

## News & Events

[Headline News](#)
[Archived News](#)
[Upcoming Events](#)
[Articles >](#)

### Articles

#### People

Promotions, new employees

July 2007

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#### Guardian Industries

Dan Wright was getting ready to graduate from college and had interviewed for a couple of entry level jobs, when Guardian's national sales manager asked him if he would like an interview. "He explained Guardian's plans for future growth and told me it could be an adventurous journey," Wright says. "I was given my first opportunity with Guardian in Richburg, S.C., and now after a few moves around the country, Iowa and Michigan, I'm back where I started."

Looking back on his career at Guardian, Wright says his most significant accomplishment was winning back a few accounts that had left the Guardian customer base over the years for various reasons. "Sometimes, we let egos and personalities get in the way of making good business decisions, and in a couple of instances I feel I was able to build a bridge and help put things back together that had fallen apart," he says.

His low point was when he took over the inside sales group at one of Guardian's plants as a young manager, Wright says. He lost half the group within the first month of getting the job, and the plant was on a three-week

lead time when customers were expecting a three-to-five-day turnaround on their orders. "I couldn't see a light at the end of the tunnel," he says. "I was working for Tom Marsh, currently the Midwest region manager for Guardian, and through many late night discussions, his experience and wisdom helped get me back on my feet again."

Guardian plant manager, Gerry Hool, has worked closely with Wright for several years. "Dan is very good at making lemonade out of lemons," he says. "Just when we think we have exhausted all options and are ready to accept a defeat, Dan always seems to keep a level head and find a silver lining that allows both parties involved to benefit."

About upcoming challenges, Wright says, "I believe Guardian is coming into another time of explosive growth, so our human resources will be stretched. We need to be focused on developing the next generation of leadership, and constantly cultivating our talent."

Wright has dealt with some personal challenges, as well. He donated a kidney to his sister in 1991, and lost 85 pounds, with exercise and lifestyle changes, since August 2006. "He has been an inspiration to many of us of what one can accomplish when you set out to achieve a goal," Hool says.

Growing up, Wright says, he was obsessed with baseball, and then turned to golf as an outlet. His two little boys consume a lot of his free time, but he still manages to fit in some golf, and enjoys baseball along with his wife. "... I would be remiss if I didn't mention that she is the biggest key to my success," Wright says.

**Dan Wright**

**Education:** 1995, Bachelor of Arts in Finance, University of North Florida, Jacksonville, Fla.

**Career:** 2005-present, southeast region manager, Guardian Industries, Auburn Hills, Mich.; 2001-2004, central region manager; 1998-2001 territory sales; 1995-1998, inside sales

**Personal:** 35; born in Jacksonville, Fla.; married, two sons

**Diversions:** Reading to his kids; watching baseball with the family

**Connections:** 610 L & C Railway Distribution Park, State Highway 9, Richburg, S.C. 29729, 803/789-6100, [ddwright@guardian.com](mailto:ddwright@guardian.com).

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**Glaston Corp.**

Officials at Finland's Glaston Corp. appointed *Topi Saarenhovi* as director of heat treatment operations and managing director of Tamglass. He was formerly managing director of Amomatic Oy of Finland, manufacturer of asphalt mixing units, and has an engineering background.

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Krystyniak

**PPG Industries**

Officials from Pittsburgh-based PPG Industries appointed *Robert Krystyniak* as manager, strategic alliances, for the company's Construction Market Team, a cross functional group under the PPG Growth Initiatives formed last year. He will identify and develop collaborative opportunities in the construction market. He has more than 25 years sales and marketing experience, and joins PPG from Calgon Carbon Corp. of Pittsburgh, where he served as executive director of sales and marketing. He has a Master of Business Administration from the University of Houston, Texas.

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**J.E. Berkowitz**

*Christina Ransome* was named laminated glass products manager for J.E. Berkowitz, L.P. of Pedricktown, N.J. She is responsible for working with customers in designing laminated glass products, and project estimating for the company's Fusion laminated glass products. She was previously office manager at Denglas Technologies in Moorestown, N.J., and graduated from Penn State University based in State College, Pa., with a Bachelor of Science in management.



Ransome

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Ventre

**ACI Distribution**

Officials from Nashville-based ACI Distribution announced that *Jim Ventre*, national sales manager for Binswanger Mirror of Granada, Miss., will now be responsible for Vitro flat glass sales. He will continue his responsibilities for sales of mirror and laminated glass, including M-Pact safe glass, east of the Rocky Mountains.

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**Morse Industries**



*Richard Reisig* joined Morse Industries of Kent, Wash., as vice president of sales. He was previously executive vice president with State Industrial Products of Cleveland, Ohio. He has more than 23 years experience in sales and sales management.



Reisig



DeBruer

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#### **Basco Shower Enclosures**

Officials from Basco Shower Enclosures of Mason, Ohio, promoted *Jason DeBruer* to eastern regional sales manager. He will serve as a liaison between Basco and its manufacturer representatives in Pennsylvania, Maryland, Virginia, Connecticut, New Hampshire, Maine, Rhode Island, Vermont, Massachusetts, New Jersey, New York, North Carolina, South Carolina and Florida. He previously served as Basco's training specialist, teaching at Basco University training facility. He joined Basco in 1998 as a customer service specialist, and served as a technical specialist from 1999-2004.

