

### METABO'S JOE SMITH TO DELIVER STATE OF INDUSTRY ADDRESS AT STAFDA

»STAFDA has announced Joe Smith, President and CEO of Metabo Power Tools, North America will present the Associate State-of-the-Industry address at STAFDA's General Session, Monday, Nov. 13, during its 41st Annual Convention & Trade Show in Austin, Texas, Nov. 12-14.



SMITH

Metabo has been manufacturing and distributing German-engineered and manufactured, premium quality power tools and accessories worldwide since 1924. Metabo has been a STAFDA member since 1977 and is globally known for its industrial grinders, drills, core drilling, dust collection and related construction products.

Smith's 28 years of sales, marketing/product development, and senior management experience includes positions with Bosch and Milwaukee Electric Tool and played a leading role in the development of the first Lithium-ion battery platform for high voltage applications. Learn more at [www.stafda.org](http://www.stafda.org).

### CHANNELLOCK VETERANS MOVE UP

»Mark A. Yoder has been promoted to director of sales, North America and Ken C. Burchill will now serve as account manager for Channellock. Most recently, Yoder served as national sales manager and will continue to build relationships with Channellock's North American sales personnel and distribution partners.



YODER



BURCHILL

Burchill previously managed the company's online resources as account representative/data coordinator. Learn more at [www.channellock.com](http://www.channellock.com).

### FESTOOL HIRES CHIEF SALES OFFICER

»Festool has hired Aaron Brading as chief sales officer, responsible for leading the company's sales functions in the United States and Canada. Previously with Hilti, Brading led teams in the power tools and accessories, and civil and energy divisions. Learn more at [www.festoolusa.com](http://www.festoolusa.com).



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**MAX HIRES NATIONAL ACCOUNTS MANAGER**

»MAX USA Corp. has hired Bruce Panveno as its new national accounts manager. Panveno has over 30 years of experience selling consumer and commercial products to national chains and co-ops, working closely with them to increase sales and market share. Learn more at [www.maxusacorp.com](http://www.maxusacorp.com).



PANVENO

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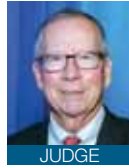
»“The Distributors Guide To Surviving Amazon Business While Thriving” by business expert Dick Friedman contains 18 steps to use to determine whether to establish an e-commerce capability. It also contains 14 steps to use to determine whether to subscribe to an independent e-commerce site such as Amazon Business itself. The Guide also contains 23 ideas for thriving, even if e-commerce is not pursued. Even distributors who are preparing to launch e-commerce will benefit. For a free copy, use “Other Contact Info” at [www.GenBusCon.com](http://www.GenBusCon.com) or call (847) 256-1410.



FRIEDMAN

**ISA RECOGNIZES DAN JUDGE WITH LIFETIME AWARD**

»The Industrial Supply Association has named Dan Judge, NetPlus Alliance cofounder and chairman, the recipient of the John J. Buckley Lifetime Achievement Award. Judge began his career in 1969 in the family-owned Ward Brothers Mill Supply Company in Lockport, New York. Since launching NetPlus Alliance in 2002, the group has grown to more than 375 industrial and contractor supplies distributor members and 185 suppliers. For more details, visit [www.netplusalliance.com](http://www.netplusalliance.com).



JUDGE

**SID KILGORE JOINS DIAMOND PRODUCTS**

»Diamond tool pro Sid Kilgore has joined Diamond Product’s management team as North East regional sales manager, responsible for DP’s sales force in the Midwest, Mid Atlantic and Northeastern United States. Kilgore spent many years in the diamond tool industry as a sales representative and sales manager at Dixie Diamond, where he also authored training programs. Learn more at [www.diamondproducts.com](http://www.diamondproducts.com).



KILGORE

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