



Skip Gallo

Vice President

Distribution and Logistics



- Mr. Gallo is a broadly skilled sales, marketing and operating executive with more than thirty years serving the industrial marketplace. Before joining NLP in 2004, Mr. Gallo has been Chief Executive Officer of Wurth/Eastern Fastener Corporation since 2001. In addition, he also served as Chairman of the Wurth North American Industrial Group Purchasing Council with responsibility for the total annual procurement of Wurth's seven U.S. operating companies.
 - Previously, Mr. Gallo was a senior sales and marketing executive for Danaher Corporation (NYSE:DHR), with responsibility for developing and growing the industrial business for a number of the company's brands including Armstrong®, Allen®, Jacobs® and Holo-Krome®. Among his many contributions to the growth of Danaher, Mr. Gallo is recognized for the development and delivery of several high-impact sales & marketing training programs that enabled the Danaher Tool Group and its distributor partner's to realize significant market share gains, and growth in excess of the overall market rates.
 - Mr. Gallo's industrial career began with Lindquist Supply, now a division of Turtle & Hughes, Inc. He has served on the Board of Directors of the National Fastener Distributor Association as Associate Chairman, and as a member of the Board of Directors of the Industrial Fasteners Institute. A frequent speaker and panel member in Industrial Distribution venues, Mr. Gallo is a widely-respected expert on the topics of supplier-distributor relations, channel management, and supply chain dynamics.
 - Mr. Gallo earned his BS in Political Science from Fairfield University in 1981.
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