



## Media Release

December 8, 2020

### Contact:

Alex Shabad  
[ashabad@na.com](mailto:ashabad@na.com)  
616-610-7917

# FEMSA, North American and WAXIE Expand Footprint with Acquisition of SWPlus

NW Synergy (NWS), the combination of North American and WAXIE Sanitary Supply and leaders in janitorial supply, packaging solutions and specialty distribution today announced the acquisition of SWPlus. This transaction aligns with the organization's vision of keeping buildings cleaner, people safer and making operations more productive, every day.

The addition expands the geographic reach of NWS, providing strength, scale and expanded portfolio offerings. Together, the network operates 28 distribution centers across the country, with nearly 1,500 employees working to support more than 30,000 customers.

"We are thrilled to bring an industry player the likes of SWPlus into our family," Mark M. Fisher, CEO of NWS said. "There is tremendous efficiency and opportunity by establishing a national platform that can solve problems and deliver products and solutions that improve the daily operations, health, wellness and safety of people, facilities and businesses across the country."

SWPlus, based in Wichita, Kansas, is a fully integrated distributor of sanitary maintenance supplies and equipment, food service disposables, safety products, skin care and much more. The company has been family-owned and operated since 1938 and in that time has established itself as a reliable and consistent provider of solutions to help improve its customers' businesses.

"We are very excited to be joining ranks with such a distinguished group of industry leaders," said Eric Tangeman, President and CEO of SWPlus. "It's not every day you get to partner with such complementary businesses with the same commitment to being good employers and community partners."

The addition of SWPlus to the NWS platform will enable the business to further position itself as the national leader in the janitorial supply, industrial packaging and specialty products distribution industry. Leveraging FEMSA's distribution and logistics expertise, the four distribution companies will complement each other's distinct strengths and capabilities, customers and vendors.

“The addition of SWPlus to the NWS portfolio strengthens our entity considerably,” said Charles Wax, Co-Chairman of the Board. “Not only does SWPlus bring the same family-owned, customer-oriented culture that has distinguished our businesses, this addition means more product diversity and increased economic value.”

John Miller, Co-Chairman of the Board, added: “Never in the history of our 100-year-old company have we seen a greater need for solutions. And never have we seen our largest customers – like hotels, arenas and food service venues – face such disruption to their operations. Providing a national solution is exactly what this industry needs right now.”

#### **About FEMSA**

FEMSA is a company that creates economic and social value through companies and institutions and strives to be the best employer and neighbor to the communities in which it operates. It participates in the retail industry through FEMSA Comercio, comprising a Proximity Division operating OXXO, a small-format store chain, a Health Division, which includes drugstores and related activities, and a Fuel Division, which operates the OXXO GAS chain of retail service stations. In the beverage industry, it participates through Coca-Cola FEMSA, a public bottler of Coca-Cola products; and in the beer industry, as a shareholder of HEINEKEN, a brewer with operations in over 70 countries. Additionally, through its Strategic Businesses unit, it provides logistics, point-of-sale refrigeration solutions and plastics solutions to FEMSA's business units and third-party clients. FEMSA also participates in the janitorial and sanitation distribution industry in the United States. Through its business units, FEMSA has more than 320,000 employees in 13 countries. FEMSA is a member of the Dow Jones Sustainability MILA Pacific Alliance, the FTSE4Good Emerging Index and the Mexican Stock Exchange Sustainability Index, among other indexes that evaluate its sustainability performance. [www.femsa.com/en/about-femsa/about-us](http://www.femsa.com/en/about-femsa/about-us)

#### **About North American**

North American Corporation is a leading distributor in facility, industrial packaging, and marketing solutions. North American delivers expertise in supply chain, category management, forecasting and planning, product use, service and training to the Commercial Real Estate, Education, Hospitality, Food Processing, Healthcare, manufacturing, and Retail industries. For more information, please visit [www.na.com](http://www.na.com)

#### **About WAXIE Sanitary Supply**

WAXIE Sanitary Supply is America's largest family-owned distributor of sanitary maintenance supplies. WAXIE is an industry leader in the distribution of quality cleaning chemicals, equipment, disposables and accessories to the building service contractor, school, hospitality, healthcare, military, government, industrial and retail markets. Additional information about WAXIE Sanitary Supply may be obtained at: [www.waxie.com](http://www.waxie.com).