



FOR IMMEDIATE RELEASE

Volkmann appoints five new manufacturer's rep groups to expand North American coverage

Bristol, PA – April 5, 2019: Volkmann, Inc. is delighted to announce the appointment of five new manufacturer's representative groups to further strengthen and improve its sales and support activities throughout the USA, Canada and Mexico. These are:

1. Pace Company of Virginia, Doris Harkness contact, to cover all of Virginia
2. Cardinal Process Solutions, Al Rodriquez contact, to cover North and South Carolina
3. PPI Technologies (West), Art and Kirk Isham contacts, to cover Southern California
4. PPI Technologies (East), Don Geddes contact, to cover all of Florida
5. Inter-Strap Packaging, Antonio Fernandez Diaz and Jimmy Cueves contacts, to cover Puerto Rico and the Caribbean Islands

The principals of each of these experienced powder processing sales companies recently attended a three-day product training seminar at Volkmann, Inc.'s sales and testing facility in Bristol PA. The training, used small group, hands-on principles to demonstrate the working equipment, both in the lab and workshop, covering lean, dense and plug flow conveying, basic fault finding, and fault correction. The training also demonstrated the essential sales feature advantages of Volkmann's industry leading vacuum conveyors, bag dump stations, bulk bag unloaders and purpose-designed additive manufacture metal powder handling systems.

"It is critical that we have the right sales and support team to work with our customers," notes Volkmann president, Nick Hayes. "Our



Thomas Ramme, Volkmann Worldwide Sales Director, discussing the advantages of ATEX Explosion Protection and Certification provided with the Volkmann Conveyors to one group of the new representatives during their training.

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business continues to grow and so must our sales team to properly address that growth.”

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