

**For Immediate Release**

**PENTAIR NAMED TRUE VALUE'S '2010 PARTNER OF THE YEAR'**  
*Outperforms More Than 1,800 Other Vendors Across All Merchandise Categories*

**DELAVAN, Wis., June 2, 2011** — On the strength of rapid sales growth and excellent fill rates, Pentair® has been recognized as True Value Company's 2010 Partner of the Year. True Value, one of the world's largest hardware cooperatives with more than 4,700 retail locations, awards this title to only one of their 1,800 vendors annually.

According to Dan Borah, Vice President, Sales at Pentair, the competition is always strong and involves vendors from all categories, including Hardware, Paint, Storage, Electrical, and many others.

"Not only did Pentair win Partner of the Year, but we also took the top honor in our specific category – plumbing," Borah said. "We couldn't be happier with the deep partnership we have at all levels within the True Value Company, and the results can be seen at the independent retailer locations."

These results include a 35 percent increase in retail sales at point-of-sale, margin expansion, consistent shipments with fill rates at 95 percent or better, and participation in several key retailer-support programs.

**Responsiveness is Key**

According to Pentair National Account Manager, Rocky Slaughter, the ability to respond quickly to True Value's needs is Pentair's primary focus.

"For example, 2010 had unprecedented storms across the United States that drove unforeseen consumer need for sump and utility pumps we manufacture for True Value," Slaughter said.

“During this record demand, our fill rates remained over 95 percent. Pentair truly is the leader in storm response.”

Slaughter attributes Pentair’s responsiveness to on-shore manufacturing of many high-volume product lines.

“Local domestic manufacturing is often the difference between filling those emergency orders or disappointing your best customers,” Slaughter said. “To become the most desired provider for a premier retailer like True Value, on-shore manufacturing is a must-have. Of course, you still need market-leading brands, a broad product line and responsive service. The bar is set high.”

True Value President and CEO, Lyle Heidemann, presented Pentair with both awards at True Value Company’s annual vendor award banquet in Chicago, June 1, 2011. Accepting the awards on behalf of Pentair were Dan Borah, Rocky Slaughter, Chris Dilday, Steve Rust and Jeff Bryant.

### **About Pentair, Inc.**

Pentair ([www.pentair.com](http://www.pentair.com)) (NYSE:PNR) is a global diversified industrial company headquartered in Minneapolis, Minnesota. Its Water Group is a global leader in providing innovative products and systems used worldwide in the movement, treatment, storage and enjoyment of water. Pentair's Technical Products Group is a leader in the global enclosures and thermal management markets, designing and manufacturing thermal management products and standard, modified, and custom enclosures that protect sensitive electronics and the people that use them. With 2010 revenues of \$3 billion, Pentair employs over 14,000 people worldwide.

## **About True Value Company**

True Value Company, headquartered in Chicago, is one of the world's largest retailer-owned hardware cooperatives with sales of \$1.8 billion in 2010. The True Value cooperative includes approximately 4,700 independent retailer locations worldwide operating under the store identities of True Value, Grand Rental Station, Taylor Rental, Party Central, Home & Garden Showplace and Induserve Supply. Additional information on True Value Company and its retail identities is available at [www.truevaluecompany.com](http://www.truevaluecompany.com).

###

Media Contact:  
Mike Bothwell  
262-728-7224  
[mike.bothwell@pentair.com](mailto:mike.bothwell@pentair.com)