



## FOR IMMEDIATE RELEASE

### **Clark Associates, Inc. Receives Foodservice Equipment Reports Management Excellence Award**

(Lancaster, PA) – Clark Associates, Inc. is pleased to announce that is the recipient of *Foodservice Equipment Reports* magazine's 2017 Management Excellence Award for dealers.

With double-digit revenue increases over the past 11 years, including a 42% increase in 2016 compared to 2015, Clark Associates' success comes from a combination of innovation and continuous improvement, with a focus on hiring the right people and training them well.

CEO Fred Clark's leadership philosophy results in a driven, young workforce that leverages technology to its advantage. He encourages a DIY approach to problem-solving, with an emphasis on training and personal development. With an average age of 37, Clark Associates is a young company, and managers and employees are committed to allowing people to succeed. For example, Clark spends one-on-one time mentoring and training mid- and upper-level managers to ensure that they understand how different types of personalities can work together most effectively.

David Groff, President of the company's WebstaurantStore division, says that one of his most important jobs is creating a culture that allows people to excel. He personally takes all new managers through a 10-week training course that uses videos, discussions and role-playing to lay out company expectations and reinforce core values.

Clark Associates has received similar recognition both in the foodservice industry and local business community. For example, the company was named *Foodservice Equipment & Supplies* magazine's 2015 Dealer of the Year. It has also been recognized in the *Central Penn Business Journal's* list of top fifty fastest growing companies in central Pennsylvania for 8 consecutive years.

**About Foodservice Equipment Reports Management Excellence Award:** Award Selection Advisory Board members are made up of knowledgeable industry professionals from the foodservice equipment manufacturing community. Judging criteria for the award include: honesty, transparency, and integrity in dealing with employees, suppliers, and customers; deeply knowledgeable management and personnel; consistency and excellence in equipment and supply function execution; consistent revenue and profit growth; and creativity and innovation. All candidates must make a significant contribution to the industry. Clark Associates will accept the award during the 2017 FER Industry Excellence Awards Gala at the Hyatt Regency Orlando, on February 10, 2017.

#### **About Clark Associates:**

Clark Associates is a privately held company headquartered in Lancaster, Pa and has been recognized as one of Central Pa's fastest growing companies as well as Foodservice Equipment & Supplies magazine's 2015 Dealer of the Year. Employing over 1800 people, Clark's multiple divisions and branches in mechanical, sales, and manufacturing serve a variety of commercial food service customers nationwide. For more information on our business and history, please visit [www.clarkinc.biz](http://www.clarkinc.biz).

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