



ABOUT EandM

THE WEST COAST'S LEADER IN AUTOMATION

EandM is a minority owned business. We are registered within our corporate office area, as defined by the National Minority Supplier Development Council. This is a national-level certification. Our certificate is accessible [here](#).





A distributor of automation parts and software in California, Oregon and Washington.

INDUSTRIES



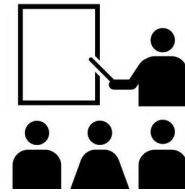
Aerospace



Automotive



Chemical Oil & Gas



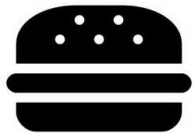
Education



Entertainment



Financial



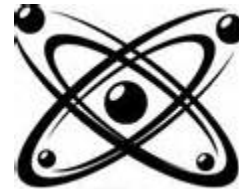
Food and Beverage



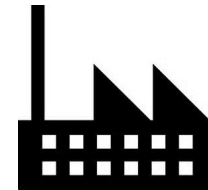
Forestry



High Tech



Life Sciences



Manufacturing



Medical



Power Generation



Renewable Energy



Robotics



Water/Wastewater

LOCATIONS



Seattle

Sales and Sales Support



Portland

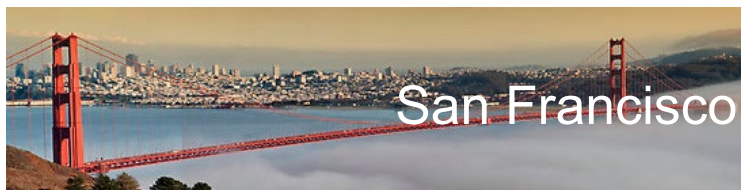
Sales and Sales Support



Healdsburg (HQ)

Operations
Inside Sales
Fulfillment

Accounting
IT Services
Web Development



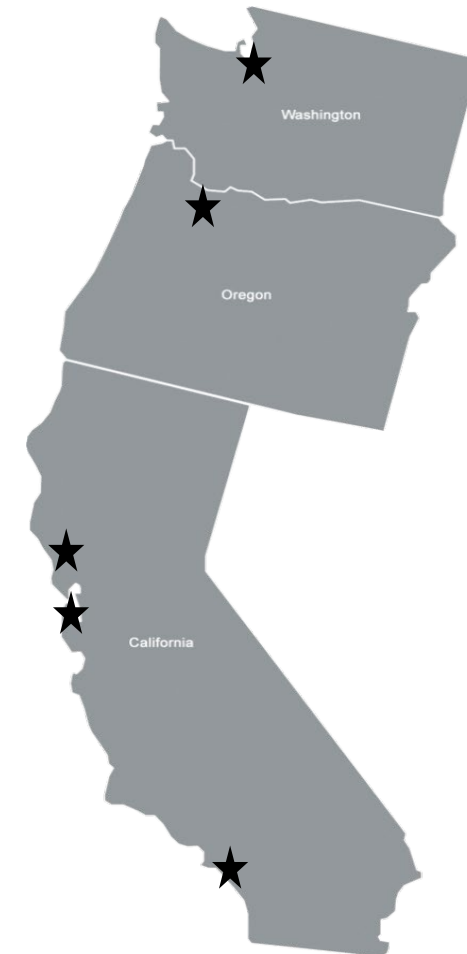
San Francisco

Sales and Sales Support



Irvine

Sales and Sales Support



PRODUCT LINES

SICK

Sensor Intelligence.

Optical sensors, laser scanners, safety systems and automatic identification products, both optical and RF, for industrial automation.

SIEMENS

EandM is proud to be the west coast's premier "Siemens Technology Center," offering full product access, training and technical support for Siemens Energy and Automation.

BALLUFF

Innovative and practical sensing and ID solutions including high precision capacitive, inductive, and magnetostrictive technologies for a wide range of applications and industries.

