SHERWIN-WILLIAMS®

THE AMERICAS GROUP

PETE IPPOLITO

PRESIDENT,
THE AMERICAS GROUP

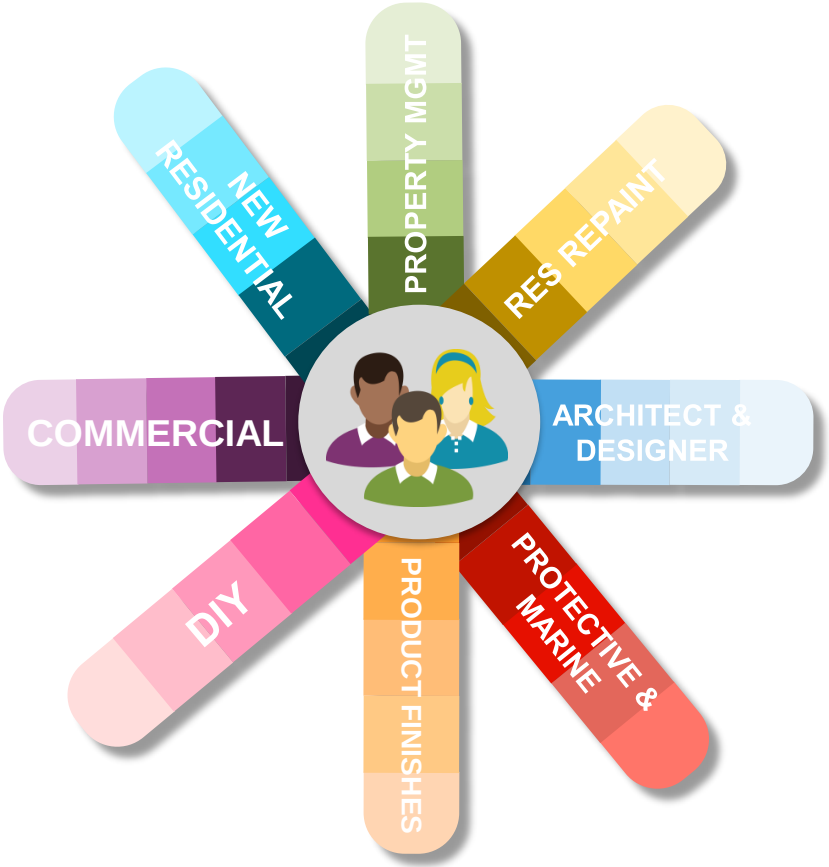


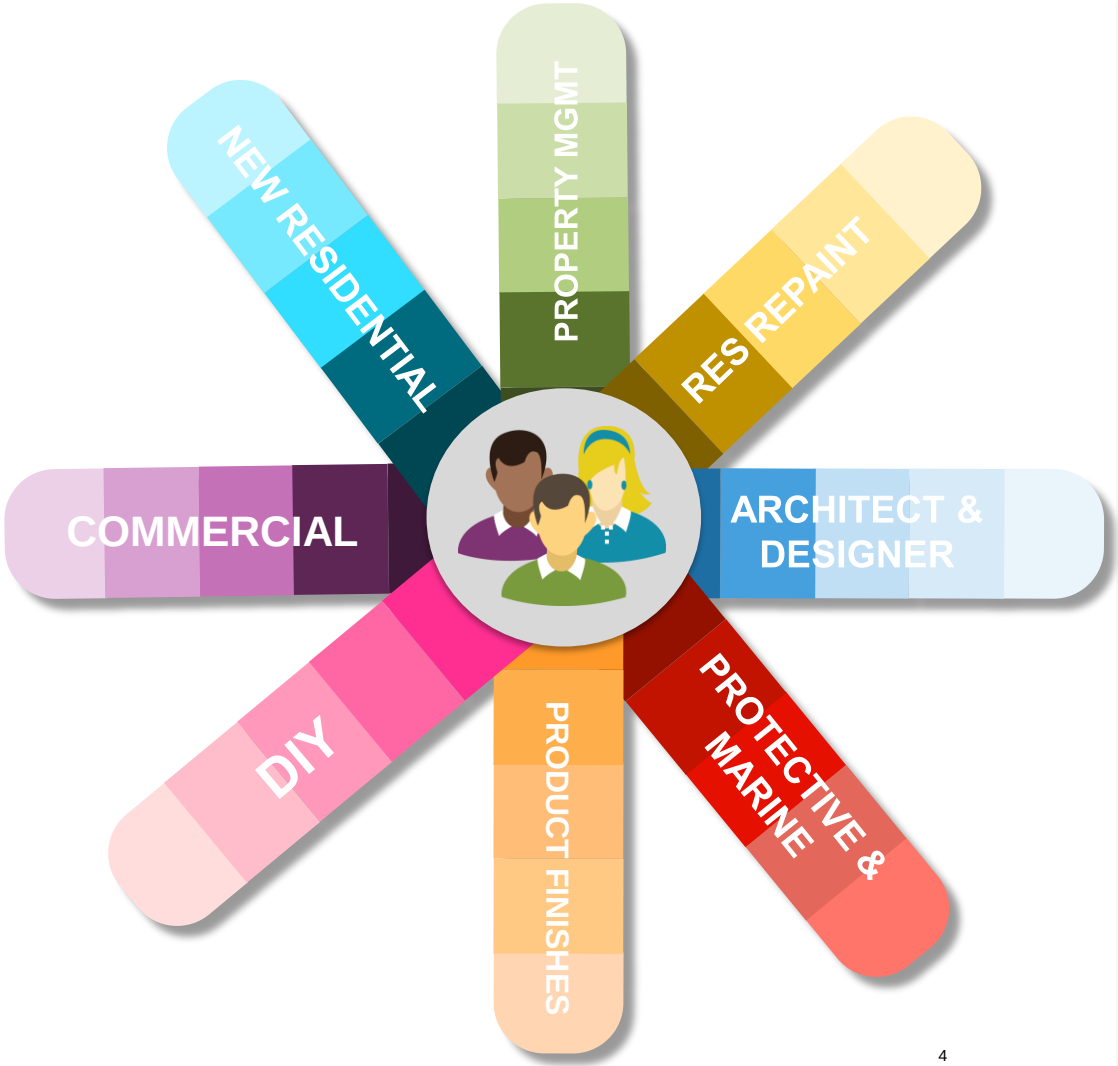
The Americas Group
Financial Highlights

	FY17	FY18	% Chg.
Net Sales	$9,117	$9,625	+5.6%
Segment Profit	$1,770	$1,898	+7.3%
% Sales	19.4%	19.7%	+0.3pts.

	1Q18	1Q19	% Chg.
Net Sales	$2,080	$2,155	+3.6%
Segment Profit	$337	$331	-1.9%
% Sales	16.2%	15.4%	-0.8pts.

Customer Segments We Serve





OUR SOLUTIONS

- **STORES & REPS**
- **MY SW.COM**
- **DATA**
- **NEW PRODUCTS**
- **NAT'L ACCOUNTS**
- **COLOR**
- **TALENT**
- **SERVICES**
- **BRAND**

Stores & Reps

SHERWIN-WILLIAMS.



