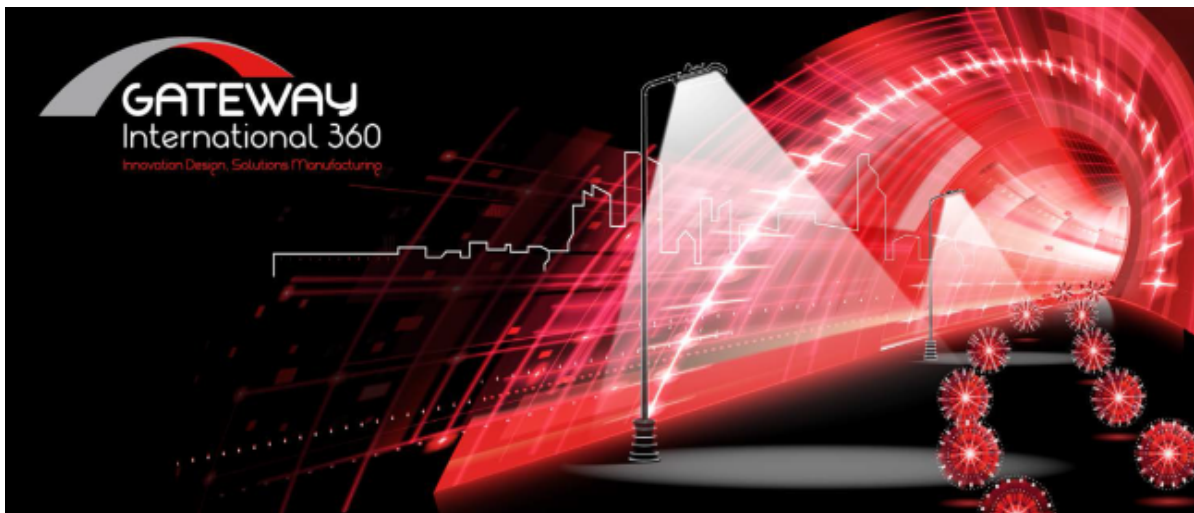


Gateway International 360 Newsletter

## Representatives & Agents Groups

March 2021



## Products & Services

### PRO-Growth 2021

2021 started with a bang with new orders coming in from **Caribbean** and with **State DOTs**

### Warehouse Centralizing

GWl will be centralizing all it's inventory and **shipments out of VA** where it is more central on East Coast

### Trucking Contract Issued

GWl issue new North America LCL Trucking Contract to **Old Dominion Freight Inc.**, from Manassas, VA, Warehouse

[View Full Coverage Area](#)

### New Address Gateway International 360

125 Rickey Blvd.  
Unit # 518  
Bear, DE 19701

### Supply Chain

GWl is moving some of it production to **Costa Rica** and first shipments will start end of May 2021

### New Product Launch

**May 30**, release Revised GW-130/132 w/new APP and GW-LL135-1.5TS-40-w/MD w/ new APP

### GOVSPEND Bid Package

Tiffany Stevens has been working with all of you to move forward in **BIDS on Govspend** to give us all a stronger future position

### SMART POLE™ AND MAGICBAR™

Lau nch at SALC Conference 2021, please request PPT from Tiffany Stevens

### New Website

Finish date of the new website will be April 30th, 2021

## Incremental Sales

Since 2012, GWI has been selling components directly to OEM, manufacturer of light fixtures in North America. Over the next three months, sales agent groups should take this time to develop their territory of OEM manufacturers with [GWI's Family Product Tree](#). These sales tend to be repeatable with the OEM manufacturer providing monthly forecasts. If your agencies group is interested, please call my office at 302-250-4929 and I be glad to help you with the follow up. I can provide the SALCE attendees list upon request.

## Your Input is Important

**Do you think town, cities distributors, and utilities would be inclined to "BUY AMERICAN" made products if it cost 75+% more?** If you could [email me](#) feedback to this question based on talking with your target audience, it will help us to make necessary supply chain decisions that best help your sales efforts.

**GATEWAY INTERNATIONAL 360**  
302.250.4990

Let Gateway International 360 optimize your product development, manufacturing and logistics!

**Contact Us Today!**

Gateway International 360 | 260 Quigley Blvd., New Castle, DE 19720

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