FESTO

The leading supplier of pneumatic and electrical automation technology.

PRODUCT LINES

Accu Tech USA
First in Motion Solutions

Offers the largest selection of linear guides and ballscrews in North America.

binder

A global supplier of high-quality circular connectors & cordsets.

CONTROL
**a P&F company*

Offering advanced industrial protocol gateways such as IO-Link masters, to ruggedized Ethernet and PoE switches, power supplies, and media converters.

dunkermotoren

Specializes in DC Motors, Brushless DC Motors, Linear Motors, EC Motors & Servo Motors.

EXOR

EXOR provides the technology that helps companies implement their IIOT solutions.

GRACE
ENGINEERED PRODUCTS, INC

Offers fully customizable, thru-door dataport interfaces; non contact voltage portals; thru-door voltage indicators; patented GFCI outlets; UL classified Panel Covers.

häwa

Electronic and electrical enclosures by Haewa, for industrial, telecom, datacom, scientific, and other standard and OEM custom applications.

hilscher

A world leader in network connectivity products based on the unique netX chip range.

HMS

HMS Industrial Networks develops and manufactures solutions for industrial communication and remote management.

icotek

Your specialist for cable entry, strain relief, EMC shielding and enclosure accessories.

IDEM

Designer and manufacturer of the next generation of safety interlock switches.

MENCOM

Provides high quality, cost effective solutions that meet industrial electrical connector requirements.

PRODUCT LINES



A leading manufacturer and supplier of innovative high-performance motion control solutions for industry applications!.



Industrial ethernet switches and control products.



A supplier of special purpose and general purpose AC electric motors, controls, and shaft mount reducers.



Robotunits develops, produces and supplies standardized modular automation systems, consisting of conveyors, linear motion and safety fences.



OnRobot delivers a full line of plug-and-produce end-of-arm tooling (EoAT) for collaborative applications.



Robroy offers the most extensive selection of non-metallic enclosures available for diverse industries, as well as interior and exterior applications.



Leading provider of innovative LED status indicating lights, sound alarms, visual and audible communication network systems.



Roxtec sealing systems provide for water tight enclosure and wall penetrations of cables and pipes, even with fittings attached.

PRODUCT LINES



Saginaw specialize in manufacturing both standard stock and custom designed enclosures.



One of the world's leading suppliers in vacuum technology.



Get superior clamping and gripping with SCHUNK!



Techman Robot is a stand-alone cobot solution

YASKAWA

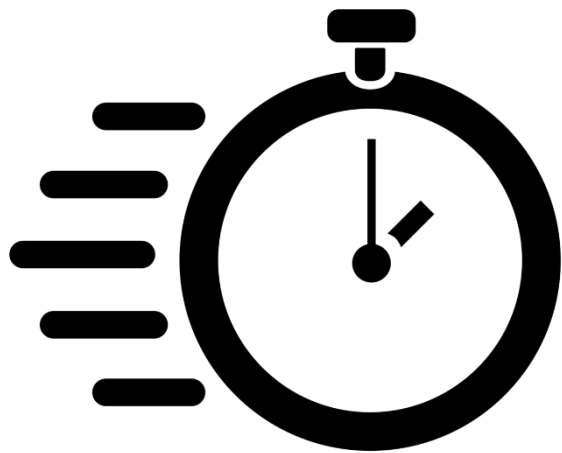
MOTOMAN ROBOTICS

Motoman delivers high-quality industrial robots and fully-integrated robotic automation systems.