4,370 North America Stores

351 Latin America Stores

4,721 TOTAL



747 Latin America Dealers



3,008 North America Reps

555 Latin America Reps

3,563 TOTAL



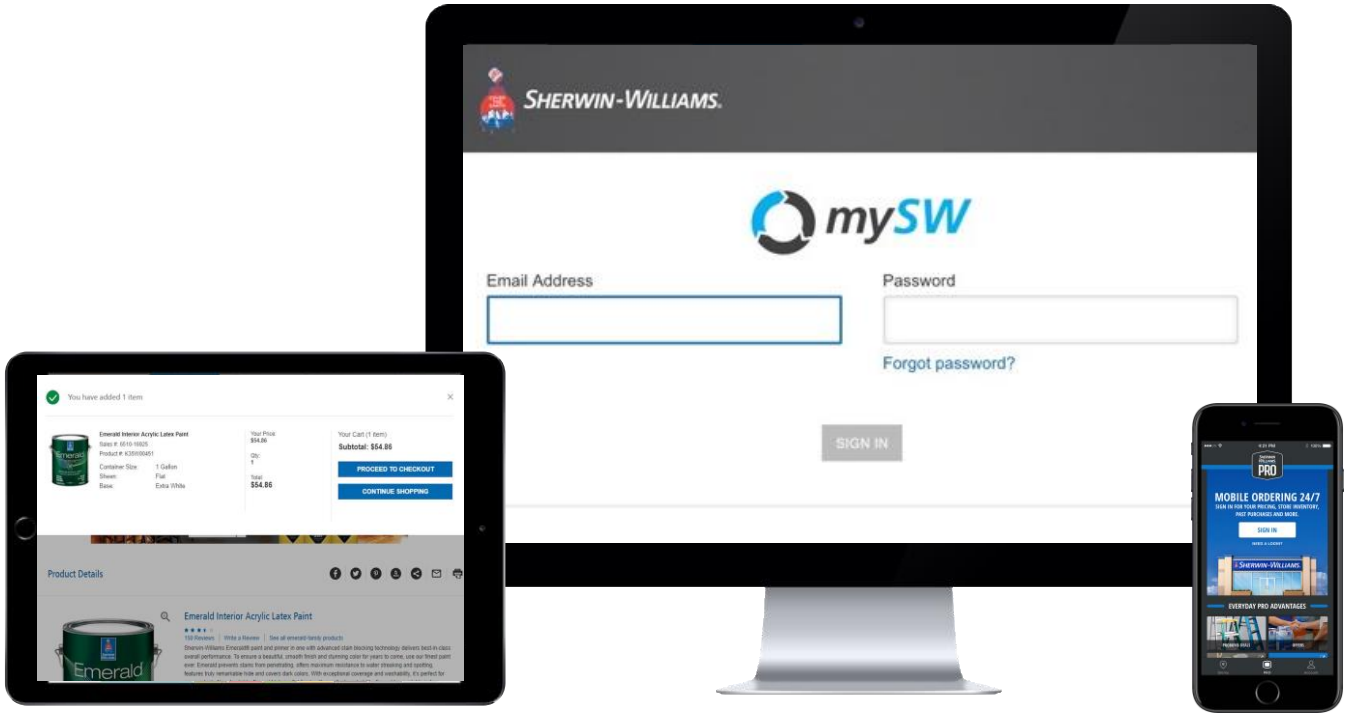
17.7M

SALES CALLS
A YEAR

68K

SALES CALLS
A DAY

My SW.COM


SHERWIN-WILLIAMS
mySW
Email Address
Password
Forgot password?
SIGN IN
You have added 1 item
Subtotal: $54.86
PROCEED TO CHECKOUT
CONTINUE SHOPPING
Product Details
Emerald Interior Acrylic Latex Paint
MOBILE ORDERING 24/7
SIGN IN
EVERYDAY PRO ADVANTAGES

