*Media contact: Heather West, 612-724-8760, heather@heatherwestpr.com*

**Regional sales managers serve Tubelite and EFCO clients**

Walker, Michigan (April 2024) – Serving clients across the U.S., four regional sales managers represent the Tubelite and EFCO brands and aluminum-framed fenestration product offerings.

* Marc Donahue, Southeast regional manager
* Jeff Fochs, South regional manager
* Dan Goodman, Midwest regional manager
* Jeff Appel, Northeast regional manager

Together with local client development managers, the regional sales managers work with commercial architects, glazing contractors and building project teams to help with product selection and specification of high-quality, aluminum-framed storefront, curtainwall, entrances, windows and daylight control systems.

The regional sales managers report to vice president of sales, Jon Close. In addition, they work closely with the client development managers and the national accounts manager, Jim Hughes, as well as the architectural engineering, estimating, project management and customer service teams.

Southeast regional sales manager, Donahue is based in Florida. He draws from more than 30 years of experience in commercial building envelope products, including four years leading EFCO’s sales and partnerships. He has an in-depth knowledge of protective fenestration products, such as for school security applications.

South regional sales manager, Fochs is based in Wisconsin. His draws from nearly 30 years of sales experience in architectural aluminum products and services. For 10 years, he was part of the sales team at Linetec, which provides architectural painted coatings and anodized finishes for Tubelite products.

Midwest regional manager, Goodman is based in Michigan. He started his career at Tubelite 30 years ago on the production floor in Reed City, Michigan. He later joined the estimating staff and then, in 2001, became part of the sales team.

Northeast regional sales manager, Appel is based in Virginia. His 36 years of industry experience includes two decades with EFCO and extensive expertise with curtainwall systems.

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Tubelite, EFCO and its regional sales managers are members of the American Institute of Architects (AIA), the Construction Specifications Institute (CSI), the Fenestration and Glazing Industry Alliance (FGIA), the National Fenestration Rating Council (NFRC), the National Glass Association (NGA) and the U.S. Green Building Council (USGBC). They participate in numerous educational events with regional and local chapters.

Visit the brand websites to learn more about Tubelite, [https://www.tubeliteusa.com](https://www.tubeliteusa.com/); and EFCO, <https://www.efcocorp.com>. For information on employment opportunities, please click on “Careers” at the top of their home pages.

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