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Essendant Wins EPIC's 2016 Partner of the Year Award

First time wholesaler wins award

DEERFIELD, Ill., November 16, 2016 – Essendant Inc. (NASDAQ: ESND) a leading supplier of workplace essentials, today announced it has received the 2016 Partner of the Year Award from the EPIC tradeshow held November 1 – 3, 2016. The EPIC tradeshow provides seminars, networking and an expo to help office, furniture and technology dealers grow business in categories such as office products, breakroom, facilities management, furniture, technology and more. The award was voted on by EPIC tradeshow attendees made up of TriMega and Independent Stationers' members.



The EPIC Partner of the Year Award is awarded to a vendor that makes a big difference for independent dealers, works to help dealers grow and win market share, earns the trust of the channel by exhibiting fairness and integrity in everything they do, and brings ideas and opportunities to independents. This is the first time a wholesaler has won this award.

Other criteria that are considered in selecting an EPIC Partner of the Year include:

- Exhibits exceptional field support
- Provides exceptional customer service to dealers
- Offers strong program support for independents
- Designs creative marketing tools to help dealers grow
- Promotes independents in "where to buy" listings on their websites
- Is quick to support independent dealers through buying groups, national wholesalers and independent dealers direct
- Demonstrates innovative new product development

"Essendant is delighted to win the EPIC Partner of the Year award, particularly because it was voted on by our customers," states Harry Dochelli president, business & facility essentials at Essendant. "We are in a constantly changing selling environment and are always striving to find new ways to work with our customers to improve their businesses. Recognition that our field team, marketing and digital services, vertical market support, as well as our product assortment and expertise, have helped customers adapt and grow, is gratifying."

Company Overview

Essendant Inc. is a leading supplier of workplace essentials, with 2015 net sales of \$5.4 billion. The company stocks a broad assortment of over 180,000 items, including technology products, traditional office products, janitorial and breakroom supplies, office furniture, industrial supplies, and automotive aftermarket tools. The company's network of 71 distribution centers enables the company to ship most products overnight to more than ninety percent of the U.S. For more information, visit essendant.com.

Essendant's common stock trades on the NASDAQ Global Select Market under the symbol ESND.

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