Data

SHERWIN-WILLIAMS

SEAMLESS EXPERIENCE

ACTIONABLE INFORMATION

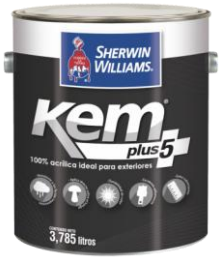
PERSONALIZED COMMUNICATION



NEW PRODUCTS

































25 **2018 NEW** North America Products

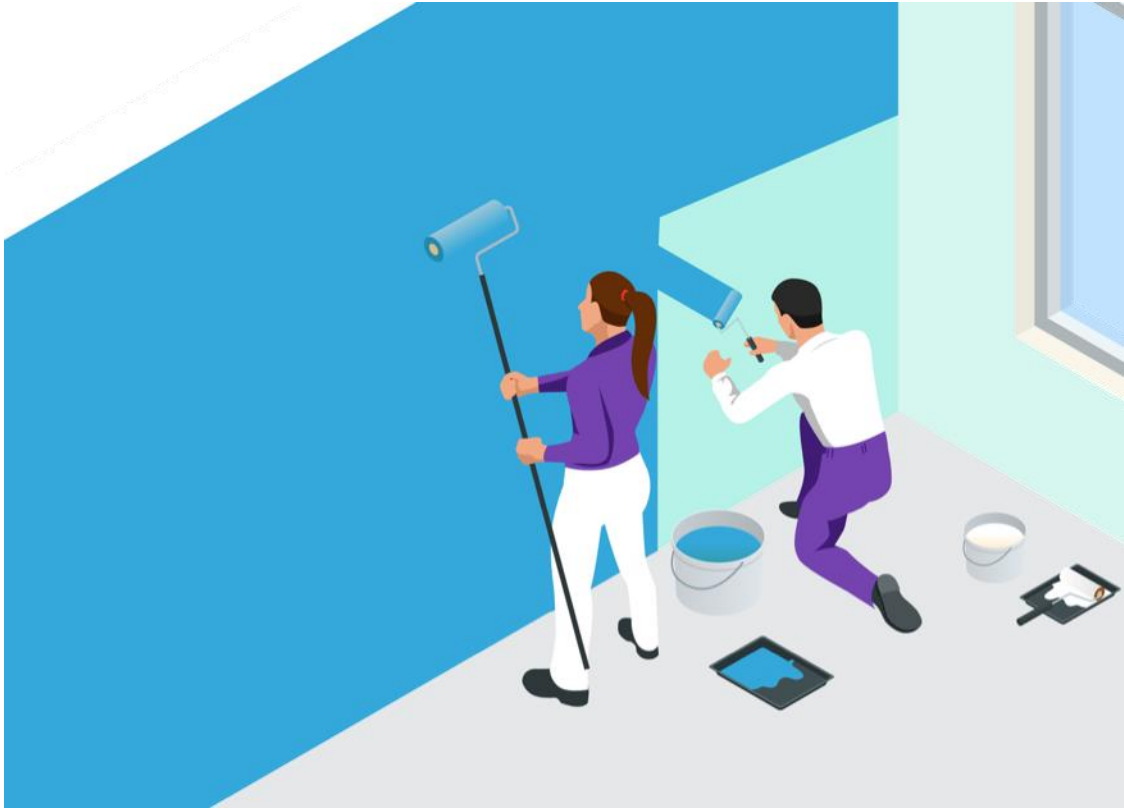
30 **2018 NEW** Latin America Products

New Products

SHERWIN-WILLIAMS.

DIY





New Products

SHERWIN-WILLIAMS.

NEW RESIDENTIAL





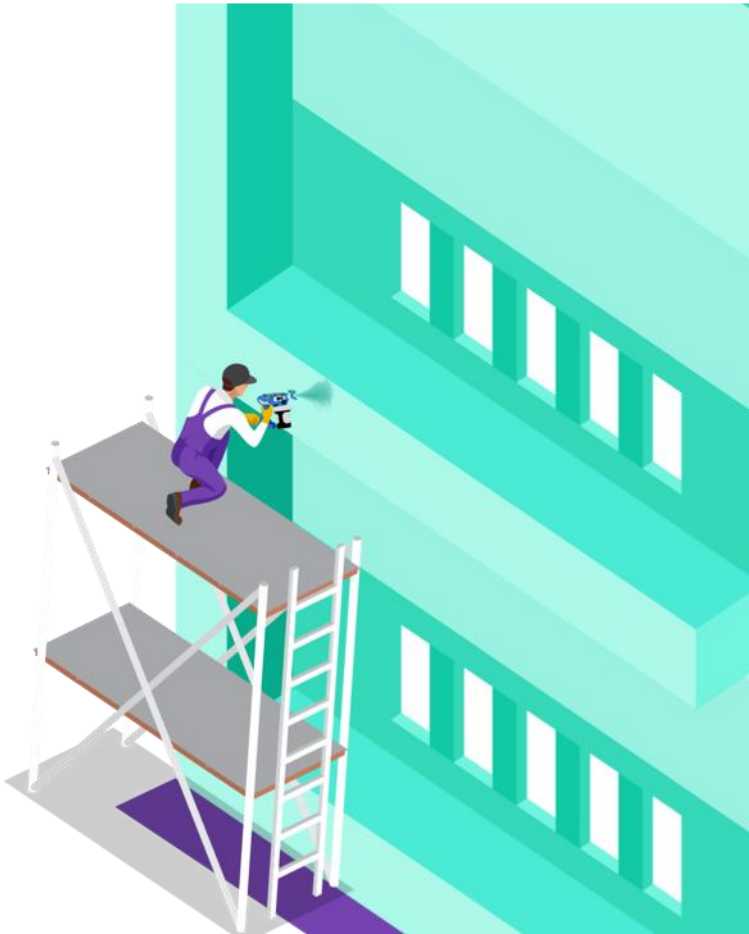
New Products

SHERWIN-WILLIAMS.

