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Contact Industries adds two North American sales managers

Despite economic downturn, leading veneer profile wrapper bolsters staff

Clackamas, Ore. – Contact Industries, the industry leader in wood veneer profile wrapped moulding and millwork products recently hired two experienced North American sales managers to round out its seasoned sales team.

“Sales force expansions are fairly unusual right now, considering the current economic situation. But given the success Contact has had over the past five years in branding its capabilities, with the strong support and commitment of our ownership and the vast new potential markets we see for veneer profile-wrapped products, we decided to make the move at this important time to add to our ability to service leads in new markets where we’re making strong in-roads,” said Peter McKibbin, Contact Industries’ Vice President.

Greg Wiltjer attended both Oregon State University and the University of Victoria and studied Business Administration and Economics, respectively. Wiltjer, a former Canadian Olympic athlete and professional basketball player, used his competitive drive in twelve years of sales experience with LbL Windows, Starline Windows Inc, and most recently Milgard Manufacturing. His knowledge of commercial, residential, and architectural sales market segments will be of immediate value to Contact’s customer base.

Ernie Glanville, a graduate of the University of Denver, brings 30 years of wood industry sales experience to Contact. His background includes wholesale distribution and sawmill experience, and has worked for well known companies such as Boise Cascade, Bohemia & Pope, and Talbot.

Wiltjer and Glanville will work with Contact’s existing sales managers to expand the company’s presence in architectural, OEM, and distribution markets. Their combined experience and expertise in the field will help to continue to increase Contact’s sales.

About Contact Industries:

Contact Industries’ veneer wrapped solutions and advances in adhesive technology eliminate delamination concerns and allow their products to perform better than the solid woods they replace. Contact Industries is capable of wrapping any species of real wood veneer over profiles in almost any substrate, including metal, vinyl, fiberglass and a variety of wood composite materials. In addition to wood veneers, Contact is also capable of wrapping synthetics such as printed and embossed vinyls and impregnated cellulose over both wood and non-wood substrates. After completing an extensive accreditation process, Contact Industries was awarded Forest Stewardship Council (FSC) chain-of-custody certification. The company is also ISO 9001:2000 certified. For more information, visit www.contactind.com or call 800.547.1038.

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