



The Journey to Corporate Excellence

As President of the Propane Gas division, I am responsible for many aspects of management at Diversco Supply Co. Founded in 1986, as our name suggests we have built a diverse offering which includes: Distribution of Propane/ Natural Gas & NH3 Equipment, Watersports including Scuba & Marine, Transportation and Global Packaging.

Developing structure that builds culture has been a focus of mine over the past 7- 8 years and we have been able to do that by building our C.A.R.E Values.

C = COMMUNICATION
A = ACCOUNTABILITY
R = RELATIONSHIPS
E = EXCELLENCE

We like to keep things simple whereby we look after our Clients and Staff as best we can, to make sure everyone involved in the business feels good about what we do and how we deliver Client Satisfaction. We want Diversco to be a company you love to work for and as we grow, you still feel like part of the family.

Jean Martin, the President of our Global Packaging division introduced me to Ross Bauer from Bauer Benefits back in 2015 to help us with our Employee Benefits Program. Ross did a great job, saved us significant dollars, and streamlined the administration aspect of delivering benefits to our valued team members.

Ross then introduced us to an organization called The Strategic Partners that he founded in 2012. The Strategic Partners are a diverse group of professionals that deliver services to help their clients build Corporate Excellence. Earlier in 2015, Ross suggested that we meet Frank Newman from Newman Human Resources Consulting (A long-time member of the Strategic Partners) who has become our Fractional HR Specialist for the past 6 years. The benefit of working with Frank, aside from his diversified knowledge and experience, is that we contract his services on an as need basis which allows us to keep that area of the business running smoothly without the Full Time Salary of an HR Manager.

While working with Frank, we recognized that we needed a partner to help us build our long-term IT strategy to help us keep our business moving forward. Frank brought in another Strategic Partner, David Cameron of Core Tec Systems. Core Tec Systems is a Microsoft Cloud Solutions Provider who will be

engaged to develop an Information Technology Roadmap including a long term ERP, CRM, and IT Strategy for Diversco. This introduction has been a fabulous experience.

The Strategic Partners is becoming a one-stop resource for business services for companies looking to grow with the times. The experience that comes with The Strategic Partners focus of delivering great value-added expertise to companies is a winning strategy for us. The Strategic Partners also host educational ZOOM meeting with talented speakers to help companies keep up on current business trends.

Their upcoming Corporate Excellence Forum on March 17th features Jim Carroll a world Class Futurist who will be speaking on the New Decade.

Coming soon with The Strategic Partners is their Educational Podcast to make it easier to learn about how The Strategic Partners help their clients build Corporate Excellence.

If you are looking to grow profits and increase business efficiencies I would recommend looking into The Strategic Partners at: <https://thestrategicpartners.ca/>
<https://www.linkedin.com/company/the-strategic-partners/>

Warm Regards,

A handwritten signature in black ink that reads "Corey Boone". The signature is written in a cursive, flowing style.

Corey Boone
President, Propane & Natural Gas
Diversco Supply Inc.