

# THE WHOLESALER®

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## 2008/2009 MANUFACTURERS' REPRESENTATIVES

### NEW ENGLAND

#### CONNECTICUT

**A.R. Burkholder Associates Inc.**  
Principal Contact: Kyle Burkholder  
1440 Hopmeadow St., Simsbury, CT 06070  
Phone: 860/651-5667 800/746-9375  
Fax: 860/651-8725  
e-mail: a.r.burkholder@snet.net  
Territory: CT, western MA, VT  
Lines: Froet Ind., Watco, Chronomite Laboratories, Precision Plumbing Products, Isimet, Town & Country, Truebro, Woodford, Aero, Mapa  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing

#### Baron Sales, LLC

39 Lee Road, Ridgefield, CT 06877  
Phone: 203/894-1022  
Fax: 203/895-9341  
e-mail: baronsales@comcast.net  
Territory: NYC (5 Boroughs), L.I.,

Westchester, Rockland, Orange, Sullivan, Ulster, Dutchess & Putnam Counties, CT  
Lines: Alro Products Intl. LLC, Applied Precision Tool Co. Inc., Automag Zone Valve, The Boston Valve Co., J.C. Whitlam Mfg. Co., T.S. Crane Co.  
# of outside sales people: 2  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal  
**See ad on page 42.**

#### Cooper New England Sales, Inc.

Principal Contact: Scott Cooper  
38 Lancaster Dr.,  
Beacon Falls, CT 06403

Phone: 203/720-7161  
Fax: 203/720-7535  
e-mail: info@c-nes.com  
web site:  
www.coopernewenglandsales.com  
Territory: CT, MA, RI, ME, VT, NH  
Lines: Basco Shower Door, Centoco Seats, ECR/Argo Technologies, ECR/Oneida Furnaces & A/C, ECR/Utica Boilers, Endot Industries, Garvin Strainers, GPK Products, Jomar International, Liberty Pumps, Mansfield Plumbing Products, Pipeconx Couplings, National Pipe & Plastics, Roth Industries, Mestek/Argo Baseboard  
# of outside sales people: 7  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal  
**See ad on this page**

#### DDI System LLC/Software for Stocking Manufacturers' Reps

Principal Contact: Adam Waller  
75 Glen Road, Ste. 204, Sandy Hook, CT 06482  
Phone: 203/364-1200  
Fax: 203/364-1400  
e-mail: adam@ddisys.com  
web site: www.ddisystem.com  
Territory: National  
**See ad on this page**

#### DEBSCO

Principal Contact: David E. Berger  
Box 307, Cheshire, CT 06410  
Phone: 203/272-4144  
Fax: 203/272-5828  
e-mail: david.berger@sbcglobal.net  
Territory: CT, western MA, VT  
Lines: Connecticut Stamping & Bending, Bristol Tank, DEBSCO Sales, Elcoma Metal, SOS Products, Wal-Rich Corp., Maxstraps, Michigan Brass, Neoperl Inc., Springflo, Prier Products  
# of outside sales people: 2  
Industry Orientation: Plumbing  
**See ad on this page**

#### Dyson Associates Inc.

Principal Contact: Howard Dyson  
191 Kenwood Dr., New Britain, CT 06052  
Phone: 860/828-5863 Fax: 860/225-9268  
e-mail: howard@dysonassoc.com  
web site: www.dysonassoc.com  
Territory: CT, MA, RI, NH, ME  
Lines: Columbia Boilers, Governale, Ultimate Boilers, Oneida Royal Furnaces, Utica Boilers  
# of outside sales people: 2

SOFTWARE FOR STOCKING MANUFACTURERS' REPS

**Adam Waller**  
President  
info@ddisys.com



PHONE: 877.599.4334  
FAX: 203.364.1400

DDI System, LLC  
75 Glen Road • Suite 204  
Sandy Hook, CT 06482

www.ddisys.com

## DEBSCO

Manufacturers Representative

P.O. Box 307

Cheshire, CT 06410

David E. Berger

(203) 272-4144

FAX (203) 272-5828

david.berger@sbcglobal.net



# COOPER

## NEW ENGLAND SALES, INC.

38 LANCASTER DRIVE, BEACON FALLS, CT 06403 203-720-7161 Fax 203-720-7535

email: cnesmail@att.net website: www.coopernewenglandsales.com

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

Industry Orientation: Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**E W Leonard Inc.**

Ray Palmer Road Box 371,  
Moodus, CT 06469  
Phone: 860/873-8691 Fax: 860/873-8693  
web site: www.ewleonard.com  
Territory: CT, MA, VT, ME, NH, RI, New England

Lines: Axeman Anderson, Buskirk & Owens Controls, Niles Steel Tank, Bonomi USA, Metalics Inc., Homa Pump, Modine, Protech Systems, Inc., Myson Inc., Sterling, Topp Basins, Unitra Pump, Reco USA, Winter's Thermo Gauges, Dahl Brothers, Imperial Manufacturing, Eurotherm Systems, Pump Con, Heatlink Group Inc., Utility, Precision Hydronic Products, Grand Hall Eternal Water Heaters, Kerr Heating Products, Advanced Heating Technologies, Ultra-Fin

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Global Environmental Technologies Inc.**

**GET Corp.**

Principal Contact: Gary Fappiano  
126 South Cherry Street, PO Box 742,  
Wallingford, CT 06492-0742  
Phone: 203/284-0080 Fax: 203/294-9226  
e-mail: gjfglobal@sbcglobal.net  
Territory: Intl: Middle East, Africa, Europe, USA: New England, ME, VT, NH, MA, CT, NY, NJ, RI, PA

Lines: Aquatec Pumps, Shurflo Pumps, KX Technologies, Graver Industries, Watts Water Products, InSinkErator-ISE, Sterilight-UV Products-R-Can Environmental, ClearWater Technology Inc., Ozone Units, Marlo, Matrix Separations, HM Digital

# of outside sales people: 10

# of warehouses: 3

Industry Orientation: Plumbing

**Pendleton Associates Inc.**

Principal Contact: Arthur Pendleton  
85 Sanrico Dr., Box 657,  
Manchester, CT 06045-0657  
Phone: 860/646-4411  
Fax: 860/646-1162

e-mail: art@pendletonassoc.com  
web site: pendletonassoc.com  
Territory: New England, CT, MA, RI, NH, ME, VT  
Lines: Cimberio Ball Valves, A.K.

Industries, ABS Pumps, Mission Rubber, Bow Plastics, American Plumbing Filtration, RectorSeal, Turbomax Indirect Water Heaters, Seekonk Manufacturing, Turbonics Inc., Rheem Mfg. Co., SJE/Rhombus Tech., Cello Products, Inc.

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

**See ad on this page**

**Rosenfield Associates**

Principal Contact: Larry Rosenfield  
9 Brookfield Court, Cheshire, CT 06410  
Phone: 203/272-6645 Fax: 203/250-8879  
e-mail: larry@rosenfield.net  
Territory: New England

Lines: Chatham Brass, Alcove Products Ltd., Kingston Brass, Kissler & Co., Ove Decors, O'Brien Porcelain Co., Torry S. Crane Co., Seymour Industries, Hydrosystems International, Suncraft Ind. Inc., Uniprise International

# of outside sales people: 3

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Yost Associates**

Principal Contact: Jim Lacey  
224 Eastern Blvd., Glastonbury, CT 06033  
Phone: 860/659-0301 Fax: 860/659-9591  
Territory: CT, RI, W. MA

Lines: Acorn Engineering, Dunkirk Boilers, Guardian Equipment, Halsey Taylor, Josam Co., Karp Associates, Leonard Valve Co., McGuire Brass, Sloan Valve, Flushmate, Argo Industries, Just Sinks, Watersaver Faucet

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing

## MASSACHUSETTS

**David Gooding Inc. Shamrock Industries**

Principal Contact:  
James M. Partridge  
173 Spark St.,  
Brockton, MA 02302-1620  
Phone: 508/894-2000  
Fax: 508/894-2001  
e-mail: jpartridge@goodingd.com

## NEW ENGLAND

web site: www.goodingd.com

Territory: New England, NY, Mid-Atlantic

Lines: Delta, Hansgrohe, Panasonic, Aqua Glass, Armstrong, Anvil, Beacon Morris, Caroma, Heatfab, Howell, Ideal, Nibco, Noritz, North American Pipe, Plastic Trends, Vitra, TPI, Vaughan, Tundra, Magickwoods, Pensotti, Terestone, Schutz, Lochtite, OCS

# of outside sales people: 24

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings

**See ad on this page**

**EDOS MANUFACTURERS' REP, INC.**

Principal Contact: Robert Os  
PO Box 378, Granby, MA 01033-0378  
Phone: 413/467-9161; 800/296-9766  
Fax: 413/467-7824

e-mail: robert@edosonline.com

**See ad on this page**

**Edward B. Lingel Co.**

Principal Contact: E. Lingel  
16 Prescott Street, Wellesley, MA 02481  
Phone: 781/235-8044 Fax: 781/237-8999  
e-mail: elingel16@aol.com  
Territory: ME, NH, eastern MA, RI

Lines: Brasscraft, Geo. Carpenter Co., Cesco Brass, Duc Pac, Highfield Mfg. Co., Prier Brass, Rector Seal, Westwood Products, CS & B

# of outside sales people: 2

Industry Orientation: Plumbing, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Emerson Swan**

Principal Contact: Ken Fagan  
300 Pond Street, Randolph, MA 02368-0783  
Phone: 781/986-2000; 800/346-9215  
Fax: 781/986-2028

web site: www.emersonswan.com

Territory: CT, MA, RI, VT, NH, ME, Upstate NY, western PA

Lines: A.O. Smith, Elkay, Flexcon, Jacuzzi, Ponte Giulio, Heat Transfer Products, Insulation Solutions, IPS, Little Giant, Modine, Nutech, Smith's, Taco, Watts Radiant, Watts SeaTech, Watts Water Pex, PTI, Respatex, Velocity Plus, Wohler USA Inc.

# of outside sales people: 50

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**FIA Inc.**

Principal Contact: John T. Teller  
7 6th Road, Box 2414, Woburn, MA 01888  
Phone: 781/938-8900; 800/423-7187  
Fax: 781/933-3965

e-mail: custsrv@fiainc.com

web site: www.fiainc.com

Territory: E. New England

Lines: Griswold, Preso, Holby, International Environmental, ITT-Bell & Gossett, ITT-Domestic, ITT-Hoffman, ITT-McDonnell & Miller, Flex Hose Co., Tekmar, Wessels, Oventrop, Lochinvar

# of outside sales people: 10

# of warehouses: 1

**Fiskio Inc.**

370 Paramount Dr., #1,  
Raynham, MA 02767  
Phone: 781/344-4122; 800/288-6816  
Fax: 781/344-4094

e-mail: sfiskio@fiskio.com

web site: www.fiskio.com

Territory: New England, Upstate NY


Lines: Boston Valve & Fitting Inc., City Foundry, Clamp All, Dunkirk, Gar-Ber, Grandy Steel

Tanks/Lincoln, Hart Tech. LLC, Inner-Tite, Josam, Nevco, Pioneer Inc., Warehouse, LSP Products

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, >



**PENDLETON ASSOCIATES, INC.**

85 SANRICO DRIVE  
P.O. BOX 657  
MANCHESTER, CT 06045-0657  
TEL: 860-646-4411  
FAX: 860-646-1162

MANUFACTURERS' AGENT


ARTHUR R. PENDLETON,  
PRESIDENT

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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## NEW ENGLAND

Piping, Valves & Fittings, Hydronic Heating

*See ad on this page*

### Francer Industries Inc.

Principal Contact: Hal Francer  
44 Wharf St., Box 124,  
East Weymouth, MA 02189  
Phone: 781/337-2882; 800/342-3102  
Fax: 781/337-8623  
e-mail: fill949@aol.com

Territory: New England, CT, ME, MA, NH, RI, VT

Lines: Spurlin Industries Inc., Century/Heat Controller, Clarion Bathware Products, Marco Products Co., A.Y. McDonald Mfg. Co., Air Craft, Tigre/Freedom Plastics, Robert Mfg. Co., Mille Fabricators

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Futura Sales Inc.

Principal Contact: Kenneth H. Wilensky  
Box 1634, Framingham, MA 01701  
Phone: 508/788-9257 Fax: 508/788-9258  
e-mail: kenfutura@aol.com

Territory: ME, NH, VT, CT, RI, MA, New England

Lines: Newport Brass, Broan/Nutone, Bootz, Comfort Seats, E.L. Mustee & Sons, Foremost Groups, General Wire Spring Co., J.C. Whitlam, Jones Stephens Corp., Red-White Valve, Ginger, Goss, Easyheat/Warm Tiles, Le Bijou, Zoli, Central Brass, Pioneer Industries

# of outside sales people: 4

Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

### Gourley Co., Inc.

Principal Contact: Robert V. Shupe  
80 Felton St., Waltham, MA 02453

Phone: 781/894-9500 Fax: 781/894-2301  
e-mail: bshupe@gourleyco.com

Territory: New England

Lines: Reco, Raypak, Roberts Gordon, Rheem/Ruud, Yazaki, Hamilton Engineering/EVO, Suburban

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### JAD Associates

Principal Contact: James A. Desmarais Jr.  
148 Lakeshore Dr., Dracut, MA 01826  
Phone: 978/957-5475 Fax: 978/957-8069  
e-mail: jamjad@comcast.net

Territory: CT, RI, MA, VT, ME, New England, NH

Lines: Allanson Intl. Inc., Field Controls L.L.C., PFPF Chemical Co., Danfoss/Hago, Packard Inc., Midwest Tool, Enerco Technical Products

# of outside sales people: 3

# of warehouses: 2

Industry Orientation: Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### K Ross Co.

Principal Contact: Kevin Ross  
Box 162, Kingston, MA 02364  
Phone: 508/747-4493 Fax: 508/746-6678  
e-mail: krosscompany@aol.com  
web site: www.krossco.com

Territory: MA, CT, RI, VT, NH, ME, New England

Lines: Advance Tabco, Hydrotek International Inc., Aquarius Industries, Comfort Designs Inc., A&J Washroom Accessories, General Partitions, Anchor Architectural Products, Dwyer Kitchens, Intersan, Rockford Separators, Elcoma, American Whirlpool, Froet Ind., Hamilton Bathware, Mapa, Isimet

# of outside sales people: 4

Industry Orientation: Plumbing

### Kalco Boiler Technology

Principal Contact: George H. Kalashian  
1078 Main, P.O. Box 26,  
Holden, MA 01520  
Phone: 508/829-4485  
Fax: 508/829-5240  
e-mail: sales@kalcoboiler.com

web site: www.kalcoboiler.com

Territory: New England

Lines: Hurst Boiler, Parker Boiler, Columbia Boiler, Reimers Electra Steam, Boiler Room Accessories, LTC Storage Tanks, Burks Pump, Triad Boiler, Sterlco Regulators, Sterling Condensate/Boiler Feed

# of outside sales people: 3

# of warehouses: 1

### Kasten & Company, Inc.

Principal Contact: Robert Kasten  
904 Stony Hill Road,  
Wilbraham,  
MA 01095-2253  
Phone: 413/599-0290  
Fax: 413/596-5004  
e-mail: robert@kastencompany.com  
Territory: CT, MA, ME,

NH, RI, VT, Upstate NY  
Lines: InfraSave Inc., Bard Mfg. Co., UNICO Inc., Maxstraps Inc., Jackson Systems, Ltd., Klenk Industries Inc., RenewAire LLC., Marathon Heater Co., Inc.

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

*See ad on this page*

### KSM Enterprises, Inc.

Principal Contact: William Hastings  
P O Box 111, Bondsville, MA 01009  
Phone: 413/283-9741; 800/283-0102  
Fax: 413/289-1310

e-mail: info@ksminc.net

web site: www.ksminc.net

Territory: All of New England

Lines: Boshart Industries Inc., Silver Line Plastics, Hartell Pumps, Brands Summit, Fry Technologies, PompcO, Mustang LLC, DFW Valve Boxes, Flo Plast Inc., Ayrlett Air Valve, Poly-Lok Inc., Burnley Mfg., Domtech Inc.

# of outside sales people: 3

# of warehouses: 2

### Raven Products Inc.

Principal Contact: Les Pelletz  
173 Flanders Rd.,  
Westborough, MA 01581-6186

Phone: 508/836-3707; 888/467-2836

Fax: 508/366-5158

e-mail: sales@ravenproducts.us

web site: www.ravenproducts.us

Territory: 6 New England States, NY, NJ, PA, FL, Mid Atlantic, NC, SC

Lines: E-Z Header Manifold, Hydro Flex Connectors, Raven Faucets & Valves, 1/4 Turn Valves, Cast Copper Fittings, Header Assembled "Smart System", Copper Headers, EZ Grip Circulator Flanges

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Sales, Marketing, & Services, Inc.

Principal Contact: Steve Stearns  
146 Tosca Dr., Stoughton, MA 02072-1511  
Phone: 781/341-0404; 800/633-0052  
Fax: 781/341-0419

e-mail: info@salesmarketingandservice.com

web site: www.salesmarketing.com

Territory: 6 New England States: ME, NH, VT, CT, MA, RI

Lines: Aquatic Industries, Laars Heating Systems, Haydon Corp., Triangle Tube/Phase III, First Co., ECR/Olsen Div., J Andy Pool Products, ECR/Erni Div., Maine Tank Co., Northeast Ohio Foam Products

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration, Sheet Metal

### SweenFey-Rogers Corp.

Principal Contact: Peter Sweeney  
250 Richmond St., Raynham, MA 02767  
Phone: 508/822-3939 Fax: 508/822-0553

e-mail: sales@sweeneyrogers.com

web site: www.sweeneyrogers.com

Territory: New England, Upstate NY

Lines: American Standard Water Heater, Barnes & Jones, Danfoss, Hydrotherm, Detroit Radiant, RBI, Smith Cast Iron Boilers, Spacepak, Sterling HVAC, Wilo Circulators

# of outside sales people: 15

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### The Gould Company

Principal Contact: Peter Gould  
30 Charles Street, Needham, MA 02494  
Phone: 781/444-0562 Fax: 781/444-0656

e-mail: peter@gouldhvac.com

Territory: New England & Upstate NY

Lines: Autoflo Humidifiers, Continental Fan, E.W.C. Controls, Inc., Lexin, Malco Tools, Reflectix, Z-Flex

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### The Serpa Corp.

Principal Contact: Gary Serpa  
1504 Providence Hwy., #17,  
Norwood, MA 02062

Phone: 781/769-9988 Fax: 781/769-9985

e-mail: serpa.corp@verizon.net

web site: www.theserpacorp.com

Territory: New England

Lines: Davey Pump, Fluidmaster, Keeney Mfg., Laing Thermotech, Sioux Chief, Tyco Flow Control, Star Pipe Products, Saniflo

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Urell Inc.

Principal Contact: David Urell  
86 Coolidge Ave.,  
Watertown, MA 02471-0321

Phone: 617/923-9500

Fax: 617/715-9347

e-mail: david@urell.com

web site: www.urell.com

Territory: New England, Upstate NY, ME, NH, VT, MA, RI, CT

Lines: Elkhart, Lasco Bathware, Steamist, TOTO, Grohe, Grundfos, Lasco Fittings, Seminole, Ward Mfg., Spirovent, Zoeller Pumps, Uponor Wirsbo, Apollo, Conbraco, Flint & Walling, Oliveri, DECO Lav, Slant/Fin, Lenox, GEA Flatplate, Oventrop, PACO-Grundfos, DeDietrich

# of outside sales people: 40

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### W. P. Haney Co Inc

Principal Contact: Mike Haney  
51 Norfolk Ave, South Easton, MA 02375  
Phone: 508/238-2030 Fax: 508/238-8353

e-mail: mhaney1125@aol.com

web site: www.wphaney.com

Territory: MA, RI, CT, VT, NH, ME, New England

Lines: American Water Heater, Watts Brass & Tubular, Oil Equip. Mfg., Never Leak Flashings, Granby Oil Tanks, Watts Drainage Prod., Dormont, Bemis, W.P.M., GSW - John Wood, Normandy Products CO., Watts Regulator, Febco, Ames Co.

# of outside sales people: 7

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating

### Walter F. Morris Co.

Principal Contact: Joe McCarthy, CPMR  
77 Green St., Foxboro, MA 02035  
Phone: 800/888-1922

Fax: 800/888-1942

e-mail:

jmcCarthy@morrismerchants.com

web site: www.morrismerchants.com

Territory: New England

Lines: Bock Water Heaters, IPEX Warmrite, Cuno/Aqua Pure, IpeX Industrial PVF, Floodmaster, Jetglas/BWC, Luxpro, SOS Products, Springhouse, Watco, Woodford, NTI/Trinity+Odyssey Oil+Gas Boilers, Beneke Toilet Seats, Seminole Nipples & Fittings, Bosch Water Heaters, Union Brass Faucets

# of outside sales people: 9

# of warehouses: 1

*See ad on this page*

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Inner-Tite • Josam • La-Co • LSP Products  
Moen Commercial • Nevco • Pioneer

## Warehouse:

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Josam • Pioneer • Nevco

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Raynham, MA 02767  
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Steven Fiskio  
sfiskio@fiskio.com

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MORRIS

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Joe McCarthy, CPMR

President

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## Kasten & Company, Inc.

Robert G. Kasten

President

[robert@kastencompany.com](mailto:robert@kastencompany.com)

Office: 413.599.0290 • Fax: 413.596.5004



# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MIDDLE ATLANTIC

### DELAWARE

#### Harry Eklof & Associates, Inc.

1272 North Church St.,  
Moorestown, NJ 08057  
Phone: 856/439-9801; 888/279-9801  
Fax: 856/439-9799  
e-mail: njinfo@harryeklof.com  
web site: www.harryeklof.com  
Territory: eastern PA, NJ  
# of outside sales people: 21  
# of warehouses: 3  
Industry Orientation: Plumbing  
*See ad on this page*

### MARYLAND

#### Bay Hydronics, Inc.

13831 Manor Road, Box 9774,  
Baldwin, MD 21013  
Phone: 410/817-4003; 800/666-4759  
Fax: 410/817-4006  
e-mail: bayhydro@aol.com  
Territory: MD, VA, DC, DE, eastern WV,  
New England, NC, SC  
Lines: Danfoss, Insulation Solutions,  
Barnes & Jones, Elge, Graham Mfg. Co.,  
Hydrolevel, Shippensburg Pump Co.,  
Vent-Rite Valve Corp., Insul Pipe,  
Spirovent, Innovex Technologies, SOS  
Products, Laars Heating Systems, Kitec  
by IpeX, Raven Products, Royal Baths  
Mfg., Rhomar Water Mgmt., Triangle Tube,  
ZCP Mfg.  
# of outside sales people: 4  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

#### Burns Associates, Inc.

Principal Contact: Sanford M. Burns  
300 Old Country Road,  
Severna Park, MD 21146

Phone: 410/544-5585; 800/261-0012  
Fax: 410/544-6657  
e-mail: sburns@burnsassoc.com  
web site: www.burnsassociatesinc.com  
Territory: MD, DC, N. VA, S. DE, WV  
Lines: Accor Technology  
# of outside sales people: 8  
# of warehouses: 1  
Industry Orientation: Plumbing

#### Chesapeake Systems, LLC

Principal Contact:  
Robert L. Gladden Jr.  
7400 Coca-Cola Dr.,  
Hanover, MD 21076  
Phone: 443/561-1600  
Fax: 443/561-1601  
e-mail:  
gladden@chesapeakeys.com  
web site: www.chesapeakeys.com  
Territory: MD, DC, VA  
Lines: Acudor, Armstrong Pumps,  
Aerofin, Airtite, Airtherm, Bayley  
(PennBarry), Beacon Morris, Biasi  
Boiler Co., Blucher, Clamp-All,  
Climate Master, Danfoss Graham,  
Delany, Easco, EBC Company,  
Evapco, Evaptech, Tunstall, Water  
Furnace, Wessels, Willoughby,  
Webstone, Raywall, Williamson, Weil  
McLain, Mr. Goodtower Services  
# of outside sales people: 22  
# of warehouses: 2  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Hydronic  
Heating, Warm-Air Heating, Ducted  
Air Conditioning, Refrigeration and  
Sheet Metal  
*See ad this page*

#### Citation Marketing

Principal Contact: Ernest N. Soter  
P.O. Box 245, Millersville, MD 21108  
Phone: 410/987-5115 Fax: 410/987-0946  
e-mail: esoter@att.net  
Territory: MD, DC, N. VA, S. DE  
Lines: JB Products, Div. of Federal  
Process Corp., Central Brass, Olsonite  
Corp., Elcoma Metal Fabricating, Silver-  
Line Plastics, Greenfield Manufacturing,  
S & I Steel  
# of outside sales people: 2  
Industry Orientation: Plumbing

#### Cummins Wagner Co.

Principal Contact: Britt Kirby  
10901 Pump House Rd.,  
Annapolis Jct, MD 20701-1206  
Phone: 301-490-9007 Fax: 301-490-7156  
e-mail: bk Kirby@cummins-wagner.com  
Territory: MD, VA, DE  
Lines: Bell & Gossett, Bryan Boiler,  
Cemline, Domestic Pump, Dianorm,  
Hoffman Specialty, Kramer  
Refrigeration, Lochinvar,  
McDonnell & Miller, Marley,  
Oventrop, Russell Refrigeration,  
Recol, Schwank, Wessels, Watts  
Radiant, Weksler  
# of outside sales people: 10  
# of warehouses: 1  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Hydronic  
Heating, Warm-Air Heating, Ducted  
Air Conditioning, Refrigeration and  
Sheet Metal

#### Dans Co. Inc.

Principal Contact: Alex Gaspar  
7410 Coca Cola Dr., Suite 204,  
Hanover, MD 21076  
Phone: 410/712-7220 Fax: 410/712-0560  
e-mail: excellence@danscompany.biz  
web site: www.danscoplumbing.com

#### Territory: DE, MD, DC, VA

Lines: Afeel Corp., Barclay, Blanco America,  
Broan/Nutone Corp., Vita Bath,  
Huntington Brass, Lyons Industries, Gulf  
Coast Water Heaters, A&J Washroom  
Accessories, Western Pottery, Taymor  
Industries, Ponte Giulio, Harrington Brass  
Works, Priele  
# of outside sales people: 12  
Industry Orientation: Plumbing, Hydronic  
Heating

#### Dominion Marketing, Inc.

Principal Contact: Tom McKew  
913 Ridgebrook Rd., Ste. 302,  
Sparks, MD 21152-9451  
Phone: 410/472-1788 Fax: 410/472-1789  
e-mail: tom@dominionmarketing.com  
Territory: MD, DE, DC, VA  
Lines: Basco, EZ-Flo International, NDS,  
Endot, ThermoSol, Spears Manufacturing,  
Zurn Pex  
# of outside sales people: 5  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

#### Harry Eklof & Associates, Inc.

1272 North Church St.,  
Moorestown, NJ 08057  
Phone: 856/439-9801; 888/279-9801  
Fax: 856/439-9799  
e-mail: njinfo@harryeklof.com  
web site: www.harryeklof.com  
Territory: E. PA, NJ  
# of outside sales people: 21  
# of warehouses: 3  
Industry Orientation: Plumbing  
*See ad on this page*

#### J. S. Thompson Sales, Inc.

Principal Contact: Jim Thompson  
Box 426, Bowie, MD 20715  
Phone: 301/464-5979 Fax: 301/262-9083  
e-mail: jst.sales@mail.com  
Territory: MD, DC, VA, DE  
Lines: Bramec, Fluke Corp., Peco Fastners,  
Air King Ventilation, B-Line, Mortex  
Products, Spectronics  
# of outside sales people: 2

#### Mid-Atlantic Sales, Inc.

Principal Contact: Herb Hughes  
1813 Amyclae Dr., Bel Air, MD 21015  
Phone: 410/638-5223 Fax: 410/638-5224  
e-mail: hhughesjr@comcast.net  
Territory: MD, DE, DC, VA, eastern PA, NJ,  
NY City, Long Island  
Lines: Amtrol, AMC Controls, American  
Valve, Amtekco, Blue Angel Pumps,  
Beacon/Morris, Charter Plastics,  
Wolverine Solder, Clarion Bathware, Dahl  
Brothers, Governale, JMF Company,  
Kissler, Merco Tape, Merrill Mfg.,  
Norwesco, Ouellet Electric Heat, Sargent  
Tools, SunTemp, Thrush Co., Ultra-Fin,  
Watersoft  
# of outside sales people: 5  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

#### R & Marketing Group Inc.

Principal Contact: Rory Gehman  
1916 Crain Hwy. S., Ste. 20,  
Glen Burnie, MD 21061  
Phone: 410/787-8744; 800/317-8744  
Fax: 410/787-9449  
e-mail: rgmgroupp@rgmgi.com  
web site: www.rgmgi.com  
Territory: MD, VA, DC, DE, E. PA, NJ  
Lines: A B & A, Cifial, Polystar  
Products Inc., Stanley/Virax, Blake  
Products, Oasis Lifestyles LLC,  
Pioneer Industries, Liberty Pump,  
Mansfield Plumbing Products,  
Colonial Bronze, Roth Global  
Plastics, Century Bathworks  
# of outside sales people: 6  
Industry Orientation: Plumbing

#### The Joyce Agency, Inc.

Principal Contact: Todd Joyce  
8442 Alban Rd., Springfield, VA 22150  
Phone: 800/291-9298  
Fax: 703/866-2332  
e-mail: tjoyce@thejoyceagency.com  
Territory: VA, MD, DC  
Lines: Briggs Plumbing, Charlotte  
Pipe, Grundfos Pumps, Hercules  
Chemical, Hubbard Enterprises, J.  
R. Smith Manufacturing Co., Lasco  
Bathware, Mueller Steam

	<b>Harry Eklof &amp; Associates, Inc.</b> <i>Manufacturers' Representative</i> Website: www.harryeklof.com E-mail: info@harryeklof.com
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## NEW ENGLAND

### NEW HAMPSHIRE

#### Dan Beaudet Co, LLC

Principal Contact: Dan Beaudet  
Po Box 16478, Hooksett, NH 03106-6478  
Phone: 603/644-4824 Fax: 603/644-5134  
e-mail: dan@danbeaudet.com  
web site: www.danbeaudet.com  
Territory: ME, NH, VT, MA, RI, CT  
Lines: Amerc, Americh, Cheviot Products,  
Clearwater Collection, Colonial Bronze,  
Cifial USA, DeRose Designs, Herbeau  
Creations N.A., Hollys of Bath, Morel  
Software, Nobilus, Palmer Industries,  
Steam Valve Originals, Valsan Bathrooms,  
Vanico, Waterdecor, Zuma Collection,  
Methven  
# of outside sales people: 2  
Industry Orientation: Plumbing

#### Green Sales, Inc.

Principal Contact: Brian Green  
2 Wellman Ave., Unit 110, Nashua, NH 03064  
Phone: 603/880-6123 Fax: 603/880-0962  
e-mail: sales@greensalesinc.com  
web site: http://www.greensalesinc.com  
Territory: New England, ME, NH, CT, MA, RI,  
VT, Upstate NY  
Lines: Sharpe Valve, Anaco, Billco Corp.,  
Brenelle-JetSwet, Crane Valve, Tylok, Kee

Industrial Products, Husky, Erico,  
Hayward, Resun, Holyoke Fitting,  
Stockham, Reed Mfg. Co., OC Keckley,  
Pasco Specialty & Mfg., Smith-Cooper,  
Watson McDaniel

# of outside sales people: 4  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating, Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal

#### J & K Sales Associates

Principal Contact: Karl Grabowski  
101 A E. Industrial Park Dr.,  
Manchester, NH 03109  
Phone: 603/626-1909 800/654-0415  
Fax: 603/625-2842  
e-mail: karl@jandksales.com  
web site: http://www.jandksales.com  
Territory: ME, NH, VT, MA, RI, CT  
Lines: Turbo Torch, Nomaco, Simpson Dura  
Vent, Hydromatic Pump, Oatey - SCS,  
Spears Manufacturing, Legend Valve,  
Hubbard Enterprises, Harvel Plastics,  
Takagi Industrial Co., Mill-Rose, Marathon  
Baxi Boilers  
# of outside sales people: 11  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

### RHODE ISLAND

#### Professional Dynamic Sales

Principal Contact: Michael Jaffa  
P.O. Box 8497, Warwick, RI 02888  
Phone: 401/461-0652 Fax: 401/461-0654  
e-mail: pds100@cox.net  
Territory: RI, MA, ME, VT, NH, CT  
Lines: Federal Process Corp., Kozy Kollar,  
American Brass & Aluminum, S&J  
Instruments, Duro Crafts, Inc., Jumbo Mfg.,  
Mastercraft Industries, Shook, Matco-  
Norca, WAL-RICH, Warwick Hanger Co.,  
Bruco Products, Bosch Tools, Cash Acme  
# of outside sales people: 2  
# of warehouses: 1  
Industry Orientation: Piping, Valves &  
Fittings, Hydronic Heating

#### RGN SALES

Principal Contact: Rich Nassaney  
PO BOX 893, COVENTRY, RI 02816-0015  
Phone: 401/826-2460 Fax: 401/826-2566  
Territory: RI, CT, MA, ME, NH, VT, NY, NJ, PA  
Lines: Biasi/QHT, Marathon Electric,  
Brimmar, Hoffman Controls, National  
Magnetic Sensors, RGN Sales, Pantech  
# of outside sales people: 1  
# of warehouses: 1  
Industry Orientation: Plumbing, Hydronic  
Heating



# 2008/2009 MANUFACTURERS' REPRESENTATIVES

Specialties, Oatey SCS, Omega Flex (TracPipe), Sloan Valve, Takagi, Uponor, Watts, Elkay, Hansgrohe  
 # of outside sales people: 10  
 # of warehouses: 2  
 Industry Orientation: Plumbing, Piping, Valves & Fittings  
 See ad on page 74

## NEW JERSEY

### Advanced Hydronics Sales Inc.

Principal Contact: David Vaccari  
 169 Kinderkamack Rd.,  
 Park Ridge, NJ 07656-1338  
 Phone: 201/573-0606 Fax: 201/573-0499  
 e-mail: ahsales@optonline.net

### Altherm, Inc.

Principal Contact: Don Schink  
 255 Humphrey St.,  
 Englewood, NJ 07631-4013  
 Phone: 201/871-0500  
 Fax: 201/871-0314  
 e-mail: info@altherm.com  
 Territory: NY, NJ  
 Lines: Laurel Mountain Whirlpool, Bock Water Heaters, Blue Angel Pumps, RecorTubs, Delta Faucet, Gastite CSST Gas Piping, Franklin Brass, Fernco Connectors, Utica Boilers, Spirotherm Air Eliminators, Oneida Royal Furnaces, Vitra China, Wayne Combustion System, Zoli Corp, Star Pipe Products, Whirlpool/Kitchen Aid  
 # of outside sales people: 14  
 # of warehouses: 1  
 See ad on page 42

### Attco Associates Inc.

Principal Contact: Art Attonito  
 552 Boulevard, Kenilworth, NJ 07033  
 Phone: 908/272-5666 Fax: 908/272-5953  
 e-mail: attcoreps@aol.com  
 web site: www.attcoreps.com  
 Territory: N. NJ  
 Lines: Chicago Faucet Co., Church Seat Co., Engineered Brass Co., Just Mfg. Co., Poly-Drain, Coyne & Delany Co., Powers, A Watts Company, Laboratory Enterprises, Tyler Pipe, Anaco Couplings, Wade Products, Husky Technologies  
 # of outside sales people: 2  
 # of warehouses: 1  
 Industry Orientation: Piping, Valves & Fittings

### Conroy & Griese Sales Inc.

Principal Contact: Gerry Conroy  
 7100 Westfield Ave., Pennsauken, NJ 08110  
 Phone: 856/663-4440 Fax: 856/663-6644  
 Territory: Metro NY, NJ, DE, MD, PA  
 Lines: Apollo Connectors, Tricentric Valves, Sharpe Valves, Stockham Valves, Sharon Pipe, Jenkins Valves, WKM High Performance Butterfly, Resun Plug Valves, Spence Strainers, CTS Flange, Smith Cooper, Vulcan Threaded Rod, Macon Balancing Valves, Smith & Beaty Bolt, Service Metal Weld Fittings  
 # of outside sales people: 4  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### Dolan & Traynor Inc.

Principal Contact: B. Michael Dolan  
 32 Riverview Dr., Box 487,  
 Wayne, NJ 07474-0487  
 Phone: 973/696-8700; 800/696-8760  
 Fax: 973/696-8282  
 e-mail: mdolan@dolan-traynor.com  
 web site: www.dolan-traynor.com  
 Territory: Northern, Central & portions of Southern NJ; Rockland & Orange Counties NY  
 Lines: Aarco Products Inc., All American Metal, Arden Architectural Specialties, ASI Washroom Accessories, Bobrick Washroom Equipment, Bradley Washroom Accessories, Champion Toilet Partitions, Claridge Products & Equip. Inc., Conine Manufacturing, Da-Lite Screen Co., Design-Tec Lockers, Draper Inc., DuPont Bath Surfaces, DuPont Corian, DuPont Zodiac, Elmdor/Stoneman, Festool, FloSafe, Franklin Brass, Gamco, Global Steel Products Corp., DuPont Certified Granite, J.L. Industries Inc., Jay R. Smith Mfg. Co., Jay R Smith/Smith ACO, Jay R. Smith Ultracept, Koala Kare Products, Lawler Mfg. Co., Inc., Liens Bay Stainless Steel Sinks, Metpar Corp., Mills Partitions,

Orion Fittings, Penco Products Inc., Potter Roemer Inc., Proset Systems, Rachiele Kitchen & Bath Products, Santana-Comtec-Capitol Partitions, Security Mailboxes  
 # of outside sales people: 12  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### Focus Sales, LLC

Principal Contact: Jay Schechter, CPMR  
 117 Mountain Ave., Middlesex, NJ 08846  
 Phone: 732/302-0091 Fax: 732/302-9501  
 e-mail: sales@focussales.us  
 Territory: NJ, eastern PA, Lower NY State, Metro NY  
 Lines: Bradford White, Columbia Boiler, FluidMaster, Hydromatic, InSinkErator, Blanco, Laars, Jacuzzi  
 # of outside sales people: 8  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Hydronic Heating

### Geiger Sales Inc.

Principal Contact: Joseph P. Geiger  
 126 Brigantine Blvd., Waretown, NJ 08758  
 Phone: 908/526-1112 Fax: 908/643-5093  
 e-mail: joe@geigersales.com  
 web site: www.geigersales.com  
 Territory: New England, NY, Mid-Atlantic  
 Lines: Newmans/Newco/OIC Valves, Titan Flow Control Inc., ABZ Butterfly Valves & Controls, Flotite Ball Valves & Controls, Rub Brass Ball Valves, Hilton Knife Gate Valves, Twin City Hose, Westbrook Mfg., American/Wheatley HVAC Products, Tioga Pipe & Supply, EBG/Flow Products Division, Shurjoint Grooved Piping Products, Val-Fit Carbon & Forged Fittings & Flanges  
 Industry Orientation: Piping, Valves & Fittings

### Goodman Sales Co., Inc.

Principal Contact: Pete Goodman  
 12 Porete Ave.,  
 North Arlington, NJ 07031-6722  
 Phone: 201/997-2900 Fax: 201/997-8370  
 e-mail: goodmansales@goodmansales.com  
 Territory: NJ, NY  
 Lines: Brass Craft, Caroma USA, CECO, Insul-Tect Products, Elkhart Products, Florestone Products, IMCOA, Lasco Fittings, Alcove, Legend Valve, Seachrome, REMS Tools, Plastic Trends, Myers Pumps, Seminole, Jackel, Garvin Strainers, John Wood  
 # of outside sales people: 4  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### Harry Eklof & Associates, Inc.