GET EDUCATED

WEBINARS



Learn in 30 minutes

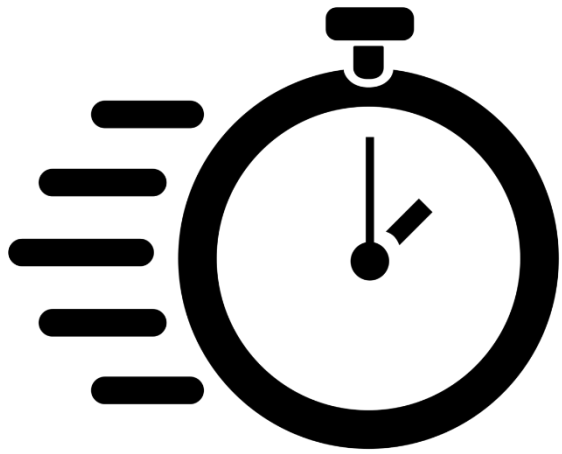


No Charge

WEBINARS

- Recent topics:
 - How IO-Link is Revolutionizing OEE, Change Over and Predictive Maintenance
 - Secure Remote Access Made Easy
 - How to Choose the Right I/O
 - Barcode Basics
 - Robot Grippers
 - Easy Solutions to Complex Motor Management Problems
 - Sizing a General Purpose Drive
 - Utilize IO-Link to Unlock Your Sensors' True Capabilities
 - Social Distancing and Increasing Transparency in the Factory
 - Save Time & Reduce Errors on Your Next Project with the TIA Selection Tool
 - Automated Quality Control: Keeping an Eye on Your Production!
 - Industrial 5G: Opportunities & Challenges

WORKSHOPS



Learn in 3 Hours



Hands On



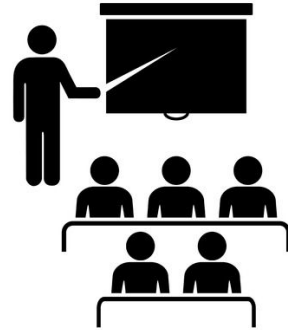
No Charge

WORKSHOPS

[View Workshop Calendar](#)



Virtual



EandM's Training Facility
Seattle, Portland, San Francisco, Irvine



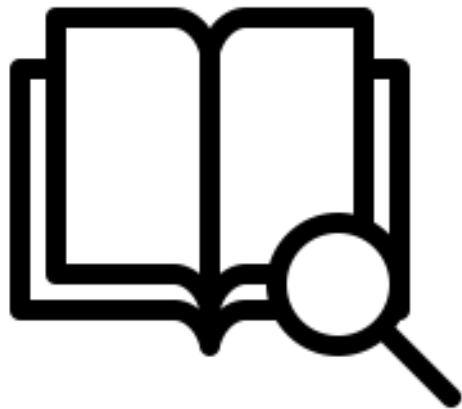
At Your Office

Temporarily unavailable due to COVID-19

WORKSHOPS

- Recent topics:
 - Variable Frequency Drives
 - TIA Portal (Siemens S7-1500)
 - PLC Simulation
 - MQTT Client for Siemens I200 and I500 PLCs
 - Basic Robot Safety
 - Advanced Robot Safety
 - Unified Comfort Panels
 - Remote Connectivity and Remote Access
 - Modular Machine Architecture for OEMs

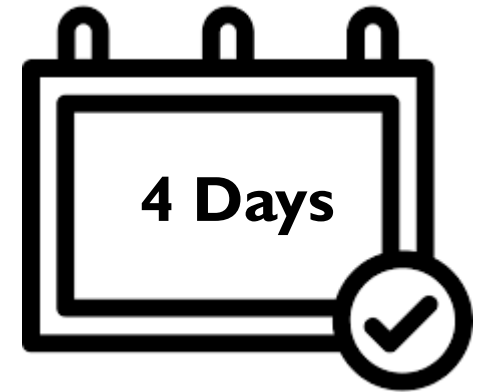
TRAINING



In-Depth



Hands On



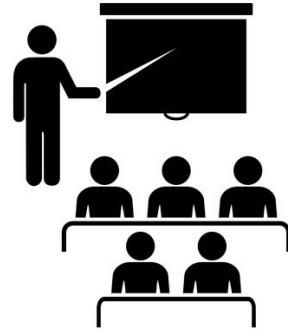
Multi-Day

TRAINING

[View Training Calendar](#)



