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## News Release

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### **Webster promotes Kate Tiell to Business Development Manager-Distribution**

**TIFFIN, Ohio** - Webster Industries, Inc., an industry leader in conveyor chain, is pleased to announce the recent promotion of Kate Tiell to Business Development Manager-Distribution. This position was created to strengthen relationships with our distribution channel partners. This role will lead and facilitate the development of programs for specific distribution partners including pricing development, tri-lateral contract negotiations, growth incentive programs, customer presentations, training and joint marketing collateral.



Upon acceptance, Tiell stated “I’m honored that Webster has given me the opportunity to help facilitate new distribution growth and promote and develop new programs with our current partners.”

Tiell joined Webster in June of 2008, in the Engineering department as an Engineering Clerk. In 2010, she moved into the Sales department as an Inside Sales Representative, where she was able to acquire product knowledge and create valuable customer relationships. After years in Inside Sales, Tiell moved into the Marketing Specialist position in June of 2016. All of the skills

that she had gained over the years from her many different roles within the company have prepared her for her new role as the Business Development Manager of Distribution.

“Kate has proven over the years to be a great asset to our company and a great value to our customers. Her new role will allow us to better utilize her skills and knowledge to achieve our sales and drive value to our organization as well as to our distributor and end user channels. ”

Dean Bogner, Vice President Sales and Marketing, said.

Tiell holds a Bachelor of Business Administration from Tiffin University.

**About Webster Industries, Inc.**

“Webster Industries, Inc., headquartered in Tiffin, Ohio, is an innovative leader in engineered class chains, sprockets, vibrating conveyors and malleable iron castings. Since its start in 1876, Webster has evolved into a vertically integrated manufacturer that serves a variety of industries. The company now employs around 300 people nationwide and has facilities in Ohio, Mississippi and Oregon. Throughout its 140 years in business, Webster’s focus has consistently been on American materials, American labor and American pride. A strong concentration on customer service, based on seamless vertical integration ensures that Webster’s clients receive the highest quality products and service in the industry.”

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