

## YKK AP sales award recipients credit their teams

**Stone Mountain, Ga. (March 12, 2008)** – Winners of this year's YKK AP sales achievement awards for the 2007 calendar year gave credit to the pervasive team spirit among employees of the architectural product manufacturer.

YKK AP presented awards to Orlando Branch Manager Barry Wampler, whose team won Branch of the Year, and to Mark Knapp of the Boston Branch, sales representative for New York and New Jersey, who won the YKK AP President's award for outstanding sales achievement. The awards were presented during YKK AP's annual sales meeting on Feb. 26 at the Evergreen Resort in Stone Mountain, Ga.



Orlando won Branch of the Year, recognizing outstanding achievements in sales, profitability, operations and customer service excellence. Wampler said the biggest factor in meeting or exceeding all goals for the year was having a seasoned staff that pulls together.

"You don't hear 'It's not my job' on this team," Wampler said. "If someone gets busy, someone else steps up to help them out."

Our warehouse staff is improving overall inventory accuracy, Wampler said. Our customer service and project management people are very good about sharing responsibility. The sales team is heavily involved with our customers. In management, our approach is to motivate by recognizing good work.

In the New York-New Jersey territory, Knapp was recognized for increasing sales by more than 200 percent over the previous year in his territory. He says the support and attitude of the whole YKK AP organization made the impressive numbers possible.

"It really comes down to the team effort that this organization has," Knapp said. "You don't win with one individual. You win as a team."

Recent account wins in New York and New Jersey include the Syracuse University Life Science Complex, the Diamond Beach condominiums in northern New Jersey and New York State's biggest high school project of the year, Gates Chili High near Rochester. Because of high-profile projects like these, plus marketing support from headquarters in Austell, Ga., and lots of face time with prospects, Knapp said architects in the New York area are starting to catch on to YKK AP.



"It's wide open," Knapp said. "We've hardly even touched what we can do."



YKK AP America Inc. manufactures architectural aluminum entrances, storefronts, curtain walls, and windows for office buildings, universities, schools, condominiums and institutional structures. YKK AP America is based in Austell, Ga. To learn more about YKK AP and its products, please visit [www.ykkap.com](http://www.ykkap.com).

Photo Notes: Branch of the Year presented by Oliver Stepe, Sr. Vice President  
Presidents Award presented by Max Mizota President

# # #