

# EJ, the Global Family Business With that Warm, Down-Home Culture



Mark visits the Brendale Headquarters in Brisbane



Mark getting involved in sales at the AWWAACE 2017 exhibition

In downtown Chicago USA, Mark Clark is a well-loved and long-serving EJ Sales Executive. The saying on the streets of this metropolis is “Whatever Mark doesn’t know ain’t worth knowing.” Mark’s been with EJ for over 40 years, so it says something big about EJ and the two-way loyalty of EJ and their people.

But Mark has something else, a love for Australia and its people... and well he should, since his daughter married an Aussie and she now lives and works on Queensland’s Sunshine Coast. So, when the Asia Pacific team heads east across the Pacific to the USA to brush up on our foundries and new product innovations, Mark, our de facto Aussie, is an instant hit with his infectious, welcoming “G’day!”

But occasionally, the Pacific flow reverses when Mark and his wife head west to Australia to catch up with their extended family and their surrogate “Uncle Simon” and his team at EJ. In fact, Mark docks a day of his vacation to hang out at our Brendale headquarters to mix it with the team and reveal the latest developments in product on the horizon from the US.

Being the consummate salesman, he just can’t resist getting involved with his Aussie “rellies”. On past trips, he’s helped us sell INFRARISER™ products to a local council and this year, with his extensive knowledge, got behind us to promote both SELF LEVEL™ Frames and hinged MAESTRO™ covers to local sewer authorities.

Here in Oz, we just love hearing that warm North American accent, and so do our clients. While Mark’s in town, he likes to wander through the Brendale factory and stock yard areas to observe our strong dedication to safety, a core value at EJ and just one of those second-nature things that we do, even when on holidays.

EJ is a family owned company that has a firmly established record of fostering strong customer relationships that are built over time, by personal contact from our company reps. We also maintain close ties with our branches around the world by continuing to share our EJ global values. When you deal with EJ, you get looked after well, the whole world over. For some of that friendly, local service, contact your nearest EJ branch or call us on 07 3216 5000.