Virtual



EandM's Training Facility
Seattle, Portland, San Francisco, Irvine



At Your Office

Temporarily unavailable due to COVID-19

TRAINING

- Recent topics:
 - TIA Portal Programming Part I
 - TIA Portal Programming, Part II
 - SCL Programming
 - **Custom**

EANDM BLOG



Wednesday, July 15, 2020 at 1:01 pm | Posted in: [General](#)

Discover Distributed Intelligence Architecture for your Modular Machines!

We hope that you can join us for our Modular Machine Architecture for OEMs virtual workshop happening tomorrow morning. Register Now!

[READ MORE](#)



By: EandM Marketing

Updated 3-5 Days Per Week



Tuesday, June 30, 2020 at 3:50 pm | Posted in: [SICK](#)

Detect anything. Even the invisible.

The SICK MLG-2 is the fastest light grid on the market! Watch this video to learn more!

[READ MORE](#)



By: EandM Marketing

VIDEOS

Updated Weekly!

<p>PLCSIM 2020 Digital Software Summit PLCSIM (Demo) Presented by: Jan Hill 18:03</p>	<p>Software Solution Provider 2020 Digital Software Summit Welcome & Introduction Presented by: Andy Garcia 5:02</p>	<p>EandM Introducing EandM's Inside Sales Team! Presented by: Alex Robinson 0:57</p>	<p>SIEMENS AND LINUX SIMATIC INDUSTRIAL OS Presented by: Jan Hill 6:06</p>	<p>SCHUNK Setting Up the Co-act EGP-C Gripper in Minutes! Presented by: Jan Hill 1:46</p>	<p>SICK: nanoScan3 Safety Scanner Creating Safe Working Environments for Industrial Applications & Collaborative Robots Presented by: TJ Singh 3:41</p>
2020 Digital Software Summit Siemens' PLCSIM ... 29 views • 3 months ago	2020 Digital Software Summit Welcome &... 48 views • 3 months ago	About Us! Meet Our Inside Sales Team EandM 178 views • 4 months ago	Siemens and Linux: SIMATIC Industrial OS EandM 581 views • 4 months ago	SCHUNK Co-act EGP-C Gripper EandM 179 views • 5 months ago	SICK Creating a Safe Working Environment for... 118 views • 5 months ago
<p>SICK How to Make Your Collaborative Arm Safe with the New SICK nanoScan3 Presented by: TJ Singh 5:30</p>	<p>About Us EandM Offers Huge Stock that Ships Quickly! Presented by: Andy Garcia 2:31</p>	<p>SICK How to Specify the Right Lector Barcode Scanner for your Application Presented by: Alex Keller 5:14</p>	<p>Disaster Preparedness & Business Continuity Planning Webinar Presented by: Paul O'Neil, Scott Tompkins, Kathleen Oliver & Elizabeth Miller 1:03:06</p>	<p>SICK How to Select the Right Photoelectric Sensor (Part 1) Presented by: TJ Singh 4:31</p>	<p>Siemens Exclusive Engineering within TIA Portal V16 Presented by: Jan Hill 6:30</p>
SICK How to Make Your Collaborative Arm Safe with... 120 views • 5 months ago	About Us EandM Offers Huge Stock that Ships... 46 views • 6 months ago	SICK How to Specify the Right Lector Barcode... 64 views • 6 months ago	Disaster Preparedness & Business Continuity Plannin... 99 views • 6 months ago	SICK Understanding Thru-beam, Retro-Reflective &... 1.1K views • 6 months ago	Siemens Exclusive Engineering within TIA Port... 369 views • 6 months ago
<p>Siemens Setting Up a Project Server within TIA Portal V16 Presented by: Jan Hill 5:46</p>	<p>Siemens Working with a Local Project Server within TIA Portal V16 Presented by: Jan Hill 6:25</p>	<p>Siemens S7-1200 a Communication Gateway for your Existing Automated Systems Presented by: Jan Hill & Aysha Omer 5:08</p>	<p>Disaster Preparedness & Business Continuity Planning How EandM Ensured its Business Critical Pillars were Protected Before COVID-19 Presented by: Paul O'Neil 4:51</p>	<p>Nanotec Finally! A Servo Drive with a Built-in Controller Presented by: Mike McElroy 29:28</p>	<p>Industrial 5G in Distribution Automation provides real-time power optimization. Siemens Industrial 5G: Opportunities & Challenges Presented by: Anandhan Srinivasan 51:04</p>
Siemens Setting Up a Project Server within TIA... 711 views • 6 months ago	Siemens Working with a Local Project Server within... 245 views • 6 months ago	Siemens S7-1200 a Communication Gateway fo... 153 views • 7 months ago	How EandM Ensured its Business Critical Pillars wer... 63 views • 7 months ago	Nanotec Finally! A Servo Drive with a Built-in... 264 views • 7 months ago	Siemens Industrial 5G EandM 187 views • 7 months ago



