



PIERCE SALES REPRESENTATIVES EARN SPECIAL ACHIEVEMENT AWARDS

BROADVIEW, IL, April 24, 2019 – Pierce was honored to present sales achievement awards to five Regional Sales Representatives for their 2018 accomplishments.

Rick Rork was awarded the distinguished Bill Pierce Award, given to one who demonstrates exemplary professionalism and above-and-beyond efforts. Rick's dedication to serving his customers and sharing his wealth of expertise with them is second-to-none. His positive attitude and drive inspires all who have the pleasure of working with Rick. He also is a noted instructor at industry continuing education events and has helped many in the industry improve their embalming methods. Rick covers the state of Illinois.

Ryan Lee earned three awards, being recognized for the second year in a row for Top Increase in Fluid Sales. In addition, he achieved the Top Sales in Memorial Books as well as the 110% Club Award which recognizes those who grow overall sales by 10% or more over the previous year. Ryan covers the states of California and Hawaii.

Abby Shurtz achieved the Largest Increase in Revenues for 2018, which also earned her the 110% Club Award. Abby is a representative for portions of Texas.

Mark Hecht was recognized as Rookie of the Year, achieving excellent sales and territory growth since he joined Pierce in 2018. Mark covers the states of North Carolina and South Carolina.

Kevin Russell earned the 110% Club Award for sales growth throughout his territory of Michigan and Indiana.

"All of these individuals exemplify the best of Pierce sales representatives in their professionalism and dedication to their customers," said Lance Ray, COO and Executive Vice-President of Pierce. "With a unwavering focus on customer needs and problem-solving, these representatives are valued by their customers and the entire Pierce organization and are well-deserving of these awards."

For more information on Pierce, visit www.piercechemical.com.