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#### **Vistawall**

Terrell, Texas-based Vistawall Architectural Products named *Tim Nelson* as the company's sales representative for south central Texas, including San Antonio and Austin areas. He is based out of San Antonio, and has more than 25 years of experience in the commercial glazing industry. He was previously involved with contract glazing companies as estimator, project manager and owner. Before joining Vistawall, he was employed by MAB Commercial Glazing, LLC, Martinsville, Ind.

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#### **Helima Helvetion International**

*Tony McCall* joined Helima Helvetion International of Duncan, S.C., a manufacturer of bendable spacer bars headquartered in Germany. As sales account manager, he will be responsible for the company's North American and South American sales territory. He has experience as logistics manager and is a former U.S. Army officer, having graduated from The Citadel, The Military College of South Carolina in Charleston.



McCall

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#### **Northeast Laminated Glass**

*Dave Pelton* was appointed vice president of operations at Northeast Laminated Glass Corp. of Jessup Pa. He previously worked at Atlanta-based AFG Industries for 23 years in various managerial and engineering positions, and has 26 years experience in the glass industry.

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#### **Wagner Cos.**

*Don Murray* joined The Wagner Cos. of Milwaukee as an industrial sales engineer. He is responsible for developing new industrial customers, industrial applications and product lines. He most recently worked as sales account executive at WireTech Fabricators Inc., Sturgeon Bay, Wis. He has a Master of Science from the University of Wisconsin, Milwaukee.



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#### **Crystal Extrusion Systems**

Officials from Crystal Extrusion Systems of Flushing, N.Y., a subsidiary of Crystal Windows and Door Systems, hired *Thomas Ziegler* as general manager. He is responsible for sales and operations at the company's 126,000 square-foot production facility in Union, Mo., and for expanding the company's aluminum extrusion capabilities,



Ziegler

customer base and product offerings. He has 20 years experience in the aluminum extrusion industry. Prior to joining CES, he was operations manager for Alcoa's extrusion manufacturing facility in Eastman, Ga.

**Linetec**

Officials from Linetec of Wausau, Wis., hired *Joe Ramuta* as the company's regional sales manager serving Wisconsin, Michigan, Ohio and Indiana. Before Linetec, he worked at Wausau Window and Wall Systems for 19 years. Most recently, he served as a design engineer, and his previous responsibilities included product management, research and development, sales and marketing assistance, pre-bid engineering, and technical services.



Ramuta



DeBoer

**Azon USA**

*Dave DeBoer* joined Kalamazoo, Mich.-based Azon USA, Inc. as a field service representative in the sales and marketing department. He is responsible for providing expanded service to customers including installing, maintaining and servicing Azon products internationally. He comes to Azon with nearly 20 years of experience with polyurethane metering/dispensing equipment.

**IBA Consultants**

Officials from IBA Consultants of Seattle, Wash., made two personnel announcements. *Don DeGroot* was hired to provide building envelope consulting services out of the Seattle office serving the Pacific Northwest including Washington, Oregon, Northern California, Canada and other neighboring states. With more than 14 years experience, he served as building science specialist, senior consultant, technical service manager, contracted field engineer and construction manager for multiple building and design companies. Prior to joining IBA, he was employed by Morrison Hershfield Corp., Bellevue, Wash.



Keane

*Brian Keane* was retained as a senior roofing and waterproofing consultant and will provide architects, developers and contractors design assistance for both new construction and existing buildings. He is a Registered Roof Consultant, the Institute of Roofing, Waterproofing & Building Envelope Professionals, Raleigh, N.C. He will work out of IBA's New York office on projects throughout the Northeast including New York, New Jersey, Philadelphia, Washington, D.C., and Boston. He brings more than 15 years experience to IBA, performing forensic investigation, siding and waterproofing testing, codes approval, and testing and roofing evaluations.



DeGroot

**Stedman Machine Co.**

Officials from Stedman Machine Co. of Aurora, Ind., provider of size reduction equipment, appointed *Matt Uecker* as northern territory



regional sales manager for Stedman Machine Co. and Innovative Processing Solutions. His responsibilities include selling crushing equipment and systems to industrial customers. He received a Bachelor of Science in mechanical engineering from General Motors Institute in Flint, Mich., and has more than 20 years industry experience in engineering and industrial sales. Prior to Stedman, he was a product manager for Betts USA, Florence, Ky.



Uecker



Skluzacek

**IGMA**

Officials from the Insulating Glass Manufacturers Alliance of Ottawa appointed a new president, *Roger Skluzacek* of Viracon, and *Tracy Rogers*, Edgetech I.G., as chairman of its Certification & Education Committee. Skluzacek is technical services manager for Viracon Inc. of Owatonna, Minn., and a past chairman and current member of the IGMA Technical Services Committee. Rogers is technical director for Edgetech I.G., Cambridge, Ohio. He has been a member of IGMA's Certification & Education Committee and a presenter in IGMA's Preventing Insulating Glass Failures educational seminar.

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Rogers