

JOHN V. ROACH AWARD

The JOHN V. ROACH AWARD is named for the man who has been recognized far beyond our industry for his personal achievements, with all the recognition having a common theme: Success!

This is what Mr. Roach has come to symbolize to this company, and what this award now recognizes in the Regional Sales Managers who receive it.

The monthly John V. Roach Award will be awarded to the Region in each Division with the highest All-Store Sales Gain Percentage for the month, according to the Sales Report. Each month the Region in each Division with the highest All-Store Sales Gain Percentage will receive a walnut plaque with a black brass engraved plate.

The Regional Sales Manager in each Division who wins the monthly John V. Roach Award the most times during the year will be presented with a crystal plaque etched with the likeness of John V. Roach.

In order for the plaque to be issued for the month, the region must have a minimum 4% sales gain. To win for the year, the region must show a YTD sales gain. In the case of a tie, the Regional Sales Manager with the highest YTD All-Store Sales Gain Percentage will win.



AWARDS
1998