

# Guide to Bullard

## Industrial Health & Safety Division:

Meet our Sales & Marketing Team. We're here to make your Bullard sales and marketing activities successful. Here's how we can help you promote and sell head and face protection, supplied air respirators, powered air purifying respirators (PAPRs) and air quality products.

## Customer Service

**How we can help:** Product selection and ordering information, pricing, logoed hard hat design, returns, service and repairs, shipment tracking and delivery information.

### Contact Us:

By phone: M-F, 8:00 a.m. – 6:00 p.m. EST

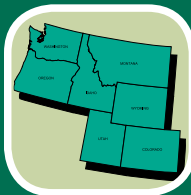
1-877-BULLARD (285-5273)

By e-mail: [info@bullard.com](mailto:info@bullard.com)

By fax: 1-800-877-6858

## Outside Sales

**How we can help:** Distributor support including joint sales calls, customer follow up, product and application education, inside/outside sales teams and customer service, sales tools, promotions, large project pricing and opportunity protection programs.



### Stephen Bolling

Regional Sales Manager  
Alaska, Colorado, Idaho, Montana,  
Oregon, Utah, Washington, Wyoming  
800-227-0423, ext. 873  
[stephen\\_bolling@bullard.com](mailto:stephen_bolling@bullard.com)



### Pat Riley

Regional Sales Manager  
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Ohio, Tennessee  
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### Milton Ortega

Regional Sales Manager  
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America, South America  
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### Jim Beckstead

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Hawaii  
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### Brian Floyd

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### Cristián Cifuentes

Regional Sales Manager  
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### Marty Lang

Regional Sales Manager  
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North Dakota, South Dakota  
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### Kevin Quinn

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Pennsylvania, Virginia, West Virginia  
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### Greg Steller

National Account Manager  
Life Science Industry, North  
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### Tom Ludwig

Regional Sales Manager  
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New Mexico, Oklahoma, Texas  
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### David Grislis

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Massachusetts, New  
Hampshire, New York, Rhode  
Island, Vermont  
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### Randy Davis

National Accounts Manager  
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### Paul Ostrowski

Regional Sales Manager  
Northern Illinois, Michigan,  
Minnesota, Wisconsin  
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### Keith Courtepatte

Regional Sales Manager  
Canada  
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## Product Marketing

**How we can help:** Application and technical support, product and market development, sales and marketing programs and promotions, special pricing.



**Aubrey Collier**  
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Head Protection  
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**Grant Rowe**  
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**Holly Jo Hellyer**  
Product Manager,  
Respiratory Protection  
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holly\_jo\_hellyer@bullard.com

## Marketing Communications

**How we can help:** Copy, images and layout assistance for catalogs, websites and promotional materials, literature supplies, pricing books, trade show and meeting support.



**Deborah Puracchio**  
Marketing Communications  
Manager  
800-227-0423, ext. 105  
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**Katrina White**  
Marketing Communications  
Coordinator  
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katrina\_white@bullard.com

## Management Team

**How we can help:** Business planning and reviews, sales and marketing programs, distribution evaluation and development, target account development.



**Wells Bullard**  
Marketing Manager  
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wells\_bullard@bullard.com



**Brad Harvey**  
National Sales Manager  
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