COMMERCIAL







New Products

SHERWIN-WILLIAMS.



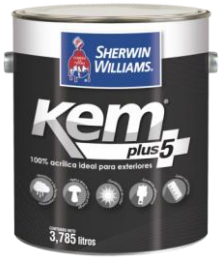
RES REPAINT



NEW PRODUCTS

































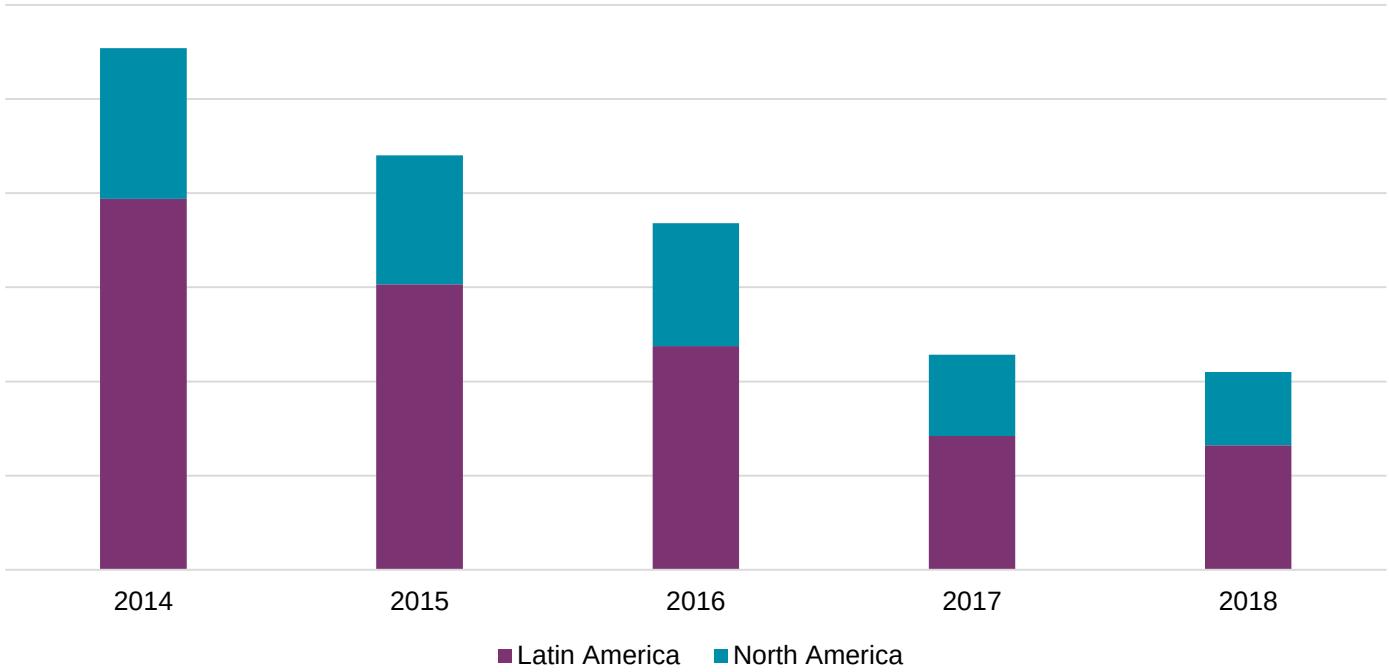
25 **2018 NEW** North America Products

30 **2018 NEW** Latin America Products

New Products

SHERWIN-WILLIAMS.

