



Glitsa Welcomes Two New Sales Reps



Brian Gamet

Sales and Technical Representative

Glitsa was excited to **welcome Brian Gamet** aboard in March of 2007. Brian is the new **Sales and Technical Representative** for the **Eastern Territory**. He has been in the hardwood flooring industry for over 7 years. Those of you in the Rochester, NY area may remember Brian from Hoboken Wood Floors. Brian managed their Pro Shop for the past three years before starting with Glitsa. **Brian services the following states: Alabama, Connecticut, Delaware, Florida, Georgia, Kentucky, Louisiana, Maine, Maryland, Massachusetts,**

Mississippi, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Tennessee, Vermont, Virginia, Washington, DC, West Virginia.

Brian lives in Henrietta, NY with his wife, Amy, their son Adam, and their new baby girl, Julia. Brian has always lived in New York state, growing up in Buffalo and Rochester. Brian drew on his sales experience to make the switch from inside to outside sales. Having worked for a distributing company for the past 7 years, Brian looks forward to seeing his customer base from a different angle. Adds Brian, **"I like dealing with the customers in the hardwood flooring industry. They are loyal and easy to work with."**



Mike Osborn

Sales and Technical Representative

Welcome Mike Osborn. Mike is the new **Sales and Technical Representative** for the **Western Territory**. Mike has 28 years of experience as a contractor. Mike got his first taste of the hardwood flooring industry as a mere grade-schooler, working for his dad and uncle. Mike's uncle was "old school." **"You don't touch the next thing until you've mastered the first. I mastered the edger before I was allowed to move on to the buffer,"** Mike says. He continues to share the "old school" philosophy as an NWFA instructor

and as a contributing editor in the NWFA Technical Training Manual. **Mike services the following states: Arizona, California, Colorado, Idaho, Montana, New Mexico, Nevada, Utah, Wyoming.**

Mike grew up in California. He has lived in Seattle, WA with his wife of 22 years, Dana, and their 2 daughters, Kaylin, 20, and Jenna, 17, since 1991. Previous to working for Glitsa, Mike owned his own business, Long Beach Flooring Company, in California for about 10 years and started a new business, Start to Finish Hardwood Floors, when he and his family moved to Seattle in 1991. Mike is enthusiastic about sharing his knowledge - **"I am looking forward to starting a new chapter in my hardwood flooring career!"**

Chris Pryjowski is now servicing the following states/provinces: **Arkansas, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, Oklahoma, Ontario, Quebec, South Dakota, Texas, Wisconsin.**

Lon Vaughn will continue to service the following states/provinces: **Alaska, Alberta, British Columbia, Hawaii, Oregon, Washington.** ♦