SUPPORT TEAM

STAFF



1

Sales Director



3

Sales Managers



11

Inside Sales Reps



14

Account Managers



2

Certified Technical Trainers



9

Certified Application Engineers



3

Tech Support Engineers



9

System Integrator Team Members

ACCOUNT MANAGERS

Ownership of the sales process and account management

Oregon, Washington, and Idaho Sales Team



SALES MANAGER
KYLE DEAS



ACCOUNT MANAGER
MIKE MORAN



ACCOUNT MANAGER
KEN SALT



ACCOUNT MANAGER
NATALIE KASZA



ACCOUNT MANAGER
JEAN LIM

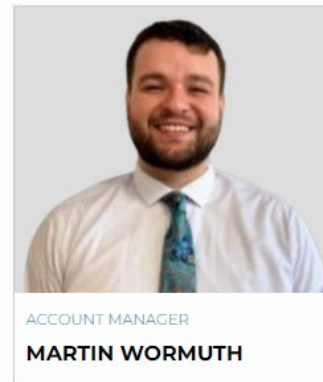
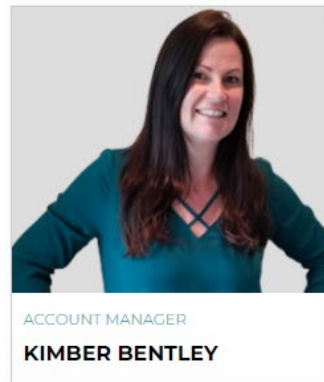


