



**Director  
Stephan Waltman  
Stiles Machinery Inc.  
Grand Rapids, Mich.**

Stephan Waltman, Stiles Machinery's vice president of sales and marketing and a corporate officer, has been with the company for 21 years. Waltman joined Stiles as a salesman in 1982, covering a territory including Michigan, Indiana, Ohio, Kentucky, West Virginia and western New York and Texas. In 1985, he was promoted to Great Lakes regional sales manager and was appointed to his current position in spring, 1989. Waltman is credited with expanding Stiles' field sales team, increasing their access to sophisticated sales tools, and streamlining internal processes to help improve customer satisfaction. His contributions helped Stiles double its sales volume between 1994 and 1999, with

record growth continuing to date. He serves as chair of the Associate Member Committee for NASFM and is active with the Architectural Woodwork Institute (AWI). From 1975 to 1981, prior to joining Stiles Machinery Inc., Waltman held several positions in the manufacturing industry, including serving as vice president of manufacturing for the Colonial Clock Division of Thomas Industries. He is a 1974 graduate of Western Michigan University in Kalamazoo, Michigan.