1272 North Church St.,  
 Moorestown, NJ 08057  
 Phone: 856/439-9801 888/279-9801  
 Fax: 856/439-9799  
 e-mail: njinfo@harryeklof.com  
 web site: www.harryeklof.com  
 Territory: Eastern PA, NJ  
 # of outside sales people: 21  
 # of warehouses: 3  
 Industry Orientation: Plumbing  
 See ad on facing page

### Hawthorne Sales Inc.

Principal Contact: Bill Hawthorne  
 1506 Beaver Dam Road,  
 Pt. Pleasant, NJ 08742  
 Phone: 732/892-6716 Fax: 732/892-5983  
 e-mail: hawwb@comcast.net  
 Territory: NJ, DE, PA, NY  
 Lines: AIM Products, Cambridge-Lee Ind., Wilson Sys  
 # of outside sales people: 2  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### J M Aabrams Co.

Principal Contact: Stuart Abrams  
 215 Augusta Circle, Mt. Laurel, NJ 08054  
 Phone: 809/636-7714 Fax: 856/234-5887  
 Territory: Mid Atlantic  
 Lines: A-Brass, Central Brass  
 # of outside sales people: 1  
 Industry Orientation: Plumbing

### J.A.S Inc.

Principal Contact: Morris Platsky  
 1315 E. Elizabeth Ave., Linden, NJ 07036  
 Phone: 908/925-8888; 800/426-0239  
 Fax: 908/925-7321

## MIDDLE ATLANTIC

e-mail: jasnjny@earthlink.net  
 Territory: NJ, Metro NY, eastern PA  
 # of outside sales people: 6  
 # of warehouses: 1

### Kunka-Sanchez Associates, Inc.

Principal Contact: John Kunka  
 180 Whitman Ave., Edison, NJ 08818  
 Phone: 732/248-8120 Fax: 732/248-8160  
 e-mail: sales@kunkasanchez.com  
 web site: www.kunkasanchez.com  
 Territory: NJ, NY, E. PA  
 Lines: Bemis, Bow Solder, Cimberio Valve, Dormont, Wisconsin Nipple, IMC, Keeney/Duracraft, Lambro, Mill-Rose, E.L. Mustee & Sons, Myson, Red Devil, PHD, Ward Mfg./Wardflex  
 # of outside sales people: 2  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Maloney & Curcio Inc.

Principal Contact: Joseph A. Curcio  
 1601-1611 Pennsylvania Ave., Box 1490,  
 Linden, NJ 07036  
 Phone: 908/486-0900 Fax: 908/486-1222  
 e-mail: jac@maloney-curcio.com  
 web site: www.maloney-curcio.com  
 Territory: NJ, southern NY, eastern PA  
 Lines: Bradley Corp., Charlotte Pipe & Foundry Co., Sloan Valve Co., Villeroy & Boch, St. Thomas, Elkay Mfg., PVI Industries, Mifab, Home Heating Products, Forms & Fixtures, Victoria & Albert, Mountain Plumbing Products  
 # of outside sales people: 8  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Nov-Ell Sales Corp.

Principal Contact: Joel Zingler  
 598 Lafayette Ave., Hawthorne, NJ 07506  
 Phone: 973/636-2900 Fax: 973/636-2929  
 e-mail: support@nov-ell.com  
 Territory: NJ, NY  
 Lines: Wolverine, Highfield, Oatey - SCS, Howell Metal Co., William H. Harvey Co., Pipe-Conx, General Wire Spring, Skuttle, Standard Nipple Works, Smith's Environmental Products, Jaclo Industries, Reed Mfg. Co., Prier  
 # of outside sales people: 5  
 # of warehouses: 1

### P. F. Valente Assoc. Inc.

Principal Contact: P. F. Valente  
 1119 State Hwy 77 Bldg. 2, Suite A,  
 Bridgeton, NJ 08302  
 Phone: 856/459-3061 Fax: 856/459-3066  
 e-mail: pfvalente@comcast.net  
 Territory: NJ, DE, eastern PA, Metro NY  
 Lines: Grohe America, Panasonic, Steamist, Jacuzzi Whirlpool Bath, Oliveri Stainless Sinks  
 # of outside sales people: 9  
 Industry Orientation: Piping, Valves & Fittings

### Primary Sales Inc

Principal Contact: Jerry Paul  
 11 Middlebury Blvd. Unit 12,  
 Randolph, NJ 07869-1119  
 Phone: 973/970-9192; 800/774-7090  
 Fax: 973/970-9195  
 e-mail: primary@primariesalesinc.com  
 Territory: NJ, E. PA, DE, MD, D.C., VA  
 Lines: American Standard Water Heater, Bosch Water Heating, Buderus Hydronic Systems, Haydon Corp., QMI, Infloor, Jumpstart Manifolds, Superior Radiant Products, Turbonics Inc., Wilo USA LLC, Wholer  
 # of outside sales people: 6  
 # of warehouses: 2  
 Industry Orientation: Hydronic Heating

### Strategic Sales & Marketing LLC

Principal Contact:  
 Cathy Payson  
 1018 Stuyvesant Ave.,  
 Union, NJ 07083  
 Phone: 908/688-0908  
 Fax: 908/688-0906  
 e-mail: strategicnj@comcast.net  
 Territory: North Jersey, Orange & Rockland Counties in NY  
 Lines: Alsons Corp., JB Signature, Aquatic, Geberit, Kimball & Young, Greenfield, Lenox, Ronbow Corp., Transolid,

Watermark  
 # of outside sales people: 2  
 Industry Orientation: Plumbing

### Thermco

Principal Contact: Philp R. Giubardo  
 228 Scoles Ave., Clifton, NJ 07012  
 Phone: 973/777-6700  
 Fax: 973/777-1540  
 e-mail: phil@thermcoreps.com  
 web site:  
 www.thermcoreps.com  
 Territory: N. NJ, Lower NY State, NY City, Long Island & Westchester  
 Lines: Aerco, Airtherm, Triangle Tube, Erie, Mansfield Plbg. Prod., Watts Radiant, Holby, Bootz Plumbingware, Macon, Reznor, Slant-Fin Boilers & Baseboard, Tekmar, Hydrolevel, Heat Fab, Laars Heating Systems, ERV Systems, I.C.E., Mars Air Systems, Unilux, Selkirk, York-Shipley  
 # of outside sales people: 11  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Hydronic Heating  
 See ad on this page

### Wales-Darby, Inc.

Principal Contact:  
 Stephen Darby/Donna L. Pace  
 5B Powder Horn Dr., Warren, NJ 07059  
 Phone: 732/560-1001 Fax: 732/560-0355  
 e-mail: infonj@walesdarby.com  
 web site: www.walesdarby.com  
 Territory: N. NJ, Metro NY, LI, 6 Lower Counties of NY  
 Lines: Alyan Pump Co., Beacon/Morris, Fujitsu, Hydro Therm Corp., Keflex Inc., MG Coupling Co., Viessmann, A.O. Smith Water Products, Sterling Radiation, Taco Inc., SpacePak, Flexcon Industries, Uponor, Omega-Flex, LifeBreath, Modine Manufacturing Co., SunTemp, Lux Products, ProTech, Speakman, Williams  
 # of outside sales people: 16  
 # of warehouses: 2  
 Industry Orientation: Plumbing, Hydronic Heating

### Wallace Eannace Associates, Inc.

Principal Contact: G. A. P. Wallace  
 779 Susquehanna Ave.,  
 Franklin Lakes, NJ 07417  
 Phone: 201/891-9550  
 Fax: 201/891-4298  
 e-mail: jcollins@wea-inc.com  
 Territory: Metro NY, NJ  
 Lines: Bell & Gossett, Cemline, Danfoss, Domestic Pump, Flex-Hose Co., Inc., Hoffman Specialty, McDonnell & Miller, HBX Controls, Wessels Co., Argo Technologies, Crete Heat LLC, Maid-O-Mist, Danfoss/Graham, Heatlink, Lochinvar, Pure Link, Intellidyne  
 # of outside sales people: 23  
 # of warehouses: 2  
 Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal  
 See ad on page 42

New York listings begin on page 40. >

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 sales@thermcoreps.com

—Manufacturers Representatives—

## 2008/2009 MANUFACTURERS' REPS

## MIDDLE ATLANTIC

## NEW YORK

**Alco Sales**

Principal Contact: Al Lipsky  
19 Curtis Pl., Lynbrook, NY 11563  
Phone: 516/887-3888 Fax: 516/593-5569  
e-mail: mail@alco-sales.com  
web site: www.alco-sales.com  
Territory: Lower NY State, NJ, Long Island, Staten Island, 5 Boroughs  
Lines: Benjamin Mfg. Co., Kirkhill Mfg. Co. (KMC Rubber Products), Central Components Co. (CCC), Fluidmaster Inc., Floodstop, Microtech (Solder Fittings), Alco Specialties, Magic-Wrap, M-E-D Adapt-A-Stat, Liberty Valve Co. Inc., Standard Nipple Works, Century Brass, Everhot PEX Tubing & Fittings

# of outside sales people: 4  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating  
**See ad on page 42**

**Arnold Kaufman**

Principal Contact: Arnold Kaufman  
61-20 Grand Central Pkwy.,  
Forest Hills, NY 11375  
Phone: 718/760-3908 Fax: 718/271-7128  
Territory: NY City, met. area, Brooklyn, Queens, Long Island, Bronx  
Lines: CMC Metal, DL Wholesaler, Eagle Insulation, Tools by Kaufman, Charman Mfg., Panamex

# of outside sales people: 1  
**See ad on page 42**

**ASAP Sales Corp.**

201 Montrose Road, Box 949, Westbury, NY 11590  
Phone: 516/333-4488 Fax: 516/333-9486  
e-mail: bartz@asapsales.com  
web site: www.asapsales.com  
Territory: Metro NY, L.I., N. NJ, New England  
Lines: Aero Mfg., Acme Compact Kitchen, Homestead Valves, Hot Box, O. C. Keckley Co., Kennedy Tubular Products, Chronomite, Hayward Industrial Products Inc., Acorn Eng., Erico, Milwaukee Valve Co., Phoenix Forging Co., Merit Brass, Potter Roemer, Elmdor/Stoneman, Wilkins, Zurn Industries, Aqua-Spec, Zurn Industries, Temp-Gard, Zurn Industries, Aqua-Flush, Zurn Industries, Drainage, Viega, Presealed Systems, Napac, Wisconsin Nipple/Ward Mfg., Zurn Industries, Corrosive Waste Drainage Sys, American Trading & Logistics, AK-Industries, Watson Metal, Flo Control, Mission Coupling

# of outside sales people: 10  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating  
**See ad on page 42**

**Atlantic HVAC/R Sales Inc.**

Principal Contact: David Mann  
3514 Hargale Ct, Oceanside, NY 11572-5820  
Phone: 516/256-3131 Fax: 516/599-2000  
e-mail: customerservice@atlantichvacr.com  
web site: www.atlantichvacr.com  
Territory: Northeast/Mid-Atlantic Region  
# of outside sales people: 6  
# of warehouses: 1

**Baron Sales, LLC**

39 Lee Road, Ridgefield, CT 06877  
Phone: 203/894-1022 Fax: 203/895-9341  
e-mail: baronsales@comcast.net  
Territory: NYC (5 Boroughs), L.I., Westchester, Rockland, Orange, Sullivan, Ulster, Dutchess & Putnam Counties, CT  
Lines: Alro Products Intl. LLC, Applied Precision Tool Co. Inc., Automag Zone Valve, The Boston Valve Co., J.C. Whitlam Mfg. Co., T.S. Crane Co.  
# of outside sales people: 2  
# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal  
**See ad on page 42**

**Belsky Associates, Inc.**

Principal Contact: Bob Belsky  
620 Derby Dr. E.

Oceanside, NY 11572

Phone: 516/678-1655

Fax: 516/678-8632

Territory: \*NYC (5 Boroughs, LI, Westchester County), NY (Rockland, Orange, Sullivan, Ulster, Dutchess, Putnam Counties), \*\*Denotes NJ also, \*\*\*Denotes NYC, LI, Westchester County  
Lines: Governale Co. Inc.\*, Group Thermo Inc.\*\*\*, Accor Technology Inc., Williams Comfort Products, Milton Roy-Hartell Div.\*, Turbonics Inc.\*, Unitron Products Inc.\*, Stiebel Eltron\*, Ecologix Htg. Technologies\*\*

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**See ad on page 42**

**BMB Sales**

Principal Contact: Keith Bockstein, Mike Buckstein, Steve Maldonado, Ron Green  
1604 Hereford Rd., Hewlett, NY 11557  
Phone: 718/604-7323 Fax: 718/604-7325  
e-mail: info@bmb-sales.net

Territory: Metro NY, Long Island, Westchester, North Jersey

Lines: American Metal Products, American Standard Water Heater Corp., Guardian Fire Equipment Inc., Centoco, Globe Fire Sprinkler Corp., Holyoke Fittings, Josam Drains, Mutual Tape & Screw, Oventrop, Potter Electric, Rectorseal Corp., Robert Manufacturing, Red-White Valve, Trenton Pipe Nipple Co., Shurjoint, United Brass Works, United Pipe Nipple Company, Western Pottery, Precise Alloys

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

**Bugler Sales Corp.**

969 Church St., Baldwin, NY 11510  
Phone: 516/223-3868 Fax: 516/868-6998  
e-mail: info@buglersales.com  
web site: www.buglersales.com

Territory: Metro NY, NJ, CT, Long Island

Lines: Bugler Brush, Bugler Safety, Krylon Industrial, Quik Kleen Plumbing Products, Raven Products

# of outside sales people: 7

# of warehouses: 1

**See ad on page 42**

**C & C Marketing**

Principal Contact: Martin Klucka  
P.O. Box 561, Apalachin, NY 13732  
Phone: 607/625-5540; 800/333-0977 Fax: 607/625-5568  
e-mail: ccrep81@aol.com

Territory: Upstate NY, N. NJ

Lines: Imcoa, Argo, Matco Norca, Groff, Dunkirk Radiator, Olson, Heatlink, Carlin, Plastic Trends, Rectorseal Corp., Woodpro, National Pipe & Plastics

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Celtic Sales Inc.**

Principal Contact: Gerry O'Hanlon  
16 Elin Place, Glen Head, NY 11545  
Phone: 516/676-6464; 800/332-1125  
Fax: 516/676-0658

e-mail: celticsales@juno.com

Territory: NYC, All Boros, Westchester, Long Island

Lines: Eagle Insulation Mfg. Corp., Juniper Industries, Wal-Rich Corp., Mill-Rose Co.

# of outside sales people: 2

# of warehouses: 1

**See ad on page 42**

**Chasco Plumbing & Heating Sales Corp.**

Principal Contact: Fred Cohn  
P.O. Box 371, Cedarhurst, NY 11516  
Phone: 516/239-8100 Fax: 516/239-3161  
e-mail: bestrep@aol.com

Territory: Metro NY, Northern NJ, Lower CT

Lines: ABS Pumps Inc., American Plumber, Bootz Plumbingware, Brasstech/Newport Brass, Boiler Corp., Central Brass Mfg. Corp., Crown, Ginger, Jones Stephens, Tyco Raychem, Pioneer Industries, Original Convector Specialists, Jetta >



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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MIDDLE ATLANTIC

# of outside sales people: 4  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal  
**See ad on this page**

**Conroy & Griese Sales Inc.**  
Principal Contact: Gerry Conroy

7100 Westfield Ave., Pennsauken, NJ 08110  
Phone: 856/663-4440 Fax: 856/663-6644  
Territory: Metro NY, NJ, DE, MD, PA  
Lines: Apollo Connectors, Tricentric Valves, Sharpe Valves, Stockham Valves, Sharon Pipe, Jenkins Valves, WKM High Performance Butterfly, Resun Plug Valves, Spence Strainers, CTS Flange, Smith Cooper, Vulcan Threaded Rod, Macon Balancing Valves, Smith & Beaty Bolt, Service Metal Weld Fittings  
# of outside sales people: 4

# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings

### Continuous Sales

Principal Contact: Ed Cohen  
150 Dupont Street,  
Plainview, NY 11803  
Phone: 516/575-6800 800/220-7934  
Fax: 516/248-5187  
e-mail: csc07@aol.com  
Territory: NY, NJ  
Lines: Conbraco Industries, Dormont, Basco Shower Doors, Laco

Chemical, Laing Thermotech Inc., Swanstone, Uniweld, Oliveri Sinks, Radiator Specialties

# of outside sales people: 6  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating  
**See ad on this page**

### Damar Sales Company

Principal Contact:  
David Lee Goldberg  
81 Montgomery Ave.,  
Scarsdale, NY 10583  
Phone: 914/472-6426  
Fax: 914/725-5113  
e-mail: damarsales@earthlink.net  
Territory: NY, CT  
Lines: AJ Washroom Inc., Altmans, Allstate Insulation, AHI, CECO, Cucina, Empire Industries, Florestone, Howell Metal Co., Lasco, Cantrio Concepts, Legend Valve, Pacific, Hydrosystems, Whirlaway, Seachrome  
# of outside sales people: 2  
Industry Orientation: Plumbing, Piping, Valves & Fittings  
**See ad on this page**

### Dellon Sales Company

5 Albertson Ave.,  
Albertson, NY 11507  
Phone: 516/625-2626  
Fax: 516/625-3030  
e-mail: sdellon@aol.com  
Territory: Metro NY, N. NJ  
# of outside sales people: 20  
# of warehouses: 10  
**See ad on this page**

**DeMarco Sales Agency Inc**  
Principal Contact: Craig Sakolish  
258 Old Post Rd., Ballston Spa, NY 12020  
Phone: 518/884-2925 Fax: 518/884-2779  
e-mail: craigdsa@earthlink.net  
Territory: Upstate NY  
Lines: American Saw, Cozy Space Heaters, Triangle Phase III, SOS Products, American Valve, Jones-Stephens Corp., Smith Cast Iron Boilers, Granby Steel Tanks, Beacon Morris, Keeney, Sterling Radiation  
# of outside sales people: 4  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Distributor Service Inc.

Principal Contact: Don Knuth  
125 N Holmes St.,  
Scotia, NY 12302-1501  
Phone: 518/372-2075; 800/962-3220  
Fax: 518/346-8768  
e-mail: kknuth@kbkabstract.com  
web site: www.dsiny.com  
Territory: Upstate NY (North of Westchester County)  
Lines: Lochinvar Boilers, Crown Engineering, Webster Pump, Oasis, Jomar International, Klenk Tools, Sunroc, Black Swan Mfg.  
# of outside sales people: 3  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Edwards Platt & Deely

Principle Contact: R.B. Cruickshank  
368 Wyandanch Ave.  
North Babylon, NY 11703  
Phone: 631/253-0600  
Fax: 631/253-0303  
e-mail: email@epdreps.com  
website: www.epdreps.com  
Territory: Metro NY, Long Island, Lower NY State & N. NJ  
Lines: Powers, Div. Watts Industries, Ames, Div. Watts Industries, Bemis Mfg., Church Seat Co., Engineered Brass Co., Div. Just Mfg. Co., Halsey Taylor Co., American Water Heater, Just Mfg. Co., Sloan Valve Co., Willoughby Industries,

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mail@alco-sales.com  
Phone 516-887-3888 • Fax 516-593-5569

### ALTHERM INC.

**Don Schink**  
255 Humphrey Street  
Englewood, NJ 07631  
info@altherm.com  
Phone 201-871-4400 • Fax 201-871-0314

### ARNOLD KAUFMAN

**Arnold Kaufman**  
61-20 Grand Central Pkwy  
Forest Hills, NY 11375  
Phone 718-760-3908 • Fax 718-271-7128

### ASAP SALES

**Bill Artz**  
298 Montrose Road  
Westbury, NY 11590  
bartz@asapsales.com  
Phone 516-333-4488 • Fax 516-333-9446

### BARON SALES, LLC

**Dean Baron**  
39 Lee Road  
Ridgefield, CT 06877  
baronsales@comcast.net  
Phone 203-894-1022 • Fax 203-894-9341

### BELSKY ASSOCIATES, INC.

**Bob Belsky**  
620 Derby Drive East  
Oceanside, NY 11572  
belskyassoc@aol.com  
Phone 516-678-1655 • Fax 516-678-8632

### BUGLER SALES CORP

**Jim Bugler**  
2620 Willard Ave.  
Baldwin, NY 11510  
jb@buglersales.com  
Phone 516-223-3868 • Fax 516-868-6998

### CELTIC SALES, INC.

**Gerry O' Hanlon**  
16 Elin Place  
Glen Head, NY 11545  
celticsales@juno.com  
Phone: 516-676-6464 • Fax 516-676-0658

### CHASCO PLUMBING & HEATING SALES

**Fred Cohn**  
PO Box 371  
Cedarhurst, NY 11516  
bestrep@aol.com  
Phone 516-239-8100 • Fax 516-239-3161

### CONTINUOUS SALES CORP.

**Ed Cohen**  
150 Dupont Street  
Plainview, NY 11803  
CSC07@aol.com  
Phone 516-575-6800 • Fax 516-349-8411

### DAMAR SALES CO., INC.

**David L. Goldberg**  
81 Montgomery Ave  
Scarsdale, NY 10583  
damarsales@earthlink.com  
Phone 800-464-1256 • Fax 914-725-5113

### DELLON SALES CO., INC.

**Scott Dellon**  
5 Albertson Avenue  
Albertson, NY 11507  
dellonco@aol.com  
Phone 516-625-2626 • Fax 516-625-3030

### KRAVITZ ASSOCIATES

**Fred & Sandy Kravits**  
235 Lincoln Place  
Brooklyn, NY 11217  
kravassoc@aol.com  
Phone 718-783-4022 • Fax 718-789-3695

### FOCUS SALES, INC.

**John Amante**  
325 Merrick Ave.  
East Meadow, NY 11554  
focussalesny@aol.com  
Phone 516-357-9090 • Fax 516-357-9104

### JADCO SALES, INC.

**Barry Newman**  
1075 Quentin Place  
Woodmere, N.Y. 11598  
jdspecialty@netscape.net  
Phone 516-374-5799 • Fax 516-295-0358

### J.R. ASSOCIATES

**Jack Rosenberg, CPD**  
267 Sea Cliff Ave. #4  
Sea Cliff, NY 11579  
jack@jrassociatesusa.com  
Phone 516-248-7800 • Fax 516-248-7870

### KORNSTEIN, MARTIN L., INC.

**Phillip & Edward Kornstein**  
142 Mineola Avenue  
Roslyn Heights, NY 11577  
kornstein@matco-norca.com  
Phone 516-621-2165 • Fax 516-621-7629

### LILKER, SEYMOUR

**Seymour Lilker**  
40 Fox Hunt Lane  
Cold Spring Harbor, NY 11724  
seymour@cometlink.com  
Phone 631-351-8654 • Fax 631-351-8654

### PLATSKY COMPANY, INC.

**Jan Aranoff**  
298 Montrose Road  
Westbury, NY 11590  
naranoff@platsky.com  
Phone 516-333-9292 • Fax 516-333-9446

### RATHE ASSOCIATES INC.

**Don Rathe**  
1650 New Highway  
Farmingdale, NY 11735  
drathe@ratheassoc.com  
Phone 631-822-1200 • Fax 631-822-1400

### ROTHENBERG ASSOCIATES

**Randy Rothenberg**  
104 Rushmore Street  
Westbury, NY 11590  
randy@rothenbergassoc.com  
Phone 516-334-3688 • Fax 516-334-3218

### WALLACE EANNACE ASSOCIATES, INC.

**Jim Collins**  
50 Newton Road  
Plainview, NY 11803  
jcollins@wea-inc.com  
Phone 516-454-9300 • Fax 516-454-9307

### WALSH SALES ASSOCIATES

**Richard P. Walsh**  
80 Allen Blvd.  
Farmingdale, NY 11735  
walshsales@aol.com  
Phone 516-420-7400 • Fax 631-420-7415

### WOODS & JAYE SALES CO.

**Steve Jaye**  
33-09 37 Avenue  
Long Island City, NY 11101  
sales@woodsnyjaye.com  
Phone 718-786-8260 • Fax 718-786-5393

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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MIDDLE ATLANTIC

Johnwood Water Heaters, Watts Brass & Tubular, Watts Drainage Products, Watts Regulator Co., Zoeller Co., Guardian Industries, Safe T-Cover, Aquarius/Comfort Designs, Orion, Z Flex/Z Vent, Takagi, Chicago Faucet

# of outside sales people: 10  
# of warehouses: 2  
Industry Orientation: Piping, Valves, & Fittings, Hydronic Heating

### Empire State Associates

Principal Contact: Bill Norris & Bill Frenzel  
163 Saratoga Ave., Ballston Spa, NY 12020  
Phone: 518/602-0271 Fax: 518/602-0277  
e-mail: empstate@worldnet.att.net

web site: www.esarep.com  
Territory: Upper NY, Erie PA  
Lines: Aquarius, American Whirlpool, Brass-Craft Manufacturing, Cash Acme, Charlotte Pipe & Foundry, Fernco, IPS Corp, Gerber Plumbing Fixture Co., Utility Enterprises, Erico, Dura-vent, Olsonite Corp., Rheem/Ruud Water Heaters, Danze, Woodford Manufacturing Co., Hayward, Peerless

# of outside sales people: 6  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Focus Sales Inc.

325 Merrick Ave.,  
East Meadow, NY 11554  
Phone: 516/357-9090  
Fax: 516/357-9104  
e-mail: focussalesny@aol.com  
Territory: Metro NY, N. NJ, Lower NY State, Long Island

Lines: Lenox, Sterling, Irwin, Geberit, The Noble Co., Ronbow Corp., Aquatic, Embassy Industries, Laars Heating Systems, Erie/Invensys/Tac  
# of outside sales people: 6  
Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

See ad on page 42

### Fortune & Wright Sales Inc.

Principal Contact: J. Todd Wright  
P.O. Box 130, Greenville, NY 12183  
Phone: 518/966-5982; 888/975-1116  
Fax: 518/966-5985  
e-mail: fortuneandwright@capital.net

Territory: Upstate NY (excluding Rockland & Westchester Counties), VT

Lines: St. Thomas Creations, Fantech, Northstar, Gatco, Fairmont Designs, Lambro, Renaissance Glass Works, Benjamin Heating Products, Taylor Industries, Newport Brass/Brasstech, Mr. Steam, Geberit, Villeroy & Boch, MAAX, Ginger

# of outside sales people: 3  
Industry Orientation: Plumbing

### Goidel & Associates Inc.

Principal Contact: Alan Goidel  
104 Memphis Ave., Staten Island, NY 10312  
Phone: 718/356-1829 Fax: 718/317-0686  
e-mail: agoidel@aol.com

Territory: NY Area, Five Boroughs, L.I., Westchester & Putnam, New England  
Lines: AccuTrak Test Equipment, Kunkle Relief Valves, J.D. Gould Solenoid Valves, Macon Controls, Mueller Steam Specialty, Nastco Parts for Dunham Bush, New England Valve, Soval-Napac Flanged Fittings & Ball Valves, Tunstall Capsules, Watson McDaniel, Napac

# of outside sales people: 2  
Industry Orientation: Piping, Valves & Fittings

### Group One Northeast, Inc.

Principal Contact: Rick Manier, CPMR  
P.O. Box 424, Cazenovia, NY 13035  
Phone: 315/655-2339; 800/825-1330  
Fax: 315/655-2558

e-mail: manier@msn.com  
web site: www.grouponene.com  
Territory: Upstate New York  
Lines: Cuno Water Treatment, Aquatic Industries, Basco, Campbell Manufacturing, Central Brass, Charter Plastics, Flomatic Valve, Roth Global Plastics, Legend Valve, Mission Rubber, F.E. Myers, Pioneer Industries, Wellmate, Tyco Thermal Controls, Boyertown Furnace, Caleffi N A, Intellidyne

# of outside sales people: 4  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Harbour Sales Ltd.

Principal Contact: Clint Goodwin  
131 Bellaire Road, Massapequa, NY 11758  
Phone: 516/541-9151 Fax: 516/541-8510  
e-mail: harboursales@optonline.net  
Territory: Long Island, Northern NJ, Metro NY, Lower NY  
Lines: Field Controls, Slant/Fin Radiant,

Comfort Pro-QuietAir, Lynn Products  
# of outside sales people: 2  
Industry Orientation: Hydronic Heating

### Imars Karas & Muench Associates

Principal Contact: Robert Karas  
7179 Beaver Trail, Alder Creek, NY 13301  
Phone: 315/392-4403; 315/796-1070  
Fax: 315/392-4403

e-mail: ikmsales@dreamscape.com  
Territory: Upstate New York, New England  
Lines: Heat Controller/comfort Aire, RW Beckett, Slant/ Fin Corp, Glassfloss-air filters, Boss Products, Thermoflo Everhot, Truflex - Liners & Gas Piping, Lau-Conaire, Ultravation, Silver-King, Enerco-Heat Star, Master-Cool/Refrigeration, Lincoln-Granby-Tanks, Lux Products, Francer Industries

# of outside sales people: 2  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### J.R. Associates

Principal Contact: Jack Rosenberg  
267 Sea Cliff Ave,  
Sea Cliff, NY 11579  
Phone: 516/248-7800  
Fax: 516/248-7870

e-mail: jack@jrassociatesusa.com  
web site: www.jrassociatesusa.com  
Territory: Metro NY, Lower NY  
Lines: Easy Heat Electric Freeze Protection, Fluidmaster, Thrift Chemicals, Thermaco Grease Interceptors, Plug & Stub

# of outside sales people: 2  
Industry Orientation: Plumbing, Piping, Valves & Fittings

See ad on page 42

### J.R. Baker Associates Inc.

Principal Contact: William Bourke  
6901 Herman Road,  
Syracuse, NY 13209  
Phone: 615/638-2516  
Fax: 315/638-1133

e-mail: billb@jrbakerassociates.com  
Territory: NY excluding NY City & LI  
Lines: Buderus, Marvair, Energy Saving Products, Hi-Velocity Systems, AIC, Noble, Powerflame, Rite Engineering, Burnham Industrial, Sterling, Tekmar Controls Systems, Suburban, Rehau, Danfoss, Turbonics, Wilo, Thermal Solutions, Sinus

# of outside sales people: 3  
# of warehouses: 1

### Jadco OSales Co., Inc.

Principal Contact: Barry H. Newman  
1025 Quentin Pl.,  
Woodmere, NY 11598  
Phone: 516/374-5799  
Fax: 516/295-0358

e-mail: jadcosales@optonline.net  
Territory: Metro NY, L.I., Westchester  
Lines: Acme Products (formerly Acme Brass), Alfano-Queens Plumbing Parts, Diamond Brand Fittings, RDJ International, Relaxation Shower, Brighton Stainless Steel Sinks, Bur-Cam (Burke Pump), Comco

# of outside sales people: 2  
# of warehouses: 1  
Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

See ad on page 42

### Kolstad Associates, Inc.

410 Atlantic Ave., #4  
Rochester, NY 14609-7352  
Phone: 716/288-2080  
Fax: 716/288-8732  
e-mail: eric@kolstadassociates.com  
web site: www.kolstadassociates.com

Territory: NY (excluding Metro NY), N. PA, W. MA, VT  
Lines: Powers Fasteners, JR Smith, Bradley Corp., PHD, Miro, McGuire Mfg., Encore, Duriron, Halsey

Taylor, Eemax, Lenox Manufacturing/American Saw, Beneke, Prime Wire & Cable, Rockford Sanitary, Rectorseal Firestop, Stern Williams, Vulcan Threaded Rod

# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing

### Kravitz Associates, Inc.

Principal Contact: Fred Kravitz  
235 Lincoln Pl., Apt. 4c,  
Brooklyn, NY 11217  
Phone: 718/783-402  
Fax: 718/789-3695

e-mail: kravassoc@aol.com  
Territory: Metro NY, Westchester, Nassau & Suffolk Counties, Northern Jersey  
Lines: Creative Chemical, Cambridge Lee Ind., Jomar International, NDS, Orbit Radiant, TCI Products, Tu-Turn, Heat-Flo

# of outside sales people: 2  
See ad on this page

### LCA Sales Assocs., Inc.

Principal Contact: Mark Amodio  
923 Motor Pky., Hauppauge, NY 11788  
Phone: 631/232-0003 Fax: 631/232-0006  
e-mail: mark@lcanyc.com  
web site: www.lcanyc.com

Territory: NY, NJ  
Lines: Biasi Boiler Co., Boiler Headers, Boshart Ind., Bow Plastics, Cello Copper Products, Mueller Gas Products, Warwick Hanger Co., Myson Inc., MWI Cast Iron Products, Waiwela Wall Hung Water Heaters

# of outside sales people: 2  
# of warehouses: 6  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Marplat Co.

Principal Contact: Jon Marin  
298 Montrose Rd., Westbury, NY 11590-1734  
Phone: 516/333-9292 Fax: 516/333-9446  
e-mail: jmarin@marplat.com  
Territory: Metro NY, NJ, Long Island  
Lines: Baxi International, Dole/Invensys, Climastar, HPS Controls Ltd, Coleman Cable, Oil Equipment Mfg., Flo Logic, Imcoa Foam Insulation, FlexTherm Rubber Insulation, Fiberglass Pipe Covering, Holdrite, Kamco, Grand Hall Eternal Water Heaters, Comstar, Goss Torches, Magbit

Sentinel  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Martin L. Kornstein, Inc.

Principal Contact: Ed Kornstein  
142 Mineola Ave., Ste. 2A,  
Roslyn Heights, NY 11577  
Phone: 516/621-2165  
Fax: 516/621-7629

Territory: Metro NY, N. NJ, CT  
Lines: Beck Mfg., Canfield Technologies, Gruner Brass, Lavelle Industries, Jaclo Industries, Liberty Pumps, Maco Lead Products, Heat Timer, Matco-Norca Inc., Camco, Diamond Brass, Penner Elbow, Utility Chemical

# of outside sales people: 6  
Industry Orientation: Plumbing, Piping, Valves & Fittings

See ad on this page

### Met Plumbing Tool Sales

Principal Contact: Bill Rosenthal  
1562 1st Ave., Ste. 382  
New York, NY 10028  
Phone: 718/852-6373; 800/899-6787  
Fax: 800/229-6787

e-mail: mettool47@aol.com  
web site: www.met\_pts.com  
Territory: Metro NY City, Suburban N. Westchester & Long Island NY  
Lines: Electric Eel Mfg., Stevens Pump, Knipex Pliers, Metropolitan Pump, HydroClean,

## MARTIN L. KORNSTEIN INC.



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MATCO-NORCA, PENNER ELBOW, UTILITY CHEMICALS

EDWARD KORNSTEIN PHILIP KORNSTEIN  
142 MINEOLA AVENUE—SUITE 2A, ROSLYN HEIGHTS, NY 11577  
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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MIDDLE ATLANTIC

### Harris Products Group, Superior Tools

# of outside sales people: 3  
# of warehouses: 2  
Industry Orientation: Plumbing  
**See ad on this page**

### Metro Rep

Principal Contact: John Alimo  
169 New Hyde Park Road,  
Franklin Square, NY 11010  
Phone: 516/616-4650; 877/633-4649  
Fax: 816/616-4605

e-mail: metrorepy@aol.com  
web site: www.metrorepy.com  
Territory: NY, NJ

Lines: Acryline, Beneke, Danze, Gerber, Houzer, Jet Swet, Michigan Brass, PHD, State Water Heaters, Fusion, Laing Thermotech

# of outside sales people: 12  
# of warehouses: 1  
Industry Orientation: Plumbing  
**See ad on this page**

### Meyer Bressen, Inc.

Principal Contact: Wayne A. Volpe  
1500 Central Ave., Albany, NY 12205  
Phone: 518/690-0016; 800/676-3926  
Fax: 518/690-0018

e-mail: office@meyerbressen-inc.com  
Territory: Upstate NY

Lines: Alsons Corp., Ronbow Corp., Cresline Plastic Pipe, SFA Saniflo, Crane Plumbing, Fluidmaster Inc., General Wire Spring, Honeywell Water Solutions, TurboTorch, Oatey Supply Chain Services, Prier Products, Reed Tools, Seminole, Plumberex

# of outside sales people: 3  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Norman Menaker Organization Inc.

Principal Contact: Ron Barrera  
Box 352, Woodmere, NY 11598  
Phone: 516/569-0060; 800/522-7782  
Fax: 516/569-6663

e-mail: menaker7@verizon.net  
Territory: Metro NY, CT, NJ

Lines: LSP/Aqua Flo/Spec. Products/Rapid Fit, Iron Clad, Erickson Drain Cleaner, Kingston Brass, Azel Industries, RJS Ind., Webert, Danco Wholesale, Phoenix Products, Porc-A-Fix, Trim By Design, Knox Co, Elements of Design, SOS Chemicals

# of outside sales people: 4  
Industry Orientation: Plumbing

### Northeast Sales Associates

Principal Contact: Richard Wistozke  
515 Packett's Landing, Fairport, NY 14450  
Phone: 585/223-5982; 800/709-6372  
Fax: 800/707-9226

e-mail: info@nesasales.com  
web site: www.nesasales.com  
Territory: Upstate NY

Lines: Bradford-White, Mifab, Elcoma Metal, Dormont Gasconn, El Mustee, Haydon Basboard, Zoeller Pumps, Newmac Oil Fired Furnaces, Symmons Industries Inc.

