



Sales Solutions Inc., A 9 person Manufacturer's Representative group specializing in Construction safety, Personal Protection Equipment, and Traffic safety products, covering All New England States, New York, New Jersey, Eastern Pennsylvania, Delaware, Maryland, Virginia, West Virginia, North Carolina, South Carolina, and Georgia. Operating a warehouse facility in Martinsburg WV to provide logistical services for our manufacturers. Our Mission is to drive the market by controlling the end users. **60%** of time is spent at the users creating demand for our manufacturer's product at the distributors. Others say it, SSI does it!!!

Our profiles:

Mike Costantino: (Partner) An experienced Manufacturers representative calling on Eastern PA and all of NJ for the last 16 years. Mike has represented many leading product lines to the ATSSA, construction equipment, industrial supply, and safety product distributors in his territory. Mike builds strong rapport with his customers and gets excellent results. He has a reputation for building growth in product lines by calling on end users and pulling business through distributors. He is known for his product knowledge as well as expertise on all current standards and competitor products.
Covering NJ, PA, NYC

George J Stallings: (Partner) A professional Sales Manager with over 19 years experience in selling and servicing the Commercial Construction Industry and the Industrial Safety market. For the past two years George held the position of National Product Manager for White Cap Construction Supply a division of HDS Supply. In this position he was responsible for product selection, managing Safety Specialists, and National Accounts. Additionally George is recognized as a Fall Protection expert in the Washington Baltimore market. One of George's greatest strength is his ability to sell to the end-user, and service the areas Distributor network, this allows for quick product assimilation and market share. **Covering VA, WV, MD, DE, VA**

Jack Padden: (Partner) An experienced sales professional with 9 years of technical sales in the instrumentation, controls, and construction markets. Jack has strong technical skills and market knowledge. Jack builds strong relationships at both the distributor and end user levels to achieve success and to develop long-term growth.
Covering New England and up state NY

Jan Padden: (Partner) An inside sales representative/customer service rep and administrative arm, Jan is prompt, efficient and has strong relationships with the customers. Jan has become endeared to her customers due to the highest level of service and working knowledge and experience of the business.

Welton Pruitt- a seasoned veteran of sales in safety products to the GA, SC, NC markets for over 30 years. Welton worked as regional representative for Sperian products for 20 years as well as 2 years with White Cap products in GA as a safety specialist. Working as both a manufacturer and distributor provides him with a wealth of knowledge of what distributors need to be successful and end users contacts. Welton is a true sales professional with memberships in American Industrial Hygiene association, The American Society of Safety Engineers, and Construction Education Foundation of Georgia. **Covering GA, SC ,NC**

Andy Padden: A professional sales representative with an outstanding record in new product sales. He was a National Sales Manager with Johnson & Johnson. For the last 19 years Andy has been a manufacturer's rep in the MD, VA markets. Andy has strong product knowledge and works closely with the distributors making sales calls on end users and doing presentations. **Covering DE, MD, VA**

Jay McDonough: An experienced salesman with 21 years selling Personal Protective Equipment for a national Safety Distributor. Jay knows what is important to Distributors and has many end user contacts. Jay is growing sales at the distributor level by working closely with distributor sales people and Management to take advantage of opportunities to expand our manufactures penetration into key accounts. **Covering PA, NJ**

Melisa Giordono: A customer service and inside sales support specialist who assist all outside sales people with, quotes, follow up tasks, literature request, processing orders, research, leads and new customers. Melisa has over 15 years experience as an office administrator who knows how to get things done and organize her time. She is trained in Microsoft office products and other software.

John Wiesniewski: John has served more than 12 years with the U.S. Navy as a Seabee, the Navy's elite construction force and has been honorable discharged with disabilities incurred during his service. John is responsible for the day-to-day, smooth operation of our 12,000+ sf. Warehouse. We stock product for 5 of the manufacturers that we represent. In the 5 lines that we warehouse for our suppliers, which represent more than \$500,000 in product, John maintains incoming, outgoing, and on-hand inventory details to provide superior and precise information and product availability for our customers. Orders received by 2:00 ship same day with one day service to most of the North East United States.

Distributor References

Distributor References for George Stallings and Andy Padden:

Safeware ,Ed Arthur- Sales Manager 703-624-5400
National Capital: Drew Kramer, President 301-864-4150
White Cap- Natl Product Manager Chris Giordano 330-383-6975
White Cap – Safety Specialist Chuck Dean- 410-365-3018
AH Harris- CEO- Shane O’Kelly -860-913-6129

PD Brooks, Frank Payne, Gen Mgr, 804-746-5291
Spivey Rentals and Safety, Mark Council, Safety Manager, 757-485-8888

Distributor References : for Mike Costantino:

AramSCO- Rich Salerno CEO, 800-767-6933
Norris Sales Company, Don Zajick Owner 610-279-5777
Stauffer Safety Products, Steve Barnes, National manager 215-679-4994

Established Traffic Control- John Nelson, 215-453-3060
Atlas Flasher and supply – Ryan Brown CEO 856-423-3333

Distributor References for Jack Padden:

Northern Safety - Dave Johnson (315) 793-4900
Mastermans - Tom Peltier (508) 755-7861
Wise Safety - Alan Snow (877) 257-3263

Northeast Traffic - Glen Roy (508) 746-4450
RoadSafe Traffic - Paul DiMartino (508) 580-6700

Distributor References for Jay McDonough:

Arbill - Terry Rogers Category Manager 215-501-8234
Diamond Tool - Dan Kane Safety -888-879-3426
Pendergast Safety Bill Grauer 215-937-1900
Protection Services Inc. Jeremy Goodling Buyer 717-236-9307

Distributor References for Welton Pruitt

White Cap Supply---Lebron Simmons—Mgr Safety Products---M: 770-318-0177
Ram Tool---Brent Mauldin—Regional Manager—M: 678-358-8010
Construction Materials Doraville, GA—Chris Davis/MGR—M; 404-427-9074

Bo Phillips Traffic—John Craig Jr--770-939-6115
BC Cannon Traffic Products—Bruce Cannon--864-235-7979

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321 Cumberland Valley Place
Martinsburg, WV 25401
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Fax 304-260-5647
John@salessolutionsinc.net

Manufacturer References

- **West Chester Holdings-** Complete line of gloves, Disposable clothing and Rainwear. Mr. Jim Wilson 800-647-1900
- **Guardian Fall Protection-** Fall protection safety, Ed Marquart, President (206) 229-9877
- **JBC Safety Co.** – Manufacturers of Traffic cones Mr. Gerry Applebaum 636-225-7525
- **Cortina Safety Products-** Makers of type 1,2,3 barricades,A- F rame barricades and Plastic boards. John Pappas 800-225-5206
- **M.L. Kishigo-** Manufacturer of reflective apparel- Greg Hayward 949-852-1963 x127