

# Distributor Focus

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## New in 2010!

Distributor Focus puts your company in front of distributors and manufacturers' reps who drive sales throughout the industrial, safety and material handling industries. This magazine within a magazine highlights best practices, success stories in distribution, community news, distributor Q&A, upcoming events, movers and shakers, corporate announcements and more.

Departments include:

- Community: People and Places  
Corporate Announcements  
Mergers and Acquisitions
- Calendar of Events: Industry Conferences  
Trade Shows  
Forums  
Roundtables
- Industry Profiles: Interviews with the top trendmakers in the manufacturing, safety and material handling industries.

For manufacturers looking for targeted marketing to the distributor channel, *Distributor Focus* offers a cost-effective approach.

*Distributor Focus* will be delivered monthly to approximately 10,000\* industrial, safety and material handling distributors across the country in *New Equipment Digest*, *EHS Today* and *Material Handling Management*.

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## Distributor Focus

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### Magid Glove Finds Success with Direct Sales Network and Robust Warehousing

By Michael Keating

Headquartered in Chicago, Magid Glove & Safety Manufacturing Co. LLC is a manufacturer, importer, distributor and direct supplier of hand protection, personal protective equipment (PPE) and industrial hygiene products. Magid has been a partner in safety to thousands of companies, employers and other organizations since 1946.

Magid Glove, which is privately held, employs about 350 workers and has manufacturing and warehouse facilities in the United States and abroad. It offers its own signature Magid-branded products as well as products from such well-known brands as 3M, Ansell, Best, DuPont, MAPA, MSA, North Safety and Spartan. Work gloves, safety glasses and protective clothing are some of the personal protective equipment (PPE) that the company sells.

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COMMUNITY

### PEOPLE AND PLACES

**BAYLOR HEALTH CARE SYSTEM**  
Pamela Heath, vice president of supply chain management for Baylor Health Care System, recently was featured in the *Communities* section of the *Journal of Healthcare Distribution* (JHD). The award recognizes individuals or organizations that have made an outstanding contribution to healthcare distribution and management. Heath was named the 2009 JHD award winner for her leadership in the supply chain management department and helping to grow local industry demand by offering their opportunities for third-party logistics (3PL) services. Heath is currently managing the award and will be featured in the next issue of the *Journal of Healthcare Distribution*.

**GILBANE BUILDING CO.**  
Gilbane Building Co. has named Anthony J. Gilbane as its president of safety and business in the company's 17-year history. Gilbane is currently vice president and regional manager of the company's safety division. He is also a member of the company's executive committee and will be featured in the next issue of the *Journal of Healthcare Distribution*. Gilbane was named as a member of the company's executive committee and will be featured in the next issue of the *Journal of Healthcare Distribution*.

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Contact Dave Blanchard at 216.931.9794 or [dave.blanchard@penton.com](mailto:dave.blanchard@penton.com).

\*SOURCE: Publisher's Own Data.

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