# of outside sales people: 5  
Industry Orientation: Plumbing, Hydronic Heating

### Platsky Co. Inc.

Principal Contact: Glen Stern  
298 Montrose Road, Box 949,  
Westbury, NY 11590

Phone: 516/333-9292  
Fax: 516/333-9446

web site: www.platsky.com

Territory: Metro NY, NJ

Lines: Alsons, Brass Craft, Briggs, Charlotte Pipe & Foundry, Amtrol, Elkhart Products, E. L. Mustee, Highfield-Firomatic, Lasco Bathware, Little Giant, Mission, IPS-Truboro, Ward Mfg., Lee Brass

# of outside sales people: 8  
# of warehouses: 1  
**See ad on page 42**

### R. Stephen Ross Associates, Inc.

Principal Contact: Robert Ross  
P.O. Box 67177, Rochester, NY 14617  
Phone: 585/458-7599 Fax: 585/254-4554

e-mail: r.stephenross@att.net

Territory: NY, Eastern Canada

# of outside sales people: 1  
Industry Orientation: Piping, Valves & Fittings

### Rathe Associates Inc.

Principal Contact: Don Rathe  
1650 New Highway,  
Farmingdale, NY 11735

Phone: 631/822-1200  
Fax: 631/822-1400

e-mail: drathe@ratheassoc.com

web site: www.ratheassoc.com

Territory: NY City, Long Island, Westchester, Dutchess, Putnam, Rockland, Sullivan

Lines: Armstrong, Axiom Ind., Alberta Tee, Hydrolevel Co., Insul-Tarp, Laars Heating Systems, Niles Tank

Co., Slant/Fin, Sterlco, Tekmar, Comfort Tube, Turbomax, Cash Acme, Comfort Rad, Webstone, Winters, BMI

# of outside sales people: 8

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

**See ad on page 42**

### Rothenberg Associates

Principal Contact: Randy Rothenberg  
104 Rushmore St.,  
Westbury, NY 11590

Phone: 516/334-3688

Fax: 516/334-3218

e-mail: randy@rothenbergassoc.com

Territory: NY Metro, Long Island, Westchester

Lines: Aker Plastics (Master Distributor), Barnes Pumps, Seminole, Dymon, Garvin, Spears, Topp Industries, Turbotorch, LT Copper

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

**See ad on page 42**

### Seymour Lilker

Principal Contact: Seymour Lilker  
40 Fox Hunt Lane, Cold Spring  
Habor, NY 11724

Phone: 631/351-8654

Fax: 631/351-8654

Territory: Metro NY

Lines: Bugler Sales, Primark Tool Group

# of outside sales people: 3

Industry Orientation: Piping, Valves & Fittings

**See ad on page 42**

### Sherwood Specialties Inc.

Principal Contact: Warren H. Olson  
875 Atlantic Ave. Suite B,  
Rochester, NY 14609

Phone: 585/546-1211 Fax: 585/546-1208

e-mail: warren@sherwoodspecialties.com

web site: www.sherwoodspecialties.com

Territory: Upstate NY, PA

Lines: Blue White Industries, JMF Company, JB Products, Hartell Pumps, ABS Pumps, Inc., Warwick Hanger Co., SJE Rhombus Controls, American Brass & Aluminum, Nibco PEX, Bruco Products, Siebe, Eaton-Dole Corp., Jackel Eco Systems, Goss,

Inc., Vu Flo Filters, Snyder Industries Inc., Canfield Metals Group, Ashland Poly Traps

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Stamberger-Sender Associates Inc.

Principal Contact: Skip Stamberger  
7398 Wyers Point Road,  
Ovid, NY 14521-9801

Phone: 607/532-9595; 800/747-5705

Fax: 607/532-9597

e-mail: skip@stamberger.com

web site: www.stamberger.com

Territory: ME, MA, CT, NH, RI, NY, PA, VT

Lines: Diversitech, Arzel Zoning, Crown Boilers, Streamlight, Honeywell/Genesis Cable, ADP, Nordyne, Metal-Fab, Skuttle Manufacturing, Tjernlund, UEI Instruments, Renewaite, Rinnai, Quietflex

# of outside sales people: 4

# of warehouses: 2

### T.I.A. Sales Co.

645 Persons St.,  
East Aurora, NY 14052-2525

Phone: 716/652-8520; 800/588-1939

Fax: 716/652-0338

e-mail: tiasales@verizon.net

Territory: NY (except NYC)

Lines: Haws Drinking Faucet Co., Moen Inc., Commercial Div., GF Sloane, Brimar Industries, Acudor Products Inc., Isimet, Town & Country Plastics Inc., Mapa Prod., Stevens Pump Co., C & S Mfg. Corp., Metcraft, Inc.

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing

### The Phoenix Enterprise

Principal Contact: James T. Fay, Jr.  
P.O. Box 10331, Rochester, NY 14610  
Phone: 585/244-7505; 800/373-8888

Fax: 800/370-0690

e-mail: jimfay@thephoenixenterprise.com

web site: www.thephoenixenterprise.com

Territory: Upstate NY Zip codes

14,13,12,105,109

Lines: CSI/Moen, Petersen, Pamex, Wheeler Rex

# of outside sales people: 2

Industry Orientation: Plumbing

### Twin D Associates

Principal Contact: Dick Holmes  
1976 Central Ave., Albany, NY 12205  
Phone: 518/862-9500; 800/522-3523

Fax: 518/464-3410

e-mail: rmh@twindassociates.com

web site: www.twindassociates.com

Territory: Upstate NY

Lines: Mansfield, Bemis, Delta Faucet Co., Anaco, In Sink Erator, Sioux Chief, Watco, Liberty Pumps, Liberty Hardware, Cooper B-Line, Leonard Valve, Clarion Fiberglass, Greenfield Manufacturing, Church, Oil Creek Plastics

# of outside sales people: 7

Industry Orientation: Plumbing

### Venco Sales Inc.

Principal Contact: John Venini  
25 Wood Hull Ct., Northport, NY 11768  
Phone: 631/754-0782

Fax: 631/754-4659

e-mail: venco@vencosales.com

web site: www.vencosales.com

Territory: Long Island, NYC Boroughs, Westchester, N. NJ

Lines: Haydon, Burnham Boilers, Zurn PEX Systems, Super Stor (H.T.P.), New Yorker Boilers, Honeywell Tradeline, Unico System, Rheem Rudd Water Heaters, Beckett Commercial Burners, Granby Oil Tanks, Gustafson, Grundfos

# of outside sales people: 16

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Wales-Darby Inc.

Principal Contact:  
Brian P. Darby/Donna L. Pace  
2910 Express Dr. S., Islandia, NY 11749

Phone: 631/585-6800 Fax: 631/585-6838

e-mail: infony@walesdarby.com

web site: www.walesdarby.com

Territory: Metro NY, LI, Lower NY, N. NJ

Lines: Alyan Pump Co., Beacon Morris, Flexcon Industries, Uponor, Fujitsu, HydroTherm, Keflex Inc., MG Coupling Co.,

Continued on page 50. >

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SUPERIOR TOOL

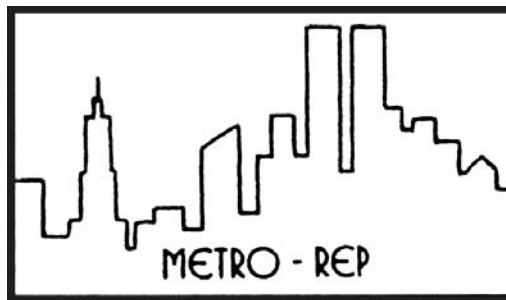


★ Area Representatives



MET Plumbing Tool Spec, LLC  
Bill Rosenthal  
1562 First Ave,  
New York, NY 10028  
800-899-6787  
212-861-0791

Local Fax #: 212-861-2274



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Tonusa  
Houzer Sinks  
Fusion  
Beneke  
PHD Manufacturing  
State Water Heaters  
Laing Thermotech

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169 New Hyde park Rd.

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Fax: (516) 616-4605

Email: metrorepy@aol.com

## 2008/2009 MANUFACTURERS' REPRESENTATIVES

### MIDDLE ATLANTIC

Viessmann, Carlin Combustion Technology\*, A.O. Smith Water Products, Sterling Radiation, Taco Inc., Space Pak, Triad Boiler, SunTemp, Pro-Tech, LifeBreath, OmegaFlex, Lux Products, Speakman, Williams

# of outside sales people: 16

# of warehouses: 2

Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### Wallace Eannace Associates, Inc.

Principal Contact: Jim Collins  
50 Newton Rd., Plainview, NY 11803  
Phone: 201/891-9550  
Fax: 201/891-4298

e-mail: jcollins@wea-inc.com

Territory: Metro NY, New Jersey

Lines: Bell & Gossett, Cemline, Crete Heat LLC, McDonnell & Miller, Lochinvar, Heatlink, Hoffman Specialty, Flex-Hose, Pure Link, Domestic Pump, Danfoss, HBX Controls, Maid-O-Mist, Danfoss/Graham, Intellidyne

# of outside sales people: 23

# of warehouses: 2

Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

See ad on page 42

#### Wallace Eannace Associates, Inc.

Principal Contact: Raymond Schiele  
PO Box 9121, Plainview, NY 11803  
Phone: 516/454-9300 Fax: 516/454-9307  
e-mail: rschiele@wea-inc.com

web site: www.wea-inc.com

Territory: Metro NY, Lower NY, LI, N. NJ, Westchester, N. NJ

Lines: Bell & Gossett, Cemline, Danfoss Inc., Domestic Pump, Heatlink Group Inc., Lochinvar Corp., Hoffman Specialty, Lawler, McDonnell & Miller, Intellidyne, Flex-Hose Co. Inc., HBX Controls

# of outside sales people: 23

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### Walsh Sales Associates

Principal Contact: Rick Walsh  
80 Allen Blvd.,  
Farmingdale, NY 11735  
Phone: 631/420-7400

Fax: 631/420-7415

e-mail: walshsales@aow.com

Territory: Metro NY City, LI, Westchester, Rockland, Putnam Counties

Lines: Advance-Tabco, Bradley Corp., J.L. Industries, Schott Kimax Glass, Seekonk Mfg. Co.

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

See ad on page 42

#### WMS Sales Inc.

Principal Contact: Randy Schaefer  
9580 County Road P.O. Box 466,  
Clarence Center, NY 14032

Phone: 716/741-9575 Fax: 716/741-4810

e-mail: customerservice@wmssales.com

web site: www.wmssales.com

Territory: Upstate NY, NW PA

Lines: Acorn Engineering, Just Mfg., Chronomite, Whitehall, ECR/Utica Boilers, Grundfos, Febco, Hot Box, Hydromatic, Mill-Rose, Powers Process, Comfort Pro Systems, Schott Process, Sloan Valve, Lochinvar, Topp Industries, Froet Ind., Ames Fluid Control, Watts Brass & Tubular, Watts Drainage, Orion Fittings, Acorn Aqua, T & S Faucets, Watersaver Faucet, Takagi, Guardian Equipment

# of outside sales people: 10

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### Woods & Jaye Sales Co. Inc.

Principal Contact: Stephen M. Jaye  
33-09 37th Ave.,  
Long Island City, NY 11101

Phone: 718/786-8260

Fax: 718/786-5393

e-mail: sales@woodsnjaye.com

web site: www.woodsnjaye.com

Territory: NY City, LI, Westchester, N. NJ

Lines: Metcraft Industries, Advance Products & Systems Inc.\*, Intersan, Clamp-All Corp.\*, Fumagalli, Crete-Sleeve\*, Moen Commercial\*, First Smart Sensor Corp.\*, Flowserve Corp., Duriron\*, Precision Plumbing Products, Pipe-Tytes Inc.\*, Jay R. Smith Mfg. Co., Jay R. Smith-ACO, Pro Set Systems, Ultracrypt by J.R. Smith, Haws Corp., Thermal



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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MIDDLE ATLANTIC

Dynamics, Tile-Redi, Miro Industries\*, Conine Ind., Waiwela  
 # of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings  
 See ad on facing page, page 42

### PENNSYLVANIA

**A&L Tubular Specialties**  
 Principal Contact: Phil Vargo  
 5124 Erie St., New Castle, PA 16102-4006  
 Phone: 724/667-6101 Fax: 724/667-6105  
 e-mail: altubular@verizon.net  
 Territory: Western NY, Western PA, OH, WV, KY, MI, IN  
 Lines: Douglas Barwick, Flowline Corp., Rath Gibson, J&M International, Newmans, Phoenix Tube, Salem Tube, Westbrook Mfg.  
 # of outside sales people: 2  
 Industry Orientation: Piping, Valves & Fittings

**Associated Marketing, Inc.**  
 Principal Contact: Frank Fein  
 11500 Roosevelt Blvd. Bldg. G1,  
 Philadelphia, PA 19116  
 Phone: 215/677-6870; 800/468-0801

Fax: 215/677-1261  
 e-mail: sales@associatedmarketing.net  
 web site: www.associatedmarketing.net  
 Territory: Eastern PA, NJ, DE, MD, DC, NYC Metro  
 Lines: Rheem Water Heaters, Cooper B-Line, Chatham Brass Co., General Wire Spring, Imcoa Insulation, Litchfield International, Mission Rubber Co., National Diversified Sales, Decolav, Peerless Pottery, Parker Hannifin, Spears Mfg., Napac, Watts Brass & Tubular, Whirlaway/Wasteking, Utility Chemical, Pacific Seats, Louisville Tin & Stone, Seekonk  
 # of outside sales people: 7  
 # of warehouses: 1  
 See ad on this page

**B J Terroni Co. Inc.**  
 Principal Contact: Tim West  
 3190 Tucker Rd,  
 Bensalem, PA 19020-2892  
 Phone: 215/639-3600  
 Fax: 215/639-3710



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## 2008/2009 MANUFACTURERS' REPRESENTATIVES

### MIDDLE ATLANTIC

e-mail: tim.weste@bjterroni.com  
 web site: www.bjterroni.com  
 Territory: E. PA, S. NJ, N. DE  
 Lines: Argo Baseboard, Embassy Industries, ABB Group  
 # of outside sales people: 1  
 # of warehouses: 8  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

*See ad on this page*

**Barbieri & Kline, Inc.**  
 Principal Contact: John Barbieri Jr.  
 Box 588, Glenside, PA 19038

Phone: 215/885-0440; 800/673-7990  
 Fax: 215/885-0446  
 e-mail: info@barbierikline.com  
 web site: www.barbierikline.com  
 Territory: E. PA, NJ, DE  
 Lines: Miro Ind., Prier, Blucher-Josam, Mansfield, Aquarius, Eemax, Haws, Willoughby, MAC Faucets, Josam, Mea Josam, Orion, Symmons, Deco-Shield, McGuire  
 # of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Piping, Valves & Fittings

#### **Ben Thomas Associates Inc.**

Principal Contact:  
 Benjamin W. Thomas  
 21972 Miller Road,  
 Shade Gap, PA 17255  
 Phone: 814/259-3121  
 Fax: 814/253-3594  
 e-mail: bthomas@innernet.net  
 Territory: Central & Eastern PA (excluding Philadelphia)  
 Lines: Coyne Delany Co., Fisher Mfg. Co.\*, AMTEKCO Industries Inc., Marlo Inc., Metcraft Industries Inc.\*, Polydrain\*, Schier Products Co.\*, T-Drill Industries, Thermaco, Zenon Environmental, Wade Drainage Specialties\*, FlexiCraft, Green Boiler Technologies  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Plumbing

**Colbridge Sales, Inc.**  
 Principal Contact: C. Patrick Mooney  
 157 Farm House Drive, Audubon, PA 19403  
 Phone: 610/631-9396 Fax: 610/631-9398  
 e-mail: pat.mooney@comcast.net  
 Territory: E. PA, S. NJ, DE  
 Industry Orientation: Plumbing

**Cope-Wardel-Ammon Assocs., Inc.**  
 Principal Contact: Mark Ammon  
 4009 Market St., Ste. K, Aston, PA 19014  
 Phone: 610/485-2828 Fax: 610/485-7171  
 e-mail: marka@cwaassociates.com  
 Territory: E. PA, S. NJ, DE  
 Lines: American Whirlpool, Toto-USA, Elkay Manufacturing, McGuire Mfg., Watco Manufacturing, Woodford Mfg., Zoeller Co., Topp Ind., Sioux Chief  
 # of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing

**Derbyshire Mack & Morgan, Inc.**  
 Principal Contact: Robert C. Trader Jr.  
 4009-D Market St., Aston, PA 19014  
 Phone: 610/497-2600 Fax: 610/497-2603  
 e-mail: sales@dmminc.com  
 web site: www.dmminc.com  
 Territory: E. PA, S. NJ, DE, MD, DC, New England  
 Lines: Ashcroft, Kunkle Valve, Marsh/Bellofram, McDaniels, Yarway, U.S. Gauge, Noshok, Inc., Wika  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

**Fehr & Howard Sales Inc.**  
 Principal Contact: Eric Fehr  
 662 N. Main, Box 127,  
 Greensburg, PA 15601-0127  
 Phone: 724/838-9394 Fax: 724/832-8211  
 e-mail: fehrandhoward@wvdsi.net  
 web site: www.fehrandhoward.com  
 Territory: W. PA, WV, W. NY  
 Lines: American Metal Products, North American Pipe, Legend Valve, Union Brass, Waterline Technology, Best Air Pro/Autoflo, Plastic Trends, Wayne/Blue Angel Pumps, CFM, Aquatic  
 # of outside sales people: 2  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

**Gray Sales, Inc.**  
 Principal Contact: Ed Cancelosi Jr.  
 201-11 E. Venango St., Philadelphia, PA 19134-6826

### B.J. TERRONI CO., INC.

3190 TUCKER RD.  
 BENSALEM, PA 19020  
 (215) 639-3600  
 FAX (215) 639-3710  
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 EMBASSY  
 FLEXCON CORP.  
 GOVERNALE  
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 LOCHINVAR CORP.  
 MODINE MFG. CORP.  
 SKIDMORE/VENT-RITE

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 ENVIRONMENTAL  
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 TIGERFLOW  
 TWIN CITY HOSE  
 TUNSTALL  
 WILLIAMS

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## 2008/2009 MANUFACTURERS' REPRESENTATIVES

### MIDDLE ATLANTIC

Phone: 215/739-3355; 800/448-3030  
 Fax: 215/739-4592  
 e-mail: ed@graysalesinc.com  
 web site: www.graysalesinc.com  
 Territory: PA, NJ, DE, MD, Washington D.C., VA  
 Lines: Basco, Bootz Plumbing Fixtures, Elcoma Metal Fabricating Ltd., California Faucet, Cler'et Inc., S.O.S. Products Co., Inc., Le Bijou, Fairmont Designs, Rachiele Kitchen & Bath Products, Siro Designs, Swan/Swanstone Corp.  
 # of outside sales people: 4  
 # of warehouses: 2  
 Industry Orientation: Plumbing

#### Grothaus Sales Inc.

Principal Contact: W. John Grothaus III  
 Box 555, Wayne, PA 19087  
 Phone: 610/293-9221 Fax: 610/293-9252  
 e-mail: grothaus@covad.net  
 web site: www.grothausales.com  
 Territory: E. PA, NJ, DE, NY  
 Lines: Ginger, Brasscraft Mfg. Co., Brasstech, Newport Brass, Cresline Plastic Pipe Co., Flint & Walling, Jones Stephens, Keeney Mfg. Co., Simmons Mfg. Co., Red White Valve, Advance Products & Systems, Plumbtrim, Comfort Seats, Fernco, Raydon Enterprises  
 # of outside sales people: 3  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

#### Harry Eklof & Associates, Inc.

1272 North Church St.,  
 Moorestown, NJ 08057  
 Phone: 856/439-9801; 888/279-9801  
 Fax: 856/439-9799  
 e-mail: njinfo@harryeklof.com  
 web site: www.harryeklof.com  
 Territory: Eastern PA, NJ  
 # of outside sales people: 21  
 # of warehouses: 3  
 Industry Orientation: Plumbing  
**See ad on page 38**

#### Harworth Sales Assoc., Inc.

Principal Contact: Don Harworth  
 15 Public Square, Ste. 401,  
 Wilkes Barre, PA 18701  
 Phone: 570/825-7400  
 Fax: 570/825-7444  
 e-mail: hsaco@harworthsales.com  
 web site: www.harworthsales.com  
 Territory: E. PA, NJ, DE  
 Lines: Mountain Decorative Products, Briggs Plumbing, C & S Mfg. Corp., Stonehouse Building Products, Beneke Seats, Lasco Bathware, Matco-Norca, Oatey SCS, Price Pfister, JM Eagle Plastic, Teka-S.S. Sinks, Stonehouse Building Products  
 # of outside sales people: 5  
 Industry Orientation: Plumbing, Piping, Valves & Fittings  
**See ad on this page**

#### J. Curtiss & Associates, Inc.

Principal Contact: Jerry Curtiss  
 402 Parkwayview Dr., Pittsburgh, PA 15205  
 Phone: 412/788-1550 Fax: 412/788-1555  
 e-mail: jcareps@verizon.net

web site: www.jcurtissandassociates.com/manufacturers.htm  
 Territory: Western PA, WV  
 Lines: Clarion Fiberglass, Ado-Intersan Mfg., Zurn Ind. Aquaspec Div., Stern Williams, Zurn Industries, Wilkins Regulator Div., T-Drill, Zurn Ind. Aquafush Div., Zurn Industries, Aquasense Div., Custom Care Water, Zurn Industries, Flo-Thru Div., Zurn Industries, Hydromechanics Div., Zurn Industries, Temp-Gard Div., Encon Safety Products, Zurn Commercial Fixtures  
 # of outside sales people: 2  
 # of warehouses: 1  
 Industry Orientation: Piping, Valves & Fittings

#### JA Deken Sales

Principal Contact: Jeff Deken  
 2434 Wedgewood Dr.,  
 Wexford, PA 15090-7716  
 Phone: 724/9330233 Fax: 724/9330231  
 e-mail: jdeken@comcast.net  
 Territory: W. PA, W. VA, N. OH  
 Lines: Acudor, Anaco, Husky, Milwaukee Valve, Modern Hanger, Titan FCI, Tyler Pipe  
 # of outside sales people: 1  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

#### James Martin Co., Inc.

Principal Contact: Lee Martin  
 1400 Adams Road, Unit E,  
 Bensalem, PA 19020  
 Phone: 215/639-6747  
 Fax: 215/639-6782  
 e-mail: lee@james-martin.com  
 web site: www.james-martin.com  
 Territory: Eastern PA, NJ, DE  
 Lines: A.B.T. Inc. Polydrain, Custom Care Water, Coyne & Delany, Hammond Valve, Stern Williams, Husky Heavy-Duty, Metcraft, T-Drill, Wade, Tyler Cast Iron Soil Pipe & Fittings, Milwaukee Valve, Speakman Co.  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### John Stack Sales Co.

Principal Contact: Gary J. Stack  
 575 Wyoming Ave., Ste. A,  
 Wyoming, PA 18644  
 Phone: 570/693-3050; 888/466-4328  
 Fax: 570/693-2294  
 e-mail: gjs@stacksales.com  
 web site: www.stacksales.com  
 Territory: PA, NJ, DE, MD, Southern NY  
 Lines: Automag Zone Valve, Allanson Ignition Transformers, Beacon/Morris Unit Heaters, Boston Valve, Clarion Bathware, Enerco-Mr. Heater, Eastern Tanks, Williamson/Thermoflo Boilers & Furnaces, American Water Heaters, Everflow Supplies, Lukens Metals, Innovex Technologies, Turbonics, Mestek Hydronic Baseboard, >



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Fax: 570-825-7444

hsaco@harworthsales.com

Harworth Sales Associates, Inc.

Manufacturer's Representative



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Circle 35 on Reader Reply Card

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MIDDLE ATLANTIC

Maid-O-Mist, Mill Rose, OEM, Thermo Flow/Everhot, Thermo Dynamics Boiler Co., Triangle Tube, Westwood Products, Furnaces & Split System A.C. Ductless Units

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

See ad on this page

Keystone/Mountaineer Sales Co.

Principal Contact: Dennis Filippelli  
1491 E. Maiden St., Ste. 1,

Washington, PA 15301  
Phone: 724/228-5770 Fax: 724/228-0293  
e-mail: kmsco@verizon.net  
Territory: W. PA, WV, 2 Counties in W. MD  
Lines: Alsons Hand Showers, American Plumber Filters, Beck Mfg. Co., Bemis Seats, Church Seat Co., American Pride, Jones Stephens Corp., Zenith Products, Charter Plastics, Mansfield Plumbing Products, Merrill Mfg. Co., Strasser Wooden Works, Century Shower Doors, Prier Products, Bow DWV Ftgs  
# of outside sales people: 4

Kivlan Group, Inc.

Principal Contact: Brad Kivlan  
P.O. Box 740, Carlisle, PA 17013  
Phone: 717/249-6019  
Fax: 717/960-1528  
e-mail: info@kivlangroup.com  
web site: www.kivlangroup.com  
Territory: OH, WV, VA, MD, DC, DE, NJ, PA, New York City  
Lines: Alnor, Diversitech, Dynatemp International, Ford Wire, Harris Products Group, Refrigeration Research, Shurtape, Applied

### M & H Sales, Inc.

Hornberger & Martin

**Bruce A. Hornberger**

127 S. Fifth Street • Suite 140 Phone 215.536.6944  
Quakertown, PA 18951 Fax: 215.536.6976  
www.mandhsalesinc.com bruceh@mandhsalesinc.com



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Fax: (800) 220-7081  
Web: www.LMPREPS.com  
EMail: LMPREPS@verizon.net

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Delaware  
Maryland  
Washington D.C.  
Virginia

### ProLine Sales, Inc.

Manufacturers' Representatives

128 Greenwood Ave., Wyncote, PA 19095  
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Greg McLaren, Tom Rocks, Don Stark and Rashawn Johnson

E-mail: gmclaren@prolinesalesinc.com  
Web site: www.prolinesalesinc.com

Scientific Materials, Ritchie Engineering, RGF Environmental  
# of outside sales people: 7  
# of warehouses: 1  
Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### L & R Associates, Inc.

Principal Contact: James L. Eyrich  
2262 N. Penn Rd., Hatfield, PA 19440  
Phone: 267/308-0500; 800/523-6810  
Fax: 267/308-0505  
e-mail: office@landrassocinc.com  
web site: www.landrassocinc.com  
Territory: PA, DE, NJ, WV  
Lines: Sioux Chief, Jomar International, North Win, LTD, Peerless Heater Co.\*, PVI Industries, Inc., Eco Flex, Moen Inc., Commercial Div., E-Z Oil Products Inc., Titeflex Corp. Gastite, Tjernlund Products Inc., Uponor, Laars Heating Systems, Lawler Mfg. Co. Inc., TVI Thermoplastic Valves Inc., Webstone Co. Inc., Northwestern Ohio Foam Products, Isimet LLC, Riverside Hydronics, Microtherm  
# of outside sales people: 11  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### L T Copper

1327 Long Run Rd., Friedensburg, PA 17933  
Phone: 570/739-4422 Fax: 570/739-4424  
Territory: US  
Lines: Copper Fittings  
# of warehouses: 3  
Industry Orientation: Plumbing, Piping, Valves & Fittings

### Latchaw, Montgomery & Peck, Inc.

Principal Contact: Bob Montgomery  
P.O. Box 477, Malvern, PA 19355  
Phone: 800/220-2126  
Fax: 800/220-7081  
e-mail: lmpreps@verizon.net  
web site: www.lmpreps.com  
Territory: PA, NJ, DE, MD, VA, DC  
Lines: Hydromatic Pump Co., Camco Manufacturing, Campbell Mfg., ARROW Adhesives Co., SJE-Rhombus, Hartell, Div. Milton Roy, Ideal, Jackel, Black Swan,

Pipeconx/Uniseal, Snyder Industries, Trenton Pipe Nipple Co., Turbo Torch, Polylok, Silver Line Plastics

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing  
See ad on this page

### LT Connections

Principal Contact: Jon Bard  
P.O. Box 189, Friedensburg, PA 17933  
Phone: 800/325-8999; 800/325-8999  
Fax: 570/739-4424  
e-mail: info@dafehr.com  
web site: www.dafehr.com  
Territory: PA, DE, MD, NJ, NY, VA, WV, NC, SC  
Lines: Canplas Inc., Flying W, Garvin, Carson Industries, Normandy Products, Plastinetics, Genova, Geo. Fischer Sloane, L-T Copper, Valtera Valves, Hayward, Moss Bay, Vortens, Multi Fittings, LT Copper Tubing  
# of outside sales people: 12  
# of warehouses: 3  
Industry Orientation: Plumbing, Piping, Valves & Fittings

### M & H Sales Inc.

Principal Contact: Bruce Hornberger  
127 South 5th St., Ste. 140, Quakertown, PA 18951-1680  
Phone: 215/536-6944  
Fax: 215/536-6976  
e-mail: bruceh@mandhsalesinc.com  
Territory: PA, NJ, DE  
# of outside sales people: 4  
Industry Orientation: Plumbing  
See ad on this page

### Martin & Smith, Inc.

Principal Contact: James P. Hughes  
11 Vincent Cir., Warminster, PA 18974-1529  
Phone: 215/956-9100; 800/833-0545  
Fax: 215/956-9765  
e-mail: jhughes@msrep.com  
web site: www.msrep.com  
Territory: E. PA, S. NJ, DE  
Lines: Acorn Engineering, Charlotte Pipe & Foundry, Chronomite Laboratories, Potter-Roemer, Jay R. Smith Mfg., Whitehall Mfg. Inc., Elmdor Access Doors, Just Mfg. Co., Acorn Aqua, Macon Plastics Inc., ProSet Systems, Murdock Inc., American Standard, Crane, Eljer, Porcher, JADO, Fiat  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings  
See ad on this page

### Output Sales Corp.

Principal Contact: Richard G. Hildebrand  
119 Hunt Valley Road, New Kensington, PA 15068  
Phone: 724/334-5600  
Fax: 724/334-9599  
e-mail: e-mail@outputsales.com  
web site: www.outputsales.com  
Territory: OH, W. PA, WV, KY, IN  
Lines: Bow Industrial Corp., Cash Acme, Cambridge Lee, Haviland Drainage Products, Heritage Plastics, LA-CO Industries, Lee Brass, Endot Ind., PHD Mfg., Atlanta Special Products, Arrowhead Brass, Ward Mfg., Campbell Manufacturing, Front Line Manufacturing, Liberty Pumps, Laurel Mountain, Rheem/RUUD, Western Pottery, Wisconsin Nipple  
# of outside sales people: 8  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings  
See ad on this page 60

### P. H. Zurn Co.

Principal Contact: Peter H. Zurn  
2101 Peninsula Dr., Erie, PA 16506  
Phone: 814/838-4101 Fax: 814/838-4202  
e-mail: phzurnco@roadrunner.com  
Territory: N.W. PA



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Fax: (866) 634-7737

Email: gjs@stacksales.com

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Manufacturers Representatives

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Ivylnd, PA 18974

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Fax: (215) 956-9765

(800) 833-0545

www.MSRep.com

JHughes@MSRep.com

**James P. Hughes**

## 2008/2009 MANUFACTURERS' REPRESENTATIVES

### MIDDLE ATLANTIC

Lines: Zurn Drains, Flush Valves, Faucets, Shower Valves, Trench Drain System, Chemical Drainage, PEX, Fixtures, Wilkins, Astracast

# of outside sales people: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### **ProLine Sales, Inc.**

Principal Contact: Greg McLaren  
128 Greenwood Avenue,  
Wyncote, PA 19095

Phone: 215/517-7543

Fax: 215/517-7546

e-mail: gmclaren@prolinesalesinc.com  
web site:

www.prolinesalesinc.com

Territory: E. PA, S. NJ, DE

Lines: Federal Process Corp., Seminole Tubular Products, Bemis Mfg., Greenfield Mfg., Springhouse, Ronbow Corp., Aquatic Industries, Legend Valve, InSinkErator, Alsons Corporation, Cello Products Inc., Transolid Inc., RectorSeal, MWI, Watermark

# of outside sales people: 3

See ad on facing page

#### **Quality Equipment Sales, Inc.**

Principal Contact: Roger L. Prevost  
103 Commerce Ct., Pottstown, PA 19464  
Phone: 610/495-9800 Fax: 610/495-9808  
web site: www.qesales.net

Territory: PA, S. NJ, DE

Lines: MIDCO Intl., Camus Hydronics, Peerless Heater Co., Bock Water Heaters Tanks & Indirects, Roth Oil Tanks & Radiant Systems, Rinnai Tankless Water Heaters, Mitco Mfg., Boyertown Furnace, Riello Corp. of America, Superior Radiant Products, Tekmar Control Systems, Caleffi, Grundfos USA, Alberta Custom Tee

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### **Rep-Line Sales**

Principal Contact: Bill Cochrane  
698 E. Smithfield St., Greenock, PA 15047  
Phone: 412/751-2700 Fax: 412/751-9091  
e-mail: repline@verizon.net

Territory: W. PA, WV, OH

Lines: Group Thermo Inc., Heatlink, TVM-rFoil, Retroaire, Slant/Fin Corp.

# of outside sales people: 2

# of warehouses: 1

#### **Rich-Tomkins Co., Inc.**

Principal Contact:  
Stew Chaffee/Ken Holloway  
235 Bridgewater Rd., Aston, PA 19014  
Phone: 610/859-3552; 800/296-7424  
Fax: 610/859-3554

e-mail: stew@richtomkins.com

web site: www.richtomkins.com

Territory: E. PA, S. NJ, DE, MD, VA

Lines: Vitra, Bradford-White Corp., Delta Faucet Co., Lux Products, Jacuzzi, Liberty Hardware, Whirlpool Corp., Zoli

# of outside sales people: 12

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### **ROI Marketing**

Principal Contact: Stephen M. Kidwell  
Unit 1B, 622 Mary St., Warminster, PA 18974  
Phone: 215/441-5590 800/441-8188  
Fax: 215/885-1054

e-mail:

info@roimkt.com/skidwell@roimkt.com

web site: Under Construction

Territory: E. PA, S. NJ, DE, MD, DC, N. VA

Lines: Apollo Hydro Heat, Danfoss Building & Comfort Controls, Powers, a Watts Industries Company, Laing Thermotech Inc., rFoil Insulation, Runtal, Slant/Fin, State Water Heaters, Astracast, Zurn PEX, Aquadis, Oceana, Encore, Maax/Pearl/Aker

# of outside sales people: 8

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves

& Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### **Schmitt & Associates Inc.**

Principal Contact: Clinton Schmitt  
580 Plummer School Road, Box 326, West Newton, PA 15089-0326

Phone: 724/872-5007 Fax: 724/872-0112

e-mail: wschmitt@helicon.net

Territory: E. KY, WV, W. PA, Bordering Counties of OH & W. MD Panhandle, S. Tier NY

Lines: Aitken Products, Sprayway, Clovernook Fan Co., King Electrical Mfg. Co., Flo Aire, Excel Dryer Corp., Therm Coil, Triangle Engineering Co., Glenn Electric, HRS (Heat Recovery Systems), Summer Aire

# of outside sales people: 4

# of warehouses: 4

Industry Orientation: Plumbing, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### **Studnicky Associates**

Principal Contact: Ed Weed  
302 Stanford Dr.,

Chester Springs, PA 19425-9526

Phone: 610/458-7999 Fax: 610/458-9197

e-mail: studnickyreps@aol.com

Territory: E. PA, S. NJ, DE, MD, DC, VA

Lines: SFA Saniflo, Fluidmaster, Hamat, Noritz, Uniweld Products, RJS Ind., Youngstown Glove

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

#### **Thermoflo Equip Co. Inc.**

3233 Babcock Blvd.,  
Pittsburgh, PA 15237

Phone: 412/366-2012; 888/843-7661

Fax: 412/367-0842

e-mail: blarkin@thermoflo.com

web site: www.thermoflo.com

Territory: Certain Counties in the following states: PA, OH, WV

Lines: A.O. Smith, Bell & Gossett Co., Domestic Pump, Hoffman Steam Specialties, McDonnell-Miller Co., Rovanco, Mueller, Oasis Water Coolers, TOTO Plumb-Fix, Miljaco Guages & Thermometers, Rehau, Burnham Boilers

# of outside sales people: 9

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating

#### **Triumph Sales, Inc.**

Principal Contact: Rich Bruno  
51 Bridge St., Pittsburgh, PA 15223  
Phone: 412/781-0950 Fax: 412/781-1890  
e-mail: triumphsales@comcast.net

Territory: W. PA, W. VA, OH

Lines: Amerec, Beneke, Crane Plumbing, Franke Consumer Products, Fiat Products, Jay R. Smith Mfg., Hamilton Fiberglass, Liberty Pumps, Leonard, Normac, Rectorseal, Showerite, Precision Plumbing Prod., Price Pfister, Willoughby, Whirlaway, Clamp All

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing

#### **Vernon Bitzer Associates, Inc.**

Principal Contact: Steve Krumm  
980 Thomas Dr., Warminster, PA 18974  
Phone: 215/443-7500 Fax: 215/443-7573  
e-mail: skrumm@vernonbitzer.com

web site: www.vernonbitzer.com

Territory: E. PA, S. NJ, DE

Lines: Hot-Box, Gorton, Watts, Ames, Watts Regulator, Crown Boiler, Chatham Brass, Myson, Eljer, Houzer, Seatech, Chicago Faucet, Geberit, Waterpex

# of outside sales people: 4

# of warehouses: 3

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### **W I Associates Inc.**

Principal Contact: Daniel Wilkins  
469 Sheep Hill Rd,

Jacuzzi is  
innovation.

Since 1948 Jacuzzi has been synonymous with innovation. It's an active pursuit; fluid, like water, always seeking new forms. Case in point: the four innovative designs featured here, part of the larger collection awaiting at [natureofjacuzzi.com/tw](http://natureofjacuzzi.com/tw).

#### ELARA II

Out of Europe comes the design innovation behind Elara II, a new drop-in luxury bath with room for two. It's as simple as a shapely rectangle, and as powerful as a force of nature, with precision jets that target stress in all the right places.

#### RISTORRE METALLO

A refreshing idea: combine the luxury of a deluxe shower panel – adjustable body sprays, gentle rain showerhead, and more – with a hassle-free installation requiring no added plumbing. That's the beauty of Ristorre Metallo from Jacuzzi.

#### OMEGA SHOWER SYSTEM

This stunning new arrival on the shower scene, slated for January 2009, transforms the home spa category with its airy feel, sensual teak seat, and myriad water features – jets, steam, rainshower, waterfall, hand-held – all designed to inspire new dreams.

#### ERA DOUBLE-ENDED WOODEN FRAME

Striking and modern. Sculptural and strong. Raised to new heights on a bold wooden frame that echoes in wood the tub's double-ended curves. Look for this new era of our popular ERA series to transform a room and elevate the bathing experience.

