

# M.J. CALLAHAN, INC.

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## THE TRUSTED MANUFACTURERS REPRESENTATIVE

Matthew Callahan's career in the fastener industry started right after college in 1984, when he took an inside sales job in a small office in Menands, NY, working for Simmons Fasteners. Simmons Fasteners were manufacturers of locking devices for display cases, NFL travel cases, music cases, and production of injection molding parts for the appliance industry. Briefly into this career, and with a promising position of Vice President of Sales, Simmons was sold in 1987 to South-Co Corporation, and he would have to move. Matthew decided to reach out to William "Bill" Whitehead, owner of Graham & Whitehead of North Reading, Massachusetts, to see if there might be an opportunity to join their team. As luck would have it, Bill offered an interview and Matthew met with Bill and Lyle. He was hired the next day as a manufacturer's representative. He left the capital district of New York and set sights on Massachusetts.

Graham & Whitehead, a well established agency offered castings, forging, die-castings, as well as representing the Microdot companies (which included Greer Stop Nut, Everlock Chicago, Central Screwworks), Erie Bolt, Long-Lok, Safety Socket, and National Rivet. In the seven years of selling for the agency, becoming partner, Matthew realized that his love was on the fastener side of the industry. Unfortunately, the agency was headed in an different direction which lead to him making another move, one that would put him on his own. This was not an easy decision for Matthew. His relationship with Lyle and Bill was deeper than mentorship, it was friendship. A giant leap of faith for him and his very young family in 1994, Matthew



remembers thinking about the huge weight on his shoulders and the incredible motivation he felt. He secured Semblex Corporation, Safety Socket, Long-Lok, and Kendale Industries. His career in the fastener industry was well on its way. This by far was one of the best decisions he made in his career. His love for the fastener industry was his to sell and to spend his efforts on growing and developing relationships that have lasted his lifetime.

As time has passed, he has had the opportunity to represent some of the finest companies in the industry such as: Semblex Coproration (35 years), NYLOK Corporation (28 years), Fall River Manufacturing (27 years), Springfield Spring (24 years), , EFC International (28 years), UNICORP (7 years). And, in the last few years, he has added Industrial Rivet (Northvale, NJ), Norseman/Consolidated Toledo Drill, and Laube Tech (importer of specialty components).

Not only has he had the pleasure of representing these excellent companies, but in the Matthew Callahan fashion, he has established and maintained true friendships, attended weddings, retirement parties, witnessed changes in leadership, and changes in economic times. Matthew has incredible charm and ability to engage all levels of Corporate America. He is a true fixer of problems and often spends countless hours making sure customer and company are well taken care of.

With millions of highway miles, Matthew enjoys the road the best. He loves meeting with the customer to see their project first hand and discuss ideas, details, and logistics. The energy and excitement is what drives him to continue to chase opportunities in New England, Mid Atlantic, and Canada.

In March 2023, he was approached by his son, Christian, asking if he could join the agency. He was

never more proud, and so now, M.J. Callahan has an “& Son” after it. Christian brings prior sales knowledge with him from NEFCO, and is learning everyday what it takes to be a successful salesman. In December, Christian will attend the Fastener Institute Training in California to educate himself further.

Matthew and his wife, Lisa of 35 years, live in western Massachusetts with their dogs. Matthew has recently become a grandfather and is enjoying the pleasure of time spent with him. He continues to play golf, ski, maintain the property, and build model airplanes, in his spare time. Currently, Matthew is serving on the New England Fastener Distributor Association Board of Director's, and enjoys it very much.

The joys in life come from good friends, good health, and the knowledge that you are making a difference every day. 