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Industry Leader and TBC Purchasing President Glen Gravatt to Retire

TBC realigns leadership team and welcomes national sales executive

PALM BEACH GARDENS, FL – October 1, 2020 – After a successful 36-year career at [TBC Corporation](#), Glen Gravatt, President & COO of TBC Purchasing Company, will retire effective March 31, 2021. In this capacity, he has overseen all tire and non-tire purchasing related activities and relationships for all TBC business units as well as the commercial and consumer product marketing teams.

Throughout his tenure with TBC, Glen has been an active participant in TBC initiatives. Under his leadership, TBC Purchasing has thrived during times of rapid growth and expansion, navigated obstacles relative to tariffs and regulatory issues outside of his control and guided purchasing decisions in a fiscally responsible manner contributing to TBC's bottom line while creating much opportunity for both TBC and our supplier partners. He has led the Purchasing Company to be a driving force within the industry and an integral part of TBC spanning retail, franchise, eCommerce, wholesale and distribution.

"I have had the privilege of working alongside Glen for the last 16 years at TBC and it truly has been my honor," recognized Erik R. Olsen, President & CEO, TBC Corporation. "His entrepreneurial spirit, leadership style, hardworking nature and overall outlook should be an example to us all. He will be missed by all team members at TBC, by our extended team of supplier partners and by the industry."

Succeeding Gravatt as President & COO of TBC Purchasing Company will be Don Byrd, President & COO of National Tire Wholesale (NTW), TBC's distribution division. Don joined TBC in April 2018 and has since led the successful integration of two distribution organizations to create NTW, one of the largest wholesale tire entities in the United States. Prior to joining TBC, Don held leadership roles in distribution, operations and marketing for Michelin North America, Inc. and Procter & Gamble. Gravatt and Byrd will work together over the next six months on a seamless transition in leadership.

"Don understands the importance of supplier relationships, teamwork and, most importantly, the culture of TBC and the TBC Purchasing Company," said Gravatt. "I am confident that, under his leadership, the TBC Purchasing Company will continue to thrive and support TBC initiatives throughout all business units for years to come."

Joining TBC from Sysco Corporation to lead the NTW organization as President & COO is Rodger Smith. In this role, Rodger will oversee all sales initiatives as well as lead NTW to be and be recognized as the service provider and distributor of choice in the markets in which the organization competes.

Rodger is a strategic and results-oriented senior sales executive specializing in the packaged goods and food service sectors with extensive experience in P&L oversight, strategic planning, account/territory management, customer service, financial forecasting, business development, sales management, team coaching and



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mentoring, and marketing. For the last 15 years, Rodger has led many areas of the organization at Sysco including National Account sales and merchandising most recently as Vice President, National Sales (Hospitality, Travel and Retail) leading the multi-billion dollar segment. Prior to his tenure with Sysco, he held account sales leadership positions with Campbell Soup Company's subsidiary Pepperidge Farm, Oberto Sausage Company and Pepsi-Cola. For the last three years, Rodger has served on the Board of Directors of his alma mater's Business School, the University of Washington Michael G. Foster School of Business.

"We're excited to have Rodger join the team," said Olsen. "His purpose-driven leadership style, strategic planning experience and extensive sales background will help lead the NTW organization as the team continues to grow and identify areas of opportunity to exceed customer expectations."

ABOUT TBC CORPORATION

For more than 60 years, [TBC Corporation](#) (TBC), one of North America's largest marketers of automotive replacement tires through a multi-channel strategy, has been a tire company ahead of the curve. Through worldwide operations spanning wholesale, retail, and franchise, TBC provides customers top tier brands and automotive maintenance and repair services with the underlying mission to exceed customer expectations. TBC serves wholesale customers in the United States, Canada and Mexico through [TBC Brands](#), [National Tire Wholesale \(NTW\)](#), [TBC International](#), and [TBC de Mexico](#). Additionally, TBC responds to the needs of consumers in search of total car care at more than 600 company-operated tire and automotive service centers under the brands [Tire Kingdom®](#) Service Centers and [NTB®](#) Tire & Service Centers. TBC, through a subsidiary, also owns the [Big O Tires®](#) and [Midas®](#) franchise systems.