Circle 36 on Reader Reply Card





# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## EAST NORTH CENTRAL

### ILLINOIS

#### A To Z Sales Inc.

2460 Wisconsin Ave.,  
Downers Grove, IL 60515-4019  
Phone: 630/824-4700 Fax: 630/824-4800  
e-mail: jgraham@atozsales.net

#### Added Sales Co.

Principal Contact: Jim Tracey  
795 Mittel Dr., Wood Dale, IL 60191  
Phone: 630/694-1300 Fax: 630/694-9147  
e-mail: info@addedsales.com  
web site: www.addedsales.com  
Territory: IL, IN, WI, N. MI  
Lines: Blue Angel Pumps, Canfield Solder,  
Easy Heat, FluidMaster, Grohe Faucets,  
Imcoa Pipe Insulation, InSinkErator,  
Jacuzzi, Oliveri Stainless Sinks, State

Industries, Swan Corp.  
# of outside sales people: 18  
# of warehouses: 1  
Industry Orientation: Plumbing

#### Bornquist, Inc.

Principal Contact: Mike Hultgren  
7050 N. Lehigh Ave.,  
Chicago, IL 60646  
Phone: 773/774-2800  
Fax: 773/763-6534  
e-mail: bornquist@bornquist.com  
web site: www.bornquist.com  
Territory: N. IL, Upper IN, E. IA  
Lines: Patterson-Kelley, Pep Filters,  
Barnes Pumps, Cemline, Danfoss  
Motion Controls, Cla-Val Co.,  
Danfoss Heating Controls,

Viessmann Boilers, Holby Valves,  
ITT - Bell & Gossett, ITT -  
Domestic, ITT - Hoffman Specialty,  
Weiss Instruments, Watts Radiant,  
Reco Industries, Schott Scientific  
Glass, Pure Humidifier Co., Tekmar,  
Vertiflo, Highland Tank, Stiebel-  
Eltron Inc., Waiwela

# of outside sales people: 19

# of warehouses: 2

Industry Orientation: Plumbing,  
Hydronic Heating

**See ad on this page**

#### Cross & Assoc., Inc.

Principal Contact: Jack Cross  
278 Foxtail Ln, Yorkville, IL 60560-9184  
Phone: 630-659-4427 Fax: 630-551-2486  
e-mail: jcross19@comcast.net  
Territory: Northern IL & NW IN  
# of outside sales people: 1  
Industry Orientation: Piping, Valves &  
Fittings, Hydronic Heating

#### Duiven-McGuire

Principal Contact: IG McGuire  
150 Fairbank St., Addison, IL 60101-3120  
Phone: 630/543-3540 Fax: 630/543-3556  
e-mail: duimcg@aol.com  
Territory: WI, IL, N. IN  
Lines: ITP, Matco-Norca, PHD Mfg. Inc.,  
Elkhart Products, IG McGuire, Fry  
Technology, Freedom Plastics,  
Reed Tool, Cimberio

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Piping, Valves &  
Fittings, Hydronic Heating

#### Fluid/Air Products

Principal Contact: Scott Sidney  
7535 Plaza Court, Willowbrook, IL 60527  
Phone: 708/789-2125 Fax: 708/789-0367  
e-mail: fluid-air@fluid-air.com  
Territory: N. IL, N.W. IN  
Lines: Ace Buehler Inc., Ajax Boilers,  
Ameridex Inc., Engineered Flexible  
Products, Conbraco Back Flow  
Preventers, Tigerflow Packaged Pumping  
Systems, Sterlco, Sterling Radiator,  
Skidmore Vacuum Pumps, Mitsubishi  
Variable Speed Drives, Taco Inc., Watson-  
McDaniel, Weinman Pumps, Weksler  
Instruments, Graham Plate Heat  
Exchangers

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic  
Heating

#### Friedman & Dorrans Sales, Inc.

Principal Contact: Jim Dorrans  
P.O. Box 540, Glenview, IL 60025  
Phone: 847/459-8412 Fax: 847/459-8437  
e-mail: fandorrans@sbcglobal.net  
Territory: N. IL, Lake, Porter & LaPorte  
Counties IN  
Lines: Oatey SCS, Bradford-White, Brass  
Craft, Church Seats, Cresline, Mayco, E. L.  
Mustee & Sons, Cambridge-Lee, Wm.  
Harvey Co.

# of outside sales people: 5

Industry Orientation: Plumbing, Piping, Valves  
& Fittings

#### G. Miller Co.

901 River Lane, Loves Park, IL 61111

Phone: 815/964-5692 Fax: 815/964-5770  
e-mail: office@gmillercompany.com  
web site: www.gmillercompany.com  
Territory: IN, IL, WI, MN, ND, SD  
Lines: Newl, Bramec, Amtrol, Ultravation,  
Beckett, Braeburn, Glasfloss, Webster  
Electric, Westwood Products, J & B,  
Packard, Fluke, Johnson Controls, Parker,  
Turbo Torch  
# of outside sales people: 6  
# of warehouses: 1

#### Gunn & Pegelow Inc.

Principal Contact: Kevin McLaughlin  
28045 N Ashley Cir. Suite 107,  
Libertyville, IL 60048-9658  
Phone: 847/573-7030  
Fax: 847/573-1824

web site: www.gandp.com

Territory: S. WI, IL, N. IN, E. MO

Lines: Reznor Manufacturing,  
National Comfort Products, Titan  
Air, Mars Air Doors, Magic Air,  
Sanyo ECO-i

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal

#### H.O.K. Sales, Inc.

Principal Contact: Joe Murphy  
301 Carlton Dr., Carol Stream, IL 60188  
Phone: 630/665-0220; 800/323-4498  
Fax: 888/246-5725

e-mail: jmurphy@hoksales.com

web site: www.hoksales.com

Territory: IL, Lake & Porter Counties of IN

Lines: Amtrol Inc., Campbell Mfg., Wilo,  
Legend Valve & Fitting Inc., Omega Flex,  
Myson Inc., Wagner Pump, Honeywell  
Water Solutions, Slant/Fin, Rinnai,  
HydroClean, Rhomar Water Mgmt.

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

#### Hart, Travers & Associates, Inc.

Principal Contact: Thomas R. Hart  
325 Eisenhower Lane North,  
Lombard, IL 60148  
Phone: 630/261-1166; 800/535-8525  
Fax: 630/261-1818

web site: www.harttraversassoc.com

Territory: IL, WI, E. IA, N.W. IN

Lines: American Saw/Lenox, Fernco, Blanco,  
Mansfield Plumbing Products, Zoeller  
Pump Co., Oasis/Sunroc, Prier, Ideal

# of outside sales people: 7

Industry Orientation: Plumbing

#### Inland Sales Group

Principal Contact: Brian J. Yelton  
8925 N. Prairie Pointe, Peoria, IL 61615  
Phone: 309/693-7950 Fax: 309/693-7955  
e-mail: brian@inlandsalesgroup.com  
web site: www.inlandsalesgroup.com  
Territory: Central IL, Southern IL, Eastern  
IA, Chicago Metro, Northern IL

Lines: American Water Heater Co., Truebro,  
Elkay, Sinks, Coolers, Praxis Group,  
Willoughby Industries, Rockford  
Separators, Chicago Faucets, Woodford,  
Leonard Valve, General Wire, Jones  
Stephens, Tracpipe

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing

#### Inland Sales Group, Inc.

Principal Contact: Brian J. Yelton  
7650 Plaza Court, Willowbrook, IL 60527  
Phone: 630/850-7750 Fax: 630/850-7775  
e-mail: brian@inlandsalesgroup.com  
web site: www.inlandsalesgroup.com  
Territory: Northern IL, Chicago

Lines: Chicago Faucet, Leonard Valve,  
General Wire, Jones Stephens, Praxis  
Group, American Water Heater, Comfort  
Seats, Willoughby Ind.

# of outside sales people: 5

# of warehouses: 1

#### J & M Sales

Principal Contact: Randy Hubert  
129 W. 61st Street, Westmont, IL 60559  
Phone: 630/789-8836; 877/435-7189  
Fax: 630/789-8854

e-mail: jmsales@jmsales.net

web site: www.jmsales.net

Territory: N. IL, N.W. IN

Lines: Cash Acme, Cash Valve Tyco,  
Noble Co., J.W. Harris, American Plumber,  
Precision Plumbing Products, Red-White  
Valve, Centoco

# of outside sales people: 3

## MIDDLE ATLANTIC

Newmanstown, PA 17073-8939  
Phone: 717/949-3809 Fax: 717/949-2794  
e-mail: wiassoc2@verizon.net  
Territory: Mid Atlantic

Lines: Amana, Cim-Tek, Blue Angel, Dust  
Free, Diamond Tub & Showers, Pace Air,  
SMD Research, Suncraft Industries, RCD  
Corp., Wood Ventures, Heat Link, G & G  
Sales

# of outside sales people: 3

Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating, Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal

#### W.I. Negel Co., Inc.

Principal Contact: Thomas Negle  
1034-A Executive Dr., Gibsonia, PA 15044  
Phone: 724/444-1144 Fax: 724/444-1129  
e-mail: tom@winegle.com  
web site: www.winegle.com

Territory: Western & Central PA, WV  
Lines: Atco Flex, Cello Products, Charlotte  
Pipe, Chicago Faucet, Cimberio Valve,  
General Filters, Holdrite, McGuire  
Manufacturing, Mifab, Mission Rubber, J.C.  
Whitlam Mfg., Watco Mfg., Woodford Mfg.

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal

#### Wayne R. Peden Associates, Inc.

Principal Contact: Wayne R. Peden  
108 Commons Ct., Chadds Ford, PA 19317

Phone: 610/459-4802 Fax: 610/459-8750  
e-mail: sales.wrp@comcast.net  
web site: www.wrpassociates.com  
Territory: E. Shore MD, DE, S. NJ,  
Philadelphia, E. PA

Lines: Olsonite Corp., Danze, Gerber  
Plumbing Fixtures Inc.

# of outside sales people: 3

Industry Orientation: Plumbing

#### Whitney Company

Principal Contact: David Whitney  
5732 Woodville Road Unit C,  
Northwood, OH 43619  
Phone: 419/836-2300; 800/541-8004  
Fax: 800/326-5531

e-mail: whitneyco@amplex.net

Territory: MI, OH, IN, W. PA, W. VA

Lines: Chicago Wilcox, Dundas-  
Jafine, Ashland Trap Dist. Co.,  
Crosstech Torch, Holyoke Fittings,  
Iodon Inc., Whitney Flange Packs &  
Accessories, Dundee Mfg. Co.,  
Billco Mfg., Stevens Pump Co.

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal





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CHICAGO, IL 60646  
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FAX: 773/763-6534**

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Chicago and  
East Moline, Illinois**

Website: [www.bornquist.com](http://www.bornquist.com)

## 2008/2009 MANUFACTURERS' REPRESENTATIVES

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings, Hydronic Heating

**J&J Sales & Marketing**Principal Contact: Jim Geller  
19201 Blackhawk Unit 87, Mokena, IL 60448  
Phone: 815/806-0202 Fax: 815/806-0303  
e-mail: info@jjsls.comweb site: www.jjsls.com  
Territory: IL, IA, WI, IN, MO

Lines: Airpel strainers, Colonial Valve, Primary Steel Pipe, Homestead Valves, Linc Level Switches, Milwaukee Valve, Napac Inc., Beck Mfg., Mueller Steam Specialty, Warren Controls, Lasco

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Piping, Valves &amp; Fittings

**Kast Marketing**Principal Contact: Daniel Bellezzo  
501 Industrial Dr., Bensenville, IL 60106  
Phone: 630/227-0600; 800/323-1643Fax: 630/227-0532  
e-mail: dbellezzo@kastmarketing.comweb site: www.kastmarketing.com  
Territory: N. IN, WI, IL

Lines: Shelf &amp; Spec., Beneke, Benjamin, Bow, LSP Products, Central Brass, Liberty Pumps, Erico, Florestone, Lee Brass, Hammond, Howell, MIFab, Wisconsin Nipple, Ward, WardFlex, Laco

# of outside sales people: 6

# of warehouses: 1

**Linedrive**1111 Tower Rd.,  
Schaumburg, IL 60173-4305  
Phone: 847/882-1198 Fax: 847/882-1450e-mail: lcomstock@linedriveu.com  
web site: www.linedriveu.com

Territory: Midwest &amp; South

# of outside sales people: 21

# of warehouses: 3

**Lyall, Thresher & Associates Inc.**Principal Contact: Mike Thresher  
10929 Franklin Ave., Unit S,  
Franklin Park, IL 60131

Phone: 847/455-6566 Fax: 847/455-0098

e-mail: miket@lyall-thresher.com

Territory: N. IL, NW IN  
Lines: Bosch, Beacon Morris, Caleffi, Burnham Hydronics, Uponor, Ecoflex, Reverber-Ray, Triangle Tube

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating

**Metropolitan Industries, Inc.**Principal Contact:  
John R. Kochan Jr.37 Forestwood Dr.,  
Romeoville, IL 60446Phone: 815/886-9200; 800/323-1665  
Fax: 815/886-6277

web site:

www.metropolitanind.com

Territory: IL, Lake &amp; Porter Counties in IN, WI

Lines: Aurora Pump, Hydromatic Pumps, Sumpro Backup System, Metropolitan Equipment, PumpGuard, Grundfos Pump, Stormpro Pumps/Backup Systems, Sump Boss Backup Pump System, New Yorker Boilers, Myers Pumps, Viessman Boilers, Solar Water Heaters

# of outside sales people: 30

# of warehouses: 2

Industry Orientation: Piping, Valves &amp; Fittings

**Midwest Environmental Products**Principal Contact: Bill Sexton  
6130 Stansbury Lane,  
Lakewood, IL 60014Phone: 815/444-1475  
Fax: 815/444-1476e-mail: bsexton@mepvac.com  
Territory: IL, IN, WI

# of outside sales people: 3

Industry Orientation: Piping, Valves &amp; Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Miller Sales, Inc.**Principal Contact: Harold Miller  
340 S. Lombard Rd., Addison, IL 60101-3024  
Phone: 630/458-8816 Fax: 630/458-9015e-mail: mark@miller-sales.com  
web site: www.miller-sales.com

Territory: N. IL, N.W. IN

Lines: Flush Valves, Just Manufacturing, Commercial Brass, Trench Drain System, Wilkins Regulator, Zurn Industries, Hydromechanics Div., Zurn Corrosive Waste Drainage System, Light Commercial Drainage, Commercial Residential Hydrants, Zurn Pex Piping Systems, MG Coupling, Deco-Shield, Aqua Flex

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing

**Monti & Associates Inc.**Principal Contact: Gregory L. Monti  
Box 866, ArlingtonHeights, IL 60006-0866  
Phone: 847/956-8200; 800/956-8220

Fax: 800/336-8291

e-mail: gmonti@ma-line.com

web site:

www.montiandassociates.com

Territory: IL, WI, MI, IN, KY, MO, KS, NE, IA, ND, SD, MN, CO, OK

Lines: Jason Industrial, Hartell Pump, J.W. Harris Products, MA-Line, Marsh &amp; Marshalltown Gauges, Dynatemp International/Refrigerants, Peerless Coils, Ritchie Engr. Co./Yellow Jacket, Refrigeration Technologies, Prestolite, Refrigeration Research, Anaconda Vibration Elim., Ford Wire, Lau, Quietflex Mfg.

# of outside sales people: 7

# of warehouses: 12

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**New-Tech Marketing, Inc.**Principal Contact: Fred Fahlstrom  
1312 Marquette Dr Ste H,  
Romeoville, IL 60446-1180

Phone: 630/378-4300 Fax: 630/378-0343

e-mail: ntmff@mcleodusa.net

Territory: IL, WI, IN, MO, Upper MI, IA River Counties

Lines: Apollo/Conbraco, Watson McDaniel, Tylok, Hot Box, Cooper Cameron/Techno Check, ABZ Valves

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Piping, Valves &amp; Fittings, Hydronic Heating

**One Source Mfg. Reps.**Principal Contact: Jack Block  
650 W Grand Ave Ste 107,  
Elmhurst, IL 60126-1025

Phone: 630/516-3900

Fax: 630/516-3914

Territory: N. IL, N. IN

Lines: Basco, Bemis, Lasco Bathware, Woodford

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings

**R.K. Ray Sales Inc.**Principal Contact: R. Keith Ray Jr.  
1310 N. Summit Ave., Decatur, IL 62526  
Phone: 217/423-2544 Fax: 217/423-8285

e-mail: rkraysales@insightbb.com

Territory: Central &amp; Southern IL

Lines: Alsons Corp., Bemis Seat Co., Charlotte Pipe &amp; Foundry, Church Seat Co., Liberty Hardware, Delta Faucet Co., Wells Sinkware, Haws Corp., Newport Brass, Olsonite Seats, Howell Metal

# of outside sales people: 2

Industry Orientation: Plumbing

**Repco Associates Inc.**Principal Contact: Brian Mazzocchi, CPMR  
787 Industrial Dr., Elmhurst, IL 60126  
Phone: 630/530-0010 Fax: 630/530-0011

e-mail: brian@repcassociates.com

web site: www.repcassociates.com

Territory: Northern IL, Chicago Metro, Northwest Indiana

Lines: Takagi, Eemax, Halsey Taylor, McGuires Manufacturing, Metcraft, Sloan

# of outside sales people: 5

**EAST NORTH CENTRAL**

# of warehouses: 1

Industry Orientation: Plumbing

**T. Matera & Associates**Principal Contact: Tom Matera  
5509 Belmont Rd., Downers Grove, IL 60515  
Phone: 630/769-0400 Fax: 630/769-0401

e-mail: tomsr@tmatera.com

web site: www.tmater.com

Territory: N. &amp; Central IL, N.W. IN

Lines: AK Industries, Speakman Co., Charter Plastics, King Brothers Industries (KBI), Watco Mfg. Co., Pipelife Jet Stream, Plastic Trends Fittings, Schier Products, Sioux Chief Mfg. Co., Little Giant Pump Co.

# of outside sales people: 4

Industry Orientation: Plumbing

**Thomas J. Higgins Co.**Principal Contact: Tom Higgins Jr.  
1640 Fullerton Ct.,

Glendale Hts., IL 60139-2745

Phone: 630/858-3500 Fax: 630/858-8811

e-mail: thiggins@tjhiggins.com

web site: www.tjhiggins.com

Territory: IL, IN, WI

Lines: Charlotte Pipe &amp; Foundry, IPS Corp, Mission Couplings, Cerro Copper, Specified Fittings

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings

**W.M. Scanlan & Associates**Principal Contact: William Scanlan  
144 Chestnut St., Park Forest, IL 60466

Phone: 708/747-3391 Fax: 708/747-1462

e-mail: scanlanwm@aol.com

Territory: N. IL, N. IN, S. WI

Lines: HBC-Aqua Plumb, Peerless Pottery, Woodmark International, Safe T Bar Co., Home Living Solutions, Teka USA

# of outside sales people: 3

# of warehouses: 1

**W.T. Leonard and Associates**Principal Contact: Trent Albertin  
13 Karen Court, Atlanta, IL 61723

Phone: 309/826-2290 Fax: 217/648-2162

e-mail: trent.albertin@yahoo.com

web site: www.WTLA.com

Territory: IL, MO, KS, IA, NE

Lines: Advance Tabco, Bemis, Brass Craft, Church, Eljer, Grohe, Holby, Imcoa, Lasco Bathware, Casco Fittings, Matco Norca, NDS, Northstar, Olsonite, Parflex, State, Stiebel Eltron, Sanderson Pipe, Turbo Torch, Zurn Pex

# of outside sales people: 12

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings

**Ziel-Carlson, Inc.**

Principal Contact: William Ziel

215 43rd St., Moline, IL 61265

Phone: 309/762-3700 Fax: 309/762-4976

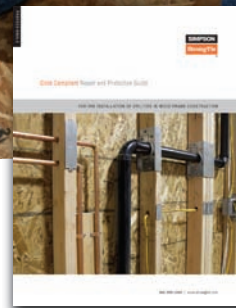
e-mail: zc-inc@qconline.com

Territory: Central IL, Eastern IA

Lines: ABT, Inc./Polydrain, Encon Safety Products, Tyler Pipe, Engineered Brass Co., Lochinvar Corp., Metcraft Securityware, Sloan Valve Co., Tyler

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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## EAST NORTH CENTRAL

Pipe/Wade, Just Manufacturing, Elcoma Barrier Free Products  
# of outside sales people: 2  
# of warehouses: 1  
Industry Orientation: Plumbing, Hydronic Heating

### INDIANA

#### Ashworth-Train & Associates, Inc.

Principal Contact: David Train  
5501 N. Oxford, Indianapolis, IN 46220  
Phone: 317/722-1950 Fax: 317/722-1955  
e-mail: sales@ashworthtrain.com  
web site: www.ashworthtrain.com  
Territory: IN  
Lines: Alsons, American Water Heaters, Brass Craft, RectorSeal, JB Products, Nibco Dura-Pex, Fernco, General Wire Spring, Goss, Toto, Liberty Pump, Prier, Plastic Trends, Maax/Pearl/Aker, Centoco, Stanley/Virax, Plumberex, Premier Water Treatment  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### Diversified Sales Group LLC

Principal Contact: J. Kevin O'Kane CPMR  
Box 2140, Noblesville, IN 46061  
Phone: 317/776-9535; 800/270-8933  
Fax: 317/776-9536  
e-mail: sales@diversifiedsalesgroup.com  
Territory: IN

Lines: Cresline Plastic Pipe, Merrill Manufacturing, Pipe ConX, Oatey - SCS, Seminole, Church Seats, Lubrizol, Service Wire, Mustee, Lavelle, Wellmate, Red-White Valve, Arrowhead Brass, Peerless Pottery, Bootz

# of outside sales people: 4  
Industry Orientation: Plumbing, Piping, Valves & Fittings

#### KWA Marketing

Principal Contact: Kevin White  
5461 N. Kenwood Ave.,  
Indianapolis, IN 46208  
Phone: 317/726-5200 Fax: 317/726-5235  
e-mail: kwwhite@kwmarketing.com  
web site: www.kwmarketing.com  
Territory: IN, KY, OH (Columbus OH - South)  
Lines: Barclay Products, Mr. Steam, IBP Glass Block + Floors, Mr. Steam, Houzer Sinks, Gatco Fine Bathware, Watermark Designs, Franz Viegner Faucets, Precision Plumbing Products, Pro-Sun Products  
# of outside sales people: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration, Sheet Metal

#### P-M & Associates, Inc.

Principal Contact: Steve Hullett  
13095 Parkside Dr., Fishers, IN 46038-8878  
Phone: 317/849-0641; 800/845-4402  
Fax: 317/849-5271  
e-mail: shullett@p-massoc.com  
web site: www.p-massoc.com  
Territory: IN

Lines: Praxis Industries, Charter Plastics, Presealed Systems, Halsey Taylor, Just Mfg., Zurn Industries, Pipelife/Jet Stream, Cooper/B-Line, Symmons Industries, T-Drill Industries, Topp Industries, Turbo Torch, Weiss Instruments, Wilkins Div./Zurn, Zoeller Pump Co.

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### R.A. Kaplan, Inc.

Principal Contact: Mark Kaplan  
10814 Coldwater Road,  
Fort Wayne, IN 46845-2348  
Phone: 260/637-0676 Fax: 260/637-2996  
e-mail: mskap@comcast.net  
web site: www.rakaplaninc.com  
Territory: MI, IN, OH, KY, WI

Lines: EMI, Aspen Coil, Direct Brands, Crown Boilers, PSG Controls, Icor Intl., Midco, Suntec Oil Pumps, Monarch Ind., Beckett, UEI, Hydrolevel, Comfort Pro Systems

# of outside sales people: 4

# of warehouses: 3

#### Seamon Sales Associates Inc.

Principal Contact: Dave Seamon  
P.O. Box 438, New Albany, IN 47151  
Phone: 812/945-6838; 800/328-3721  
Fax: 800/325-3721

e-mail: rep4you@aol.com

Territory: IN, KY

Lines: Beneke, Campbell Mfg., Bosch Heaters, IPEX, Eljer, Lasco Fittings, Lenox, Mill Rose, Blue Angel Pumps, Irwin Tools, Lasco Bathware, IPS Corp.

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

#### Top Marketing, Inc.

Principal Contact: Tom Kientz  
1010 E 86th St. #61-D,  
Indianapolis, IN 46240-1801  
Phone: 317/575-9267 Fax: 317/575-9843  
e-mail: tom@topmktg.com  
web site: www.topmktg.com  
Territory: IN

Lines: Fujitsu Mini Splits, Danze Faucets, Dormont, Febco, Gastite, Gerber, Holdrite, Howell Metal, IPEX, Jackel, Jones Stephens, The Keeney Mfg. Co., Little Giant Pump Co., Multi Fittings, Oil Creek, Olsonite Toilet Seats, Sharon Pipe, Takagi, Smith Cooper International, Tekla, Sharpe Valve

# of outside sales people: 3

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### Trick Inc.

Principal Contact: Kyle Trick  
203 W. Main St., N. Manchester, IN 46962  
Phone: 260/229-1042 Fax: 260/982-8409  
e-mail: ktrick@ctinet.com

Territory: IN, IL

Lines: Diamond Tub & Showers, Mansfield Acrylic Whirlpools(IN)

# of outside sales people: 1

#### Whitney Company

Principal Contact: David Whitney  
5732 Woodville Road Unit C,  
Northwood, OH 43619  
Phone: 419/836-2300; 800/541-8004  
Fax: 800/326-5531

e-mail: whitneyco@amplex.net

Territory: MI, OH, IN, W. PA, W. VA

Lines: Chicago Wilcox, Dundas-Jafine, Ashland Trap Dist. Co., Crosstech Torch, Holyoke Fittings, Iodon Inc., Whitney Flange Packs & Accessories, Dundee Mfg. Co., Billco Mfg., Stevens Pump Co.

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

## MICHIGAN

#### Anscor Inc.

Principal Contact: Anthony Scooros  
4706 Delemere Blvd., Royal Oak, MI 48073  
Phone: 248/318-5001 Fax: 248/549-3380  
e-mail: tonyanscor@sbcglobal.net  
Territory: MI, Toledo OH

Lines: Vision Technology, Turbo Torch

# of outside sales people: 1

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### Balfrey & Johnston, Inc.

Principal Contact: George Johnston  
P.O. Box 37317, Oak Park, MI 48237-0317  
Phone: 313/864-2800 Fax: 313/864-7219  
e-mail: george@balfrey-johnston.com  
web site: www.balfrey-johnston.com  
Territory: Lower MI

Lines: Centoco Seats, Elkay, Florestone Products, Zurn Pex, Wilkins, Zurn Drains & Flush Valves, Metpar Toilet Partitions, Willoughby, Guardian Safety, Navien, T-Drill, Leonard Valve

# of outside sales people: 7

# of warehouses: 1

Industry Orientation: Plumbing

#### Burke Agency Inc.

Principal Contact: Brian W. Burke  
2605-A Oakley Park Road,  
Walled Lake, MI 48390  
Phone: 248/669-2800  
Fax: 248/669-3310

e-mail: bburke@burkeagency.com

web site: www.burkeagency.com

Territory: MI

Lines: Bradford-White, Brass Craft Supplies, Charlotte Pipe & Foundry, Vitra, Delta Faucet Company, Olsonite Toilet Seats, IPS-Studor, Woodford-Watco

Manufacturing, Maax-Aker-Pearl Baths, Oasis & Sunroc Water Coolers, Hansgrohe, Oliveri, Uponor-Wirsbo, Omega Flex (TracPipe)

# of outside sales people: 12

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### Curtis Marketing Corp.

Principal Contact: Scott Smith  
170 E. South St.,  
Hillsdale, MI 49242-1540  
Phone: 517/439-1430; 800/678-1993  
Fax: 517/439-1141

e-mail: ssmith@curtismarketing.com  
Territory: MI, IN, OH, PA, IL, WI, KY, WV, VA, NC, SC, TN, MD, MN, GA

Lines: Copper Tube, Copper Fittings, Steel Pipe, malleable Fittings, Glues & Cements, Pipe Hangers, Pipe Insulation, Pex Pipe, Pex Fittings, Bronze Valves, Brass Fittings, Plbg. Specialties, PVC Pipe, PVC-DWV Fittings, PVC Pressure Fittings, Conduit, Pipe Nipples, Polyethylene Pipe, Continental Fittings

# of outside sales people: 13

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### Dave Watson Associates

Principal Contact: Dave Watson, President  
1325 West Beecher St., Adrian, MI 49221  
Phone: 517/263-8988 Fax: 517/263-2328  
e-mail: dwa@davewatson.biz  
web site: www.davewatson.biz

Territory: MI, South Bend, Elkhart IN

Lines: Fluidmaster, Dormont, Ames, Watts

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### DeBroka & Associates, Inc.

Principal Contact: Dennis DeBroka  
51446 Oro Dr.,  
Shelby Township, MI 48315-2931  
Phone: 586/532-0811 Fax: 586/532-0815  
e-mail: debroka@sbcglobal.net

Territory: MI

Lines: Febco, Hot Box, NDS, Mr. Steam, Toilet Partitions, Red & White Valve, Field Control

# of outside sales people: 2

# of warehouses: 1

#### Diversified Spec. Sales Inc.

Principal Contact: Michael J. Burdette  
13261 Northend Ave.,  
Oak Park, MI 48237-3265  
Phone: 248/398-2400 Fax: 248/547-4905  
web site: www.diversifiedspec.com

Territory: MI, NW OH

Lines: Acorn Engineering, Spirotherm, Clamp-All, Elmdor Access Doors, Bobrick, Sloan Valve Co., Smith/ACO Trench Drains, Jay R. Smith Drainage Products, Town & Country Plastics, Whitehall, Patterson-Kelley Boilers, Just Mfg. Co., Wendland Storage Tanks, T&S Brass, Camus Hydronics, Symmons, Showers & Mixing Valves, Koala Kare Products, MURDOCK, Plumberex, Precision Plumbing Products, Acorn Aqua, Chronomite, Heat Timer Controls, Security Chimney

# of outside sales people: 6

# of warehouses: 2

Industry Orientation: Plumbing, Hydronic Heating

#### Duker-Reilly-McPherson & Associates, Inc.

Principle Contact: Ray McPherson  
9439 Marine City Hwy.  
Ira, MI 48023-1224  
Phone: 586/725-2552 Fax: 586/725-2945  
e-mail: info@duker-reilly.com  
website: www.duker-reilly.com

Territory: MI, N.W. OH

Lines: Aube Technologies, Deflect-O USA & Canada, Tutco Electric Duct Heaters, Friedrich Air Conditioning Co., Islandaire, Marley Engr. Products, Danfoss Elec. Heat Div., Excel Dryer, Mars Air Doors, Adirondack Air

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# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Warm-Air Heating,  
Ducted Air Conditioning, Refrigeration,  
Sheet Metal

**Hegerfeld Sales**

Principal Contact: Chris Hegerfeld  
11877 Sara Ann Dr., Dewitt, MI 48820  
Phone: 517/669-6601 Fax: 517/668-8411  
e-mail: chrizheger@aol.com  
Territory: Lower Peninsula MI, Wood &  
Lucas Counties OH (Toledo)

Lines: Pro Series/Waterboss Water  
Softeners, LT Copper, Opella, Inc., Blue  
Angel/Wayne Pumps, Acryline USA,  
Union Brass, Peerless Pottery, Drip Stop,  
Sagehill Designs, Supergrif

# of outside sales people: 2  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

**Herder Sales, Inc.**

Principal Contact: Ron Herder  
1923 Whites Rd., Kalamazoo, MI 49008  
Phone: 269/342-0090 Fax: 269/385-2999  
e-mail: rherder@herdersales.com

Territory: MI (excluding Upper Peninsula)  
Lines: Baker Manufacturing Co., PHC  
Distribution, Cresline Plastic, Haviland  
Drainage, Whitlam Plumb-Pro, Howell  
Metal Co., Pipeconx, Flomatic Valves

# of outside sales people: 2  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

**HS/Buy Van Assoc., Inc.**

Principal Contact: Alan H. Kieninger  
56 S. Squirrel Rd., Auburn Hills, MI 48326  
Phone: 248/852-7610; 888/472-8982  
Fax: 248/852-6657

e-mail: info@hsbuyvan.com  
web site: www.hsbuyvan.com  
Territory: MI, N.W. OH

Lines: Burnham, Unico, Uponor, General  
Filters, Grundfos, Gustafson, Honeywell  
Water Solutions, Louisville Tin & Stove  
Co., Mestek, New Yorker, Noble Co.,  
Rinnai, Tekmar, Tjernlund, Triangle Tube,  
TVM, Crete Heat LLC, Bacarach, Electro  
Industries Inc.

# of outside sales people: 6  
# of warehouses: 1

**J. W. Sales, Inc.**

Principal Contact: Bill Fedorinich  
1570 E. Highwood, Pontiac, MI 48340  
Phone: 248/745-8590 Fax: 248/745-0889  
e-mail: jwsalesinc@comcast.net  
Territory: MI

Lines: Blanco, J & B, Crane Plumbing,  
Danfoss, Elcoma, Globe, Holdrite  
Hubbard, Slant Fin, Bruco Products,  
Laing, Legend, Rector Seal, Pro Tech,  
Takagi, Everpure

# of outside sales people: 4  
# of warehouses: 1

**Major/Lozuaway & Associates, Inc.**

Principal Contact: Dave Sheehy  
1117 W. Grand Blanc Rd.,  
Grand Blanc, MI 48439-9301  
Phone: 810/234-1635 Fax: 810/234-8389  
e-mail: lozuaway@lozuaway.com  
Territory: MI

Lines: A.O. Smith Water Heaters, Aqua  
Glass, Bemis Seats, Bootz Industries,  
Church Seats, Cash Acme, Cash Valve,  
Cuno, Fernco, Gastite, InSinkErator,  
Jones Stephens, Keeney, Little Giant,  
Mansfield, Plastic Trends, Price Pfister,  
Swirlway, State Industries

# of outside sales people: 8  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

**Meek/Beck & Assocs.**

Principal Contact: Ross Beck  
11875 Belden Ct., Livonia, MI 48150  
Phone: 734/458-2950 Fax: 734/458-2953  
e-mail: meekandbeck@aol.com  
web site: www.meek/beck.com  
Territory: MI

Lines: Bradley, Halsey Taylor, Comtec,  
Bosch, McGuire Mfg., Moen Commercial,  
Truebro/IPS, Aero Sinks, Pinnacle Dryer,  
Froet Industries, Waterless Urinals

# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing

**R. L. Deppmann Co.**

Principal Contact: Joe Smolinski  
20929 Bridge St., Southfield, MI 48034  
Phone: 248/354-3710; 800/589-8115  
Fax: 248/354-3763

e-mail: sales@deppmann.com  
web site: http://www.deppmann.com  
Territory: MI, N. OH  
Lines: AC Tech, Laars, Cemline Corp., Dow

Heat Transfer Fluids, Dri-Steam Humidifier  
Co., Flexicraft Industries, Griswold  
Controls, Highland Tank, Watts Radiant, ITT  
Bell & Gossett, ITT Domestic Pump, ITT  
Hoffman Specialty, ITT McDonnell & Miller,  
Niles Tank Co., Metraflex Co., Peterson  
Equipment, Preso, Vibration Eliminator Co.,  
Viessmann Boilers, Weksler, HBX Controls,  
Rovanco, Tower Tech

# of outside sales people: 20

# of warehouses: 4

Industry Orientation: Hydronic Heating

**Sales Service Plus, Inc.**

Principal Contact: Kirby Meagher  
45606 Mast St., Plymouth, MI 48170-6007  
Phone: 734/454-7620 Fax: 734/454-7632  
e-mail: ssp@salesserviceplus.com  
web site: www.salesserviceplus.com  
Territory: MI

Lines: Alsons, Charter Plastics, PHD  
Manufacturing, Frostex/Raychem, Nibco  
PEX, Topp Industries, Flint & Walling  
Pump Co., Viessman Boilers, Ward  
Manufacturing, Zoeller Pumps, Runtal  
Radiators, Stanley/Virax, CTS Flange,  
IMCOA Insulation

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Warm-Air Heating, Ducted Air  
Conditioning, Refrigeration, Sheet Metal

**Soubly & Associates Inc.**

Principal Contact: Gerry Soubly  
4755 Walnut Lake Road,  
Bloomfield Hills, MI 48301-1328  
Phone: 248/855-2237 Fax: 248/855-2237  
e-mail: gsoubly@aol.com

Territory: MI, N. Ohio Markets  
Lines: Titan Safety Products, Kickstart, Blue  
Angel Pumps, Famco, Hartell Pump Co.,  
J.C. Whitlam Mfg., Parker Hannifin-  
ParFlex-Gas Piping System, Macurco Gas  
Detectors, Noritz Tankless Water Heater

# of outside sales people: 2

Industry Orientation: Plumbing, Hydronic  
Heating, Warm-Air Heating, Ducted Air  
Conditioning, Refrigeration, Sheet Metal

**Taggart-Knight Group**

Principal Contact: Gary Taggart  
32985 Hamilton Ct. #102,  
Farmington Hills, MI 48334-3353  
Phone: 248/553-4388 Fax: 248/553-4653  
e-mail: info@taggartco.com

Territory: Lower MI, Toledo OH  
Lines: Chicago Faucet Co., Eemax, Inc.,  
Intersan Manufacturing, Husky, Aquarius,  
Delany, Orion Fittings Inc., Haws, Tyler-  
Pipe, Stern-Williams, Anaco Couplings,  
Mapa Products, J.D. Gould, Powers, Eljer,  
Isimet, Rockford Separators

# of outside sales people: 4  
Industry Orientation: Plumbing

**EAST NORTH CENTRAL****United PVF, Inc.**

Principal Contact: Jim Moore  
36000 Earl, Wayne, MI 48184  
Phone: 734/722-7171 Fax: 734/722-9222  
e-mail: unitedpvf@comcast.net

Territory: Lower Peninsula MI, Toledo OH, IN  
Lines: Copper Tube, Tundra Pipe Insulation,  
Elkhart Products, Michigan Hanger, Erico,  
Lee Brass, Bow Ind., SOS Products,  
Cimberio Valve, IPEX, Smith-Cooper

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Piping, Valves &  
Fittings, Hydronic Heating

**V.E. Sales Co. Inc.**

Principal Contact: Tom Van Egmond  
25200 Jefferson Ave.,  
St. Clair Shores, MI 48081-2347  
Phone: 586/774-7760 Fax: 586/774-1490  
e-mail: tomv@vesalesinc.com

web site: www.vesalesinc.com  
Territory: MI, Lower Peninsula

Lines: Miro, Tylok, Lasco Fittings, Murray  
Corp., Oil Creek Plastics, ABZ Valves,  
Speakman, Technocheck, Watson  
McDaniel, Apollo Valve, Anvil

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

**Whitney Company**

Principal Contact: David Whitney  
5732 Woodville Road Unit C,  
Northwood, OH 43619

Phone: 419/836-2300; 800/541-8004  
Fax: 800/326-5531

e-mail: whitneyco@amplex.net

Territory: MI, OH, IN, W. PA, W. VA

Lines: Chicago Wilcox, Dundas-  
Jafine, Ashland Trap Dist. Co.,  
Crosstech Torch, Holyoke Fittings,  
Iodon Inc., Whitney Flange Packs &  
Accessories, Dundee Mfg. Co.,  
Billco Mfg., Stevens Pump Co.

