Burlington Medical Supplies Reorganizes Sales and Marketing Operations

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NEWPORT NEWS, Va., July 11, 2011 /PRNewswire/ -- Due to significant recent growth in its x-ray medical supply business, Burlington Medical Supplies of Newport News, Virginia has announced several changes to its sales and marketing operations.

Steve Porter has joined the radiation protection [1] distributor and supplier in the newly created position as Vice President of Sales and Marketing, based out of Newport News headquarters. Porter has had experience as a division sales manager and national sales manager for Black and Decker. He has also been a vice president of sales for Rehrig International in Richmond, Virginia, and general manager of Plasti-Cart in Midlothian, Virginia.

Clifford Shaw has accepted the position of regional vice president for the company's Western Region. Shaw has had several years of success in area sales, including recognition as top area salesperson for Burlington Medical for each of the last three years. Located in San Jose, Calif., he will oversee the company's growth in this region.

Chris Swartz has accepted the position of regional vice president for the company's Eastern Region. Swartz has been instrumental in the record increase in the company's sales over the last two years. He has a long career with Burlington and will manage and grow the region's sales and profitability with the bulk of the company's sales from Florida.

"These are exciting times at Burlington," said John Williams, CEO of Burlington Medical Supplies. "This new structure presents the opportunity to support and develop our sales people and expand our reach beyond any previous boundaries the company had. We all are looking forward to the opportunity this change presents."

About Burlington Medical: Burlington Medical Supplies (http://www.burmed.com/ [2]), headquartered in Newport News, Virginia, is the leading manufacturer for customized x-ray protectio
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