ISA) announced the winners of its American Eagle Value-Added Awards during the Industrial Supply Conference & Trade Fair in San Antonio, Texas, May 20, 2006. The awards recognize the efforts of manufacturers and distributors working to add value to their end-user customers.

Ashburn's award winning program includes chemical and service audits devoted to helping customers increase productivity and reduce waste, and the management of coolant and coolant recycling programs. The findings from the audit process are summarized in the form of a Documented Cost Reduction Proposal and presented to decision makers at the end-user.

When awarded a customer contract, Ashburn continually provides the customer with documentation showing increased productivity and cost savings. The cost savings may be in the form of alternative products, increased productivity, asset investment, and/or a change in existing process to improve throughput or decrease costs.



Employees from Ashburn Chemical Technologies accept the ISA 2006-2007 American Eagle Value-Added Manufacturer Award. From left: Ashburn Marketing Director Ken Wollin; Ashburn Vice-President of Business Development Jim Murrell; Charlie Day, Chairman of the ISA Partnership Enhancement and Development Committee; Ashburn President Steven Madden.