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal

**OHIO****Adco Sales Inc.**

Principal Contact: Tony D'Amico  
29333 Clayton Ave., Wickliffe, OH 44092  
Phone: 440/944-7500 Fax: 440/944-7305  
e-mail: adcosales@sbcglobal.net  
web site: www.adcosalesinc.com

Territory: OH

Lines: Acorn Engineering, Brimar  
Industries, Component Hardware Group,  
Elmdor Stoneman, Isimet Utility  
Controllers, Mapa Products, Orion  
Fittings, Potter-Roemer, Proset Systems,  
Sloan Valve, Jay R. Smith, Acorn Aqua,  
Whitehall Manufacturing, Zenon  
Environmental, Acorn Safety

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing

**B.B.N. Sales Inc.**

Principal Contact: H. Patrick Nolan  
Box 141163, Cincinnati, OH 45250-1163  
Phone: 513/681-9999 Fax: 513/681-9250  
e-mail: bbnsales@cinci.rr.com

Territory: Central & S.W. OH, KY, E. TN

Lines: Aqua Bath, Halsey Taylor, Orion,  
Leonard Valve, Sloan Valve, McGuire Mfg.  
Co., Component Hardware Group, Weiss  
Instruments, Willoughby Industries,  
Proset Systems

# of outside sales people: 5

# of warehouses: 2

Industry Orientation: Plumbing

**BIZ Sales**

Principal Contact: Danny Zavelson  
4635 Richmond Road, Ste. 108,  
Warrensville Hts., OH 44128

Phone: 216/595-2888

Fax: 216/595-2899

e-mail: dzavelson@bizpvf.com

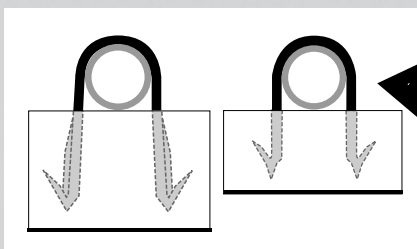
Territory: OH, MI, WV, KY, IN, W. NY,  
W. PA

Lines: Alloy Stainless Products,  
Whitlam, Matco Norca, Keckley  
Strainers & Valves, EZE Flow,  
Lasco Fluid Distribution, Exl Tube,  
Qual Tube, Bristol Metals, Colonial  
Valve, Core Pipe, Erico/Michigan  
Hanger, Napac, Vortens, Welding  
Outlets, Norca Industrial

# of outside sales people: 6

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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## EAST NORTH CENTRAL

Industry Orientation: Piping, Valves & Fittings

*See ad on this page*

### BWA South Co., Inc.

Principal Contact:  
Robert Armbruster CPMR  
4501 Sutphen Court, Hilliard, OH 43026  
Phone: 614/876-2477 Fax: 614/876-0238  
e-mail: boba@bwasouth.com  
web site: www.bwasouth.com  
Territory: OH, KY, W. PA, WV  
Lines: American Water Heaters, Charlotte Pipe & Foundry, Aquarius, Elkay, Elkhart Products, Zurn/Wilkins, Bootz, Leonard Valve, Bobrick, Miro, Little Giant  
# of outside sales people: 12  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings

### Campbell Equipment Co.

Principal Contact: Terry Campbell  
6941 McNernoy, Northwood, OH 43619  
Phone: 419/874-5970 Fax: 419/875-4705  
web site: www.campbellequipment.com  
Territory: OH  
Lines: Zurn, AquaBath, Church, Intersan, Lochinvar, Metcraft, Oasis, Powers  
# of outside sales people: 9  
# of warehouses: 2  
Industry Orientation: Plumbing, Hydronic Heating

### CKA Sales, LLC

Principal Contact: Steve Graves  
Box 30540, Columbus, OH 43232-0540  
Phone: 614/619-6148; 800/252-7253  
Fax: 614/863-4741  
e-mail: steve.graves@ckasales.com  
web site: www.ckasales.com  
Territory: KY, OH, W. PA, WV  
Lines: CMC Howell Metal, Century/Heat Controller, Flexiaire-Atco Rubber Products, Air Products, Sunstar Heating Products Inc., Master-fit Sheet Metal, Metal-Fab, PolyKen Duct Tape, Nashua Tape Products,

Equiguard, TPI, General Aire  
# of outside sales people: 4  
Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### CPI Marketing

Principal Contact: Stan Stewart  
Box 06461, Columbus, OH 43206-0461  
Phone: 614/777-1626; 888/777-1645  
Fax: 614/777-4616  
e-mail: cpimrktg@aol.com  
Territory: OH, KY, WV  
Lines: Ammark Corp., Baxi Boilers, Carlin Combustion Technology Inc., Hydrolevel, Grundfos Pumps Corp., Hydro-Air Systems Inc.  
# of outside sales people: 3  
# of warehouses: 2  
Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

### Curnayn Sales Inc.

Principal Contact: Bob Curnayn  
14210 Foltz Pkwy., Strongsville, OH 44149  
Phone: 440/846-1280 Fax: 440/846-1283  
e-mail: ricknicoloff@curnaynsales.com  
web site: www.curnaynsales.com  
Territory: OH, KY, W. PA, WV  
Lines: Available Upon Request  
# of outside sales people: 7  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Disney-McLane & Associates

Principal Contact:  
Craig Cumberledge  
428 McGregor Ave.,  
Cincinnati, OH 45206-2364  
Phone: 513/861-1682; 800/542-1682  
Fax: 513/487-5337  
e-mail: craig@disney-mclane.com

web site: www.disney-mclane.com

Territory: OH, KY

Lines: Watts Water Technology, Chicago Faucet, Trappipe, Woodford, Watco, Noritz, Oatey SCS, Crane Plumbing, PVI

# of outside sales people: 5  
# of warehouses: 1

Industry Orientation: Plumbing

### Frey & Associates Inc.

Principal Contact: Chip Frey  
9263 Ravenna Road, #A-10, Box 534,  
Twinsburg, OH 44087  
Phone: 330/425-2555 Fax: 330/425-2534  
e-mail: rcfreyco@alltel.net  
Territory: OH  
Lines: Encon Safety Products, Engineered Brass Co., Topp Industries, Just Manufacturing Co., Precision Plumbing Products Inc., RCF Plastics Inc., Zoeller Pump Co., Zoeller Engineered Products, Froet Drains  
# of outside sales people: 3  
# of warehouses: 1

### Great Lakes Sales Co.

Principal Contact: Dave Murman  
350 Westgate Tower, 20525 Center Ridge Road, Cleveland, OH 44116  
Phone: 440/356-9200; 800/233-5223  
Fax: 440/356-2436  
e-mail: sales@glsc.net  
Territory: OH, WV, W. PA, KY  
Lines: Amtrol, Inc., Aquatic Industries, Automag, Boshart Industries, Camco Manufacturing, Central Brass Manufacturing Co., Danfoss, Embassy Industries, Governale, InSinkEerator, Laing Thermotech, LSP Products Group, Rinnai, Santec, Spirotherm, Spring House, STA-Rite, Stibel Eltron, Thrush Co., Wilo  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing, Hydronic Heating

### Kerr Marketing Agency, Inc.

Principal Contact: Michael Mohrhoff  
2947 Nationwide Pky., Brunswick, OH 44212  
Phone: 330/225-1420 Fax: 330/225-1828  
e-mail: kerr-marketing@att.net  
web site: www.kerr-marketing.com  
Territory: OH, W. PA, W. VA  
Lines: American R/D Gate Valves, Aloyco Valves, CCNE Check Valve, Crane Valve, FEBCO Backflow Preventers, Homestead, Milliken Valve Co., Singer Valve, Stockham Valve, US Valve, Dresser Couplings, G & C Enclosures, Hayward, EIM Controls, Centerline, Flowseal, Duo-Chek  
# of outside sales people: 4  
# of warehouses: 2  
Industry Orientation: Piping, Valves & Fittings

### Len Myers & Associates Inc.

Principal Contact: Kevin Myers  
1021 Claycraft Road, Box 30945,  
Gahanna, OH 43230  
Phone: 614/861-6065 Fax: 614/861-6590  
e-mail: kmyers@len-myers.com  
web site: www.len-myers.com  
Territory: OH, N. KY  
Lines: Armstrong Pumps, Beacon-Morris,

Peerless Boilers, Webstone Co. Inc., Caleffi North America, Sterling Radiator/Reed National, Synco Chemical Corp., Tekmar Control Systems, The John Wood Co., Rehau Inc., Pavalion IAQ, Maid-O-Mist, Wessels, O.C.S. Industries, Crete Heat LLC, E. Instruments Group  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing, Hydronic Heating

### Libb Co., Inc.

Principal Contact: Don Dwyer  
7860 N. Central Dr.,  
Lewis Center, OH 43035  
Phone: 740/549-1516; 800/362-9719  
Fax: 740/548-0985  
web site: www.libbco.com  
Territory: OH, W. PA, WV  
Lines: Alsons, Bemis Manufacturing, Delta Faucet Co., Zurn Pex, CMC Howell Metal, Woodford Manufacturing, In-Sink-Eerator, Liberty Hardware, Mansfield Plumbing Products, A.O. Smith, Zoeller Pump Co., Florestone Products, Oliveri Sinks, TurboTorch, Watco Mfg., Amerec, Neoperl, Niche, Warwick Hanger Co.  
# of outside sales people: 11  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating  
*See ad on this page*

### Midwest Spec, LLC (River Valley Office)

Principal Contact:  
Patrick Murphy, CPMR  
P.O. Box 57, Miamitown, OH 45041  
Phone: 513/353-9191; 800/755-7732  
Fax: 513/353-1589  
e-mail: rvsales@mwspec.com  
web site: www.mwspec.com  
Territory: S. OH, KY  
Lines: ACO Smith, Eljer, Guardian Equipment, Hot Box, IPEX, Just, Lawler, Oasis, Olsonite, JR Smith, Stern Williams, T&S Brass, Techno, Truebro, Watson McDaniel  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing  
*See ad on this page*

### Mussun Sales, Inc.

Principal Contact: Geoffrey L. Andres  
3419 Carnegie Ave., Cleveland, OH 44115  
Phone: 216/431-5088; 800/FORHVAC  
Fax: 216/431-9970  
e-mail: cleveland@mussun.com  
web site: www.mussun.com  
Territory: OH  
Lines: Acutherm, Atco, Broan, Colmac Coil, Loren Cook, Captive Aire, Greasemaster, Harvey, Indeeco, Metalbestos, Modine, Nederman, Pate, Purolator Air Filtration, Q-Mark, Spunstrand, Ruskin, Semco, Titus, Vent-Axia, Vibro Acoustics Inc., Vulcain  
# of outside sales people: 21  
# of warehouses: 2  
Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Output Sales Corp.

Principal Contact: Richard G. Hildebrand  
119 Hunt Valley Road,  
New Kensington, PA 15068  
Phone: 724/334-5600  
Fax: 724/334-9599  
e-mail: e-mail@outputsales.com  
web site: www.outputsales.com  
Territory: OH, W. PA, WV, KY, IN  
Lines: Bow Industrial Corp., Cash Acme, Cambridge Lee, Haviland Drainage Products, Heritage Plastics, LA-CO Industries, Lee Brass, Endot Ind., PHD Mfg., Atlanta Special Products, Arrowhead Brass, Ward Mfg., Campbell Manufacturing, Front Line Manufacturing, Liberty Pumps, Laurel Mountain,

**output**  
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Richard G. Hildebrand      Stephen P. Schultz  
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Fax: (216) 595-2899

Cell: (216) 570-6644

E-Mail: dzavelson@bizpvf.com

Pipe Fabrications Pressure Vessels Fabricated Fittings Special Pipe Nipples

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## EAST NORTH CENTRAL

Rheem/RUUD, Western Pottery,  
Wisconsin Nipple

# of outside sales people: 8

# of warehouses: 1

Industry Orientation: Plumbing,  
Piping, Valves & Fittings

See ad on page 60

Promarc Sales, Inc.

Principal Contact: Ray Lisowski  
13718 Enterprise Ave., Cleveland, OH 44135  
Phone: 216/267-8754; 888/584-7468

Fax: 888/584-7469

e-mail: ray@promarcsales.com

web site: www.promarcsales.com

Territory: OH, N. KY, W. PA

Lines: Ideal No Hub Couplings, Haws, Jones  
Stephens Corp., Comfort Seats, Legend  
Valve, Arrow Ind., Charter Plastics Inc.,  
Lawler Manufacturing, General Wire  
Spring Co., Fernco Inc., Takagi, J.C.  
Whitlam Mfg. Co., Lewis Pipe, Always  
Fresh H2O

# of outside sales people: 4

# of warehouses: 3

Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

Rep Source, LLC

Principal Contact: Steve Van Straten  
107 Cypress St. S.W.,  
Reynoldsburg, OH 43068

Phone: 740/927-6880

Fax: 740/927-4545

e-mail:

svanstraten@repsourcellc.com

web site: www.repsourcellc.com

Territory: OH, KY

Lines: A Better Idea, Coral, American  
Plumber, Bermad, Bosch Heaters &  
Tools, Bradley, Chicago Faucet,  
Creative Industries, Eemax, Mifab,  
Just, Marlo, Proceptor,  
Raychem/Tyco, Schott, Aqua Glass,  
Truebro/IPS, Pro-Grit, Waterless  
Urinals, Falcon Stainless

# of outside sales people: 7

# of warehouses: 1

Industry Orientation: Plumbing,  
Piping, Valves & Fittings

Sisto Products LLC

Principal Contact: William J. Sisto  
30406 Maple, Bay Village, OH 44140  
Phone: 216/990-0107 Fax: 440/871-2672

e-mail: sistoproducts@aol.com

Territory: OH, W. PA, MI, KY, TN, IN, WV

Lines: Gibson Stainless, FPPI, Bral, G-Strut,  
Globe Pipe Hanger, ZSI, Noble Co, IDOD,  
All Thread Rod, Shurjoint

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping,  
Valves & Fittings

Story Equipment Sales, Inc.

Principal Contact: Steven Armstrong  
7710 1st Pl., Ste. G,  
Oakwood Village, OH 44146

Phone: 440/786-8883 Fax: 440/786-8885

e-mail: sarmstrong@storyequipment.com

web site: www.storyequipment.com

Territory: N. OH

Lines: Armstrong Pumps, Holby Valve,  
Precision Plumbing Products, Sterling  
Inc., Steam Specialties, Burnham Boilers,  
New Yorker Boilers, Triangle Tube,  
Spirotherm, Wirsbo-Uponor Radiant Floor  
Heating, Honeywell Water Solutions

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Hydronic Heating

Streamkey, Inc.

Principal Contact: Mike Felton  
10515 Reading Road, Cincinnati, OH 45241

Phone: 513/792-1221 Fax: 513/792-1223

e-mail: mike@streamkey.com

web site: www.streamkey.com

Territory: OH, KY, IN

Lines: Chronomite, Acorn Engineering Co.,  
Topp Industries, Zoeller Co., Froet Ind.,  
Zoeller Engineered Products, MURDOCK,  
General Partitions, Acorn Safety, Schier,  
Potter Roemer, Neometro

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Hydronic Heating

TradRep

3801 Wiltshire Road,  
Chagrin Falls, OH 44022

Phone: 440/247-3880 800/326-1828

Fax: 440/247-3882

e-mail: tradrepinc@aol.com

Territory: OH, W. PA, WV, KY

Lines: Atco Rubber Products, Turbonics,  
Inc., Grasslin Controls Corp., Taag  
Machinery Co., Refco Mfg. Co.

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Hydronic Heating

U.S. Consolidated, Inc.

Principal Contact: Todd Salsberry  
836 W. Streetsboro St., Hudson, OH 44236

Phone: 330/655-9220 Fax: 330/655-9222

e-mail: tsalsberry@usconsolidated.com

Territory: OH, WV, W. PA

# of outside sales people: 7

Industry Orientation: Plumbing

Van Dam & Associates

Principal Contact: Dan Van Dam  
1540 Fisher Dr.,  
Hubbard, OH 44425-3303

Phone: 330/759-0017; 888/818-0016

Fax: 330/759-9661

e-mail: davandam@earthlink.net

web site: www.davandam.com  
Territory: OH, MI, IN, KY, WV, PA  
Lines: Advance Tabco, J.C.M., KWH,  
TVI Valves, Bonomi USA

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing,  
Piping, Valves & Fittings  
See ad on this page

White Sales Co.

Principal Contact: George White

7720 Fox Trail Lane,  
Cincinnati, OH 45255-4316

Phone: 513/474-1948 Fax: 513/474-2035

e-mail: george@whitesalesco.com

web site: www.whitesalesco.com

Territory: OH, KY

Lines: Allen Co., Coastline Plastics, Curtis  
Mkt., Glentronics, Marco Products, Mutual  
Tape & Screw, Smith Cooper, Tolloiti Pipe,  
Union Brass, Flying W. Plastics, Goss,  
Merrill, Sharon Piping, Sharpe Valve

# of outside sales people: 3

Industry Orientation: Plumbing, Piping, Valves  
& Fittings

Whitney Company

Principal Contact: David Whitney

5732 Woodville Road Unit C,  
Northwood, OH 43619

Phone: 419/836-2300; 800/541-8004

Fax: 800/326-5531

e-mail: whitneyco@amplex.net

Territory: MI, OH, IN, W. PA, W. VA

Lines: Chicago Wilcox, Dundas-  
Jafine, Ashland Trap Dist. Co.,  
Crosstech Torch, Holyoke Fittings,  
Iodon Inc., Whitney Flange Packs &  
Accessories, Dundee Mfg. Co.,  
Billco Mfg., Stevens Pump Co.

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal

Industry Orientation: Plumbing, Piping, Valves  
& Fittings

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& Fittings

Holdrite, In Sink Erator, E.L. Mustee &  
Sons, Oatey SCS, Symmons Ind., Union  
Brass, Woodford MFG. Co., Trim To The  
Trade, Wm Harvey Co.

# of outside sales people: 4

Industry Orientation: Plumbing

Herkowski Sales Associates Inc.

Principal Contact: Pete Herkowski

9730 N. Granville Road #E,  
Mequon, WI 53097-3503

Phone: 262/512-1900

Fax: 262/512-1600

e-mail:

customerservice@herkowskisales.com

Territory: WI, Upper MI,

Lines: Aquarius, AB & I Foundry, Liberty  
Pumps, Zurn Industries, Just Mfg., Oasis  
Water Coolers, Topp Industries, Sunroc  
Water Coolers, RectorSeal, Wilkins

# of outside sales people: 3

Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

J F L Marketing Inc.

Principal Contact:

Frank B. Longenecker Jr., CMPR

4810 S 10th St., P.O. Box 210260,  
Milwaukee, WI 53221-2412

Phone: 414/747-8655; 877/768-9390

Fax: 414/747-8657

e-mail: frank@jflmarketing.com

web site: www.jflmarketing.com

Territory: WI, N. IL, Upper MI

Lines: Cello Products Inc., Mill Rose,  
Dormont Manufacturing, General Wire  
Spring Co., Lasco Bathware, Lavelle  
Industries, Matco-Norca, Empire Mfg.,  
Northstar Water Conditioning, Stuff  
Sorter, Pro-Grit, Max-Strap

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing

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## 2008/2009 MANUFACTURERS' REPRESENTATIVES

## IOWA

**Allied Systems, Inc.**

Principal Contact: Ron Thompson  
2200 E. Douglas Ave.,  
Des Moines, IA 50313-2552  
Phone: 515/223-6642 Fax: 515/224-4648  
e-mail: rthompson@asidism.com  
Territory: IA, NE

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings, Hydronic Heating

**Aslin Sales Inc.**

Principal Contact: John Aslin  
1388 Tomahawk Dr.,  
Dubuque, IA 52003-7878  
Phone: 563/583-7268 Fax: 563/583-6338  
e-mail: tall3333@aol.com  
Territory: IA, NE, IL, MO, WI

Lines: A Y McDonald Mfg., Endot Ind., Quality Pipe Products, Pipe Con-X

# of outside sales people: 3

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings

**Central Sales, Inc.**

Principal Contact: George Scheppmann  
2001 Westown Pkwy. Suite #101,  
West Des Moines, IA 50265  
Phone: 515/224-8900 Fax: 515/224-9010  
e-mail: george@centralsalesinc.net  
Territory: IA, NE

Lines: A.O. Smith, Sloan Valve, Maax/Pearl/Aker, Just Sinks, T&amp;S Brass, Halsey Taylor, Rockford Separators, Stern Williams, Guardian, Clamp All, MWI Imports, Freedom Plastics

# of outside sales people: 3

Industry Orientation: Plumbing

**In Depth Marketing**

Principal Contact:

Joe Richard/Jon Richard  
2812 S. Duff, Ames, IA 50010  
Phone: 515/232-3338  
Fax: 515/232-4008

e-mail: jon@indepthmkt.com

web site: www.indepthmkt.com

Territory: IA, NE, Southern IL, KS, MO, SD

Lines: Aqua Glass, JM Eagle PVC &amp; Poly, Elkay, Dearborn/Oatey SCS, Sharpe Valve, Symmons, Flexcon, Smith-Cooper, Sharon Piping &amp; Equipment, Truebro, Baker Manufacturing Co., Vitra, Central Brass, Coral, CD Sparling

# of outside sales people: 6

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings

**See ad on this page****Progressive Reps Inc.**

Principal Contact: Gary King  
7921 Douglas Ave.,  
Des Moines, IA 50322-2454  
Phone: 515/276-0749 Fax: 515/276-4127  
e-mail: pri7921@aol.com  
web site: www.prireps.com  
Territory: IA, NE

Lines: Tjerlund Products,

Bemis/Church/Olsonite, American Saw &amp; Manufacturing, Vitabath/Suneli, State Industries, Jones Stephen, Little Giant, Merrill, Nibco Pipe, Silverline, Warm Rain, American Metals, Crown Boilers, Watergroup

# of outside sales people: 3

Industry Orientation: Plumbing, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

## KANSAS

**Bulls-i Sales**

Principal Contact: Mark D. Ismert & John Ismert  
Box 6197, Leawood, KS 66206  
Phone: 913/649-8391 Fax: 913/649-8594  
e-mail: bullsisaes@sbcglobal.net  
Territory: MO, KS, IA, NE

Lines: Atlanta Speciality Products/Pace Machinery, Caroma, Cello, Centoco, Crosstech Torches, Prier Products (IA, NE), Florestone, Dahl Valves, JB Tubular, Bosch (IA, NE), Knox Co, Petersen, Pipeconx (MO, KS), Rectorseal, Sioux Chief (IA, NE), Telsco, Rostra Tool Co, Schier, Tekka, Danco, Seminole

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing

**J.M. O'Connor, Inc.**

Principal Contact: Warren Jurgens  
14925 W. 99th St., Lenexa, KS 66215  
Phone: 913/438-7867  
e-mail: wjurgens@jmoconnor.net  
web site: www.jmoconnor.net  
Territory: W. MO, KS

Lines: Taco, Skidmore, Thermal Solutions, Weben Jarco, Crown Boiler, Burks Pump, Gould Pump Co., Keflex HVAC Products, Miljoco, Hydronika

# of outside sales people: 4

# of warehouses: 2

Industry Orientation: Hydronic Heating

**Johnson & White Sales**

Principal Contact: Dan White  
1710 E 123rd Ter., Olathe, KS 66061  
Phone: 913/390-9808; 800/862-9052  
Fax: 913/390-9813  
e-mail: dan@jandwsales.com  
Territory: KS, Western MO

Lines: Metcraft Industries, Charlotte Pipe, Encon, Irwin, IPS, Lenox, Cuno Water Treatment, Mission Rubber Co, Stern Williams, Hamilton Bathware, Proset Systems, Zurn, Wilkins, Centennial Plastics, Innofoam

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing

**K&A Sales Assocs.**

Principal Contact: Kevin Lutz  
10731 W. 101, Overland Park, KS 66214  
Phone: 913/599-1391 Fax: 913/599-1391  
e-mail: kasales@everestkc.net  
web site: www.kasalesassociates.com  
Territory: KS, NE, MO, IA

Lines: Atlas Homewares, Acryline, Dornbracht, Jaclo, Ronbow Corp., Whirlpool, Alape, Myson, Linkasink, Zoli, Valli Valli, Ronbow Corp., Stevens Pump, Prier Products, Legend Valve

# of outside sales people: 3

Industry Orientation: Plumbing

**Mack McClain & Associates**

Principal Contact: Mike McClain  
15090 West 116th St., Olathe, KS 66062  
Phone: 913/339-6677 Fax: 913/339-9518  
e-mail: mmclain@mackmclain.com  
web site: www.mackmclain.com  
Territory: MO, KS, IA, NE, S. IL

Lines: Alsons, Babbitt Steam Specialties, Cowtown Bolt &amp; Gasket, Rheem, Tracpipe, Cresline Plastic Pipe, Elkhart Products Corp., Fernco, General Wire &amp; Spring Co., J. W. Harris, Turbo Torch, Watts, Aqua Shield, Powers, Gerber, Guardian Equipment, Little Giant Pumps, Febco, Insinkerator, Plumberex, Houzer, C&amp;S Manufacturing, AB &amp; I Foundry, Erico, Aqua Bath, Ames, Cimberio, Dormont, Armstrong Pumps, Laing

# of outside sales people: 9

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings, Hydronic Heating

## WEST NORTH CENTRAL

**McCoy Sales Co.**

Principal Contact: Joe McCoy  
P.O. Box 5249, Kansas City, KS 66119-0249  
Phone: 913/342-1653 Fax: 913/321-5720  
Territory: KS, W. MO

Lines: Aqua Bath, CTS Fabrications, Eemax, Homestead Valve, Jay R Smith/Smith ACO, Laboratory Enterprises, Just Mfg., Lawler, Lochinvar, Precision Plumbing Products, Orion Fittings, Tyco/Raychem, T-Drill, Isimet, Mapa, Sumner, FLO-Safe

# of outside sales people: 4

# of warehouses: 1

**MEG Sales Co.**

Principal Contact: Phillip Gelpi  
8504 W. 88th St., Overland Park, KS 66212  
Phone: 913/381-6014 Fax: 913/381-5535  
e-mail: meg-sales@worldnet.att.net  
Territory: MO, IA, NE, KS

Lines: Amerc Sauna &amp; Steam, J &amp; B, Stone Forest, Oceana, Rohl, St. Thomas, Americh Tubs, Sea Chrome

# of outside sales people: 2

Industry Orientation: Plumbing

**SBH & Associates, Inc.**

Principal Contact: Pat McGee  
9120 Flint, Overland Park, KS 66214  
Phone: 913/894-4191 Fax: 913/894-2008  
e-mail: pmcgee@sbhassoc.com  
web site: www.sbhassociatesinc.com  
Territory: MO, IA, NE, KS, & Southern IL

Lines: Soterra, Danze, Zeta Corp., Corstone, Progressive Vanities

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing

**Summit Sales, Inc.**

Principal Contact: Bill Davenport  
1803 E. 123rd Terr., Olathe, KS 66061  
Phone: 913/791-9599 Fax: 913/791-9598  
e-mail: wtd@summitsalesinc.com  
Territory: KS, MO, Western IL

Lines: Delta Faucet, Revere Sinks, A.O.\*Smith Water Products, Mr. Steam, Vitra Plumbing Fixtures, Watco Manufacturing, American Plumber, Woodford Manufacturing, Rocky Mountain Colby Pipe Co., Aqua Glass, Brizo Faucets, Allstone Mfg., Brasstech, Newport Brass, Liberty Hardware, Nibco, FluidMaster

# of outside sales people: 12

# of warehouses: 1

Industry Orientation: Plumbing

## MINNESOTA

**Barr Sales**

Principal Contact: John Barr  
635 No. Prior Ave., St. Paul, MN 55104  
Phone: 651/251-0121 Fax: 651/251-0334  
e-mail: jbarrsales@mcleodusa.net  
Territory: MN, SD, ND, WI

Lines: Opella Faucets &amp; Strainers, Hydrotek Faucets, Bootz Plumbingware, Chatham Brass, Revere SS Sinks, Garvin Strainers, Mainline Backwater Valves, Iodon Covers, Marlo Water Softners, Supergrif Faucets, Olsonite Toilet Seats, Peerless Pottery, Safe T Bar, Goss Mfg., Norca Strainers, Sumner, Stud Brackets, Meditub, Bruco Products, Home Living Solutions

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings, Hydronic Heating

**Bennerotte Marketing Agency**

Principal Contact: John Bennerotte  
14332 21st Ave. N. #200,  
Plymouth, MN 55447

Phone: 763/544-8611

Fax: 763/544-7084

e-mail: rick@bmarep.com

Territory: MN, ND, SD, IA, NE, W. WI

Lines: American Water Heater, CIS Mfg., Church Seat Co., Dupage Products, Homestead, Lee Brass, PHD Manufacturing, Reed Tools, Symmons, Turbo Torch, Union Brass, Ward Mfg., Ward FLEX, Watco, Wisconsin Nipple, Woodford Mfg.

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings

**See ad on page 66****Bongard Corporation**

Principal Contact: Ron Bongard  
P. O. Box 640,  
Forest Lake, MN 55025-9802

Phone: 651/982-9802

Fax: 651/982-9506

e-mail: ron@bongard.com

web site: www.bongard.com

Territory: ND, SD, MN

Lines: InSinkEerator

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings

**See ad on page 66****D.B. Larson and associates**

Principal Contact: Dave Larson  
10200 Windsor Lake Lane,  
Minnetonka, MN 55305  
Phone: 612/868-6275 Fax: 952/544-2262  
e-mail: dl Larson41@comcast.net  
Territory: MN, ND, SD, WI

Lines: Black Swan, Caroma, CMC Howell Metal, Holyoke Fittings, Cash Valve, Sharon Piping &amp; Equipment, Merco Co., Smith-Cooper International, Sharpe Valve

# of outside sales people: 1

**Dwyer Sales Co. Inc.**

Principal Contact: Mike Dwyer  
2150 County Road 42 W.,  
Burnsville, MN 55337-6913  
Phone: 952/892-3228 Fax: 952/892-3930  
e-mail: mikedsc@frontiernet.net  
Territory: MN, SD, ND, W. WI

Lines: Fluidmaster Inc., LDR Industries Inc., Neoperl International, E.L. Mustee &amp; Sons

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves &amp; Fittings

**E P Sales Inc.**

Principal Contact: Robert Eddy  
7878 12th Ave. S., Bloomington, MN 55425  
Phone: 952/854-4400  
e-mail: sales@epsalesinc.com  
web site: www.epsalesinc.com  
Territory: WI, MN, SD, ND, IA

Lines: Summer Aire, Thermolec, National Coil Company, Trion, Electromode, JMF Co., Famco, Soler &amp; Palau Inc., Activent

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Energy Sales**

Principal Contact: John Hadacek  
1200 E. 115th St., Burnsville, MN 55337-1260  
Phone: 952/890-2966 Fax: 952/890-5448  
e-mail: jhadacek@energysalesinc.com

Listings continue on page 66.

## EAST NORTH CENTRAL

**Star Marketing Inc.**

Principal Contact: Christopher Peeters  
1221 Badger Road, Kau Kauna, WI 54130  
Phone: 920/462-0290 Fax: 920/462-0292  
e-mail: chrisspeeters@starmarketinginc.com  
Territory: WI, MN, ND, SD, IL, IN

Lines: Orbinox Valve, Crane Valve, Gerlin, Hygrade Valve, Core Pipe Products, Valve Accessories BLX, Bristol Metals, Flowseal/Centerline

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Piping, Valves &amp; Fittings

**Stickler & Associates, Inc.**

Principal Contact: Stephen Stickler  
333 N. 121st St., Milwaukee, WI 53226  
Phone: 414/771-0400 Fax: 414/771-3607  
e-mail: sales@sticklerassociates.com  
web site: www.sticklerassociates.com  
Territory: WI, Upper MI

Lines: Stern Williams, Bradley Corp., Charlotte Pipe &amp; Foundry Co., Elkay Manufacturing Co., Presealed Systems, Watts Industries, Sloan Valve Co., Thermadyne (Turbo Torch)

# of outside sales people: 6

# of warehouses: 1



**In Depth Marketing, L.L.C.**  
Manufacturer's Representative  
Ames Kansas City Omaha St. Louis Dubuque  
2812 South Duff, PO Box 688, Ames, Iowa 50010  
email: jon@indepthmkt.com

**Jon Richard**  
**Joe Richard**

Office: 515-232-3338 Mobile: 515-231-1411 Fax: 515-232-4008

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## WEST NORTH CENTRAL

Continued from page 63.

Territory: MN, IA, WI, ND, SD, NE  
 Lines: Roberts Gordon, Suburban Mfg., Sanyo, BBC  
 # of outside sales people: 14  
 # of warehouses: 1  
 Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Fourmation Sales

Principal Contact: Ryan Crowell  
 14400 James Road Suite D,  
 Rogers, MN 55374  
 Phone: 763/420-6900 Fax: 763/420-6993

e-mail: ryan@fourmationsales.com  
 web site: www.fourmationsales.com  
 Territory: MN, SD, ND, WI, UP of MI  
 Lines: Maax Aker, Maax Collection, Pearl Bath, Danze, Gerber, Bubba Pump, Teka, Bemis, Apollo Valve, Uponor Aquapex  
 # of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### George K. Granse Co.

1810 Como Ave., St. Paul, MN 55108  
 Phone: 651/645-0591; 888/645-0591  
 Fax: 651/645-7391  
 e-mail: geo\_granse  
 Territory: MN, WI, ND, SD

Lines: Acudor Products Inc., Caulk EZ, Pace Machinery Group Inc., Suds Sentry, Thrift Marketing Inc., Town & Country Plastics Inc., Braxton Harris Co., Kozy Kollar Mfg. Inc., St. Hilaire Supply Company  
 # of outside sales people: 3  
 Industry Orientation: Plumbing

### Hamel Associates Inc.

Principal Contact: Tom Hamel  
 4620 W. 77th St., Ste. 246, Edina, MN 55434  
 Phone: 952/835-5570 Fax: 952/835-4665  
 e-mail: info@hamelrep.com  
 web site: www.hamelrep.com  
 Territory: MN, W. WI, SD, ND  
 Lines: Durcon Co., Leonard Valve Co., Flowserve Corp., T&S Brass, Just Manufacturing, Oasis, Metcraft Inc., Sloan Valve Co.  
 # of outside sales people: 3  
 Industry Orientation: Plumbing

### Hawkins & Jahnke Associates, Inc.

Principal Contact: Tom Silver  
 2340 Niagara Lane N., #B,  
 Plymouth, MN 55447-4711  
 Phone: 763/745-4111 Fax: 763/745-4222  
 e-mail: tsilver@hawkinsjahnke.com  
 Territory: MN, ND, SD, Western WI  
 Lines: Ad Fire Barrier, Blucher-Josam, Beneke, Clamp-All, Stockham, Great Lakes Soft Water, IPEX, Josam Co., Keckley, La-Co Industries, Tolco, MEA-JOSAM, Pipeconx, Pipe Pier, Plumberex, Snap-n-Strut, Vulcan Threaded Products, Willoughby Industries, Haws  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

### JL-Sontag, LLC

Principal Contact: Jim Cushman  
 5500 Lincoln Dr., Ste. 210,  
 Edina, MN 55436  
 Phone: 952/933-7768  
 Fax: 952/933-1069  
 e-mail: jim@jlsontag.com  
 Territory: MN, ND, SD, IA, WI, NE  
 # of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

See ad on this page

### JMK Sales Co., Inc.

Principal Contact: James Michalski  
 395 Bridge Point Drive,  
 So. St. Paul, MN 55075  
 Phone: 612/731-3609; 800/584-9453  
 Fax: 612/731-9767  
 e-mail: jmkreps@comcast.net  
 web site: www.jmkreps.com  
 Territory: MN, ND, SD, W. WI  
 Lines: American Manufacturing Co., McGuire Mfg. Co., Clarion, Snyder Ind., Sim/Tech Filter, Moen-Commerical, Resun Valves, Stockham Valves, Topp Industries, EZ Flow Systems, Zoeller Co.  
 # of outside sales people: 4  
 # of warehouses: 1  
 Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

### Marketing Services Group

Principal Contact: Robert Wanberg  
 4445 W. 77th Street, Ste#110,  
 Edina, MN 55435  
 Phone: 952/831-9092 Fax: 952/831-9308  
 e-mail: rwanberg@mktsvc.com  
 Territory: MN, ND, SD, WI, Upper MI  
 Lines: Cresline Plastics, Brondell, Keeney Manufacturing, Oasis Industries, Price Pfister, Rinnai, Swanstone, Zurn-Pex, Wisconsin Nipple/Ward Mfg., Water Group  
 # of outside sales people: 7  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### McCullough & Associates

Principal Contact: Paul Granos  
 7400 Washington Ave. So.,  
 Eden Prairie, MN 55344  
 Phone: 952/946-0126; 800/328-5003  
 Fax: 952/946-8906  
 e-mail: salesdept@mcculloughandassociates.com  
 web site: www.mcculloughandassociates.com  
 Territory: WI, MN, SD, ND  
 Lines: Alsons Corp., Anaheim Mfg., C S & B, Campbell Mfg. Co., Fernco, Inc., Genova Products Co., Ideal, Legend Valve, Raychem Corp., Santec Faucets, Blue Angel Pumps, SFA-Saniflo, CECO, Sagehill Designs  
 # of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### MDN Sales Co.