ACCOUNT MANAGER
AJAND ZOLFAGHARI

ACCOUNT MANAGERS

Ownership of the sales process and account management

Northern California Sales Team



ACCOUNT MANAGERS

Ownership of the sales process and account management

Southern California Sales Team



SALES MANAGER
RANDY BARNES



ACCOUNT MANAGER
MAURICIO GARCIA



ACCOUNT MANAGER
JOHN PARADISE



ACCOUNT MANAGER
SEAN LOUIS



ACCOUNT MANAGER
BRYCE HAMILTON

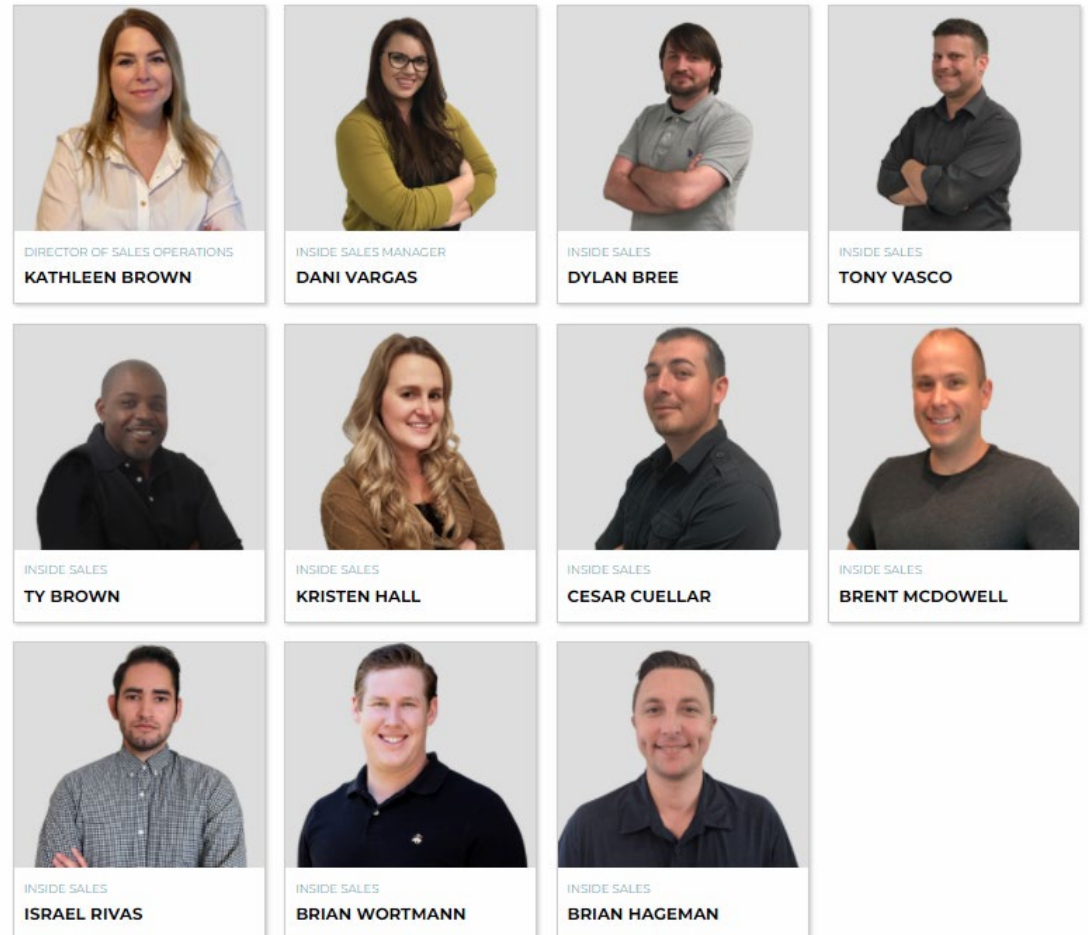
PRODUCT SPECIALISTS

- Pre-sales support
- Product demonstrations
- Providing a “best in class” solution based on the customers requirements

INSIDE SALES

- Acknowledge every e-mail
- Quote quickly
 - 85% of quotes are sent within an hour of request, or sooner
 - 98% of quotes are sent same day
- Follow up same day
 - Confirm receipt of quote
 - Provide technical data
 - Answer simple technical questions
 - Address availability / pricing

Inside Sales



TRAINING

- 2 Full Time Trainers
 - No other role



TRAINING MANAGER

ALBERTO GOMEZ



TECHNICAL TRAINER

MARC JOHNSON

TECH SUPPORT



TECHNICAL SUPPORT ENGINEER

BRIAN MEINZ



TECHNICAL SUPPORT ENGINEER

JOE SCHLITZER



TECHNICAL SUPPORT ENGINEER

JASON BRENDMOEN

3 full time tech support engineers – no other role.

SYSTEM INTEGRATION

- Serra implements control systems that make you more competitive in your market space within your budget.
 - 1 Director of Engineering
 - 3 Control System Engineers
 - 1 Electrical Designer
 - 1 Panel Shop Manager
 - 1 Electrical Panel Builder