

## PRESS RELEASE

# MIDLAND LEAD RECEIVES H&B GROUP'S SUPPLIER OF THE YEAR AWARD

**h&b**  
GROUP



## LEADING BRITISH LEAD SHEET MANUFACTURER MIDLAND LEAD HAS BEEN SELECTED AS THE H&B GROUP'S SUPPLIER OF THE YEAR 2018.

The accolade, officially known as the 'Peter Buttle Supplier of the Year award', after the buying group's founder, was announced at the h&b Group annual Activity Event at The Belfry earlier this month. The h&b Group's well-established position in the sector as the fastest growing buying organisation serving independent builders merchants, gives the award an auspicious status which is recognised across the industry and is an impressive achievement for the independent lead manufacturer.

After outshining other Roofing and Insulation suppliers in its own category, Midland Lead went on to win the overall award beating the five finalist suppliers nominated by their own select expert product panels.

Lynn Street, Midland Lead's sales and marketing manager, was at the conference to receive the award. "I am hugely proud of this achievement for our company. The last nine months have seen a lot of positive changes for Midland Lead and the award is another indication that we are continuing to move in the right direction.

"We have a great sales team that drives the company forward but sales contact is only a part of a much larger package. We strive to show that the ability to provide excellent customer service exists within us all at Midland Lead."

The h&b Group, which consists of over 75 merchant members and a supplier base of more than 280 supplier partners, has an annual combined turnover of £1bn.

h&b Group managing director Steve Parkins commented, "Midland Lead is well-deserving of the Peter Buttle Supplier of the Year title. It's an honourable company that has maintained a strong relationship with the group since 2009 and the award recognises the strength of our alliance."

Lynn Street believes the understanding and respect, which stretches to the treatment of colleagues, as well as customers, was key to winning the award: "By understanding each other's job roles, teams respect one another, while still being able to manage customers' expectations. This enables us to keep the chain of production to supply running smoothly. It is fantastic to see the results of our hard work being recognised by the merchant sector and we look forward to continuing to develop our relationship with the h&b Group for many years to come."



Sales and marketing manager Lynn Street