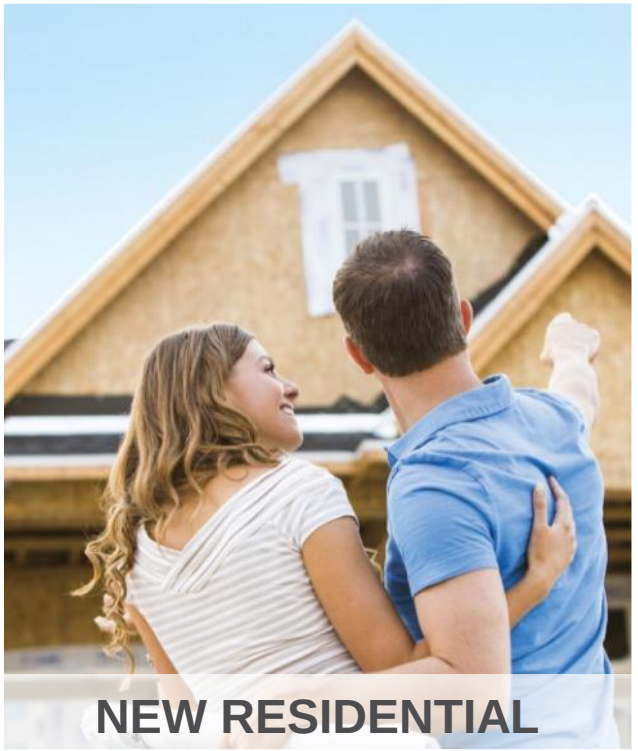
SKU RATIONALIZATION



National Accounts

SHERWIN-WILLIAMS.







Color

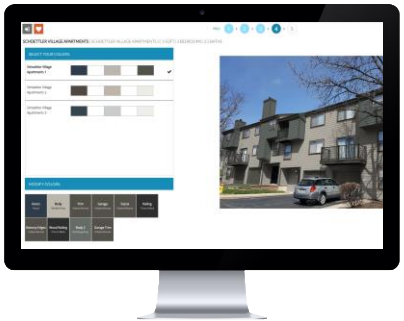
SHERWIN-WILLIAMS COLORSNAP® PRECISION

SHERWIN-WILLIAMS COLORSNAP® VISUALIZER + APP

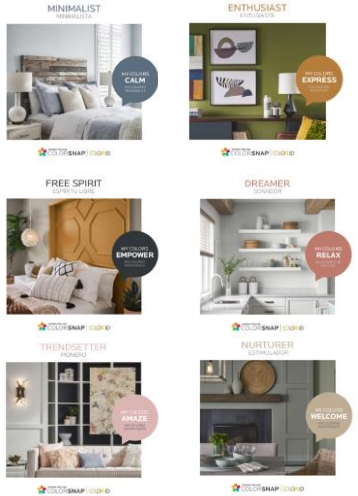
SHERWIN-WILLIAMS COLORSNAP™ MATCH

SHERWIN-WILLIAMS COLORSNAP® COLOR ID









Talent

1,295

MTP'S

Hired in 2018



Talent

SHERWIN-WILLIAMS.

MT



33 YRS

PETE IPPOLITO
President
The Americas Group



19 YRS

MARK PROVENSON
President
Eastern Division



29 YRS

RICH GILMORE
President
Canada Division



33 YRS

TODD WIPF
President
Southeast Division



13 YRS

ALBERTO BENAVIDEZ
President
Latin America



27 YRS

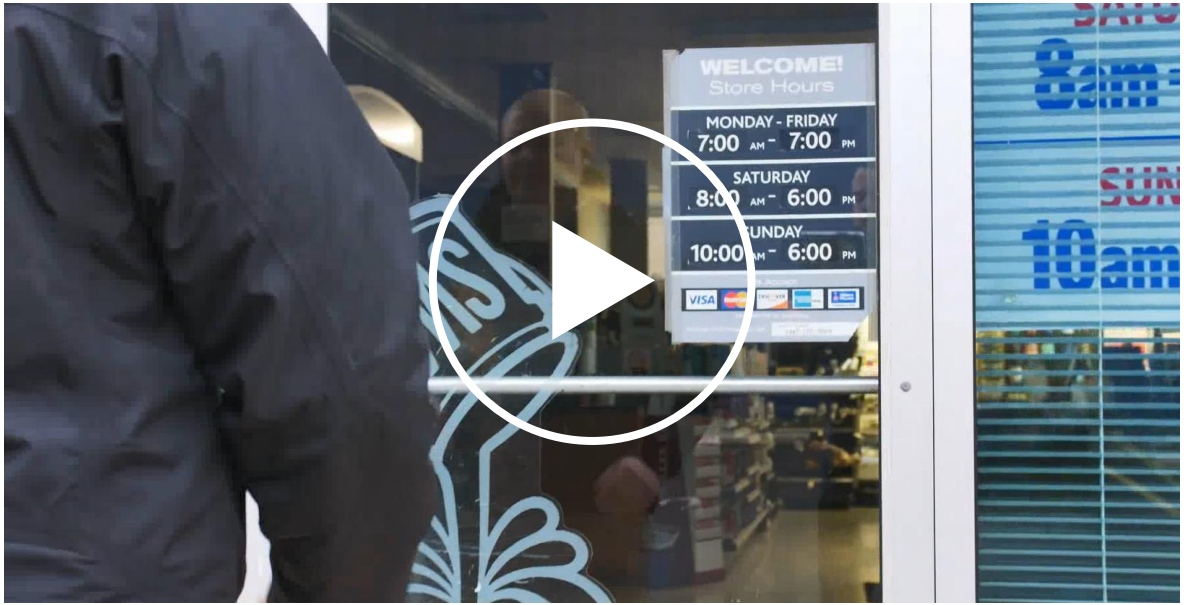
TODD STEPHENSON
President
Midwest Division



