

C&I

COMMERCIAL & INDUSTRIAL

Industrial Team Alignment



StanleyBlack&Decker

INDUSTRIAL SOLUTIONS

DEWALT

PROTO

IRWIN

LEN

X

STANLEY

Industrial Field Leadership



**Marty
Gardner**
Director



**Steve
Atkins**
RSM
Northeast



**Larry
Falgoust**
RSM
Southeast



**Alan
Puckett**
RSM
Southwest



**John
Corley**
RSM
Midwest



**Sean
McDonough**
RSM West
Coast

Industrial Field Regional Structure 2023



Industrial Team

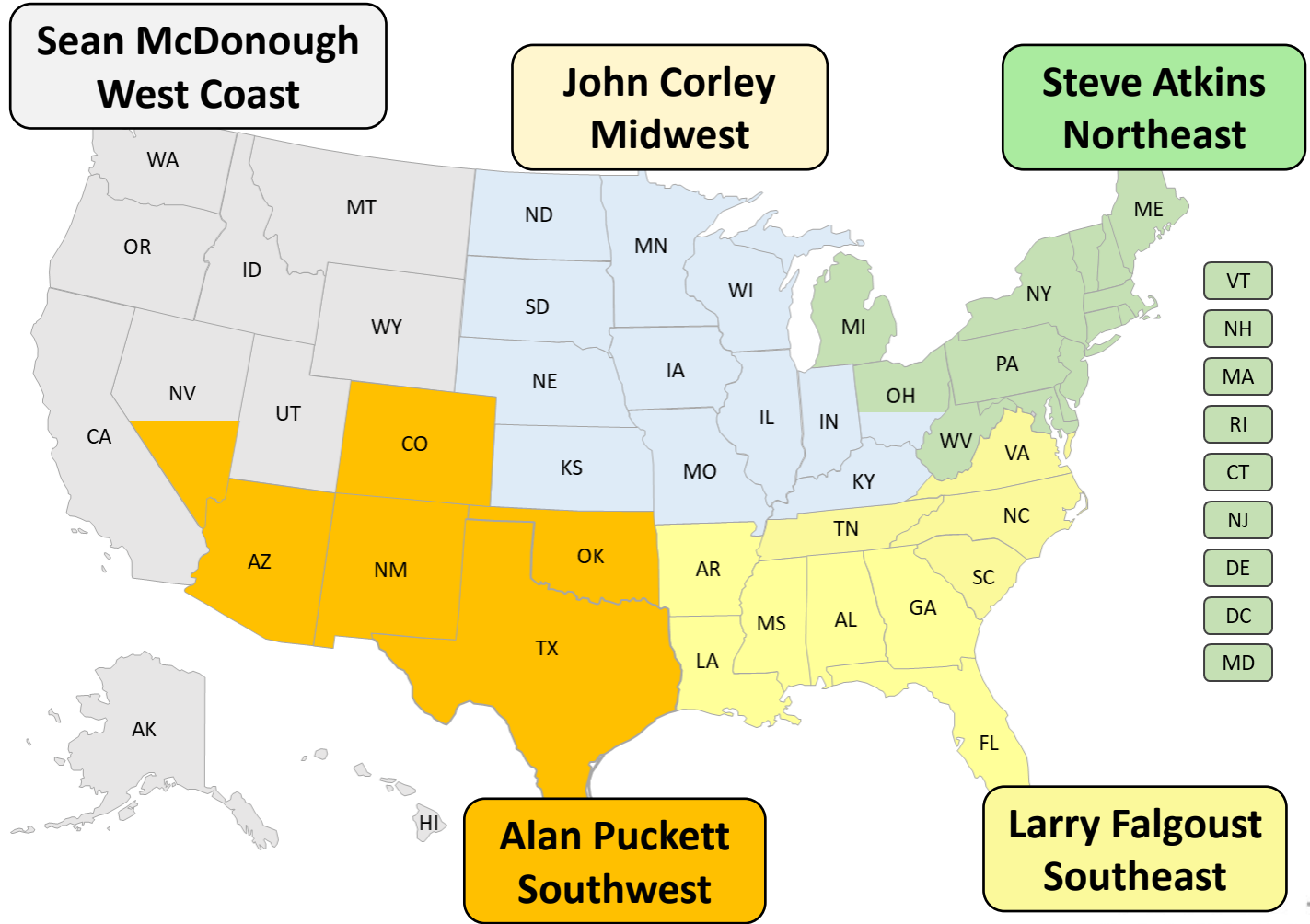
5 Regions

65+ Dedicated Industrial Field Account Managers & Specialists

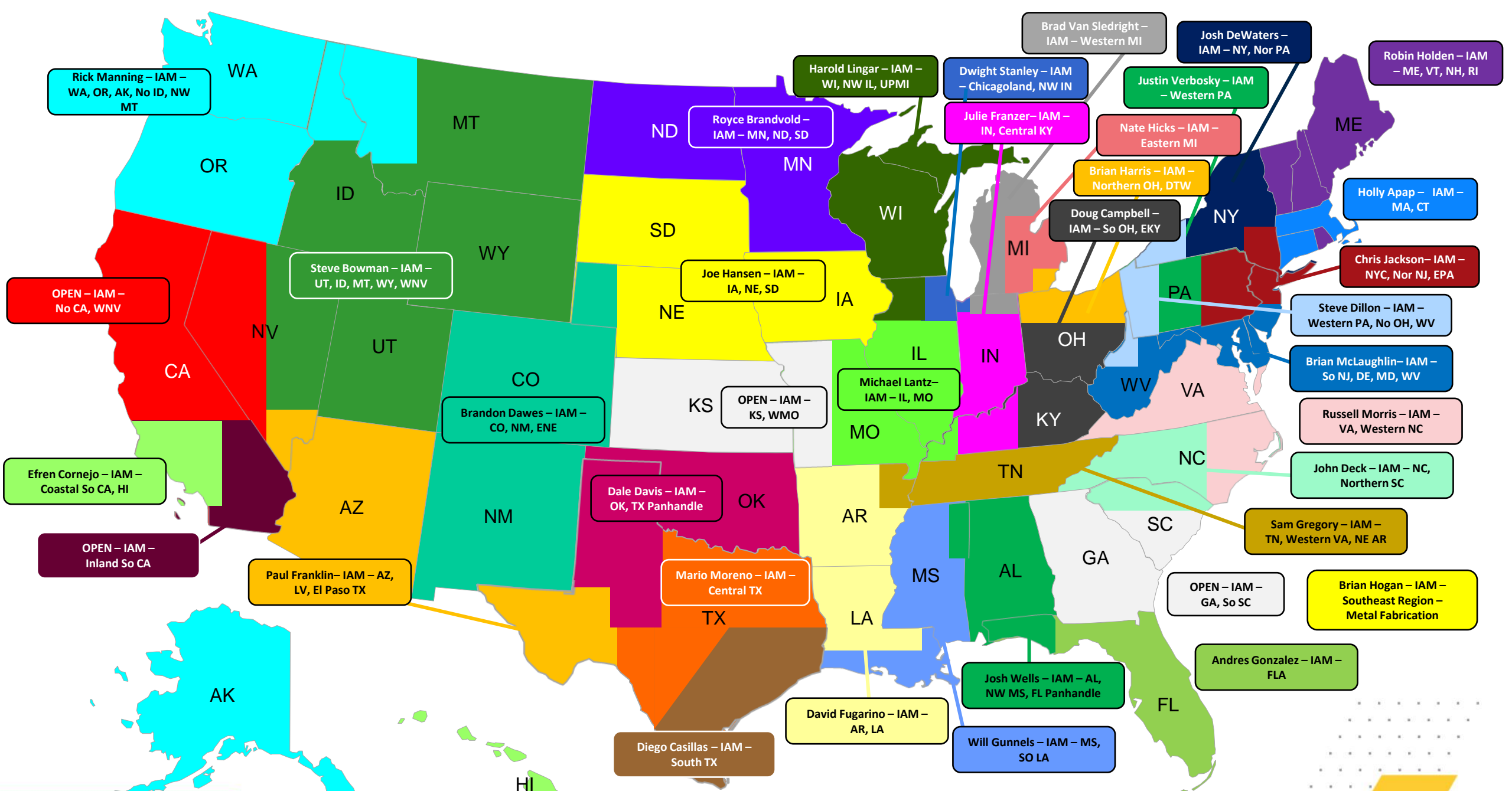
Multiple Entry Points w/ Broad Brand Portfolio

