

News Media Contact:

Janis Woodrum
Marketing & Client Relations Manager
Premier Energy Systems
304.578.4799 - jwoodrum@premiermch.com

PRESS RELEASE
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Premier Energy Systems Receives “Dealer of the Year” Award

Saint Albans, WV- Premier Energy Systems (Premier) was once again honored by Automated Logic Corporation (ALC) during the 2024 ALC Annual Dealer Meeting “Charting the Course.” The owners and staff of Premier are ecstatic to announce their receipt of the “Dealer of the Year” award. Several of Premier’s management personnel were on hand to accept the award on behalf of the company.

Managing Principal, Jerry Priddy wished to express his appreciation to Premier’s customers and employees. “Thank You All! Our company graciously accepts the Dealer of the Year award on behalf of those we serve. As a small business owner, the importance of having a good team collaborating with you and satisfied customers relying on you is absolute. I’ve said it before, businesses do not exist without customers and businesses do not thrive without the right team in place. Thankfully we have the best of both; satisfied new and returning customers as well as a team of highly skill professionals who are committed to the Automated Logic brand, focused on exceptional customer service and have a goal to perform well while exceeding customer expectations.”

The prestigious “Dealer of the Year” award is selected from the 400+ Automated Logic dealers across the world. This award recognizes the dealer who demonstrates exceptional market performance and customer service across all vertical markets. In addition to total sales, sales growth and market share, some of the other criteria the recipient is judged on includes new customer acquisition, commitment to brand, technical competency, quality of project execution, leadership, team culture, partnerships and collaborations. Mainstays of Premier’s award receipt included:

- The ability to over-drive performance relative to market growth. Premier’s compound annual growth rate was 17% (in a market area which only grew by 3.3%).
- Attainment of a 248% sales quota in a sales contest across the dealer landscape (which included 400+ Automated Logic branches and dealer partners across the globe).
- The capture of an impressive 34.6% (a top quartile metric) in terms of market share.
- Customer growth achievement of amassing a new license growth of 21% (another top quartile metric performance).

Premier’s Operations Engineer, Brooke Penny recognized the team effort which went into receiving the award. “I could not have been prouder of our team to have received the Automated Logic Dealer of the Year award,” she concluded, “We work exceptionally hard to provide high quality controls jobs and it was nice that the hard work was recognized in such a big way.” Premier is not the biggest dealer and does not operate in the hottest market, but despite these challenges they are thriving and finding success. Joe Tossing, Regional Sales Rep for Automated Logic stated, “In recognizing Premier with this distinguished award, Automated Logic celebrates their comprehensive excellence, innovative leadership, and profound impact on both the industry and the communities they serve. Premier represents the American dream on the front lines of entrepreneurship. A couple of folks had a vision for what is possible and at great risk and expense; they went for it and are achieving the success we all aspire to. This is not so far away from how ALC was formed, a couple of technicians from Lockheed Martin had good ideas for a control system and ALC was born.” He continued, “I think it was the recognition that Premier is an example of what made “and continues to make” our country great. The family-owned business entrepreneur “going for it!” In addition to sales and market accomplishments this resonated so much with those involved in the selection process.”



6522 MacCorkle Ave.
Saint Albans, WV 25177

304.252.1918

Premierbas.com

The “Dealer of the Year” award continues Premier’s winning streak. Last year, Premier earned two Automated Logic awards, “Rookie of the Year” and “2022 Sales Achievement” awards. The “Rookie of the Year” award, is given annually to the newest Automated Logic dealer who exceeds expectations in terms of outstanding performance and sales. Since acquiring the Automated Logic dealership for West Virginia in 2021; performance in the market area dramatically increased and Premier had a 250% growth in the market over the previous year. The market share growth put Premier in the top quartile of dealer sales across the globe and the CAGR (compound annual growth rate) Premier delivered was almost four times (400%) the overall market. The second 2023 award Premier received was the “2022 Sales Achievement” award, presented to any dealer who meets or exceeds their yearly estimated sales quota. Premier was able to double their sales quota for the 2022 year.

The Automated Logic annual meeting was held at the J.W. Marriott Savannah Plant Riverside District in Savannah, GA. This annual event (held for principals, business development managers and salesforce staff) provides Automated Logic dealers the opportunity to network, hear from industry experts and gain insight as well as training on product updates, best practices and selling strategies for ALC’s award winning WebCTRL® building automation system.

The 2023 “Dealer of the Year” award proves the company’s hypercompetitive desire to succeed in their market and provide customers the best products, services and overall experience available to those maintaining facilities with Automated Logic’s WebCTRL building automation and controls systems.

The leadership and staff of Premier extends their heartfelt THANK YOU! to all of those who have depended on, partnered with and supported them along the way.

Premier Mechanical LLC, d.b.a. Premier Energy Systems is a locally owned company (located in Saint Albans, WV) specializing in building automation & controls, HVAC services and system analysis (including commissioning) for commercial and industrial clients. Automated Logic has been developing and supporting intelligent building solutions that have helped small, family-owned businesses to Fortune 500 corporation customers operate their buildings more efficiently for 45+ years. The company includes 1,300 employees across the globe, 35 corporate-owned branch locations, 250+ authorized representatives and 400+ authorized dealers worldwide.