



# Company Spotlights



Master of Industrial Distribution  
COLLEGE OF ENGINEERING

11

Employees since 2012

9

Different Functional Areas

82%

Retention Post-MID

"We have invested in sponsoring our employees through the MID program because we had different cultures and processes and we needed to strengthen our company business culture. Our employees attending allowed us to communicate with each other in ways we just couldn't do before."

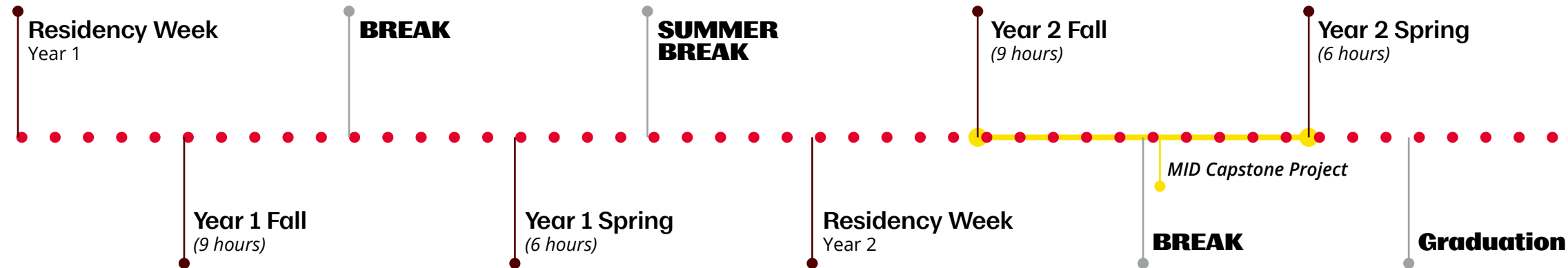
**Cory Calderon, MID '16**  
Director of Corporate Development  
Valin - 8 years of loyalty

"I wanted our people to learn a process, we can manage a process. Now, we have a common platform of conversation. By investing in the MID program through sponsorship of our employees we have a common toolkit to solve problems."

**Joseph C. Nettemeyer,**  
President & CEO - Valin  
Chair - National Association of Wholesalers (NAW)

"I had head-smacking revelations about business through what I learned in the MID program. Before I only understood my job role...now, I can see from all perspectives. I was able to graduate from the program thinking more critically about our business environment."

**Cory Foster, MID '15**  
Automation Application Engineering Manager  
Valin - 13 years of loyalty



"As a result of an MID Capstone Project, Graphic Solutions Group met their fiveyear plan goal of \$100 million dollars in growth in JUST 18 months. Without that project we would likely still be in pursuit of this goal."

**Feedback from GSG MID former students**

"The MID was helpful for me to learn inventory and pricing strategies as well as product rankings. I was able to apply immediately in my then-role of purchasing. As now the Vice President of Finance, the MID has been vital to my career development."

**John Sommers, MID '11**  
Vice President of Finance  
GSG - 9 years of loyalty

"The MID program is a staff development tool used to grow us as leaders, develop our critical thinking skills, and prepare us for the unknown. It created a domino affect throughout our company... The MID forces curiosity."

**George Temple, MID '16**  
Inside Sales Manager  
GSG - 15 years of loyalty



12

Employees since 2009

7

Different Functional Areas

92%

Retention Post-MID