One Team – Total Tool Solutions Provider

Dedicated Industrial Team



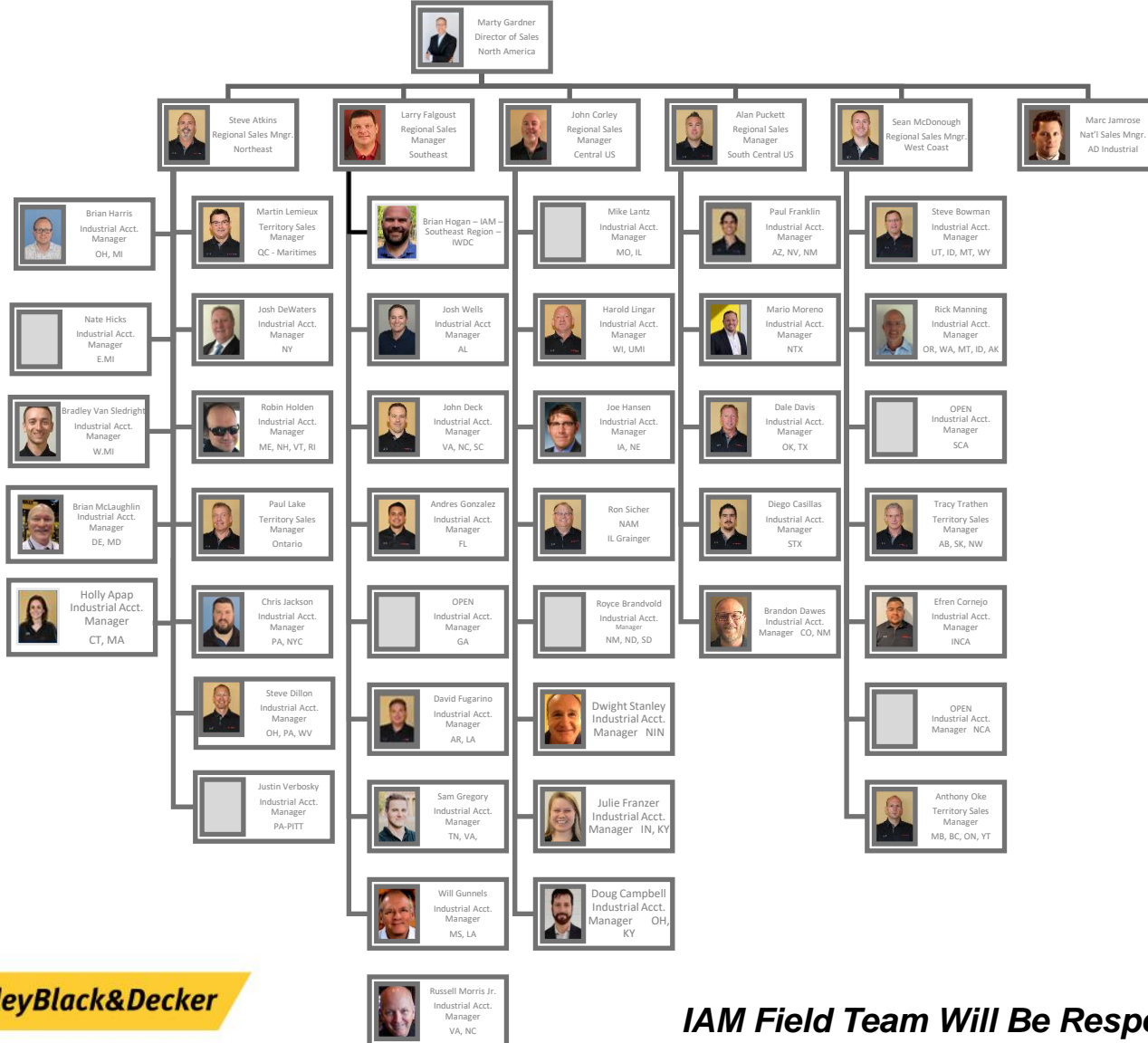
SALES / CHANNEL / PRODUCT / DIGITAL / TRAINING / DCS



