



**BRAD BOSSONG,
REGIONAL SALES
MANAGER**

Brad has been with HMW since 2011. He gained his degree from Wright State University with little experience in the industry world. The Henry M Wood Company has been committed to giving him the skills required to be successful in this field. He started in 2011 as an inside sales representative and customer service representative for 3 years, and for the past 2 years, he has worked directly with our customers at their facilities in the Dayton, OH market.

Brad's territory stretches from just south of Dayton up to Toledo, including the counties of Montgomery, Greene, Clark, Miami, Champaign, Shelby, Logan, Auglaize, Hardin, Allen, Putnam, Wood, and Lucas.

His main focus in this territory is commercial ink; working closely with manufacturers to help them safely and efficiently move and dispense their product, but he is versed in many other areas. Machine safety, pneumatics, leak testing, and ergonomics are areas of strength for him with his customers. He has helped customers in the past do anything from guarding and running small cylinder presses to assisting them easily and safely handle large assemblies for installation on assembly lines.

He recently helped a large ink manufacturer tackle an issue that had plagued them for almost a decade. His customer had an application where they needed to be able to quickly and efficiently take out and replace a single component in their process. There were two main points of concern when tackling this project:

- 1). The component could not leak at all - one small leak could jeopardize the effectiveness of the end product and destroy the machine.
- 2). There were previous engineering components produced by CPC Quick Disconnects that had to be used and could not be circumvented in any way. Working closely with his customer's engineers and engineers from both CPC and Fastest, they were able to incorporate CPC's Quick Disconnects with revolutionary leak preventing technology from Fastest to create a cost effective, reliable solution.

The ability of collaboration between different principles sets HMW apart from their competition.