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## FOR IMMEDIATE RELEASE

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### **Hisco Announces Three Henkel Sales Pros of the Year**

HOUSTON—March 22, 2018—Employee-owned Hisco Inc., the specialty distribution company, announces three winners of the Henkel 2017 Sales Pro of the Year award for exceptional performance relating to the Henkel Industrial product line. Hisco representatives Alan Botsch, Oscar Jimenez and Ed Snyder each received the award for demonstrating top sales growth, establishing strong partnerships and collaboration in the field and focusing on key and emerging markets. Henkel received 75 Sales Pro nominations.

“Hisco is founded on a ‘we, not me’ philosophy, and these guys practice it every day,” said William Bland, Hisco’s vice president of North American sales. “We’re proud and humbled by what they’ve accomplished—it’s a big win for team Hisco.”

Henkel representative Matt Iaci nominated Alan Botsch for Sales Pro due to the professional and personal relationship they’ve developed over the past five years. Botsch displays a high level of integrity and other key values that are critical to a good partnership between a manufacturer and distributor, according to Iaci.

Oscar Jimenez, nominated by Henkel’s Martin Hernandez, received the honor for his total solution selling. Hernandez said Jimenez constantly looks to add value and has been a great asset to Henkel.

Ed Snyder’s in-depth product knowledge and superior service led to his nomination by Henkel representative Dan Wieckowski. “Ed is a great resource and is a pleasure to work with,” said Wieckowski.

For more than 45 years, Hisco has delivered value to customers through quality products, process solutions and local inventory. Today, the 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 \$125 million to date. Its supplier base includes manufacturing giants Henkel, Alpha and 3M, to name a few. For more information, visit [www.hisco.com](http://www.hisco.com).

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