

2015 NATIONAL BROOM MOP & BRUSH MEETING



Pat Monahan announced that his son, Kevin, would succeed him as president of Monahan Partners

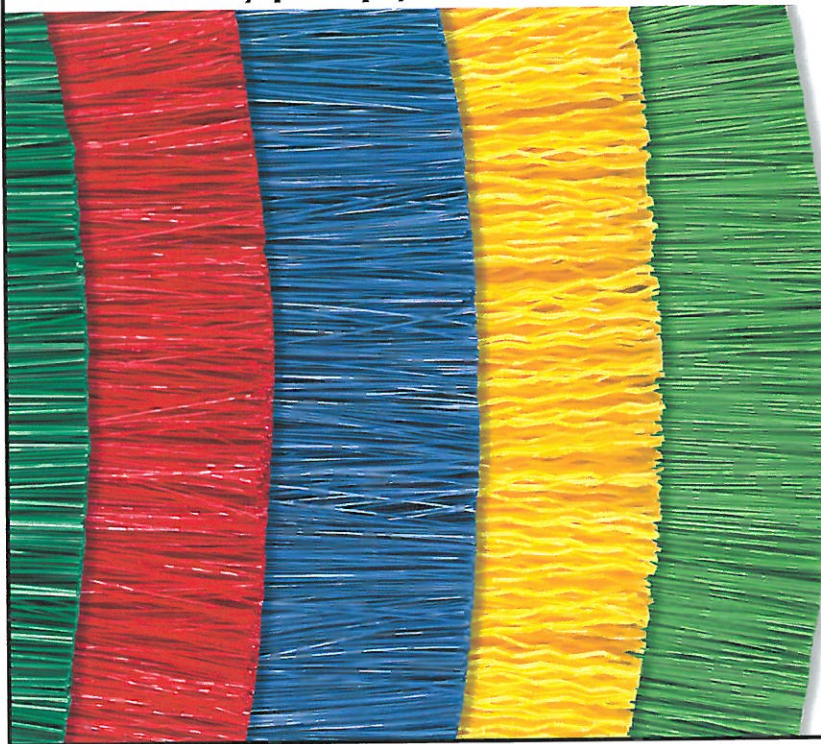
by Bob Lawrence

The Renaissance Hotel at St. Louis' Lambert International Airport was again the site of annual National Broom Mop and Brush Meeting held November 19-20, 2015. Attended by over 40 broom, mop, and brush executives, it was co-hosted by Newton Broom's Don Leventhal and Kevin Monahan of Monahan Partners. Prior to industry reports and addresses by George Herrera of Mission Continues on "Re-Deploying Veterans into the Community," and Lee McDonald of FedEx on "Freight Savings," Pat Monahan made the official announcement of a major change in the management of Monahan Partners. Effective December 1, 2015, Pat said that his son, Kevin, would succeed him as company president. Kevin, who has served as marketing vice president during the past two years, would be overseeing all aspects of the company business, including manufacturing, customer service, sales, and long range planning.

Monahan Partners assembles metal and plastic attachments for both wet and dry mops on wood, metal, and fiberglass mop sticks. The company also sells component parts for self-assembly, and offers dust mops, frames, lobby dustpans, and a wide assortment of additional items serving the janitorial market. "It is with great pride that I make this announcement," Pat said, adding that "Kevin knows the business, knows our customers, and is respected by our employees. "We expect future growth under Kevin's leadership. As for me, I'll still be showing up to work every day, and Kevin has already put me in charge of preparing for Y-3K."

In the aftermath of the meeting, Pat and Kevin made additional comments to *Brushware* regarding the management change. Asked why he decided to make the change now, Pat replied that "Kevin has shown a real knack for understanding our

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business, and coupled with his enthusiasm, now was the time. He is more than ready." As for why he was the right man to succeed him, he said, "Kevin is a perfect fit. I couldn't have built a better successor. I am so thankful to find a more than worthy successor and so pleased about the future I see for Monahan Partners. The company is in good hands." An industry veteran, Pat worked in the family businesses headed by his father from junior high through high school and college, then joined full time in 1979 when his father passed away. In 2010, he formed Monahan Partners and spun it out of The Thomas Monahan Company.

As to what mark or legacy he leaves behind, Pat said, "Monahan Partners has been a growing force in our industry so that today, anyone looking for a partner for any kind of mopstick, plastic or metal part, or new products, thinks of us. Monahan Partners started the National Craft Broom Competition and has been a team player in the community of Arcola. I am proud that seldom does a customer, vendor or employee ever switch allegiance. We work hard to respect everyone's contribution and are ever grateful for their "partnership".

Don't expect Pat to fade away. He will continue to be active in the company serving as ambassador while working on several projects that have been on the back burner. For example, without going into detail, he said we can expect to see "a multipiece handle introduced in 2016 which will be postal and pocketbook friendly." As for any free time he might have, Pat commented that it will give him the opportunity to "warn my friends that they may be receiving a courtesy call soon, as I plan to do some traveling. Regarding future conventions and meetings, he says, "The industry has given me the opportunity to make a world

of friends, and I hope to continue my presence at industry events."

Asked about what strengths he brings to his new job as company president, Kevin said, "First and foremost, I want to say that the foundation of the company is built upon relationships and it is the relationship aspect of the business that excites me. I'm a lifelong learner, so a constant need for improvement is part of who I am. Listening is also an integral part of the learning process that I embrace, and while that might sound basic, it's an avenue to best serve our customers. Plus, learning from my mentor (Pat) is of significant value."

As for any challenges or issues he faces, Kevin said, "We are very fortunate to be in a financial position where we can begin to re-invest in ourselves, so I think one very positive challenge is what can we do to best position ourselves long term? Those decisions will be critical. Otherwise, my challenges are no different than anyone else... stay ahead of the game, identify cost savings, and take care of our customers."

"In summing up his feelings about becoming the leader of a legendary family-owned company, Kevin said, "Some people dream of being a doctor, professional athlete, firefighter etc., I wanted to work at the Monahan Company in Arcola. To work with my hero (Pat) and be in the same grounds where so many of our 'family' (employees) have made their living is a thrill for me."

INDUSTRY REPORTS

Richard Caddy, R.E. Caddy & Co. led off the industry reports updating attendees on the status of wire, saying that the wire relative to this industry is "mostly low carbon steel for winding