Principal Contact: Ron Docken  
 1701 American Blvd. E. #11,  
 Bloomington, MN 55425  
 Phone: 952/854-7070 Fax: 952/854-9040  
 e-mail: rdocken@mdnsales.com  
 Territory: MN, WI, SD, ND, Upper MI  
 Lines: Anderson Metals Corp., Litte Giant Pump Co., Cherne Ind., Metal-Fab, Hercules Chemicals, Cuno, Aqua Pure, American Whirlpool, Eljer, Oatey, Dearborn Brass  
 # of outside sales people: 3



Association of Industry Manufacturers/Representatives

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❑ **Bennerotte Marketing Agency, Inc.**  
 14332 21<sup>st</sup> Ave., No. 200 • Plymouth, MN 55447  
 763-544-8611, FAX: 763-544-7084  
 Rick Specken - rspecken@bmarep.com  
 www.bmarep.com

❑ **Bongard Corp.**  
 13366 Lake Drive • P.O. Box 640  
 Forest Lake, MN 55025  
 651-982-9802 FAX: 651-982-9506  
 Ron Bongard  
 www.bongard.com

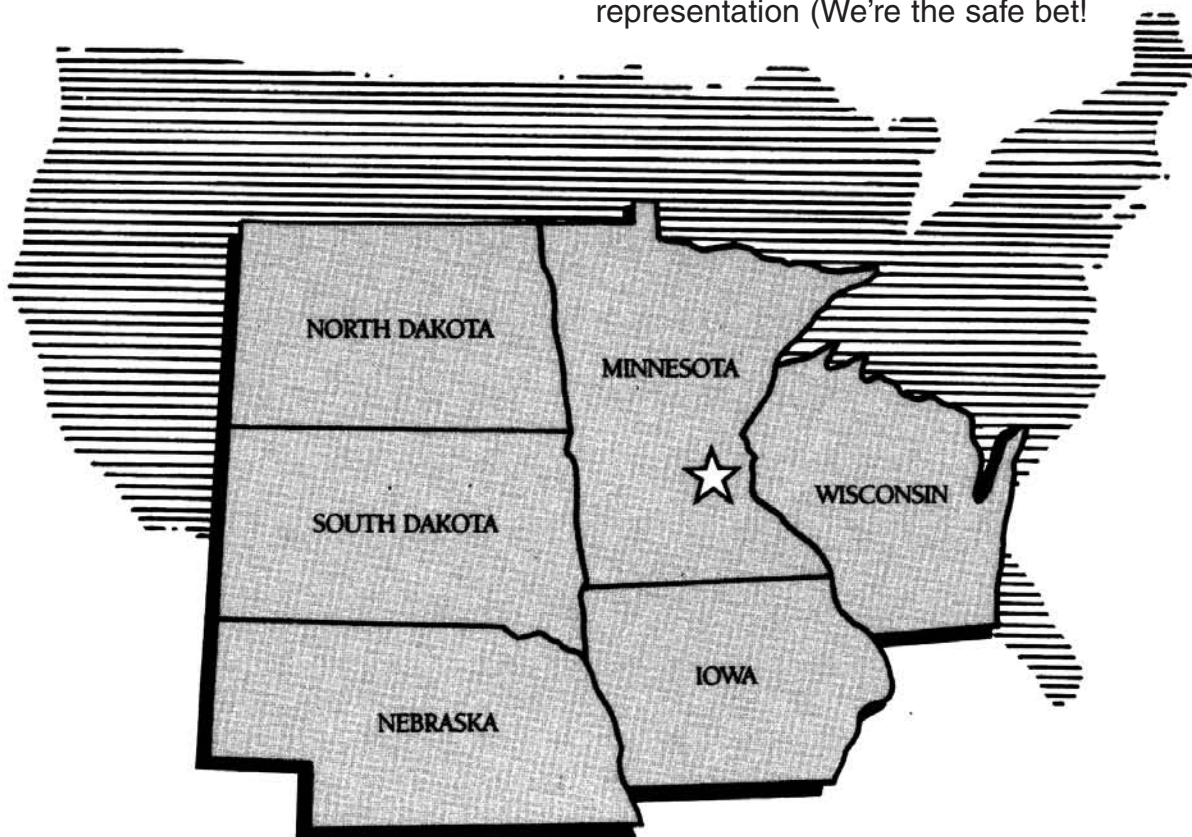
❑ **JL-Sontag, LLC**  
 5500 Lincoln Drive • Edina, MN 55436  
 952-933-7768, FAX: 952-933-1069  
 Jim Cushman

❑ **Michel Sales Agency, Inc.**  
 521 Phalen Blvd. • St. Paul, MN 55130  
 651-287-2640, FAX: 651-287-2655  
 Kelly Michel - kelly@michelsales.com  
 www.michelsales.com

❑ **Rakieten Sales, Inc.**  
 15612 Hwy 7, #240  
 Minnetonka, MN 55345  
 952-933-2299 FAX: 952-933-3017  
 Doug Hall  
 www.raksales.com  
 doug@raksales.com

❑ **Soderholm & Assoc., Inc.**  
 7150 143<sup>rd</sup> Ave. N.W. • Anoka, MN 55303  
 763-427-9635, FAX: 763-427-5665  
 Chris Soderholm  
 cd@soderholmrep.com

Call us first when looking for quality representation (We're the safe bet!)





## 2008/2009 MANUFACTURERS' REPRESENTATIVES

Industry Orientation: Plumbing, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Michel Sales Agency**

Principal Contact:  
Kelly Michel, CPMR  
521 Phalen Blvd., St. Paul, MN 55130  
Phone: 651/287-2640  
Fax: 651/287-2655

e-mail: kelly@michelsales.com  
web site: www.michelsales.com  
Territory: MN, SD, ND, WI, Upper MI  
Lines: Mueller, Rehau Radiant, Bradford White Water Heaters, Kroy Pipe, General Plastic, Warm Rain, North American ABS & PVC, Imcoa, IPS Corp., Florestone, Truebro, Tracpipe, Buderus, Fantech

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

See ad on facing page

**Mulcahy Co. Inc.**

Principal Contact: Beth Ryan  
2700 Blue Water Road, Ste. 100,  
Eagan, MN 55121-1400  
Phone: 651/686-8580  
Fax: 651/686-8588

e-mail: info@mulcahyco.com  
web site: www.mulcahyco.com  
Territory: ND, SD, WI, MN

Lines: Bell & Gossett, Cemline Corp., Pure Humidifier Co., Domestic Pump, RBI, Danfoss Comfort Products, Hoffman Specialty, Marlow Pump, ABB Drives, McDonnell & Miller, Wheeler Tank, Weil Pump Co., Minnesota Flexible, HCl, Lakos, Highland Tank, Mason Industries, Heat-Timer Controls, Hydrotherm Boiler, Smith Boiler, Baltimore Aircoil

# of outside sales people: 14

# of warehouses: 1

Industry Orientation: Hydronic Heating

**Northern Regional Sales Inc.**

Principal Contact: Paul Schleck  
2616 Swan Ave., Saint Paul, MN 55109-1630  
Phone: 651/770-7319 Fax: 866/867-7674  
e-mail: noregsales@comcast.net  
Territory: MN, ND, SD, W. WI

Lines: Briggs Plumbing Prod., Big John Toilet Seats, Elcoma, Cucina Faucet Co., HICO Flex Brass, Houzer Sinks, Sign of the Crab

# of outside sales people: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration. Sheet Metal

**R.G. Higgins & Associates Inc.**

Principal Contact: Michael Higgins  
7805 Beech St. NE, Fridley, MN 55432-2530  
Phone: 763/561-7777 Fax: 763/561-8558  
e-mail: mikeh@rghiggins.com  
Territory: MN, WI, ND, SD

Lines: Alliance Metals Group, Lisega Inc., Milwaukee Valve Co., Anvil International (Grinnell), Murdock Inc., Tyler Pipe Industries, Tylok Intl., Wade Specification Products, Westlock Controls, Titan Flow Control Inc., CTS Fabrication, Orion Fittings Inc., Bondstrad FRP, Anvil Gruvlok Div., Lab Enterprises

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

**Rakieten Sales Inc.**

Principal Contact: Doug Hall  
15612 Hwy. 7, Rm. 240,  
Minnetonka, MN 55345  
Phone: 952/933-2299  
Fax: 952/933-3017

e-mail: doug@raksales.com

Territory: MN, ND, SD, WI, Northern MI  
Lines: Accor Tech, Bow Industries, Decolav, Gatco, Grohe, Astracast, Laing, Mountain, RKI, TOTO, Jacuzzi, ThermaSol

# of outside sales people: 4

See ad on facing page

**Rep Rite Burk & Associates Inc.**

Principal Contact: Bill Cutter/Bob Burk  
2369 Waters Dr., Mendota Hts., MN 55120  
Phone: 651/686-0181; 800/735-3023  
Fax: 651/686-0803

e-mail: bburk@repriteburk.com

web site: www.repriteburk.com

Territory: MN, ND, SD, WI, Upper MI, N. IL  
Lines: Amtrol Inc., Arrowhead Brass, Flomatic Valves Inc., Ultra Fin Radiant, Hydromatic Pumps, Kalas Pump Cable, Kitz Valve, Centennial Pipe, American Granby Inc., SJE/Rhombus, Spirotherm, Carson Industries

# of outside sales people: 6

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

**Sales Engineers, Inc.**

Principal Contact: Mike Dungan  
12909 Pioneer Trail,  
Eden Prairie, MN 55347-4109  
Phone: 952/944-0773 Fax: 952/944-1073  
e-mail: mdungan@salesengineersinc.com  
web site: www.salesengineersinc.com

Territory: MN, WI, ND, SD

Lines: Broan-Nutone, Nordyne, Schwank,

**WEST NORTH CENTRAL**

First Company, Gastite, White-Rodgers-OEM, Lane, Noritz, Lewis Pipe Co., Reflectix, Lenox

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Plumbing, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Schroeder Sales Co.**

Principal Contact: Jon Schroeder  
12901 73rd Ave. N., Maple Grove, MN 55369  
Phone: 763/391-6232 Fax: 763/201-7901  
e-mail: jon@schroedersalesco.com  
web site: www.schroedersalesco.com

Territory: MN, WI, SD, ND, IL

Lines: Imperial Tools, Direct Brands, Crown Boiler, Knipex, Equiguard, Champion Mfg. Co., Dahl Brothers Canada, Shoemaker Mfg., Lambro, NDS (Hefco), Speedi-Boot, Munchkin, JPL

# of outside sales people: 3

Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration, Sheet Metal

**Schu/Marketing Associates, Inc.**

Principal Contact: Steve Schumacher  
1000 Berkshire Lane N. Suite 4,  
Plymouth, MN 55441

Phone: 763/593-5616 Fax: 763/593-5654

e-mail: chris@schumarketing.com

Territory: MN, ND, SD, WI

Lines: AB&I, Acorn Engineering, Koala Corp., Bobrick, Zurn, General Wire, Best Air, Insulation Solutions, Jomar, Holdrite, Mid America, Hamilton Bathware, Wilkins, Chronomite, Wheeler-Rex, Whitehall

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

**Soderholm & Assocs.**

Principal Contact: Chris David  
Soderholm

7150 143rd Ave. N.W.,  
Ramsey, MN 55303

Phone: 763/427-9635

Fax: 763/427-5665

e-mail: cd@soderholmrep.com

Territory: MN, ND, SD, WI, UP of MI

Lines: A.O. Smith Water Heaters, State Water Heaters, Watts Water Technologies, Dormont, Mansfield, Lenox, Hamilton Bathware, Powers, Watts Drainage, Watts Radiant, Water Control Corp.

# of outside sales people: 9

# of warehouses: 1

See ad on facing page

**Stabeck Sales & Marketing, Inc.**

Principal Contact: K.C. Stabeck  
3415 Kilmer Lane N., Plymouth, MN 55441  
Phone: 763/252-4750; 888/475-2490

Fax: 763/252-2100

e-mail: kc@stabecksales.com

web site: www.stabecksales.com

Territory: MN, WI, ND, SD, IA, NE

Lines: Aquatic Whirlpools, Alno Inc., Barclay Products, Brasstech, DeRose Designs, Ginger, KWC/Hansa, Inpro, Newport Brass, Panasonic Ventilation, Steamist

# of outside sales people: 4

# of warehouses: 1

**NEBRASKA****Central Sales, Inc.**

Principal Contact: Mike Green

10909 Cottonwood Ln,  
Omaha, NE 68164-3715

Phone: 402/493-8282

e-mail: mike@centralsalesinc.com

Territory: Nebraska

Lines: A.O. Smith, Maax Bathroom Products, Just Sinks, Halsey Taylor, Rockford Separators, Guardian, T&S Brass, MWI Imports, Clamp All, Freedom Plastics

# of outside sales people: 3

Industry Orientation: Plumbing

**Total Marketing, Inc.**

13705 A St., Omaha, NE 68144-3673

Phone: 402/334-7150 Fax: 402/334-8735

e-mail: rbreade@qwest.net

Territory: NE, IA, KS, MO, MN, SD, ND

Lines: Accurate Partitions Corp., Comtec Ind/Capital Partitions, Acudor, American Valve, American Accessories, Globe Pipe Hanger, Hydro Craft, King Brothers Industries (KBI), Snap-n-Strut, ITW-Speedy Fastener Co., Vance Industries, Tyco Cash Valve Co.

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

**W.D. Anderson Co. & Associates**

Principal Contact: Doug Passmore

Box 27349, Omaha, NE 68127-4106

Phone: 402/592-8155 Fax: 402/592-8166

e-mail: wda@wdainc.org

Territory: IA, NE

Lines: Fralo/Roth, American Plumber, Amtrol, Chicago Faucet, Josam, Swanstone, Prinsco Manufacturing Co., Commodore Disposers, Legend Valve Co., Zoeller Co., TOTO

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

•••••

**SOUTH ATLANTIC****DISTRICT OF COLUMBIA****Harry Eklof & Associates, Inc.**

1272 North Church St.,  
Moorestown, NJ 08057  
Phone: 856/439-9801; 888/279-9801  
Fax: 856/439-9799

e-mail: njinfo@harryeklof.com

web site: www.harryeklof.com

Territory: Eastern PA, NJ

# of outside sales people: 21

# of warehouses: 3

Industry Orientation: Plumbing

See ad on page 38

**The Joyce Agency, Inc.**

Principal Contact: Todd Joyce  
8442 Alban Rd., Springfield, VA 22150  
Phone: 800/291-9298  
Fax: 703/866-2332

e-mail: tjoyce@thejoyceagency.com

Territory: VA, MD, DC

Lines: Briggs Plumbing, Charlotte Pipe, Grundfos Pumps, Hercules Chemical, Hubbard Enterprises,

J. R. Smith Manufacturing Co., Lasco Bathware, Mueller Steam Specialties, Oatey SCS, Omega Flex (TracPipe), Sloan Valve, Takagi, Uponor, Watts, Elkay, Hansgrohe

# of outside sales people: 10

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings

See ad on page 74

**FLORIDA****Aronoff, Leon**

Principal Contact: Leon Aronoff  
7358 Haviland Cir.,  
Boynton Beach, FL 33437-6470  
Phone: 800/242-8257 Fax: 561/733-1500  
e-mail: boyntomlm@aol.com  
Territory: FL

Lines: American Heat, Boston Valve,

Kingston Brass, SOS Products

# of outside sales people: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

**B Zaslav Ent Inc**

Principal Contact: Blair Zaslav  
8930 State Road 84 #325,  
Davie, FL 33324-4456  
Phone: 954/472-9416; 954/298-9416

Fax: 954/472-9875

Territory: SE FL Dade County- Broward

County-Palm Beach County

Lines: Couplings Co., Donald O. Smith Co.,

Durst Corp., Suncraft Industries Inc.,

Seachrome Corp., VMS Int., American

Plumbing Partsmaster

# of outside sales people: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

**Decorative Sales Assocs.**

Principal Contact: Noel J. Garcia  
P.O. Box 940517, Miami, FL 33194-0517  
Phone: 305/599-9091 Fax: 305/599-9092

e-mail: dsanoel@mindspring.com

Territory: FL, GA, NC, SC, AL, MS, TN, PR

Lines: Amerec, Baci, Bain Ultra, Blue Water,

High Point Vanities, EWS Inc., Oceana,

Sigma Corporation, Stone Forest

# of outside sales people: 13

# of warehouses: 1

Industry Orientation: Plumbing

**Fluid Control Sec**

Principal Contact: Robert A. Whritenour  
2716 N Financial Ct, Sanford, FL 32773-8117  
Phone: 407/302-5611 Fax: 407/302-5612

e-mail: sales@fluidcontrolspec.com

web site: www.fluidcontrolspec.com

Territory: FL, PR, SMS, S AL, S GA

Lines: Rosemount, Dezurik, Taylor Valve,

Febco, J Flow, Bermad, Onyx, Civa Valves,

Rotork Actuation, Crispin Valve, PSI,

Flexible Valve General Rubber, K-Tork,

Waterman, Garlock, Cepex, Mueller Steam Specialty

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Valves & Fittings

**Glenn Smoller & Associates, Inc.**

Principal Contact: Glenn Smoller

Box 8790, Coral Springs, FL 33075-8790

Phone: 954/255-7132; 800/226-6211

Fax: 954/255-7610

e-mail: gsmoller@aol.com

Territory: FL

Lines: American Brass Manufacturing Co.,

American Trade Products Inc., Holyoke

Fittings Inc., Anti-Seize Technology,

Kissler & Co., Pasco Specialty Mfg. Co.,

Seekonk Mfg. Co. Inc., Jomar

International, Benjamin Mfg. Inc.\*, J.W.

Harris\*, BMI Canada, Stanley/Virax,

Quietside ODW

# of outside sales people: 3

Industry Orientation: Plumbing, Piping, Valves & Fittings

**GM Sales & Marketing, LLC**

Principal Contact: Jim Gizzie

1631 S.W. 5th Ct.,

Pompano Beach, FL 33069

Phone: 954/786-1412

Fax: 954/782-8233

e-mail: info@GMSales.us

>

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## SOUTH ATLANTIC

Territory: FL, Caribbean  
Lines: Zurn, Wilkins, Elkhart, Zoli, Mission Rubber, PHD Mfg., Keckley, Howell Metal, Homestead Valve, La-Co Industries, GPK Products, George Fischer Sloane, LSP Products, Golden Anderson, Florestone Products

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**See ad on this page**

**Grace Co. of Florida, Inc.**

Principal Contact: Larry Cambridge Jr.  
585 S. Ronald Reagan Blvd Suite 121,  
Longwood, FL 32750

Phone: 407/339-8007 Fax: 407/339-8576

e-mail: lornecambridge@bellsouth.net

Territory: FL

Lines: Black Swan Mfg., Camco Mfg., Epco, Jet Swet, Dallas Specialities, Peerless Pottery, Telsco Industries, Uniweld Products, Michigan Brass, Joneca Corp.

# of outside sales people: 4

# of warehouses: 2

**Harry Raskin Inc.**

Principal Contact: Samuel Welcovitz  
20362 NE 16th Pl.,

North Miami Beach, FL 33179

Phone: 305/653-2270 Fax: 305/651-9966

e-mail: harryraskininc@bellsouth.net

web site: www.harryraskin.com

Territory: FL

Lines: Stiebel Eltron Inc., Central Brass

Manufacturing Co., Cesco Brass Ltd., Coyne & Delany Co., Engineered Brass Co., Haws Drinking Faucet Co., Just Manufacturing Co., J-Tec Products Co., Town & County Plastics Inc., Michigan Brass, Insul-Tect Products, Split One, Jet Swet, Falcon Stainless

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

**Integrity Sales & Marketing, Inc.**

Principal Contact: Roger T. Davis

3140 Mulford Road, Mulberry, FL 33860

Phone: 863/425-3900; 877/646-3147

Fax: 863/425-8030

e-mail: integsls@aol.com

web site: www.intsales.com

Territory: FL, GA

Lines: Accor Technology, Barnes Pumps, TruFlex, Summer Aire, Noritz, Metal Fab, Sim Tech Filter, Grand Hall Eternal Water Heaters, TCT Solar, Quietaire, Maxstraps, Flame Engineering, Webstone, Perfinex, Roth Global Plastics, Septitech, Wilo Pumps, Honeywell, Sterling Water Systems, Novel Aire, A B & A

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Jack Murray & Associates**

Principal Contact: Jack Murray

2951 Bay Meadow Ct,

Clearwater, FL 33761-3304

Phone: 727/741-1205

Fax: 727/724-1647

e-mail: murrayjj@tampabay.rr.com

Lines: ABZ Valves, C&S

Manufacturing, International Bath, BurCo Products, Stiebel Eltron, Sharon Piping & Equipment, Sharpe Valves, Smith Cooper International

**Marsh & Moore, Inc.**

Principal Contact:

Mark L. Marsh, Richard Bohl

3380 Agricultural Center Dr.,

Saint Augustine, FL 32092

Phone: 904/827-8788; 800/821-9936

Fax: 904/827-8795

e-mail: mm@marshmoore.com

web site:

www.marshmoore.com

Territory: FL, GA, and the Carolinas

Lines: Arrow, Armstrong, BWM, Polylok, Church, Coastline Plastics, Bordna Mona, Macon Plastics, DFW, DIG, Hadco, Highland Tank, Holdrite, Hydromatic, KBI, Cultec, CTS Flange, Oatey SCS, Harvey, Norwesco, Dahl, Dawn, FAFCO, Frot Ind., JMF Co., Lubrizol, Red White Valve, Presealed Systems, Seisco, SJE Rhombus, Topp, Wilson

# of outside sales people: 15

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

**See ad on this page**

**McAllister Associates, Inc.**

Principal Contact: Scott Mamary

1080 Rainer Dr. Suite A,

Altamonte Springs, FL 32714

Phone: 407/788-7885 Fax: 407/788-7886

e-mail: sales@mcahvaccr.com

web site: www.mcahvaccr.com

Territory: FL, GA, AL, TN, NC, SC, MS

Lines: SPX/Promax/TIF/Robinair, Tecumseh, Ford Wire & Cable, Ideal Tape, Magic-Aire, JP Lamborn, Refrigerant, Sealed Unit Parts, Polymer Adhesives, Fresh-Air UV, Mitsubishi

# of outside sales people: 7

# of warehouses: 1

**Mullen Corp.**

Principal Contact: Dennis Mullen

4520 60th Ave. N.,

St. Petersburg, FL 33714

Phone: 727/527-7138

Fax: 727/527-7130

e-mail: sales@mullencorpfl.com

Territory: FL (excluding Panhandle)

Lines: American Plumber, Composeal,

Knox Co., Lavelle Industries,

Pipecon, Bow Plumbing, Plastic

Trends Inc., Mayco Industries,

Canpiaz Specialty Prod. Group,

TurboTorch, Little Giant Pump Co.,

Danze, The Keeney Mfg. Co., The

Mill-Rose Co., Gerber Plumbing

Fixtures, Legend Valve

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Plumbing,

Piping, Valves & Fittings

**Nova Plumbing Tech Inc.**

Principal Contact: John C. Martineau

336 Golfview Road #502

Suite 6G,

North Palm Beach, FL 33408

Phone: 203/274-6657

Fax: 203/643-2090

e-mail: npt001@aol.com

Territory: North America, New

England

Lines: Barberi, General Fittings,

Eurotermo, ITAP

# of outside sales people: 100

# of warehouses: 2

Industry Orientation: Plumbing,

Piping, Valves & Fittings, Hydronic

Heating

**See ad on this page**

**PED Associates Inc.**

Principal Contact: Peter Deluliis

P.O. Box 1386, Mount Dora, FL 32756-1386

Phone: 352/383-1117 Fax: 352/385-1846

e-mail: pedinc@earthlink.net

web site: www.pedassociates.com

Territory: FL, GA, AL, East TN

Lines: Armacell, B-Line, C & D Valve Mfg.,

Diversitech Chemicals/Specialty

Chemical, Midwestsnips, Edison Fuse,

Heat Controller/comfort Aire, Howell

Metal, Nibco, NSI, PSG Controls, Quality

Filters, Second Wind Air Purifiers,

Terralux, UEI, Uniweld, ZoneFirst

# of outside sales people: 4

Industry Orientation: Piping, Valves &

Fittings, Warm-Air Heating, Ducted Air

Conditioning, Refrigeration and Sheet

Metal

**Pinnacle Sales Group, Inc.**

Principal Contact: Ron Avery CPMR

P.O. Box 788, Dundee, FL 33838-0788

Phone: 863/439-2453; 800/292-8374

Fax: 800/574-8805

e-mail:

ravery@pinnaclesalesgroup.com

web site:

www.pinnaclesalesgroup.com

Territory: AR, FL, GA, AL, MS, LA, TN,

NC, SC, Caribbean

Lines: DeRose Designs, Everpure,

Mountain Plumbing, Rohl LLC,

MAAX/Pearl, Panasonic, Link-a-

Sink, Colonial Bronze, Oliveri, St.

Thomas Creations

# of outside sales people: 13

# of warehouses: 1

Industry Orientation: Plumbing

**See ad on this page**

**PVF Marketing Inc.**

Principal Contact: Thomas M. Lloyd, Sr.

Box 57577, Jacksonville, FL 32241

Phone: 800/PVF8943 Fax: 904/230-9630

e-mail: pipeseller@msn.com

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3380 Agricultural Center Drive

St. Augustine, FL 32092

Phone: 904-827-8788

Fax: 904-827-8795

www.marshmoore.com



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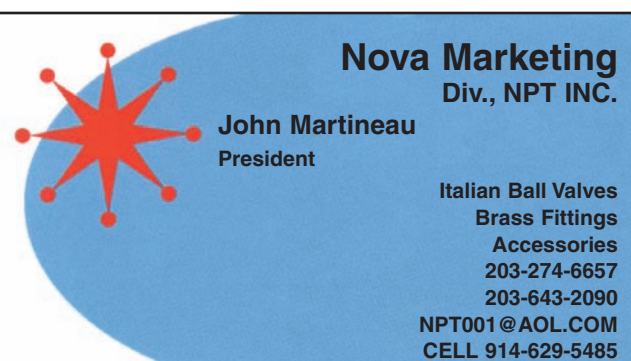
1631 SW 5th Ct.

Pompano Beach, FL 33069

info@gmsales.us

www.gmsales.us

tel: 954-786-1412 • fax: 954-782-8233



**Nova Marketing**  
Div., NPT INC.

John Martineau

President

Italian Ball Valves

Brass Fittings

Accessories

203-274-6657

203-643-2090

NPT001@AOL.COM

CELL 914-629-5485

## 2008/2009 MANUFACTURERS' REPS

web site: [www.pvfmarketinginc.com](http://www.pvfmarketinginc.com)

Territory: GA, FL

Lines: Ipex Ind. Piping Systems, Little Giant Pumps, BMI, IPS Corp., Finger Lake Extrusions, Aickinstrut, Hawk Plastics, Sure Flow Equipment, Monarch Pumps, Test-Tite Test Plugs, Aickingrate

# of outside sales people: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Quality Valve Sales Inc.

Principal Contact: Dennis Fieber

333 N. Falkenberg Rd D402,  
Tampa, FL 33619

Phone: 813/643-8307 Fax: 813/643-8484

e-mail: [sales@qualityvalves.com](mailto:sales@qualityvalves.com)

web site: [www.qualityvalvesales.com](http://www.qualityvalvesales.com)

Territory: FL, GA, Puerto Rico, AL

Lines: Bernard Controls, Mercer Rubber, Center Line, Crane-Aloyco, Crane Valve Co., Duo-Chek, Dynatorque, William E. Williams, QVC Valve, Flowseal, UniTorq, Hammer Line Blind, Hilton Valve Co., Service Metals, R&M Energy, KF Valve, Resun Mfg., Roto Hammer, Titan FCI, Contromatics, Mallard, Hydroseal, Daughtridge Sales, Flo-Tite, KOR Valve

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

### RSL Sales Associates

Principal Contact: Ralph Schneeweiss

13834 SW 114th Ave., Dunnellon, FL 34432

Phone: 352/237-0436; 800/538-4792

Fax: 352/237-0438

e-mail: [schneer@aol.com](mailto:schneer@aol.com)

Territory: FL (excluding Panhandle)

Lines: Schier Products, Teka USA, Matco-Norca Inc., Honeywell, Sioux Chief Mfg. Co. Inc.

# of outside sales people: 6

Industry Orientation: Plumbing, Piping, Valves & Fittings

### SeaCo Supply Corp.

Principal Contact: Christopher Kroesen

1029 N. Florida Mango Rd., #8, West Palm Beach, FL 33409

Phone: 561/712-8235 800/782-3318 Fax: 561/712-8236

e-mail: [ckroesen@seacosupply.com](mailto:ckroesen@seacosupply.com)

web site: [www.seacosupply.com](http://www.seacosupply.com)

Territory: FL (excluding Panhandle)

Lines: Chicago Faucet\*, Waterless Co., Precision Plumbing Products, Pioneer Industries, Truebro Inc., AMTEKCO Industries Inc., Intersan Manufacturing

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing

### Specified Sales Assoc.

Principal Contact: Richard Little

606 S Ware Blvd, Tampa, FL 33619-4443

Phone: 813/621-0700 Fax: 813/621-0601

Territory: All of FL except Panhandle & Dade,  
Broward, Palm Beach

Lines: Zurn Industries, Leonard Valve, Wilkins, Just, Acorn Engineering, Aquarius, Acorn Aqua, Acorn Safety, PVI, Chromomite, Elmdor Stoneman, Miro, Riverside Hydraulics, Aquaspec, Aquaflush, Flo-Thru, Zurn One, Raychem, Security Plumbing Products, Corrosive Waste Systems

# of outside sales people: 6

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Spirit Group, Inc.

Principal Contact: Bill Freeman

3563 Lake Breeze Dr., Orlando, FL 32808

Phone: 407/291-6035; 800/330-3300 Fax: 407/299-0378

e-mail: [bfreeman@spiritgroupinc.com](mailto:bfreeman@spiritgroupinc.com)

web site: [www.spiritgroupinc.com](http://www.spiritgroupinc.com)

Territory: FL

Lines: Bemis Mfg., Charlotte Pipe & Foundry, American Whirlpool, CS&B, Plastic Technology, Erico, E.L. Mustee & Sons Inc., Eljer Plumbingware, Rectorseal Corp., Josam, Metal Products, McGuire, Whirlpool-Kitchen Aid, Chicago Faucets, Oasis/Sunroc, Rheem/RUUD, Fernco

# of outside sales people: 10

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### The Carr Company

Principal Contact: Michael Hobbs, CPMR

6000 Park of Commerce Blvd., Boca Raton, FL 33487

Phone: 561/997-0999; 800/578-2277 Fax: 561/997-2633

e-mail: [mhobbs@carrcompany.com](mailto:mhobbs@carrcompany.com)

web site: [www.carrcompany.com](http://www.carrcompany.com)

Territory: FL, GA

Lines: Armacell, Bradford White, CECO, Blanco, Cresline, Dura, Mansfield Plumbing Products, Empire Pipe Hangers, Price Pfister, Kitz Valve, Lee Brass, Cash Acme, Lasco Bathware, Vitra, Ward Manufacturing, Cole & Co., JR Smith

# of outside sales people: 9

# of warehouses: 2

## SOUTH ATLANTIC

### Water Solutions Marketing

Principal Contact: Chris Colton

1128 Solana Ave., Winter Park, FL 32789

Phone: 800/345-0328; 888/354-2044 Fax: 407/679-7030

e-mail: [dpayment@flh2o.net](mailto:dpayment@flh2o.net)

Territory: FL east of Apalachicola River

Lines: Baron Wire, Bootz, Cuno, Freedom Plastics, FluidMaster, Haws, Ideal, Strataflo Products, State Industries, Gastite, Moen Commercial, Elkhart, J.C. Whitlam, Willoughby, Mifab

# of outside sales people: 5

# of warehouses: 1

## GEORGIA

### All Seasons Marketing, Inc.

Principal Contact: Conrad Gohlinghorst

302 Bell Park Dr., Woodstock, GA 30188

Phone: 770/516-8045; 800/241-5236 Fax: 770/516-8087

e-mail: [sales@a-s-m.com](mailto:sales@a-s-m.com)

web site: [www.a-s-m.com](http://www.a-s-m.com)

Territory: AL, FL, GA, TN, NC, SC, LA, MS

Lines: Buderus, Anderson Copper & Brass, Keltech, Triangle Tube Phase III, Davey Pumps, Hydra-Zorb, Ladder Hat, Sachwin, General Regulator, Hartell Pumps, Titan Industries, Watts Radiant, Nutech, Laing Thermotech, Myson, Future Tools, Hepworth Building Products

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating

### Bristow Manufacturers Agents, Inc.

Principal Contact: Jim S. Watson

1996 Airport Industrial Park Dr., Marietta, GA 30060

Phone: 770/952-3548; 800/950-3548 Fax: 770/984-1952

e-mail: [jim@wrbriostow.com](mailto:jim@wrbriostow.com)

web site: [www.wrbriostow.com](http://www.wrbriostow.com)

Territory: GA

Lines: Easy Heat Inc., Seymour Industries, JP Lamborn Co., Danco, Metal Fab Inc., Peerless Pottery, American Standard Water Heater Corp., NPS Ind., Arrow Ind.

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Dawn Sales Co.

Principal Contact: Patti Dawn

902 Andover Glen, Canton, GA 30115

Phone: 770/704-6707 Fax: 770/704-0671

e-mail: [pdsatlga@aol.com](mailto:pdsatlga@aol.com)

Territory: GA, TN, AL, FL Panhandle including Tallahassee

Lines: Plumbing, Piping, Valves, Fittings, Representing Leading Plumbing, Industrial, and Hardware Manufacturers with both Shelf, Specification Handicap & Luxury Showroom Products

# of outside sales people: 4

Industry Orientation: Plumbing, Piping, Valves & Fittings

### E.V. Dunbar Co.

Principal Contact: Robert P. Howard Jr.

125 Townpark Dr., Ste. 150, Kennesaw, GA 30144

Phone: 770/218-1750 Fax: 770/218-1756

e-mail: [rob.howard@evdunbarco.com](mailto:rob.howard@evdunbarco.com)

Territory: Southeast, TN, GA, SC, NC, FL

# of outside sales people: 5

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Evans & Associates, Inc.

Principal Contact: Mark Evans

2875 N. Berkeley Lake Road NW, Duluth, GA 30096

Phone: 770/622-0300 Fax: 770/622-9966

e-mail: [sales@evansinc.biz](mailto:sales@evansinc.biz)

web site: [www.evansinc.biz](http://www.evansinc.biz)

Territory: GA, AL, FL Panhandle, TN

Lines: Dallas Specialty Mfg., Babbitt Steam Specialties, Homestead Valve Co., Cello Products, O.C. Keckley Co., George Fischer Inc., MIFAB, Hayward, Proceptor, Star Pipe Products, Kessler, Florestone, Smith Cooper, Blue Angel Pumps

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Gentry & Assocs.

Principal Contact: Dale Gentry

1690 Roberts Blvd., Ste. 114, Kennesaw, GA 30144

Phone: 770/218-9358 Fax: 770/218-9364

e-mail: [dale@gentryonline.com](mailto:dale@gentryonline.com)

Territory: GA, East TN

Lines: Church Seats, Uponor, Elkhart Products Corp., Erico/Caddy, Gastite, Oatey SCS, Lenox/Irwin, Olsonite Seats, Harvey, Legend Valve

# of outside sales people: 4

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Gulf-Atlantic Sales

Principal Contact: Bill Lewis

2865 Still Meadow Way, Buford, GA 30519

Phone: 678/546-6754; 800/988-2283 Fax: 678/546-6765

e-mail: [bselewis2@aol.com](mailto:bselewis2@aol.com)

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Eljer Current/Obsolete

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Fisher

Fluidmaster

Franke

Gerber

Grohe Current/Obsolete

Halsey Taylor

Hamat

Hansa

Hansgrohe

Harcraft

Huntington Brass

Indiana Brass Current/Obsolete

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KWC

Leonard

Mixet

Modern Faucet (Rinse Quick)

Moen

Newport Brass

Phoenix

Porcher

Powers

Price Pfister

Rohl

Royal Brass Current/Obsolete

Santec

Savoy

Sayco

Speakman Current/Obsolete

Sterling

Streamway

Symmons

Trim Kits

T&S Brass

Union Brass

Universal-Rundle Parts/Ballcocks

Valley Current/Obsolete

WaterSaver

Zurn (Commercial)/Flush Valves

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## SOUTH ATLANTIC

Territory: GA, TN, NC, SC, AL, MS, N. FL, VA  
Lines: Aero-Flo Industries, Fieldpiece Instruments, Anglo-American Ent. Corp., Soleus Air, Dundas-Jafine, Packard (Elec. Motors & Elec. Accessories), Refco, Sensible Products, NDL Copper, Comstar, NDL Industries, Fabricair/Zipa Duct

# of outside sales people: 3

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Inman Sales Agency, Inc.

