



GB GARY L. BUFFINGTON MEMORIAL SCHOLARSHIP

Honoring the former Industrial Distribution Association (I.D.A.) Executive Vice-President, Gary L. Buffington, this \$10,000 scholarship is sponsored by the Industrial Supply Association's (ISA) Foundation and is offered annually to a rising senior majoring in a baccalaureate degree program that supports a career in industrial supply.

Who Should Apply

- Children or grandchildren of an employee of an Industrial Supply Association (ISA) member firm who is enrolled in a qualifying baccalaureate degree program that supports a career in the industrial supply channel.
- Students who are a rising senior enrolled in an industrial distribution program with a major of Industrial Distribution or its qualified equivalent.

Qualifications

- Baccalaureate Degree Majors: may include Business, Marketing, Logistics and Engineering Technology courses which directly relate to the skills required for a career in the industrial supply channel.
 - *Marketing degrees include Distribution, Channel, Marketing, Industrial Sales, Sales Management, Purchasing/Materials Management and others.*
 - *The Engineering Technology degrees include Electrical Theory, Machining/Industrial Processes, Fluid Processes, Material Sciences, HVAC Design, Quality Processes and others.*
- Course Work: a minimum of 90 hours completed toward their major in accredited U.S. colleges and/or universities.
- Cumulative GPA: 3.0 or greater toward their degree.
- Graduation Date: Spring or Summer of 2019.
- Be willing to circulate their resumes to all Industrial Supply Association members to review for possible follow-up interview opportunities.

Strong consideration will be given to candidates who have worked as an intern, or as a part time worker for an Industrial Supply Association member firm and for candidates who have committed to working for an ISA member firm after graduation.

How to Apply

- Fill out the scholarship application attached below
- Provide an official transcript, including overall rank in class.
- Provide a written statement (500-word limit)
 - State in one paragraph your professional goals and aspirations within the industrial supply channel. What career are you considering and why.
 - State in second paragraph information on your interests, hobbies, leadership roles, etc.
 - State in a third paragraph what has been your most valuable course within your major course of study and why.
- Provide two letters of recommendation, one from a faculty member and one from a past or present employer.
- Provide a current headshot.
- In addition to academic performance, applicants will also be evaluated in the following areas:
 - Personal characteristics such as integrity, motivation, responsibility, ability to overcome adversity, and problem-solving capabilities
 - Relationships with peers and others, including overall leadership, team building capability, and contributions to others
 - Non-work related extracurricular activities such as sports, clubs, community projects, and other activities
 - Work experience such as internships, summer employment, or work during school
 - Communication Skills.

The department head or chair from each qualifying institution will also solicit applications from students, and submit their top recommendation back to the ISA Scholarship Selection Committee by March 9, 2018.

Scholarship Award Process

The ISA Scholarship Selection Committee will review all the applications received and schedule personal interviews with the finalists sometime during the week of March 12th. The scholarship recipient will be notified no later than March 16, 2018.

Once the award winner is selected, he or she will be sent a letter indicating the Committee's offering of the scholarship. In that letter, the terms and conditions of the scholarship will be outlined. The student will be asked to sign the agreement page, thus indicating their acceptance of the terms and conditions.

The financial award will be sent directly to the University/College, in the student's name, prior to the beginning of the 2018 – 2019 academic year. The scholarship will be split evenly between the two (2) regular academic terms (or thirds if not on a semester system). In order to receive the scholarship, the

student must be enrolled in a minimum of 12 semester hours (or corresponding quarter hours) per term, and must maintain a 3.0 grade point average throughout the academic year. The second half of the scholarship funds will be issued to the student's university account upon the receipt of official transcript for the Fall semester. Students may not re-apply for continuation of the scholarship as it is awarded only to students in their senior year of study.

ISA will also cover the expenses for the student to attend the ISA Convention to accept the scholarship in person. The Scholarship will be presented at the Opening General Session 4:45 – 6:30 PM on Saturday, April 14, 2018 at the Hilton Baltimore Convention Center in Baltimore, Maryland.

Application Deadline

Friday March 9, 2018.

Submitting the Application

See application form on the next page.

Application packages are to be mailed, faxed or emailed to the scholarship committee by March 1, 2018.

Mail

Gary L. Buffington Memorial Scholarship Committee
c/o Michael Canino
Industrial Supply Association
100 N. 20th Street, Suite 400
Philadelphia, PA 19103

Fax

(877) 460 – 2365

Email

mcanino@isapartners.org

Questions can be directed to:

Michael Canino, Industrial Supply Association
800-466-3260

mcanino@isapartners.org



GB GARY L. BUFFINGTON MEMORIAL
SCHOLARSHIP

Scholarship Application

Please submit with all mandatory attachments

Applicant Name: _____

Campus Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ E-mail _____

Permanent Address (if different): _____

City: _____ State: _____ Zip: _____

Major: _____ Minor (if any): _____

GPA Major Coursework: _____ GPA Cumulative: _____

Anticipated Graduation Date: _____

Nominating School: _____

Department Head: _____

Phone: _____ E-mail: _____

ISA Members Only

Company: _____ City: _____ State: _____

Company Key Contact: _____ Title: _____

Phone: _____ E-mail: _____

Applicant Parent/Grandparent: _____ Role _____

Always the Student, Always the Teacher
Gary L. Buffington
1945-2003

Beloved by family, friends and colleagues and a friend to all, Gary Lane Buffington, Executive Vice President of the Industrial Distribution Association (I.D.A.), lost his courageous battle with lymphoma on the morning of July 11, 2003. Before he passed, he wrote in a letter to his family his last wish: "Please do not mourn my death. My wish is that you will celebrate my life."

I.D.A. honored that wish by introducing the Gary L. Buffington Memorial Scholarship.

Gary Buffington possessed an intuitive understanding of industrial distribution. As Executive Vice President of I.D.A. since its inception in 1988 and of the Southern Industrial Distribution Association since 1976, Gary calmly led the associations and the industry they served through tumultuous years of growth, recession and monumental change.

Following his 1968 cum laude graduation from The University of Georgia, Gary served honorably in the United States Army in Vietnam, where he was awarded the Bronze Star. During his professional career, he was active as Chairman of the Association Executives Council and a member of the Board of Directors of the National Association of Wholesaler-Distributors (NAW) in Washington, D.C. A strong advocate of continuing education of distributors, he also served as Vice Chairman of the Board of Trustees of NAW's Distribution Research & Education Foundation (DREF) and on the Advisory Board of the industrial distribution program at Texas A&M University.

Two days after Gary's funeral, the I.D.A. received a letter from Gary's youngest brother. Here are some words from Jim Buffington to the I.D.A.

"Gary never saw I.D.A. as a job. It was his passion. It allowed him to do what he was good at, to teach, lead, but more importantly to always be a student. Learning and teaching were always a big part of his life.

The saying goes, 'It's just business; it's not personal.' Well, I can think of nothing more personal than business. This is the way Gary felt about business. It was part of his life. He treated everyone with dignity and respect. His belief in business and in this personal life was simple; just do what feels right in your heart. He did this even if it meant there was a cost.

Now his family will move on, but we will always remember. We are all changed for the remainder of our lives for the better. My hope is that his family at I.D.A. will do the same. Honor him, remember him, but move on. Continue to grow...continue his legacy of always the student, always the teacher."

I.D.A. merged with ISMA in July 2004 to form the Industrial Supply Association (ISA) which will carry on the Legacy of Gary L. Buffington with this prestigious scholarship.