



**ANDREW SWEIBEL  
VICE-PRESIDENT INTERNATIONAL  
BOBRICK WASHROOM EQUIPMENT INC.**

Andrew Sweibel, Vice-President of Bobrick has dedicated his career to helping US manufacturing companies strategically expand their international business. He specializes in the areas of international sales, marketing, business development and operations. Andrew has been the head of Bobrick's international program since 2004. Bobrick is a global leader in the production of commercial washroom accessories and child care products, the latter under its Koala Kare brand. Bobrick products are made at the company's six manufacturing plants in the US and Canada. Under Andrew's leadership Bobrick exports to 90 countries worldwide through a network of sales offices, warehouses, and independent distribution partners.

Prior to joining Bobrick, Andrew spent ten years with Surface Protection Industries, a Los Angeles specialty coatings manufacturer best-known for its Zolatone brand of specialty architectural paints. He spent seven of those years based in Singapore heading their Asia-Pacific unit.

Andrew's career began in 1983 after graduating from the University of Massachusetts at Amherst with degrees in Chinese and economics. Originally from New York, he began his career building a trade promotion program for the City of Chicago. He has also held positions in the telecoms, FMCG and trade consulting sectors. Andrew has been living in Los Angeles since 2000 following 15 years of postings in China, Hong Kong and Singapore.

**Areas of Expertise**

**Global Business Skills**

- Market Penetration Strategies
- Market Research
- Sales & Marketing
- Distribution Management
- Operations & Customer Service
- Product Sourcing

**Contact Information**

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