Principal Contact: Rudy Inman  
312 Howell St., Thomaston, GA 30286  
Phone: 706/575-7396 Fax: 706/648-2332  
e-mail: rcinman@mac.com

Territory: GA

Lines: Anaheim Mfg. Co. Inc., Braxton Harris Co. Inc., Benjamin Manufacturing Co., Century Sales & Manufacturing, Fine Fixtures, Leisure Whirlpools Inc., Stone Tools

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

### Jaykay Sales Co.

Principal Contact: Jim Barber  
Box 801108, Acworth, GA 30101  
Phone: 678/290-5023 Fax: 678/290-4808  
e-mail: jimbarber@jaykaysales.com  
web site: www.jaykaysales.com

Territory: GA, TN, AL, KY (Bard Only)

Lines: Quietflex, Bard, Shurtape, LuxPro T-Stats, Venture Aire, Hardcast, Hartell, Stone Tools, Polytron Filter Co., Enerco Heaters

# of outside sales people: 3

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### MADS

Principal Contact: Rick Stewart  
6655B Corners Ind Ct,  
Norcross, GA 30092

Phone: 7703259800; 866/203-7033  
Fax: 7703259750

e-mail: rick.stewart@mads.com

Territory: GA, AL, NC, SC, TN, FL

Lines: Anaco, Anvil International, Aqua Bath, Chicago Faucets, Cimberio Valve, Dixie Tank, F.E. Myers, George Fischer Sloane, Gruvlok, Husky Technologies, McGuire Mfg. Co., Plastic Trends, Spurlin Industries, Topp Industries, Tyler Soil Pipe, Wade Specification Drainage Products, Weben-Jarco, Halsey Taylor, Willoughby Industries

# of outside sales people: 7

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Manufacturer's Link, Incorporated

Principal Contact: Bill Hickman  
16584 Westbrook Rd, Alpharetta, GA 30004  
Phone: 678/206-0800 Fax: 678/206-0801  
e-mail: bhickman@manufacturers-link.com

Territory: GA

Lines: ABT/Polydrain Trenchdrain, Schier Products, Encore Commercial Faucets, Mapa Roof Top Pipe Supports, Isimet Utility Controllers, Intersan Wash Fountains

# of outside sales people: 2

Industry Orientation: Piping, Valves & Fittings

### Mckee-Nix & Associates, Inc.

Principal Contact: Michael Born  
1844 Tucker Industrial Rd., Tucker, GA 30084  
Phone: 770/934-8061 Fax: 770/934-3233  
e-mail: mckeenix@mckeenix.com  
web site: www.mckeenix.com

Territory: GA, TN

Lines: American Plumber, Bemis Seats, Brass Craft, Centennial Plastics, Zurn Pex, Kitz Valve, Little Giant Pump Co., Metal Products, NDS, Rectorseal Corp., Rinnai Corp., Sioux Chief Manufacturing, E.L. Mustee

# of outside sales people: 10

# of warehouses: 1

### Mechanical Industrial Products, Inc.

Principal Contact: H. Tom McCormick  
621 Valley Green Trace, Marietta, GA 30068  
Phone: 770/565-0324 Fax: 770/509-7931  
e-mail: miphtm@msn.com

Territory: AL, FL, GA, MS, NC, SC, TN, VA

Lines: Andron Stainless, Delta Flange, Schulz USA, Bristol Metals, ERG/Flow Products, Maintenance Metals, Tube Forgings of America

# of outside sales people: 2

Industry Orientation: Piping, Valves & Fittings

### Pinnacle Sales Group, Inc.

Principal Contact: Ron Avery, CPMR  
P.O. Box 788, Dundee, FL 33838-0788  
Phone: 863/439-2453; 800/292-8374  
Fax: 800/574-8805

e-mail:

ravery@pinnaclesalesgroup.com

web site:

www.pinnaclesalesgroup.com

Territory: AR, FL, GA, AL, MS, LA, TN, NC, SC, Caribbean

Lines: DeRose Designs, Everpure, Mountain Plumbing, Rohl LLC, MAAX/Pearl, Panasonic, Link-a-Sink, Colonial Bronze, Oliveri, St. Thomas Creations

# of outside sales people: 13

# of warehouses: 1

Industry Orientation: Plumbing

See ad on page 68

### Prime Sales of Atlanta, Inc.

Principal Contact: Lance Kozacek  
40 Confederate Ave.,  
Mountain City Business Park,  
Jasper, GA 30143

Phone: 706/301-1004 Fax: 706/301-1005

e-mail: primesoa@aol.com

web site: www.primesalesofatlanta.com

Territory: GA, TN, NC, SC, AL, MS,

Panhandle of FL

Lines: Barclay, Mico Designs, Stone Forest, Elite Bath, Fairmont Designs, Rubinet Faucet, Sign of the Crab, Atlas Homewares, Kimball & Young, Mountain Plumbing Products, Mr. Steam/Mr. Sauna, Hydrosystems, Hickory Hardware, Hamilton Sinkler, Designs Solutions

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing

### Pulley & Associates, Inc.

Principal Contact: Eddie Pulley  
430 Lovena Dr., Ste. 200, Marietta, GA 30067  
Phone: 770/425-0706 Fax: 770/428-3934

e-mail: ep@epulley.com

web site: www.epulley.com

Territory: GA, TN

Lines: Ginger, Liberty Hardware, Charlotte Pipe & Foundry, Delta/Faucets & Accessories, and Peerless Faucets, Aqua Glass, Basco Shower Doors, Briggs Plumbing Products, Rheem Water Heaters, Newport Brass/Brasstech, Alsons, Oliveri Sinks, REHAU, Metlund

# of outside sales people: 17

# of warehouses: 1

Industry Orientation: Plumbing

### R & R Sales & Marketing Inc.

Principal Contact: Richard Reeves, CPMR  
2820-A Lassiter Rd., Ste. 250,  
Marietta, GA 30062

Phone: 770/650-0736 Fax: 770/650-0936

e-mail: rreeves@rrsalesinc.com

web site: www.rrsalesinc.com

Territory: GA, Beaufort County S.C.

Lines: Mansfield Plumbing Products, Swirlway, Cifial USA, Teka, Cantrio Concepts, Opella, Keeney Manufacturing, Sagehill Designs

# of outside sales people: 3

Industry Orientation: Plumbing

### Repco Sales of Georgia

Principal Contact: Michael Atchison  
211 Rope Mill Pkwy., Ste. #2,  
Woodstock, GA 30188

Phone: 770/591-1800 Fax: 770/591-4900

e-mail: atchcaptain@aol.com

web site: www.repcosalesofga.com

Territory: GA

Lines: B-Line Systems, Zoli, Wilkins, Elkay Manufacturing, Leonard Valve, Zurn Industries, Steamist, Eemax, Red-White Valve, Miro, Aqua Shield, Le Bijou

# of outside sales people: 6

# of warehouses: 1

### Southland Marketing Inc.

Principal Contact: Jim Dooley  
1915 Old Covington Road NE, #C,  
Conyers, GA 30013-1521  
Phone: 404/760-0627 Fax: 404/760-0727

e-mail: jimdsmi@aol.com

Territory: GA, FL, AL, NC, SC, TN

Lines: Beckett, Comfort Aire, Cooper Instrument Co., Handy Harmon, Clip Light, Motors & Armatures, Skuttle, Superior Valve Co., J/B Industries, RCD Corp., Precisionaire

# of outside sales people: 5

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Spotswood Associates

Principal Contact: James Sulko Jr.  
6235 Atlantic Blvd.,  
Norcross, GA 30071  
Phone: 770/447-1227 Fax: 770/263-6899  
e-mail: dlewis@spotswoodassociates.com  
web site: www.spotswoodassociates.com

Territory: GA, SE TN, AL

Lines: Conine Solvent, Hot Box, Conbraco, Apollo Valves, Moen Commercial, Delany, Raychem, Sumner, Syncroflo, Town & Country, Oasis, Sunroc, Zoeller Pump, GPK Products, Schott/Kimax, LSP Products, Indiana Seal, SJE Rhombus, Cascade, Eternal Water Heaters, EZ Sleeper

# of outside sales people: 7

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Streater Sales Inc.

Principal Contact: Burton Streater  
4679 Hugh Howell Rd,  
Tucker, GA 30084-5005

Phone: 770/939-4544; 800/222-6620

Fax: 770/939-4592

e-mail: burton@streatersales.com

web site: www.streatersalesinc.com

Territory: GA, Southeast

Lines: AIC Heat Exchanger, Laars Heating Systems, Flexicon, General Rubber, Gerand Engineering, Aloyco Valves, Hays Fluid Controls, Wilo Pumps, Maid-O-Mist, Mepco/Dunham Bush Pumps, Norris Valve, Norrisel Controls, SSI/Spence/Nicholson, US Heater Corp., Unilux Boiler, Terice, Wessels Tanks, Thermal Engineering, Durabra Valve, Watson McDaniel, Crane Valve Co., Centerline, Duo-ChekII, ELBI Tank, Flowseal, SVF Valve, Uni-Chek, Wheatley, Niles Tank

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Valve Products, Inc.

808 Highland Green Way, Atlanta, GA 30306  
Phone: 678/858-2549 Fax: 404/888-3698  
e-mail: valveproducts@comcast.net

Territory: AL, GA, FL, MS, TN, NC, SC, VA, PR  
Lines: DSI Cast Steel, DSI Forged Steel & Pressure Seal Valves, Grinnell Resilient Seat & High Performance Butterfly Valves & Controls, Bonomi Forged Brass Ball Valves, Hilton Knife Gate Valves, IPEX Thermoplastic Piping Systems, Mercer Rubber Expansion Joints

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

## NORTH CAROLINA

### Allison Sales & Marketing, Inc.

Principal Contact: Randy Allison, president  
631 Graves St., Kernersville, NC 27284  
Phone: 336/992-6200 800/859-0904  
Fax: 336/992-6205

e-mail: randy@allisonsales.com

web site: www.allisonsales.com

Territory: NC, SC

Lines: Canplas, Crown Industries, C-Tech, HydroClean, Universal American Products, FloodMaster Inc., Aqua Brass, Speedway Drain Cleaners, Arrowhead Brass, Bosch Tankless Heaters, Champion Irrigation Products

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Aquagreen Spec Sales

Principal Contact: Jeff Dotson  
P.O. Box 388, Mount Holly, NC 28120  
Phone: 704/827-6162 Fax: 704/812-8365  
e-mail: aquagreenspecsales@myway.com

Territory: NC, SC

Lines: Falcon Stainless, Schier Products, Canfield Technologies, Flame Stop Inc., Gruner Brass, Pro Abrasives

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Carolina Sales Associates

Principal Contact: Fred R. Lanier  
P.O. Box 7070, Charlotte, NC 28241  
Phone: 803/831-7227 Fax: 803/831-2565  
e-mail: f.lanier@carolinasalesassoc.com

Territory: NC, SC, GA, FL

# of outside sales people: 8

Industry Orientation: Plumbing, Piping, Valves & Fittings

### J. L. Brasher Co., Inc.

Principal Contact: H. Lee Johnson  
6218 Kensington Gardens Ct.,  
Charlotte, NC 28277  
Phone: 704/542-2735 Fax: 704/542-8607  
e-mail: brasherco@aol.com

Territory: NC

Lines: Woodford Mfg., Watco Mfg., CTS Flange, Durgo, Inc., Union Brass, Metpar Corp., Visionary Innovations

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Lewis Marketing Inc.

Principal Contact: Glenn Thurman, CPMR  
P.O. Box 5523, Charlotte, NC 28299  
Phone: 704/376-0262 Fax: 704/375-1850  
e-mail: glenn@lewismarketinginc.com  
web site: www.lewismarketinginc.com

Territory: NC, SC

Lines: American Plumber, Coleman Cable, Briggs Ind., Campbell Manufacturing, Cello Products, Colonial Engineering, C&S Mfg., Dallas Specialties, General Wire Spring, Knox Co., Innofoam, Keeney Manufacturing, Lasco Fitting Inc., Laurel Mountain Whirlpool, Olsonite, Plastic Trends, Viega, Wedge Ind., Wheeler Mfg.

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Ludwig, Smith & Walker, Inc.

Principal Contact: Thomas Ludwig  
218-A E. Tremont Ave., Charlotte, NC 28203  
Phone: 704/342-9690 Fax: 704/342-9693  
e-mail: tom.ludwig@lswrep.com

Territory: NC, SC

Lines: Arrow Tank, Bemis Mfg. Co., Prier Brass, Dormont Mfg., J&B Products, Jones Stephens, Kamco, Mansfield/Swirlway, RectorSeal

# of outside sales people: 4

Industry Orientation: Plumbing

### M.A. Stewart & Sons (USA) Ltd.

Principal Contact: Andre Bergeron  
803 Pressley Road #107,  
Charlotte, NC 28217

Phone: 704/527-0722

Fax: 704/527-0791

e-mail: andre@mastewart.com

web site: www.mastewart.com

Territory: 23 Eastern states (including TX & OK), New England

Lines: M.A. Stewart, Bonney Forge, WKM High Performance Butterfly Valves, Kitz Brass, Bronze & Iron, Flow Control Components, Max Air Actuators, Beric Daves

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

### Pinnacle Sales Group, Inc.

Principal Contact: Ron Avery, CPMR  
P.O. Box 788, Dundee, FL 33838-0788  
Phone: 863/439-2453 800/292-8374  
Fax: 800/574-8805

e-mail:

ravery@pinnaclesalesgroup.com

web site:

www.pinnaclesalesgroup.com

Territory: AR, FL, GA, AL, MS, LA, TN, NC, SC, Caribbean

Lines: DeRose Designs, Everpure, Mountain Plumbing, Rohl LLC, MAAX/Pearl, Panasonic, Link-a-Sink, Colonial Bronze, Oliveri, St. Thomas Creations

# of outside sales people: 13

# of warehouses: 1

Industry Orientation: Plumbing

See ad on page 68

>

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## SOUTH ATLANTIC

### Price Marketing Inc.

Principal Contact: Jane Price  
705 S. Railroad Street Unit 1,  
Salisbury, NC 28144  
Phone: 704/642-0280 Fax: 704/642-0804  
e-mail: pmi@pricemarketing.com  
web site: hwww.pricemarketing.com  
Territory: NC, SC, GA, TN, AL, VA, FL  
Panhandle  
Lines: Jain Irrigation Inc., Antelco Corp.,  
Jomar International, Cascade Waterworks  
Mfg. Co., Midwest Rake Co./Kenyon Tools,  
Focus Industries Inc., Geoflow Inc., IPS  
Corp., Dawn, NDS, Keen Pump, Spears  
Mfg. Co., Topp Industries, Hydromatic  
Pump Co., Pipefit Jet Stream(Pipe Life),  
Norwesco Inc., Halco Lighting Corp.,  
King Innovation  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

### Quality Marketing

Principal Contact: Craig Birchfield  
3500 Woodpark Blvd., Charlotte, NC 28206  
Phone: 704/599-9407 Fax: 704/599-0595  
e-mail: craigb@marketing.biz  
web site: www.qmarketing.biz  
Territory: NC, SC  
Lines: Wilkins, Grohe, Noritz, Little Giant  
Pump, Stiebel Eltron, Bates & Bates,  
Matco-Norca, St. Thomas, Zurn, Haws,  
Jacuzzi  
# of outside sales people: 12  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

### RepSouth

Principle Contact: Robert D. Robinson  
220 Olympic Street  
Charlotte, NC 28273  
Phone: 704/525-3043 Fax: 704/525-8169  
e-mail: bobr@repsouth.com  
website: www.repsouth.com  
Territory: NC, SC, VA, MD, DC  
Lines: Anaco, B-Line, CS&B, Church Seats,  
Crane Plumbing, Elkay Mfg. & Co.,  
Showerite, Fiat Products, Husky, McGuire  
Mfg. Co., Orion, Polydrain, Precision  
Plumbing Products, Rheem/Ruud,  
Sanymetal, Steamist, Bobrick, Tyler Pipe,  
Eemax, Wade Drains, Ceco, Zoli, Cuno,  
Powers Control, Phylrich/Doralfe,  
American Standard, Eljer  
# of outside sales people: 3  
# of warehouses: 15  
Industry Orientation: Plumbing, Piping, Valves  
& Fitting

### Smith & Stevenson Co., Inc.

Principal Contact: Alan L. Tingle  
P.O. Box 240009, Charlotte, NC 28224-0009  
Phone: 704/525-3388 Fax: 704/521-6822  
e-mail: atingle@smithandstevenson.com  
web site: www.smithandstevenson.com  
Territory: NC, SC  
Lines: Charlotte Pipe & Foundry, Armacell,  
Delta Faucet Company, Cepex Valves,  
Duriron (FlowServe), Oatey SCS, Fernco,  
Allstone Mfg., Watts Industries, Ames,  
Alsons, SwanStone Company, Holdrite,  
Liberty Hardware, Safe-T-Cover, Sloan  
Valve, Lancaster Water Treatment  
# of outside sales people: 14  
# of warehouses: 1  
Industry Orientation: Plumbing

### Snider, Inc.

Principal Contact: Mark Snider  
P.O. Box 7567, Charlotte, NC 28241-7567  
Phone: 704/588-0915 Fax: 704/588-0954  
e-mail: msnider@sniderinc.com  
web site: www.sniderinc.com  
Territory: NC, SC  
Lines: Ayrlett, Bradford White, Cimberio,  
Elkhart, Eljer, Erico, Florestone, Grundfos,  
Imcoa, KBI, Lenox, Liberty Pumps, Lee  
Brass, Metal Product, Mission Rubber,  
Neoperl, Ward, Wardflex, Wisconsin  
Nipples  
# of outside sales people: 7  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

### Stack Marketing Service

Principal Contact: Paul Stack Jr.  
Box 240454, Charlotte, NC 28224-0454  
Phone: 704/376-6556 Fax: 704/376-6557  
e-mail: pstack@stackms.com  
Territory: NC, SC  
Lines: R&M Energy Systems, Mill-Rose,  
Industrial Engineering & Equipment Co.,  
Legend Valve & Fitting Inc., Ideal  
Couplings, Sure Flow Equipment Co.  
# of outside sales people: 2  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

### WM. T. Royster & Associates Inc.

Principal Contact: Bill Royster  
P.O. Box 819, Pineville, NC 28134-0819  
Phone: 704/889-8892; 800/438-7892  
Fax: 704/889-8800  
e-mail: info@roysterassociates.com  
web site: www.roysterassociates.com  
Territory: N.C., S.C., VA  
Lines: Grundfos Pump Co., Goulds Pump -  
Wastewater, Alyan Pump Co., Weben-  
Jarco-Green Boiler, American Standard  
Water Heater, Camus Hydronics, Protech  
Systems, Columbia Boiler,  
Easyheat/Warm Tiles, Armstrong Pump  
Co., Sea Water Control, Precision Air  
Products, Everflux, Aqua Bath, Webstone  
Valves, Gasmasters Industries  
# of outside sales people: 4  
# of warehouses: 1  
Industry Orientation: Plumbing, Hydronic  
Heating

## SOUTH CAROLINA

### Pinnacle Sales Group, Inc.

Principal Contact: Ron Avery, CPMR  
P.O. Box 788, Dundee, FL 33838-0788  
Phone: 863/439-2453 800/292-8374  
Fax: 800/574-8805  
e-mail:  
ravery@pinnaclesalesgroup.com  
web site:  
www.pinnaclesalesgroup.com  
Territory: AR, FL, GA, AL, MS, LA, TN,  
NC, SC, Caribbean  
Lines: DeRose Designs, Everpure,  
Mountain Plumbing, Rohl LLC,  
MAAX/Pearl, Panasonic, Link-a-  
Sink, Colonial Bronze, Oliveri,  
St. Thomas Creations  
# of outside sales people: 13  
# of warehouses: 1  
Industry Orientation: Plumbing  
See ad on page 68

### Pro Marketing, Inc.

Principal Contact: Danny L. Cash  
110 Corporate Dr., Ste. L,  
Spartanburg, SC 29303  
Phone: 864/578-4334 Fax: 864/578-4889  
e-mail: sales@promarketinginc.net  
Territory: SC, NC, E. TN  
Lines: Aqua Pure, Brasscraft, Conbraco,  
Mifab, Huntington Brass, State Industries,  
Zurn Pex, Sanderson Pipe, Advance  
Tabco, Speakman, Anvil International,  
Spurlin Industries  
# of outside sales people: 8  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

## VIRGINIA

### Duhart Co.

Principal Contact: Bill Dudding  
1225 Mall Dr., Richmond, VA 23235-4737  
Phone: 804/379-0150 Fax: 804/379-9230  
e-mail: bdudding@duhartco.com  
web site: www.duhartco.com  
Territory: VA, MD, W. VA, DC  
Lines: Aqua Glass, Danco, Bemis Mfg. Co.,  
Bradford-White Corp., Arrow Ind., Gastite,  
Legend Valve, Mansfield Plumbing  
Products, Falcon Stainless, Lewis CPVC,  
Rockford Separators, Teko USA Sinks,  
Kessler  
# of outside sales people: 9  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

### Harry Eklof & Associates, Inc.

1272 North Church St.,  
Moorestown, NJ 08057  
Phone: 856/439-9801; 888/279-9801  
Fax: 856/439-9799  
e-mail: njinfo@harryeklof.com  
web site: www.harryeklof.com  
Territory: E. PA, NJ  
# of outside sales people: 21  
# of warehouses: 3  
Industry Orientation: Plumbing  
See ad on page 38

### J C Marketing

Principal Contact: Charles Feldman  
9350 Castle York Ct Apt 2212,  
Glen Allen, VA 23060-3890  
Phone: 804/755-8031 Fax: 804/755-1231  
e-mail: chuckjcmarketing@aol.com  
Territory: MD, VA, NC, SC  
Lines: Hole-Pro, Airtec, Clip Light, EZ Trap,  
Freedom Plastics, Jackson Systems,  
Klenk/Innovative Tools, Lambro, Nelco  
Products, Construction Solutions,  
Shook, Slimduct, Zebra Instruments,  
Pro1, 1AQ Thermostats  
# of outside sales people: 2  
Industry Orientation: Warm-Air Heating,  
Ducted Air Conditioning, Refrigeration and  
Sheet Metal

### Mid South Marketing

Principal Contact: Bill Uecker  
2169 Tomlynn Street,  
Richmond, VA 23220  
Phone: 888/957-8834 Fax: 888/436-5766  
e-mail: buecker3@aol.com  
Territory: VA, MD, DC  
Lines: In-Sink-Erator, LSP Products Group,  
Conbraco Industries, Grohe, Aquatic,  
Smith Cooper, Centoco, Aquatic  
Industries, Apollo, Oliveri, Sharon Piping,  
Neway Valves, Geberit  
# of outside sales people: 9  
# of warehouses: 1

### Richmond Marketing, Inc.

2535 Mechanicsville Turnpike,  
Richmond, VA 23223-2329  
Phone: 804/643-7355 Fax: 804/643-7380  
e-mail: rmi@ricmrk.com  
Territory: VA, MD, DC  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

### Soter-Martin Sales and Marketing

Principal Contact: Rick Martin  
P. O. Box 15233, Richmond, VA 23227  
Phone: 804/550-2164 Fax: 804/550-2054  
e-mail: rick@sotermartin.com  
web site: www.sotermartin.com  
Territory: VA, MD, DC  
Lines: Please see web site for list of  
manufacturers  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing

### The Joyce Agency, Inc.

Principal Contact: Todd Joyce  
8442 Alban Rd., Springfield, VA 22150  
Phone: 800/291-9298 Fax: 703/866-2332  
e-mail: tjoyce@thejoyceagency.com  
Territory: VA, MD, DC  
Lines: Briggs Plumbing, Charlotte  
Pipe, Grundfos Pumps, Hercules  
Chemical, Hubbard Enterprises,  
J. R. Smith Manufacturing Co.,  
Lasco Bathware, Mueller Steam  
Specialties, Oatey SCS, Omega  
Flex (TracPipe), Sloan Valve, Takagi,  
Uponor, Watts, Elkay, Hansgrohe  
# of outside sales people: 10  
# of warehouses: 2  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings  
See ad on this page

### Various

Principal Contact: Charles Rao  
2535 Mechanicsville Tpk.,  
Richmond, VA 23223-2329  
Phone: 804/643-7355 Fax: 804/643-7380  
e-mail: rmi@ricmrk.com  
Territory: VA, DC, MD  
Lines: American Shower & Bath, Houzer,  
Beneke, SileStone, Clarion, Watts  
Regulator, Dresser, Danze, Empire, Watts  
Radiant, Homestead, Watts Drainage,  
Safe-T-Cover, Watts Ames, Watts Brass &  
Tubular, Advance, Charlotte Pipe,  
Tripalm/Oasis  
# of outside sales people: 6  
# of warehouses: 1

### Whitney Company

Principal Contact: David Whitney  
5732 Woodville Road Unit C,  
Northwood, OH 43619  
Phone: 419/836-2300; 800/541-8004  
Fax: 800/326-5531  
e-mail: whitneyco@amplex.net  
Territory: MI, OH, IN, W. PA, W. VA  
Lines: Chicago Wilcox, Dundas-  
Jafine, Ashland Trap Dist. Co.,  
Crosstech Torch, Holyoke Fittings,  
Iodon Inc., Whitney Flange Packs &  
Accessories, Dundee Mfg. Co.,  
Billco Mfg., Stevens Pump Co.  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal

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## EAST SOUTH CENTRAL

## ALABAMA

### Ayers & Associates

Principal Contact: Mike Ayers  
P.O. Box 373, Northport, AL 35476  
Phone: 205/333-8874 Fax: 205/333-8745  
e-mail: mike@ayers-associates.com  
web site: www.ayers-associates.com  
Territory: AL, TN, FL Panhandle  
Lines: Lines Available Upon Request  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

### Banks & Head Agency, Inc.

Principal Contact: Richard Banks  
710 Wilmer Ave., Anniston, AL 36201  
Phone: 256/235-9000; 888/835-8680  
Fax: 256/235-2000  
e-mail: banksassoc@aol.com  
web site: www.bankshead.com  
Territory: AL, FL Panhandle  
Lines: Arrow, Anaheim Manufacturing,  
Progressive Cabinetry, Bradford White,  
Canplas, Central Brass, Pioneer  
Industries, Fernco, General Wire, Legend  
Valve, LSP, Mansfield, Opella, Swanstone  
# of outside sales people: 3  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

### Benton & Associates Inc.

Principal Contact: Jim Benton  
1980 McCain Pkwy., Box 789,  
Pelham, AL 35124  
Phone: 205/664-1221 Fax: 205/664-1277  
e-mail: jim@bentonandassoc.com  
Territory: AL, N.W. FL  
Lines: Brass Craft, Olsonite, E. L. Mustee &  
Sons, Little Giant Pump Co., Reliance Water  
Heaters, Oatey SCS, Lasco Fittings, Inc.,  
Sanderson Pipe, Alsons, Lasco Bathware,  
NDS, Elkhart Products, Prier Products  
# of outside sales people: 4  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

## 2008/2009 MANUFACTURERS' REPRESENTATIVES

### EAST SOUTH CENTRAL

#### Coleman-Russel & Associates, Inc.

Principal Contact: John Coleman  
P.O. Box 100217,  
Birmingham, AL 35210-0217  
Phone: 205/833-0700 Fax: 205/836-6528  
e-mail: jtc0041@aol.com  
Territory: AL, TN, AR, LA, MS, FL Panhandle  
# of outside sales people: 11  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

#### Cruse & Associates, Inc.

Principal Contact: John Owens  
P.O. Box 99, Alabaster, AL 35007-0099  
Phone: 205/663-6662 800/226-2851

Fax: 205/663-9380  
e-mail: cruse@cruseandassociates.com  
Territory: AL, N.W. FL, MS  
Lines: Georgia Bathware, Beneke  
(Sanderson Plumbing Products), Accor  
Technologies, Red & White Valve, Endot,  
Eljer Plumbingware, Speakman,  
Honeywell Braukman Sparco, Teka USA,  
Keeney Mfg., Steibel Eltron, Hesco Ind.,  
Sunroc, Oasis  
# of outside sales people: 4  
# of warehouses: 1

#### Joe Spears Company

Principal Contact: Joe Spears  
3220 Dundale Rd., Birmingham, AL 35216

### Tim Morales & Associates

#### Representing Manufacturers of Fine Plumbing

4080 Lloyd Station Rd.

Mobile, AL 36693

[www.timmorales.com](http://www.timmorales.com)

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Phone: 205/979-5893 Fax: 205/979-3429  
e-mail: spearsco3@bellsouth.net  
Territory: AL, MS, N.W. FL, LA  
Lines: Brasstech/Newport Brass/Ginger,  
Link-a-sink, Acryline, Cheviot Products,  
The Rain Co., La-Co Chemical Co.,  
Keystone Filter Div., Deca  
# of outside sales people: 3  
Industry Orientation: Plumbing

#### McCain Sales Co., Inc.

Principal Contact: Clyde McCain  
4908 Cahaba River Rd., Ste. 208,  
Birmingham, AL 35243  
Phone: 205/967-4095; 800/686-4095  
Fax: 205/967-2443  
e-mail: clyde@mccainsales.com  
web site: [www.mccainsales.com](http://www.mccainsales.com)  
Territory: AL, MS, TN, FL Panhandle  
Lines: Danze, Inc., Lenox Tools, Pearl Bath  
by Maax, Radiator Specialty, Steamist,  
Classic Flame, Maax Collections, Midland  
Metal, Aker by Maax, Devontz Inc., Bow  
Plastics, Gerber  
# of outside sales people: 5  
Industry Orientation: Plumbing

#### Mid-America Marketing

Principal Contact: Clark Williamson  
203 Industrial Drive, Birmingham, AL 35211  
Phone: 205/879-3469; 800/234-3469  
Fax: 205/870-5027  
e-mail: clark@midamericamktg.com  
Territory: AL, FL Panhandle  
Lines: Watts Industries, Powers, Watts  
Drainage, Bootz Steelware, Ames,  
GPK Fittings, Mission Rubber,  
Safe-T-Cover, Centoco, Febco, Anvil  
International, State Water Heaters,  
Chicago Faucets, Savard Co.  
# of outside sales people: 4  
# of warehouses: 1  
Industry Orientation: Plumbing

#### S & S SALES LLC

Principal Contact: John Doggett  
4509 Valleydale Rd., Ste. 8,  
Birmingham, AL 35242  
Phone: 205/980-0090 Fax: 205/980-0505  
e-mail: johnd@sandssalesllc.com  
Territory: AL, TN, MS, FL Panhandle  
Lines: Briggs, Clarke, Crown Industries,  
Howell Metal, Kissler, Knox Co, Merfish  
Supply, Stone Tools, Plastic Trends,  
Reed, Speedway, Trim To The Trade,  
U.S. Plastics, Webstone, Wami Mfg.,  
Premiere Plastics, Grand Hall Eternal  
Water Heaters, Sisco  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

#### Tim Morales & Associates, Inc.

Principal Contact: Tim J. Morales  
4080 Lloyd Station Road,  
Mobile, AL 36693  
Phone: 251/602-8333; 866/471-8333  
Fax: 251/602-8339  
e-mail: tim@timmorales.com  
web site: [www.timmorales.com](http://www.timmorales.com)  
Territory: AL, MS, FL Panhandle  
Lines: 3m/Aqua-Pure, Jaclo Industries,  
Noritz, Sioux Chief, Jacuzzi, Taco,  
Whirlpool-Kitchen Aid, TOTO,  
Williams Valve, Cifial USA  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Hydronic  
Heating  
*See ad on this page*

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## VCM Sales Inc.

Principal Contact: Bill Cone  
3125 7th Ave. N., Birmingham, AL 35203  
Phone: 205/324-0669 Fax: 205/326-0899  
e-mail: vcmsales@hotmail.com  
web site: www.vcmsales.com  
Territory: AL, MS, FL Panhandle (including Tallahassee), North Florida (Jacksonville & Gainesville)  
Lines: Acorn, Aquarius, Hamilton, Elkay, Zurn (all divisions), A.O. Smith, Guardian Equipment, Lawler Mfg. Co., Chronomite Laboratories, Comfort Designs Inc., Elmdor, Town & Country Plastics, Phylrich, Doralfe, Zoli, Barnes Pumps, Tyco/Raychem  
# of outside sales people: 8  
# of warehouses: 3  
Industry Orientation: Plumbing, Piping, Valves & Fittings

## Will & Pierce Agency

Principal Contact: Wayne M. Will  
6612 Pine Hill Road,  
Daphne, AL 36526  
Phone: 251/621-1550; 800/672-1626  
Fax: 251/621-3036  
e-mail: waynewill@willandpierce.com  
Territory: AL, MS, Florida Panhandle  
Lines: Aqua Glass, Bemis/Church, CS&B, Charlotte Pipe & Foundry, Delta Faucet, Jones-Stephens, Acorn Aqua, Rheem/Ruud Water Heaters, Sloan Valve, Crane Plumbing, REHAU, Hansgrohe  
# of outside sales people: 11  
# of warehouses: 1  
Industry Orientation: Piping, Valves & Fittings

## KENTUCKY

### BWA South Co. Inc.

Principal Contact: Ron Flora  
262 Meadowlark Lane,  
Shepherdsville, KY 40165  
Phone: 502/543-6378; 800/888-0032  
Fax: 502/543-1537  
e-mail: yosemite@alhel.net  
web site: www.bwasouth.com  
Territory: KY  
Lines: Charlotte Pipe & Foundry, American Water Heaters, Little Giant Pump Co., Kitz Valves, Bathroom Partitions, Centoco Seats, Par-Flex  
Industry Orientation: Plumbing

### Cardinal Sales Co.

Principal Contact: Mark Breunig  
1822 Cargo Court, Louisville, KY 40299-1929  
Phone: 502/491-5030; 800/458-4563  
Fax: 502/499-6529  
e-mail: mark@cardinalsalesinc.com  
web site: www.cardinalsalesinc.com  
Territory: KY, IN, S. OH  
Lines: Aker by Maax, Basco, Keeney, Central Brass, Graff, Liberty Pumps, Maax Collection, Mayco, Mission Rubber, Multi Fitting, Pearl, Tyco, Robert Mfg., Whitlam  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing

### Jebcco Marketing

Principal Contact: Robert Carr  
5900 Concord Ave.,  
Crestwood, KY 40014-7581  
Phone: 502/243-0142 Fax: 502/243-0176  
e-mail: rcarr@jebcco.com  
Territory: KY, S.W. IN up to State Hwy. 50  
Lines: Aqua Glass, Alsons, Bemis, Coral

Industries, Delta Faucet Co., Briggs, InSinkEerator, Liberty Hardware, Josam, Omega Flex, Uponor  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings

### Kemper Sales & Associates

Principal Contact: Gary Kemper  
100 Kemper Dr., Nicholasville, KY 40356  
Phone: 800/326-5736; 800/326-5736  
Fax: 888/356-9820  
e-mail: gkemper576@aol.com  
Territory: KY, OH, TN  
Lines: General Wire, Plastic Trends, B-Line, Gerber, Turbo Torch, Legend Valve, Danze, Fernco, Aquarius  
# of outside sales people: 5  
# of warehouses: 1

## Marketing Services Group, Inc.

Principal Contact: Kevin Thomas  
537 E. 10th St., Dept. W,  
Bowling Green, KY 42101  
Phone: 270/842-4142  
Fax: 270/842-4155  
e-mail: ket1@msginc.com  
web site: www.msginc.com  
Territory: IL, IN, KY, TN  
Lines: Best Diversified, Bando Belts, Desa International, Intertape Polymar Group, Dormont Mfg. Co., Mi-T-M Pressure Washers, Diversitech, Steel King Industries, Metzgar Conveyor Co.  
# of outside sales people: 4  
Industry Orientation: Piping, Valves & Fittings  
*See ad on this page*

## Midwest Spec, LLC (River Valley Office)

Principal Contact:  
Patrick Murphy, CPMR  
P.O. Box 57, Miamitown, OH 45041  
Phone: 513/353-9191; 800/755-7732  
Fax: 513/353-1589  
e-mail: rvsales@mwspec.com  
web site: www.mwspec.com  
Territory: S. OH, KY  
Lines: AO Smith, Eljer, Guardian Equipment, Hot Box, IPEX, Just, Lawler, Oasis, Olsonite, J.R. Smith, Stern Williams, T&S Brass, Techno, Truebro, Watson McDaniel  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing  
*See ad on this page*

## Zoeller Pump Co.

Principal Contact:  
Michael A. Babrowski  
3649 Cane Run Road,  
Louisville, KY 40211-1961  
Phone: 502/778-2731; 800/928-7867  
Fax: 502/774-3624  
e-mail: mikeb@zoeller.com  
web site: www.zoeller.com  
Territory: Entire U.S. and Canada  
# of outside sales people: 250  
# of warehouses: 6  
Industry Orientation: Plumbing

## EAST SOUTH CENTRAL

### MISSISSIPPI

#### Pace-Cooley Sales

Principal Contact: Herman Pace  
305 Babin Wells Rd., Pearl, MS 39208-4608  
Phone: 601/936-8926 Fax: 601/936-8946  
e-mail: pacorep@bellsouth.net  
Territory: LA, MS  
Lines: Aqua Bath, Arrowhead Brass, Basco, Beneke, Briggs Industries, C.S.&B, Goss Inc., Fluidmaster, Metal Fab, Opella, Steamist, InSinkEerator, Moen  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing

### TENNESSEE

#### Ben O'Neal Company, Inc.

Principal Contact: Greg O'Neal  
P.O. Box 5, Chattanooga, TN 37401-0005  
Phone: 423/624-3359 Fax: 423/622-3990  
e-mail: greg@bonealco.com  
web site: www.benonealcompany.com  
Territory: E. TN, N. GA, S.W. VA, W. NC  
Lines: Bradley Corp., Burnham Corp., Aqua-Spec Commercial Faucets, Cla-Val Co., Elkay, Eemax Inc., General Partitions Inc., Zurn Plumbing Products Group, Grundfos Pumps Corp., PVI Water Heaters, Sterling Inc., Stern-Williams Co. Inc., Symmons Industries Inc., Wilkins Regulator, Mason Industries, Zurn Flush Valves  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing, Hydronic Heating

#### Ledford-Davis Agency

Principal Contact: Bob Davis  
6400 Lee Hwy., Ste. 108,  
Chattanooga, TN 37421  
Phone: 423/855-0007 Fax: 423/855-0003  
e-mail: lida@ledford-davis.com  
Territory: TN  
Lines: Crane Plumbing, Aqua Glass, Coral Ind., Grohe America

#### Shupe, Carboni & Associates

Principal Contact: Steve Carboni  
6025 Lee Hwy., #201,  
Chattanooga, TN 37421-2928  
Phone: 423/499-3888; 800/272-9548  
Fax: 423/499-0208  
e-mail: sales@shupecarboni.com  
web site: www.shupecarboni.com  
Territory: TN, KY, GA, AL, MS, FL Panhandle  
Lines: Thomas & Betts, Atco Rubber Products Inc., Hardcast Carlisle, General Filters Inc., Advanced Distributor Products (Heatcraft), Hefco Plastics Inc., Metal Industries - US\*Aire Div., Invensys Control, Berry Plastics, Glasfloss, K-Flex USA, Atlantic Chemical & Equipment (ACE), AirVent by CertainTeed, Dormont Mfg. Co., Appion, Honeywell, Aqua Guard, Howell Metal, LG Electronics  
# of outside sales people: 4

#### Southern Marketing Group

Principal Contact: Al Rathheim  
3764 Burdan Cv, Memphis, TN 38118-5907  
Phone: 901/547-0042 Fax: 901/547-0035  
e-mail: smg49@bellsouth.net  
Territory: TN, AR, MS  
Lines: Apollo, Conbraco, Suneli, Jay R. Smith Mfg., Hayward, Speakman Co., AquaBath, Homestead  
# of outside sales people: 5  
# of warehouses: 3  
Industry Orientation: Plumbing, Piping, Valves & Fittings

#### Wm. M. McClain Co., Inc.

Principal Contact: Jim McClain  
2626 Hart St., Nashville, TN 37207  
Phone: 615/226-9601 Fax: 615/226-1026  
e-mail: jim@wmmclain.com  
Territory: TN, SO. Middle KY  
Lines: AK Industries, Armstrong Pump Co., CCI Piping Systems, Cherne, Dearborn Brass, Hercules, Oatey, Carson, Fernco, General Wire, Legend Valve, Hydromatic, SJE Rhombus, Sanderson Pipe, Mill Rose, Mustee, Endot, Church Seats  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings

## WEST SOUTH CENTRAL

### ARKANSAS

#### Jay-Gee Sales

Principal Contact: John Geiger  
2616 S. 58th St., Box 3346,  
Fort Smith, AR 72913  
Phone: 479/452-2212  
Fax: 479/452-2246  
e-mail: jay\_gee@msn.com  
Territory: AR, W. TN  
Lines: American Brass & Aluminum, Legacy Brass, Central Brass Mfg., Laurel Mountain Whirlpools, Midland Metal Mfg. Co., E.L. Mustee & Sons, Corstone Industries, Bootz Industries, Pioneer Industries, Thrift Marketing, Chevoit Products  
# of outside sales people: 2  
Industry Orientation: Piping, Valves & Fittings  
*See ad on this page*

### LOUISIANA

#### A.H. Deveney & Co., Inc.

Principal Contact: Mike Mullen  
6240 Hollyfield Dr.,  
Baton Rouge, LA 70809  
Phone: 225/753-8960  
Fax: 888/329-2431  
e-mail: mmullen@ahdeveney.com  
*See ad on this page*

#### Barbot Woolf Canale Inc.

Principal Contact: Chuck Barbot  
813 South Al Davis Suite B,  
Harahan, LA 70123  
Phone: 504/734-0229 Fax: 504/734-3711  
e-mail: chuck@bwcassoc.com  
Territory: LA, MS  
Lines: Armacell, Charlotte Pipe, Elkhart

Products, Erico, Gerber, Hansgrohe, Houzer Sinks, Oatey - SCS, Protech Systems, REHAU, Rheem Ruud Water Heaters

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

#### Billingsley & Associates, Inc.

Principal Contact: Gene Billingsley  
2728 Crestview St.,  
Kenner, LA 70062-4829  
Phone: 504/602-8100  
Fax: 504/602-8106  
e-mail: gene@billingsley.com  
web site: www.billingsley.com  
Territory: LA, MS, AR



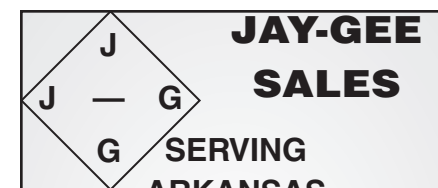
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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## WEST SOUTH CENTRAL

**Lines:** Ames Fluid Control, CertainTeed Corp., Cozy, Cresline Plastic Pipe, Fernco, GPK Products, Hot Box, Liberty Pumps, Ebara Pumps, Davey Pumps, Omega Flex, Watts Water Technology, Rector Seal, Delta P Systems, Total Piping Solutions, Griffin Products

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Brennan Brothers, Inc.

