

[Login](#) | [Calendar](#) | [Site Map](#) | [Contact Us](#) | [Home](#)[Learning](#)[Career Services](#)[Tools & Resources](#)[Chapters/Councils](#)[Corporate Connections](#)[About IFMA](#)[FM Excellence -- IMO](#)[Sustainability  
Partnership – MOU](#)[IFMA Foundation](#)[Membership](#)[What is FM](#)[Corporate Sustaining  
Partner Program \(CSP\)](#)[Join or Renew  
Membership](#)

## Industry News

### Business Operations Expert Joins Pro-Link

Pro-Link, a national full-service janitorial supply organization, has hired Bruce Seich to be the company's new director of operations.

Before joining Pro-Link, Seich was vice president of distribution for Greywolf Enterprises in Denver, Colo., a third party distribution and logistics provider. He was also previously regional vice president for DMS Corporation in New York, N.Y., an international distribution service and logistics company.

Prior to that Seich was Northeast region manager for Corporate Express's delivery and logistics division. Seich started his career in finance, holding several corporate controller and chief financial officer positions in high-tech, media and communications companies.

"Bruce has the right mix of logistics, operations and finance to add significant benefits to Pro-Link and its distributor members," says Paul Lemieux, Pro-Link's CEO.

According to Lemieux, Seich's new job responsibilities at Pro-Link will include improving the company's overall efficiency and streamlining the supply chain processes that connect Pro-Link's suppliers, its headquarters operation, and its distributors.

"Pro-Link sees improving systems and efficiencies, which will result in lower operational costs and greater profitability, as a key opportunity for the independent jan/san distributor who is facing increased competition and margin pressure from logistics suppliers and other channels," says Lemieux.

For more information, visit <http://www.prolinkhq.com>; e-mail [mike.nelson@prolinkhq.com](mailto:mike.nelson@prolinkhq.com); or call toll-free 800-74LINKS.

Pro-Link, which was founded in 1984, is a national full-service janitorial supply, marketing, and buying organization. Based in Canton, Mass., this jan/san-focused organization currently has more than 70 members and more than 100 distribution points throughout the United States. Pro-Link provides its distributor-members and customers with a nationally-recognized brand of high quality products and services that help deliver consistently cleaner facilities at lower total cost. With a sales force of industry professionals, the organization also provides national field support, troubleshooting, and training for members and end-customers. Pro-Link has developed a sophisticated program for national accounts allowing for centralized procurement, online ordering, and advanced reporting, all supported by fast delivery and service.

#### International Facility Management Association

1 E. Greenway Plaza, Suite 1100 • Houston, TX • 77046-0194 USA  
Phone: 713-623-4362 • Fax: 713-623-6124 • [webmaster@ifma.org](mailto:webmaster@ifma.org)