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## FOR IMMEDIATE RELEASE

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### **Hisco Awarded Three Henkel Sales Pros of the Year for 2018**

HOUSTON—Feb. 28, 2019— Employee-owned Hisco Inc., the specialty distribution company, announces three winners of the Henkel 2018 Sales Pro of the Year award. Hisco's Ed Snyder, Michael Brownlee and Gilberto Orozco were each named recipients, after receiving nominations by their local Henkel adhesive and sealant specialists. The awards are given to sales representatives who demonstrate top sales growth for the Henkel Industrial product line, establish strong partnerships and collaboration in the field, focus on key and emerging markets and exhibit exceptional overall performance for the Henkel Industrial brand. Henkel received 80 Sales Pro nominations across North America.

"Kudos to the team for leading this collaborative effort," said William Bland, Hisco's senior vice president of sales. "We're thankful for their hard work and common vision; when we play as one, our success is multiplied."

Henkel representative Dan Wieckowski nominated Ed Snyder for Sales Pro. According to Wieckowski, "Snyder never fails to bring new opportunities to the table." His superior customer service is rare these days, Wieckowski said.

Michael Brownlee, nominated by Henkel's Jacob Lord, is dedicated to mutual customer development. Lord said Brownlee is "a great asset to have on every joint sales call."

Gilberto Orozco "does a great job of qualifying the opportunity," according to Henkel representative Leonardo Ternoir. Ternoir appreciates Orozco planning the call in advance and always being on time.

Hisco's international branch network includes 38 stocking locations in three countries: the United States, HiscoMex in Mexico and HiscoCan in Canada. Hisco's Precision Converting facilities provide value-added fabrication, and its Adhesive Materials Group provides an array of custom repackaging. Hisco also offers vendor-managed inventory programs and specialized warehousing for chemical management, logistics services and cold storage. Hisco's exclusive Documented Cost Savings (DCS) program has saved customers more than \$135 million to date. Its supplier base includes manufacturing giants Henkel, Alpha and 3M, to name a few. For more information, visit <http://www.hisco.com>.

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