

# PPG Platinum Distributor of the Year

## ACS of Georgia Rises Quickly to the Top



BEING HONORED AS PPG PLATINUM DISTRIBUTOR OF THE YEAR IS AN EXCEPTIONAL ACCOMPLISHMENT. BUT ACHIEVING THIS HONOR JUST TWO YEARS AFTER BECOMING A PLATINUM DISTRIBUTOR IS OUTSTANDING. YET, THAT'S EXACTLY WHAT ACS OF GEORGIA DID.

ACS of Georgia was presented with the PPG Platinum Distributor of the Year award at this year's Platinum Distributor Conference, held in Las Vegas. The award came as a surprise to the company's co-owners, Dave Marlow and J. P. Uren, but not to PPG.

"ACS of Georgia has done a remarkable job," says John Leavy, director of the PPG Platinum Distributor program. "Dave, J. P. and their employees have consistently exemplified the attributes of a successful Platinum Distributor—industry knowledge, technical expertise, commitment to customer service and a concerted effort to grow their business."

Though Marlow and Uren are relatively new to the Platinum program, they are no strangers to the automotive refinish paint industry or PPG. Marlow has been in the business since he graduated from college and went to work as a factory sales representative for DuPont. After five years of moving around the country, he opted for a position at ACS in 1997. "I'm an entrepreneur at heart," says Marlow. "I got tired of the corporate life and wanted my own business. ACS was an opportunity that came at the right time."

J. P. Uren joined ACS in 1999. He, too, had been a rep with DuPont, but after seven years in that position, Uren also saw ACS of Georgia as a timely opportunity.

Energetic and committed, the two rose through the company. Marlow became general manager; Uren sales manager. In 2006 they bought the company and joined the PPG Platinum Distributor Network.

"We partnered with PPG because of their superior product quality and incredible support. We saw where we could go with them," says Marlow. "They provided training for us and our employees, business forums, webinars, everything directed to helping us succeed. Their support was, and is, vital." ACS of Georgia is assisted by the PPG Atlanta team of territory managers including Brad Parker, Ed Smith, George McGrath, Rex Lindsey, Sam Thompson and James Neal.

The relationship with PPG has paid off. When Marlow and Uren took over ACS, they had five locations in Georgia. A little more than two years later, they have grown to 44 employees, including eight sales reps, and seven locations in metropolitan Atlanta, as well as a sister company with locations in southern Georgia and Alabama. They also own a paint booth maintenance company. The sales reps are extremely knowledgeable, having gone through PPG technical training and even body shop financial training.

Marlow attributes ACS' success to great PPG products and a comprehensive customer service focus. "We give our customers complete attention and service by assisting them in every way we can regarding products, technical information and more," he says. "We even help them find the right people for their open employee positions."

"We're committed to providing customers with the best service," adds Uren. "We know our customers are our best salespeople. We also know none of this could have happened without PPG and the Platinum Program. PPG makes us better." And as PPG Platinum Distributor of the Year, ACS of Georgia makes PPG better. It's a partnership that benefits everyone. ■

**J. P. Uren (left) and Dave Marlow (right), of ACS of Georgia, accept the Platinum Distributor of the Year Award from Rich Alexander, senior vice president, coatings, PPG Industries.**