26 YRS

JONATHAN REID
President
Southwest Division

The Americas Group
Stores Salute Video



Services

SHERWIN-WILLIAMS.





2M+

DELIVERIES
A YEAR

7800+

DELIVERIES
A DAY

SHERWIN-WILLIAMS.

HOME WORK PAINTER TRAINING PROGRAM







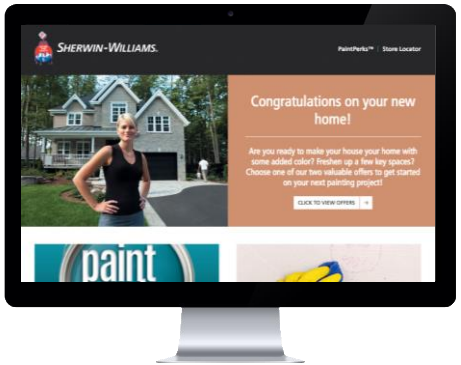




Services

SHERWIN-WILLIAMS.

New Residential Homeowner Portal



Res Repaint Upgrades Guide



Custodian



Customized Sell Sheets



Brand

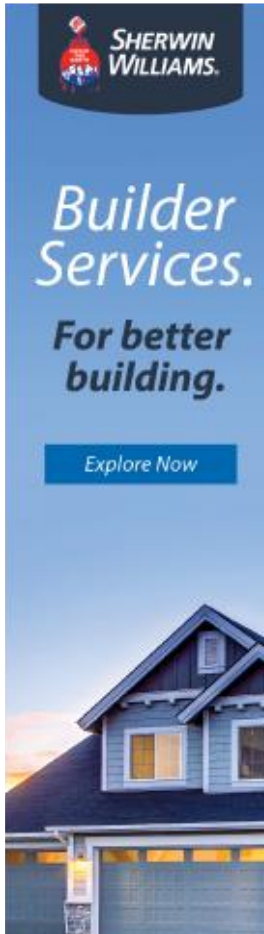
SHERWIN-WILLIAMS.







