

# Performance Power Gives **MaxPower** An “A” For Availability, Accuracy, Attention to Detail

Had it not been for the quick response time afforded by **MaxPower**, Washington's Performance Power Concepts would have lost a number of UPS opportunities to other suppliers, says the firm's partner, John Phipps.

“We've had multiple orders from customers for Powerware 9330s and other UPS products that they needed right away,” he reports. “Those orders would have been gone if we hadn't been able to ship it that same day. The customers would have gone down the street if **MaxPower** couldn't get the product out the door for us.”

*“We buy all of our distribution products through MaxPower. They have great inventory selection and what we need is always available.”*

*- John Phipps*

Having sold Powerware products for the past five years, Phipps reports that, for the past two years, he has been purchasing the UPS line exclusively from **MaxPower**.

“We buy all of our distribution products through **MaxPower**. They have great inventory selection and what we need is always available,” he says. “One of the biggest benefits is their speed and order accuracy. We can call in, get the order placed, and get it out that day.”

In addition to product availability, Phipps says that he and partner Jon Hessen value the attention to detail that is provided by the company.

“We appreciate the personal attention,” Phipps explains. “Michele Seif does an amazing job with order accuracy and making things happen quickly.”

In fact, of the 11 different product lines that Performance Power Concepts carries, Hessen credits **MaxPower** with providing the greatest ease of business.

“This is the best working relationship that Jon and I have with any of our vendors,” he acknowledges. “There are tons of things in the course of daily business that we know wouldn't be able to happen without **MaxPower**.”