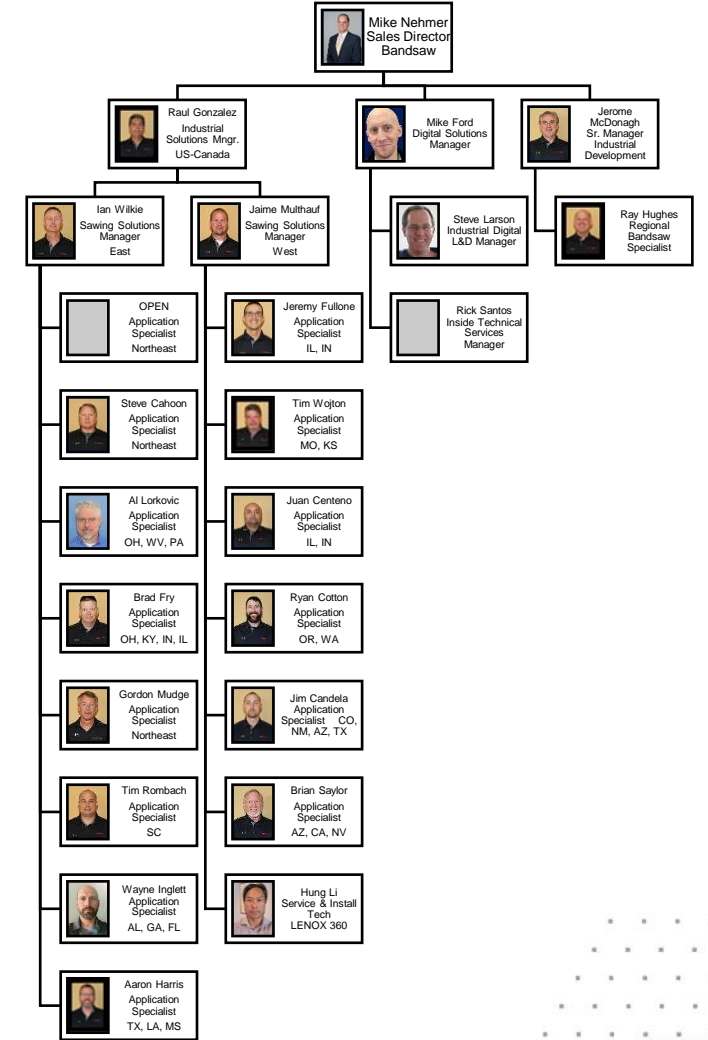
Team Structure



Industrial Field Sales Team



Industrial Specialists Team



Team Contact Info



North American Industrial Field Team

NAME	PHONE NUMBER	E-MAIL	TITLE
Marty Gardner	(206) 683-3154	Marty.Gardner@sbdinc.com	Director of Sales - Industrial
Northeast Sales Region			
Steve Atkins	(603) 557-8614	Steve.Atkins@sbdinc.com	Regional Sales Manager
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Josh DeWaters	(315) 200-5312	Josh.DeWaters@sbdinc.com	Industrial Account Manager
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OPEN - ATL		-	Industrial Account Manager

North American Industrial Field Team

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OPEN - KC		-	Industrial Account Manager
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OPEN - NO CA		-	Industrial Account Manager
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Specialist Team Contact Info



StanleyBlack&Decker



North American Industrial Bandsaw Team

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