

WALLACE ELECTRONIC SALES

- *Manufacturers Representatives - also known as independent sales representatives or sales agent, is an individual, sales agency or company that sells a manufacturer's products to wholesale and retail customers.*
- *Serving the Southeastern Electronics Market Since 1935*
- *More detailed information about our company and processes will be available by request*



MARK MOTSINGER PRESIDENT

- Territory: Central and Western North Carolina, East Tennessee, Southern Alabama and Mississippi
- CPMR Certified
- Joined Wallace Electronic Sales in 1978
- Became President in 1985
- Industry Contributions
 - Past President and Chairman of the Board of ERA
 - Current ERA White Pin Coordinator
 - Past President of the Electronics Distribution Show



EMMETT ELLIS VICE PRESIDENT

- Territory: Central and Eastern North Carolina, South Carolina
- CPMR Certified
- Joined Wallace in 1980
- Became Vice President in 1985
- Past Chair of ERA Management Conference



BETTY ATKINS

OFFICE ADMINISTRATOR

- Joined Wallace in 1980
- Provides sales support to distributors and OEMs with quotes, samples and orders, thus developing long-term relationships
- Key account program management
- Assists in managing the Wallace database and email marketing campaigns
- Accounting functions include: reconciling commissions and posting data to documents for management purposes
- Outside Sales Support



JULIE SURPRENANT INSIDE SALES & MARKETING

- Joined Wallace in 2018
- Focused on customer expansion, new line / product introductions to current and potential new customers
- Assists in managing the Wallace database and email marketing campaign/opportunity review with outraise sales reps
- Manages LinkedIn Account/website
- Background:
 - Top Producer Inside Sales – Standard Tool & Equipment
 - Channel Marketing Manager – Liberty Hardware Manufacturing



JOHN HACEK OUTSIDE SALES

- Joined Wallace in 2015
- Territory: Georgia, Lower Alabama, Southeastern Tennessee
- Background:
 - District Manager – Carlton-Bates
 - Regional Manager – Sager
 - General Manager - Arrow



STEVE HATFIELD

OUTSIDE SALES

- Territory: : Middle and Northern Alabama, Middle and Northern Mississippi, Central and Western Tennessee
- Joined Wallace in 2019
- Background:
 - Previous Rep Agency Owner
 - 25+ Year Sales Experience in Assigned Territory
 - Strong background in component sales





OEM Product Overview

Audible Devices

Crystals / Oscillators

Printed Circuit Boards

Power Supplies & Cords

LCD & OLED Displays

Batteries / Battery Packs

EM & Solid-State Relays

Chokes, Toroid's, Transformers

Connectors / Cable Assemblies

Membrane Switches / Overlays

Metal Fabrication

EMI & EMC Filter Solutions

Thermistors

Nylon Hardware & Thermal Pads

