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FOR IMMEDIATE RELEASE

Adams Elevator hires new sales rep for the Northeast region

Tommy DeFina joins the Adams team with 10 years of experience in the elevator industry

Chicago, IL – On October 16, 2014, Thomas (“Tommy”) DeFina joined the Adams team as the new Sales Representative for the Northeast region. Tommy’s home office will be located Middle Island, N.Y., and he will be responsible for all product sales for the Northeastern states.

DeFina brings more than ten years of sales experience to this role, the majority of which he spent in the elevator industry. He worked as a National Key Account Manager for Janus, selling specific product lines through distribution before becoming Senior Sales Consultant in the Northeast and Midwest.

"I'm excited to get back into this industry representing Adams," DeFina says. "I'm getting reacquainted with the customers with whom I had developed close relationships."

Throughout DeFina’s work experience, he has consistently cultivated a track record of sales success by building lasting customer relationships, helping to form strong internal teams and remaining focused on results.

“We feel lucky to be gaining such a talented and experienced sales rep,” says Gerry Adams, Business Unit Manager for Adams. “DeFina’s consultative, solutions-based sales approach—along with the strong relationships he’s already developed in the region—will be a good fit for our team, particularly as the Adams business continues to evolve and we are able to expand our product offering.”

About Adams Elevator

Adams Elevator Equipment Company supplies a [full line](#) of safety system and accessory products for elevator service companies, and is the largest distributor of elevator replacement parts, safety products, poly rollers, PC boards and door protection products to the elevator industry. Our state-of-the-art warehouse stocks more than 40,000 items for fast and efficient

order fulfillment. For more information or to request your catalog, call 800-929-9247 or visit us online at www.adamselevator.com.
