Phoenix Safe Now Listed on MyResourceLibrary.com

Phoenix Safe International has announced it is now included with its own binder on the MyResourceLibrary.com online product library.

The binder provides detailed information on the full Phoenix Safe product offering, including retail pricing, the full Phoenix Safe catalog and more.

Visit myresourcelibrary.com for more information.

The Highlands Group Rep Organization Moves Into Canada

The Highlands Group rep organization last month announced it has entered into an agreement with Guelph, Ontario-based Lane Sales Development Group to form a Canadian joint venture.

The new venture, to be known as The Highlands Group Canada, will share office space in Guelph with the Lane organization and be led by Brendan Lane, who has 26 years’ experience in the business products supply channel.

“We are very excited about expanding our model to the Canadian market, commented Highlands Group president Rick Morgan. “As we continue to increase our international footprint, Canada will play a key role in providing the vendors we represent with consistent North American marketing and selling solutions.”

In Memoriam:

Daniel Hammond Durckel
Former Newell Rubbermaid Sales Executive

Dan Durckel, a long-time industry sales executive, died May 25 with his family at his side after a courageous nine-month battle with renal cancer. He was 66.

Dan spent his entire business career in the office products industry where he had many friends. He worked for Ampad, Vertiflex and the majority of his career with Newell Rubbermaid (Sanford and Newell Office Products).

He is survived by his wife of many years, Gail, son Greg, daughter-in-law, Tiffany and two grandchildren.

Donations in Dan’s name can be made to the Kidney Cancer Association at www.kidneycancer.org or Horizon Hospice & Palliative Care at www.horizonhospice.org.

James Bradley Hutchens
Former Zebra Pen Sales Manager

Brad Hutchens, long-time sales manager at Zebra Pen Company, died May 25 surrounded by his loving family after a lengthy struggle against cancer. He was 52.

Brad joined Zebra Pen in May 2007 and played an integral role in the company’s success over the years. He was a true professional in every sense of the word with an infectious personality and a tremendous sense of humor.

He is survived by his wife, Kay; children Bailey Hutchens and Cole Hutchens; mother Martha Egolf; father, L.B. Hutchens; sister Carol Gillett, and brother Dan Hutchens. Brad’s wife, Kay, has suggested that memorial donations in his name be made via YOUcaring.

Anthony C. Monaco
Former Avery and XStamper Sales Executive

Anthony C. “Tony” Monaco, who enjoyed a long and distinguished career in sales for several industry manufacturers, died April 27 in Lake Worth Florida. He was 61.

Tony began his office products industry career in early 1982 as a sales representative for Shachihata (X-Stamper). He moved to Aigner Index in 1985, shortly before it was acquired by Avery Label. He moved to Aigner Index in 1985, shortly before it was acquired by Avery Label.

Tony became a valued member of the Avery New York-Metro sales team, serving as a key account manager within the New York City market.

In 1995, he was promoted to the role of senior national account manager (commercial and retail) for Avery Dennison calling on Office Depot headquarters in Florida. In 2002 Tony was again promoted, this time to Avery Dennison director of sales for the Office Depot account.

In 2005, Tony returned to Shachihata as its director of commercial sales and stayed there until 2010, when he moved to his final industry position as national account manager with LC Industries.

Tony was recognized by his internal teammates, the customers that he called on and his peers within the industry as a hardworking and trusted professional who always went the extra mile. He was a good friend to many and will be sorely missed. He is survived by his wife Katy, sister Gail Dibiase, son Christopher and an infant granddaughter.