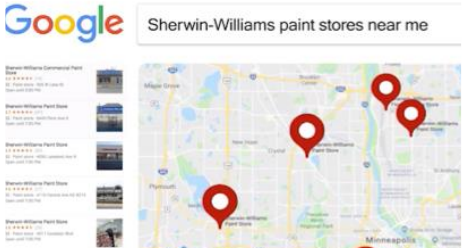








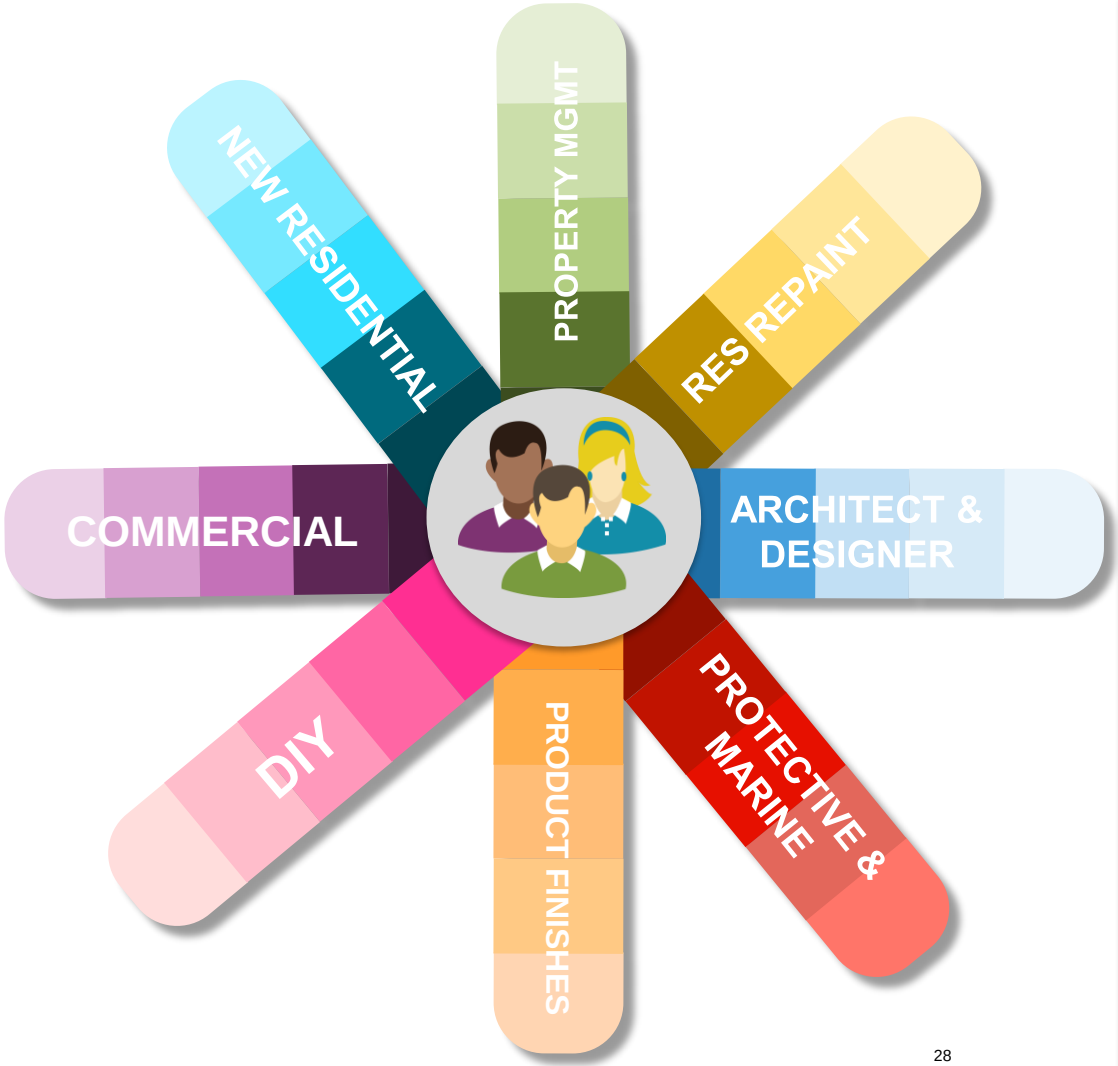




The Americas Group
Sizzle Video




JUNE 3 - 9, 2019
NATIONAL PAINTING WEEK
SHERWIN-WILLIAMS.



OUR SOLUTIONS

- **STORES & REPS**
- **MY SW.COM**
- **DATA**
- **NEW PRODUCTS**
- **NAT'L ACCOUNTS**
- **COLOR**
- **TALENT**
- **SERVICES**
- **BRAND**



SW 6871
Positive Red

#1 PAINT BRAND AWARENESS

2018 MarketVision Research



#1 PREFERRED BRAND BY PROFESSIONAL PAINTERS

2018 MarketVision Research



TOP 10 NET PROMOTER SCORE

2018 Medallia



SW 6811
Honorable Blue

#1 IN CUSTOMER SATISFACTION INTERIOR PAINTS AND PAINT RETAILERS”

2019 J.D. Power

**Tie for First Place among Interior Paints in the J.D. Power 2019 Paint Satisfaction Study. For J.D. Power 2019 award information, visit jdpower.com/awards

Success By Design

SHERWIN-WILLIAMS.