Principal Contact: Paul Prouet  
20 29th St., Ste. B, Kenner, LA 70062  
Phone: 504/466-9332 Fax: 504/466-9334  
e-mail: brennanbrosinc@msn.com

Territory: LA, S, MS

Lines: Aviana, Franke, Federal Home Products/Kindred, American Saw, Cello Products, Lasco Fittings, Lead Products, Wm. H. Harvey Co., Jones Stephens Corp., Keeney Manufacturing Co., Lasco Bathware, Speakman Co., Comfort Seats, Taracorp Imaco Inc., Danze Faucets

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing

### ESP Agency, Inc.

Principal Contact: Joe Scholl  
P.O. Box 23742, New Orleans, LA 70183  
Phone: 504/733-0603 Fax: 504/734-7328  
e-mail: info@espagency.com

Territory: LA, MS

Lines: PVI Industries, Riverside Hydraulics, Leonard Valve Co., Woodford Manufacturing Co., Precision Plumbing Products, Hubbell Electric Water Heaters, Clamp-All, Heat Transfer Products, Exhausto Inc.

# of outside sales people: 3

Industry Orientation: Plumbing, Hydronic Heating

### Grant & Associates, Inc.

Principal Contact: Walter M. Kenning  
P. O. Box 23664, New Orleans, LA 70183  
Phone: 504/733-2999 Fax: 504/733-9485  
e-mail: wkenning@grant-assoc.com  
web site: www.grant-assoc.com

Territory: LA, MS

Lines: Plumberex, Chicago Faucet Co., Coyne & Delaney Co., Mansfield Plumbing Products, Eemax Instantaneous Electric Water Heaters, Halsey Taylor, Orion Fittings Inc., Willoughby Ind., Turbotorch-Victor, T-Drill, Josam, Noritz, Red-White Valve, Columbia Partitions, Taco, AB & I Foundry, Brimar Pipe Markers

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Omega Marketing, Inc.

Principal Contact:  
John Davenport/Mike Hensley  
417 Transcontinental Dr., Metairie, LA 70001  
Phone: 504/456-7916 Fax: 504/888-9554  
e-mail: omegamktg9@cox.net

web site: www.omegamktg.com

Territory: LA, MS, AR

Lines: Keystone, Canterbury Enterprises, Canplas, Matco/Norca, Knox Co., J.C.

Whitlam Mfg. Co., FloodMaster Inc., Hydro-Air, Lewis Pipe Co.

# of outside sales people: 3

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Superior Products, Inc.

Principal Contact: George Lapour, CPMR  
2911 S. Ruby Ave., Gonzales, LA 70737  
Phone: 225/644-9773 Fax: 225/644-9957  
e-mail: superiorbr@superiorbrem.com

Territory: LA, MS

Lines: Cimberio, Bradley Corp., Elkay, Kitz Valve Corp., PHS Industries, Sloan Valve Co., Jay R. Smith Mfg. Co., Stern Williams, Stiebel Eltron, Tyco Thermal Controls, Zoli Corp

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Whitt Sales

Principal Contact: Charlie Whitt  
Box 80654, Baton Rouge, LA 70898-0654  
Phone: 225/756-7778; 800/899-3009  
Fax: 800/899-3019

e-mail: whittsales@aol.com

Territory: LA, MS

Lines: American Plumber, Amerec, Hydrotek, Central Brass, T & S Brass, Takagi, Just Mfg./EBC, Hydro Systems, Normandy, Mico, Symmons, Tyler Pipe/Wade, Hamilton/Praxis, Anaco

# of outside sales people: 4

# of warehouses: 1

### Wilkey Co.

Principal Contact: Ed Wilkey  
P.O. Box 4566, Shreveport, LA 71134-0566  
Phone: 318/221-1986 Fax: 318/221-1986  
e-mail: quickrprod@aol.com

Territory: AR, LA, MS, AL, TN

Lines: Electrotape, QuickRProducts, Hisco, Mutual Industries, Kosta Gloves & Safety

# of outside sales people: 4

# of warehouses: 1

### Woolf-Harris, Inc.

Principal Contact: Martin Sharpe  
210 General Patton Ave.,  
Mandeville, LA 70471

Phone: 504/733-8733

Fax: 504/733-4980

e-mail: cmsharpe@woolfharris.com

web site: www.woolfharris.com

Territory: LA, MS, TN

Lines: A.O. Smith, Alsons, Aqua Glass, Delta, Brass Craft, Church, Plastic Trends, Coral Ind., Watco, Woodford, Mr. Steam, Liberty Hardware, Tekla, Vitra, Oasis/Sunroc, Cole & Co., Erico

# of outside sales people: 13

# of warehouses: 1

Industry Orientation: Piping, Valves & Fittings

See ad on this page

## MISSOURI

### American Sales Co.

Principal Contact: Jim Bobbitt  
920 Palm, Box 5544, St. Louis, MO 63147

Phone: 314/231-6114 Fax: 314/231-6117

e-mail: amersales@aol.com or

amersales@sbcglobal.net

Territory: E. MO, S. IL

Lines: ACO Trench / Drain, Willoughby, Sloan, Jay R. Smith, T&S Brass, Benke

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing

### Behrmann Co.

Principal Contact: Patricia Knott  
4173 Hoffmeister Ave.,  
St. Louis, MO 63125-2296

Phone: 314/631-4400 Fax: 314/638-5609

e-mail: behrco@behrco.com

web site: www.behrmancompany.com

Territory: E. MO, South & Central IL

Lines: Metalbestos, Reco USA, Sondex, Burnham Hydraulics, Cain Industries, Precision Boiler Co., Exhausto, Fulton Boiler Works, Witt Co., Haydon, Heat-Fab, Hydrolevel Co., Keflex Inc., Burnham Commercial, L.E.S., Inc., Lochinvar Corp., MTH Tool Co., Macon Control Corp., Weiss Instruments, Power Flame, Watson McDaniel Co., Rite Engineering, Skidmore Pump, Taco Inc., Turbonics, Reymsa Cooling Towers

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Hydronic Heating

### C.K. Dorman Co. Inc.

Principal Contact: Patrick J. Enderson  
1127 W. 8th St., Kansas City, MO 64101  
Phone: 816/421-5988; 800/821-2382  
Fax: 816/842-3562

e-mail: ckdorman@ckdorman.com

web site: www.ckdorman.com

Territory: KS, W. MO

Lines: Basco, B-Line, Bradford White, Canplas, Freedom Plastics, Maax, Pearl, Jomar, Swanstone, Toto, Ward, Pearl Baths, Price Pfister, Zurn Pex, Anderson Metals

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Evans, Maille & Associates, Inc.

Principal Contact: A. Robert Maille  
10726 Manchester Road, Ste. 218,  
St. Louis, MO 63122-1395

Phone: 314/822-1023 Fax: 314/966-4181

e-mail: emaa-stl@sbcglobal.net

Territory: KS, MO, S. IL

Lines: Aspen Mfg., Atco, Fantech, Heat Controller, Braeburn, Space Pak, Modine, Tjernlund, Reed, Webstone

# of outside sales people: 2

Industry Orientation: Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Heinkel Sales, Inc.

Principal Contact: Lawrence R. Haffner  
12969 Maurer Industrial Dr.,  
Saint Louis, MO 63127-1515

Phone: 314/842-0057; 877/434-6557

Fax: 314/842-0078

e-mail: lhaffner@heinkelsales.com

web site: www.heinkelsales.com

Territory: E. MO, S. IL, W. KY

Lines: Prier, Grundfos, Chicago Faucet, Acorn Aqua, Just Mfg., Holdrite, RectorSeal, A.O. Smith, Symmons Industries, IPEX, Chronomite, Truebro Inc., Acorn, Elmdor

# of outside sales people: 5

# of warehouses: 1

Industry Orientation: Plumbing

### Hodes & Sutter Inc.

Principal Contact:  
Dan Hodes/Steve Sutter  
5230 - 32 Winner Road,  
Kansas City, MO 64127

Phone: 816/920-7472

Fax: 816/920-5126

e-mail: dan@hodesandsutter.com

web site: www.hodesandsutter.com

Territory: KS, W. MO

Lines: Cresline Plastic Pipe Co., Josam, Brass Craft, Oatey SCS, Speedway, Fralo, American Granby, Inc., Speakman, Holdrite, Bosch, El Mustee, Red & White Valve, Harvey, Cuno/Aqua Pure, Liberty Pumps

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### J & J Sales Rep, Inc.

Principal Contact: Michael Lee  
1976 Congressional, St. Louis, MO 63146  
Phone: 314/983-9200 Fax: 314/983-9640

e-mail: mlee@jjsalesreps.com

Territory: W. KY, Central & S. IL, E. MO

Lines: American Saw/Lenox, Dearborn Brass, Erico, Fluidmaster, General Wire Spring, Oatey SCS, Liberty Pumps, Raychem, American Plumber, Freedom Plastics, REHAU, Mission Rubber, Irwin Tool, Cherne, Hercules

# of outside sales people: 2

# of warehouses: 1

### JC Sunshine Sales, Inc.

Principal Contact: Jim Caton  
301 W. 109th Terr., Kansas City, MO 64114  
Phone: 816/941-9773 800/796-1565  
Fax: 816/941-9771

e-mail: jc-sunshine@juno.com &

jcaton@jcsunshine.com

web site: www.jcsunshine.com

Territory: KS, MO, S. IL, IA, NE

Lines: A.D.A. Protective Devices, MJSI

Hydroclean Ballcocks, Champion Irrigation Products, Garvin Basketstrainers, Arrowhead Brass, Durgo Vents, Brenelle Co., Dallas Specialities, Gentrionics Pumps, REMS Tools, Wal-Rich Corp., Takagi Tankless Water Heaters, Hico Group

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### McGuire Sales Co.

Principal Contact: Bruce McGuire  
16411 Forest Gate, Wildwood, MO 63011  
Phone: 636/530-7400; 800/269-9191  
Fax: 636/530-7403

e-mail: bruce.mcguire@sbcglobal.net

web site: www.mcguiresales.com

Territory: E. MO, S. IL, W. KY

Lines: Cash Valve, Inc., Febco, PVI, Croker, Safe-T-Cover, Speakman, Stern-Williams, Riverside Hydraulics

# of outside sales people: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Mission Sales & Marketing, Inc.

Principal Contact: John Berra  
1683 Larkin Williams Rd., Fenton, MO 63026  
Phone: 636/349-5199 Fax: 636/349-5198  
e-mail: johnb@mission-sales.com

web site: www.mission-sales.com

Territory: Central & Southern IL, Eastern MO

Lines: Toto USA, InSinkErator, Jones-Stephens, Swanstone, Prinsco, Oasis, Intersan, Rinnai, Laing Thermotech, Ward Manufacturing, Schier Products

# of outside sales people: 4

### T. G. Rankin Co.

Principal Contact: Tom G. Rankin Jr.  
233 Chesterfield Ind. Blvd.,  
Chesterfield, MO 63005

Phone: 636/532-4555 Fax: 636/532-4716

e-mail: tomsr@tgrankin.com

web site: www.tgrankin.com

Territory: MO, IL, IA, KS, NE

Lines: Norwesco, Premier Tech, Jackel, Kenco Engineering, Power-Flo Pumps, Lube Devices, Cultec Chamber Systems, Pardee Engineering, Penberthy, Archon, SJE/Rhombus, Schott Glass, Scot Pump, ABS Pump Co., Polyok Environmental Systems, Ebara Pump Co., A. K. Septic Products, All Bend, Base Products, Cyclops, OCV Valve, American Manufacturing Co., Mercer, Snyder Ind., Innovative Solutions, Salcor, Thermoquip, Zurn Plumbing Products, Halonim Controls, Collins Instr., Milwaukee Pump, Aqua Point, Keen Pump, Goulds, Snyder Industries, Concentric Environmental

# of outside sales people: 9

# of warehouses: 4

Industry Orientation: Plumbing

### W.T. Leonard & Associates

Principal Contact: Tom Leonard  
240 Chesterfield Ind. Blvd.,  
Chesterfield, MO 63005

Phone: 636/530-9852 Fax: 636/530-6996

e-mail: tleonard@wtla.com

web site: www.wtla.com

Territory: IL, IA, KS, MO, NE

Lines: Bemis, Brass Craft, Eljer Plumbing, Grohe America, Imcoa, Lasco Bathware, NDS Drainage, North Star, Church, State, Turbo Torch, Zurn Pex, Parker, Lasco Fittings, Stiebel/Eltron, Olsonite, Unico, Matco/Norca, Holby, Steamist, Sanderson Pipe

# of outside sales people: 12

# of warehouses: 2

Industry Orientation: Plumbing,



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Fax: 816/920-5126

e-mail: dan@hodesandsutter.com

web site: www.hodesandsutter.com

Territory: KS, W. MO

Lines: Cresline Plastic Pipe Co., Josam, Brass Craft, Oatey SCS, Speedway, Fralo, American Granby, Inc., Speakman, Holdrite, Bosch, El Mustee, Red & White Valve, Harvey, Cuno/Aqua Pure, Liberty Pumps

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings



# 2008/2009 MANUFACTURERS' REPRESENTATIVES

Grohe America, Imcoa, Lasco Bathware, NDS Drainage, North Star, Church, State, Turbo Torch, Zurn Pex, Parker, Lasco Fittings, Stiebel/Eltron, Olsonite, Unico, Matco/Norca, Holby, Steamist, Sanderson Pipe  
 # of outside sales people: 12  
 # of warehouses: 2  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

## OKLAHOMA

### Lightsey Marketing

Principal Contact: Tony Lightsey  
 PO Box 2376, Broken Arrow, OK 74013-2376  
 Phone: 918/251-2828; 800/583-8669  
 Fax: 918/251-7742

e-mail: lightsey@valornet.com  
 Territory: OK, AR

Lines: Wilmins Regulator, Hammond Valve, NDS, Midland Metal, North American Pipe, Plastic Trends, Wheatland Tube, Seminole  
 # of outside sales people: 2  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### OK! Sales

Principal Contact: Joe Foster  
 214 NE 12th St. #A, Moore, OK 73160-5802  
 Phone: 405/794-5200; 888/539-9059  
 Fax: 405/794-5250

e-mail: oksales@coxinet.net  
 Territory: OK, S.W. MO, S.W. KS

Lines: Nibco Dura-Pex, Guardian, IPS Weld-On & Water-Tite, InSinkErator, Mansfield Plumbing Products, Pasco Specialties Mfg. Co., Willoughby, Church Seats, Danze Faucets, Watts Regulator, Watts Drainage, Ames Backflow, Rheem Water Heaters, Omegaflex Trac Pipe  
 # of outside sales people: 4  
 # of warehouses: 2  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Oklahoma Group, Inc.

Principal Contact: Ted Parker  
 13755 Benchmark, Dallas, TX 75234  
 Phone: 800/339-0191  
 Fax: 800/900-0380

e-mail: tparker@oklahomagp.com  
 web site: www.oklahomagp.com

Territory: TX, LA, OK, NM, CO, AR  
 Lines: Acorn Aqua, Alderon, A.O. Smith, Aqua Bath, Armacell, Armstrong, Charlotte Pipe & Foundry, Cimberio, CTS Fabrication, Davey Pumps, Elkhart Products, Erico, Griffin Products, Holdrite, Jackel, Little Giant, Milliken Valve Co., Mission  
 # of outside sales people: 30  
 # of warehouses: 3  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Pannell Associates Sales Co.

Principal Contact: Carter Pannell  
 5411 S 101st East Ave,  
 Tulsa, OK 74146-5732

Phone: 918/664-7732 Fax: 918/664-6333

e-mail: mail@pannellassociates.com  
 web site: www.pannellassociates.com

Territory: OK, AR  
 Lines: Acorn Engineering Co., CECO, Sloan, Crane/Fiat, Innerlynx, Haws, Powers, Proset Systems, Jay R. Smith, Stevens Pump, Smith/ACO, Black Swan, Kingston Brass, American Standard

# of outside sales people: 4  
 # of warehouses: 1

### Pannell/Associates, Inc.

Principal Contact: Carter Pannell  
 P. O. Box 470104, Tulsa, OK 74147-0104  
 Phone: 918/664-7732 Fax: 918/664-6333

e-mail: CLP@pannellassociates.com  
 web site: www.pannellassociates.com

Territory: OK, AR  
 Lines: Acorn Engineering Co., Crane Plumbing/Fiat Products, Jay R. Smith, CECO, Haws, Sloan Valve, Powers, Proset Systems, Miro, Innerlynx, Smith/ACO, Black Swan, Kingston Brass, Eternal Water Heaters, Stevens Pump, Comfort Designs Inc., Hamilton Bathware  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### Pro-Spec, Inc.

Principal Contact: Wayne France  
 PO Box 472226, Tulsa, OK 74147-2226  
 Phone: 918/4610066 Fax: 918/4610105  
 e-mail: prospec@prospecinc.com  
 web site: www.prospecinc.com

Territory: OK  
 Lines: A.O. Smith Water Products Co., CSI Custom Controls, Encon & Encon Casade Safety Products, Flint & Walling, J.W. Harris Co., Keeney Manufacturing, Kitz Valves, Leonard Valve Co., Turbo Torch, T&S Brass, Topp Industries, Wilo-Pumpen Intelligenz, Zoeller Pump Co.  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Valves & Fittings

## TEXAS

### Albert Sterling & Associates

Principal Contact: Victor R. Schneider  
 5613 Winsome Lane, Houston, TX 77057  
 Phone: 713/780-1600 Fax: 713/780-8933  
 e-mail: vics@albertsterling.com  
 web site: www.albertsterling.com

Territory: TX  
 Lines: Acorn Engineering Co., Chronomite Laboratories, Holby Valve Co. Inc., Schott Scientific Glass Inc., Unitank Systems, Whitehall Manufacturing Inc., Knight Div., Koch Eng., Acorn Safety  
 # of outside sales people: 5  
 # of warehouses: 2

### Alliance Manufacturer Representatives, Inc.

Principal Contact: Cary Osters  
 P.O. Box 701085, Houston, TX 77270  
 Phone: 281/579-9400  
 Fax: 281/579-9489

e-mail: costera@alliancereps.com  
 Territory: TX, LA, OK, AL, NM, AR, FL  
 Panhandle, MS

# of outside sales people: 17  
 # of warehouses: 2

Industry Orientation: Plumbing  
 See ad on this page

### Armstrong/Weatherly Assoc.

Principal Contact: Harold Armstrong  
 PO Box 55475, Houston, TX 77255-5475  
 Phone: 713/692-5566 Fax: 713/692-6021  
 e-mail: sales@armstrong-weatherly.com  
 web site: www.armstrong-weatherly.com

Territory: TX, LA, OK  
 Lines: Conbraco, Apollo Valve, FireOUT Industries, Inbal Valve, R & M Energy Systems, Tylok, Babbitt Chainwheel, Cheng Fluid Systems, Fluid Engineering, Techno, Unasco, Bete Fog Nozzle, Fire Pro, Hydra Cell Pump, Potter Poemer  
 # of outside sales people: 8  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### AVC Mechanical Sales, Inc. Stocking Manufacturers Representatives

Principal Contact:  
 William C Clay, Tommy Toon  
 2550 114th Street Suite 100,  
 Grand Prairie, TX 75050-7941  
 Phone: 214/201-0100 Fax: 214/201-0104

e-mail: valvesales@avale.com  
 web site: www.avale.com  
 Territory: North TX, OK  
 Lines: Apollo, Conbraco Industries, Hayward Industrial Products Inc., Techno Check Valves, Tylok  
 # of outside sales people: 3  
 # of warehouses: 1

### Champions Marketing

Principal Contact: Carmen Sottile  
 10315 Woodedge Drive,  
 Houston, TX 77070-6003  
 Phone: 281/351-1009; 800/350-1082  
 Fax: 281/351-1125

e-mail: csot47@sbcglobal.net  
 Territory: TX, OK, LA, AR  
 Lines: Cuno/Aqua-Pure, Bootz Plumbingware, Duriron/FlowServe, Matco-Norca, Aquarius, Rectorseal, Sioux Chief, Bow Industries, Whirlaway/Waste King Disposers, Keeney Mfg., St. Thomas Creations/Altmans, Cello Copper Products, American Whirlpool, Rheem Mfg., Selkirk/Metalbestos, Zoeller Pumps, CECO

## WEST SOUTH CENTRAL

# of outside sales people: 12  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### Corbett, Wingard & Ray, Inc.

Principal Contact: Mike Ray  
 1205 E. Presido, Fort Worth, TX 76102  
 Phone: 817/335-4802; 800/880-1005  
 Fax: 817/332-4880  
 web site: www.insync.net/~cwrinc

Territory: TX  
 Lines: Bemis Manufacturing Co., Laing Thermotech, JB Products, General Wire Spring Co., A.Y. McDonald Mfg. Co., Ideal, Vortens, Banner, Uponor, InSinkErator, Jones-Stephens Corp.  
 # of outside sales people: 8  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### Dillard Associates, Inc.

Principal Contact: Mark Boyd  
 3145 National Cir., Garland, TX 75041  
 Phone: 972/278-2000 Fax: 972/271-0970  
 e-mail: mboyd@dillardassoc.com & sales@dillardassoc.com  
 web site: www.dillardassoc.com

Territory: TX  
 Lines: Halsey Taylor, Josam, Leonard Valve, Guardian, Sloan Valve, T & S Brass, Willoughby, McGuire, Takagi, Z-Flex, Aquarius/Comfort Design, Plumberex, Stern Williams, Anaco  
 # of outside sales people: 6  
 # of warehouses: 2  
 Industry Orientation: Plumbing

### Forward Marketing, LLC

Principal Contact: Jim Ward  
 Po Box 26153, Austin, TX 78755-0153  
 Phone: 512/791-7934 Fax: 512/346-2978  
 e-mail: forwardmarketing@sbcglobal.net  
 web site: www.forwardmarketing.biz

Territory: TX  
 Lines: Septic Products Inc., Snyder Industries, Wal-Rich Corp., Watergroup/Novatek, Silver Line Plastics, Merrill Manufacturing  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### Hardage & Pollex, LLC

Principal Contact: Bob Hardage  
 2220 San Jacinto Blvd. #316,  
 Denton, TX 76205  
 Phone: 972/241-6141; 888/768-2728  
 Fax: 888/768-2729

e-mail: bharda@hardagepollex.com  
 Territory: TX, OK, AR, LA  
 Lines: Atco Flexibe Duct, American

Air Filter, Standard Refrigeration, Five Two One, Ford Wire, Hardcast Inc., Klein Tools, Carson Pads, Dynatemp International, J.W. Harris, Little Giant Pumps, Nelco Products, Air Products, Ritchie Engineering, Fasson Tape, Tru Aire Grilles, Ace Chemical, Fujitsu

# of outside sales people: 6  
 # of warehouses: 1  
 Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal  
 See ad on this page

### Hartung & Associates

Principal Contact: John Hartung  
 1805 Lake Crest Lane, Plano, TX 75023  
 Phone: 469/387-2603 Fax: 972/867-8362  
 e-mail: johnhartung1@verizon.net, chad@hartung-associates.com  
 Territory: N. TX  
 Lines: Cresline, DFW, Legend Valve, JC Whitlam, Pasco, Kingston Brass, Camco Manufacturing, FluidMaster, Reed Mfg.  
 Industry Orientation: Plumbing

### Hugh M. Cunningham

Principal Contact: Sales & Marketing  
 Ted Parker  
 13755 Benchmark, Dallas, TX 75234  
 Phone: 972/888-3808; 800/339-0191  
 Fax: 972/888-3838

e-mail: tparker@hughcunningham.com  
 web site: www.hughcunningham.com  
 Territory: TX, LA, OK, NM, CO, AR  
 Lines: A.O. Smith, ACO Drains, Acorn, Acorn Aqua Coolers, Acrylic Shower Systems & Solutions, Adj. Reach Key, Air Specialties Express, Alderon, Ames, Apco Valve, Aqua Bath, Armacell, Armstrong, Camus Hydronics, Charlotte, Cimberio Valve, Clark Products, CTS Fabrication, Daikin A/C, Davey Pump, Deflecto, Dormont, Elkhart, Elmdor, Erico, Griffin Products, HDL, Holdrite, Hydrant Repair Parts, Jackel Basins, Jay R. Smith, Link Seal, Little Giant, Korall Industries, McCrometer, Milliken Valve Co., Mission, Moen Commercial, MURDOCK, Noble >



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 manufacturer's representatives

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 Toll Free: (888) 768-2728  
 Fax: (888) 768-2729  
 bhardage@hardagepollex.com



**Bob Hardage**  
 www.hardagepollex.com

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## WEST SOUTH CENTRAL

# of outside sales people: 30  
# of warehouses: 3  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Hydronic  
Heating  
*See ad on this page*

### JT Associates

Principal Contact: Terry Entrekin  
1201 E 15th St., Ste. 103,  
Plano, TX 75074-6208  
Phone: 972/424-0058 Fax: 972/424-1162  
e-mail: tentrekin@aol.com  
Territory: N. TX  
Lines: Alsons, Aquatic Whirlpools,  
Brasscraft Mfg, Centoco, CS & B Tubular,

Durgo Inc., Everflux, NACO Mfg., Houzer,  
IPEX, NDS, Prier Products, Sayco Brass,  
Seymour Industries, Speedway, Stone  
Tools

# of outside sales people: 3  
Industry Orientation: Piping, Valves &  
Fittings, Hydronic Heating

### K Sales Inc.

Principal Contact: Carl Krone  
2741 Satsuma, Ste. 107,  
Dallas, TX 75229-3522  
Phone: 972/484-8885 Fax: 972/484-1245  
e-mail: k-sales@hotmail.com  
Territory: TX, OK, AR, LA  
Lines: AMCOT (cooling towers), Holyoke  
Fittings, Control Products Inc., Danfoss

Controls, Heating, Maxi-Vac, King Electric  
Manufacturing, Modine (parts only)  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Warm-Air Heating,  
Ducted Air Conditioning, Refrigeration and  
Sheet Metal

### Massey-Johnson Associates

Principal Contact: Robert W. Johnson  
6923 Industrial Ave., Box 3317,  
El Paso, TX 79923  
Phone: 915/774-0040 Fax: 915/774-0046  
e-mail: rwjohnson@msn.com  
web site: www.masseyjohnson.com  
Territory: W. TX, NM  
Lines: Acudor, Aquaflush, Aquaspec,  
Bradley, CTS Fabrication, Clamp-All,  
Eemax, Fire-End Croker, Flexcon, Halsey  
Taylor, Metraflex, Elkay, Myers, Raypak,  
Sterling, Symmons Industries, Taco Inc.,

H. O. Trerice, Wilkins Regulator, Weil  
McLain, Zurn Industries  
# of outside sales people: 5  
# of warehouses: 2

### McKinney Agency, Inc.

Principal Contact: Kevin S. McKinney  
1225 E. Crosby Rd., Ste. B21,  
Carrollton, TX 75006  
Phone: 972/242-4164  
Fax: 972/242-5115  
e-mail: kevin@mckinney-agency.com  
web site:  
www.mckinney-agency.com  
Territory: TX, OK  
Lines: Lines Available Upon Request  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings  
*See ad on this page*

### Mena & Associates

Principal Contact: Duane Mena  
802 Dominion Dr., Ste. 100,  
Katy, TX 77450-2039  
Phone: 281/579-8228 Fax: 281/579-8286  
e-mail: dmena@menassociates.com  
Territory: S. TX  
Lines: American Brass, Black Swan Mfg.,  
Hamilton, Bradford White, IPEX, Webstone,  
Dallas Specialty, Comfort Seats, Suneli,  
Peerless Pottery, Midland Metals, Seymour  
Industries, Flow Master, Wilson, Whiterock  
Corp., Tru-Flex, Vita Bath  
# of outside sales people: 4  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

### Oklahoma Group, Inc.

Principal Contact: Ted Parker  
13755 Benchmark, Dallas, TX 75234  
Phone: 800/339-0191  
Fax: 800/900-0380  
e-mail: tparker@oklahomagp.com  
web site: www.oklahomagp.com  
Territory: TX, LA, OK, NM, CO, AR  
Lines: Acorn Aqua, Alderon, A.O  
Smith, Aqua Bath, Armacell,  
Armstrong, Charlotte Pipe &  
Foundry, Cimberio, CTS  
Fabrication, Davey Pumps, Elkhart  
Products, Erico, Griffin Products,  
Holdrite, Jackel, Little Giant,  
Milliken Valve Co., Mission  
# of outside sales people: 30  
# of warehouses: 3  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Hydronic  
Heating

### Oslin Nation Co

Principal Contact: John Carter  
5510 S. Westmoreland Rd. Suite 300,  
Dallas, TX 75237  
Phone: 214/631-5650; 800/293-2506  
Fax: 214/339-0508  
e-mail: jcarter@onco-tx.com  
web site: www.onco-tx.com  
Territory: TX  
# of outside sales people: 16  
# of warehouses: 4  
*See ad on this page*

### Pepco Sales Co.

Principal Contact: Mike Parham  
8920 North Royal Ln., Irving, TX 75063-2545  
Phone: 972/823-8700; 800/442-4431  
Fax: 972/823-8717  
e-mail: mparham@pepcosales.com  
web site: www.pepcosales.com  
Territory: TX, OK, AR, NM, LA  
Lines: Vitra, Florstone, Nomaco, Dura-Vent,  
American Standard Water Heater,  
Multi Fittings, Kitec, Howell Metals,  
Pro-Products, Parker Gas, Eastman,  
Metal Products, Unistrut, Canplas, T.  
Christy, Bear Creek Glass, Grohe, K-Flex,  
All Style Coil Co., American Plumber,  
Dryer Box, Rack-Strap, RCT Aquaguard,  
Famco, REMS Tools, General Aire,  
ProTech, Normac, Stockham, Japco,  
NDS, Frank Pattern, Lux  
# of outside sales people: 12  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Warm-Air Heating, Ducted Air  
Conditioning, Refrigeration and Sheet  
Metal

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Greg Barrow - Group Manager  
www.oklahomagp.com

*Sandia Group, Inc.*  
A New Mexico Corporation  
Jason May - Group Manager  
www.sandiagp.com

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Brad Feldman - Group Vice President

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Donald Moon, CPMR - Group Vice President

*HV AC GROUP*  
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Tim Truitt - Group Manager

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FAX: (972) 242-5115  
Email: kevin@mckinney-agency.com

## 2008/2009 MANUFACTURERS' REPS

### WEST SOUTH CENTRAL

#### PMI Sales & Marketing Services, Inc.

Principal Contact: Dick Falkenhagen  
8967 Market St., Houston, TX 77029  
Phone: 713/674-8735 Fax: 713/672-6000  
e-mail: dickf@pmireps.com  
web site: www.pmireps.com  
Territory: TX, OK  
Lines: B-Line, Beneke, Crane/Fiat, Franke/Kindred, Kitz Valves, Imcoa, Laco, Mueller Industries, Woodford, Ward Foundry, Victor/TurboTorch, Bosch, IPS-Weld-On, Coastline Plastics, Grundfos, Watco, REHAU  
# of outside sales people: 14  
# of warehouses: 3  
Industry Orientation: Plumbing  
**See ad on this page**

#### ProLine Marketing

Principal Contact: Jack Doran  
Box 73033, Houston, TX 77273-3033  
Phone: 281/448-1782; 800/460-5511 Fax: 281/999-3297  
e-mail: proline@prolinemarketing.com  
web site: www.prolinemarketing.com  
Territory: TX  
Lines: Danze Faucets, Presealed Systems, Arrowhead Brass Products, Gerber, Elcoma Metal Fabricating, TracPipe by Omegaflex, Barnes Pumps, Panasonic Ventilating Fans, Petersen Products, Holyoke Fittings Inc., Geberit Manufacturing Inc., Septic Products Inc., Nantucket Sinks, Stuff Sorter by VersaPak, Tile-Redi, Z-Flex Vent Pipe, Panasonic Power Tools  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings

#### ProStar Marketing, Inc.

Principal Contact: Jack Stringer  
1010 Pamela Dr., Euless, TX 76040  
Phone: 817/540-3600 Fax: 817/540-3608  
e-mail: jackatprostar@sbcglobal.net  
Territory: N. TX  
Lines: Price Pfister, Aqua Glass, Hydro-Air, Watco, Woodford, Peerless Pottery, Midland Metals, Comfort Seats, Everpure  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Piping, Valves & Fittings

#### Red River Sales LLC

Principal Contact: Richard D. Pecena, President  
2915 Furtuna Dr., Katy, TX 77453-1327  
Phone: 281/693-7572 Fax: 713/583-9891  
e-mail: redriversales@comcast.net  
Lines: Beckett Pumps, Emerson, Duralast Products, Dundas-Jafine, Fluidmaster Inc., Highside Chemicals, Lyons Industries, JMF Company, DFW Plastics Inc., TVM Building Products, Pro Abrasives  
# of outside sales people: 2  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### S & S Marketing, Inc.

Principal Contact: Steve Zisler/  
Steve Ambroso  
2305A Roosevelt, Arlington, TX 76016  
Phone: 817/226-5644 Fax: 817/459-2735  
e-mail: ssmktg@sbcglobal.net  
web site: www.ssmark.net  
Territory: North TX  
Lines: Big D Tool Co., Cherne Industries, Church Seat, Dearborn Brass Co., Irwin Industrial Tool, Jet-Swet Tools, Lenox Saw Blades/American Saw & Manufacturing, Oatey Company, Red-

White Valve, Hercules Chemical, Maxstraps, Rocky Mountain Colby PVC Pipe Co., Harvey's Chemical  
# of outside sales people: 3  
Industry Orientation: Plumbing

#### Sandia Group, Inc.

Principal Contact: Ted Parker  
13755 Benchmark, Dallas, TX 75234  
Phone: 800/339-0191  
Fax: 800/900-0380  
e-mail: tparker@sandiagp.com  
web site: www.sandiagp.com  
Territory: TX, LA, OK, NM, CO, AR  
Lines: Acorn Aqua, Alderon, A.O. Smith, Aqua Bath, Armacell, Armstrong, Charlotte Pipe & Foundry, Cimberio, CTS Fabrication, Davey Pump, Elkhart Products, Erico, Griffin Products, Holdrite, Jackel, Little Giant, Milliken Valve Co., Mission  
# of outside sales people: 30  
# of warehouses: 3  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### Silvertip Marketing Group, Inc.

Principal Contact: Gary Kimmey  
7210 Woodlong Dr., Houston, TX 77088  
Phone: 713/937-4023 866/550-2270  
Fax: 713/937-9344  
e-mail: gary@silvertipmarketinggroup.com  
web site: www.silvertipmarketinggroup.com  
Territory: OK, TX, LA, AR  
Lines: Brasstech, Colonial Bronze, Steamist, Coyote Glass, Caroma, Environmental Water Systems, Ginger, Vitraform, Native Trails, Neometro, Pressalit  
# of outside sales people: 3  
Industry Orientation: Plumbing

#### Stan Roberts & Assoc Inc

Principal Contact: Toby Roberts  
3300 Capitol St,  
Houston, TX 77003-3305  
Phone: 713/224-9845; 800/392-6583  
Fax: 713/224-3611  
e-mail: sales@stanroberts.com  
web site: www.stanroberts.com  
Territory: TX, OK  
Lines: Tyler Pipe, Flo Control Inc., Lasco Plastic Fittings, North American Pipe, Pipeconx Flexible Couplings, Plastic Trends Inc., Wade Drains  
# of outside sales people: 7  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves & Fittings  
**See ad on this page**

#### Stephen & Stephenson Inc.

Principal Contact: Randy Stephen  
4626 Windfern, Houston, TX 77041  
Phone: 713/227-7254 Fax: 713/227-4946



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## 2008/2009 MANUFACTURERS' REPRESENTATIVES

## WEST SOUTH CENTRAL

e-mail: randy@stephenstephenson.com  
Territory: S. TX  
Lines: Adjus-To-Crete, McGuire, Elmdor Mfg. Co., Stern-Williams, Halsey Taylor Coolers, Orion Fittings Inc., Potter Roemer, Leonard, Smith/ACO Trench Drains, Jay R. Smith Mfg. Co., T-Drill Industries, PPP Inc., Eemax Heaters, Flushmate, Willoughby Industries, Sloan, T&S Brass, Truebro  
# of outside sales people: 7  
# of warehouses: 1  
Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

**Tipton Company**

Principal Contact: Ty Tipton  
3301 Commerce, Houston, TX 77003  
Phone: 800/275-3011  
Fax: 713/223-1002  
e-mail: ty@tiptoncompany.com  
web site: www.tiptoncompany.com

Territory: TX, OK  
Lines: Crown Industries, Dura Plastics, ELBI, Eagle Solder, Fernco, Freedom Plastics, Hammond Valve, PHD Mfg. (N.TX & OK), Speedway (S. TX), American Metal Products (S.TX), Centoco (S.TX), C.S. & B. (S.TX), Numex Plastics, Danco, Speakman Company, Seisco International, Union Brass, Whirlpool/Kitchen Aid, Whitlam Plumb-Pro  
# of outside sales people: 7  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal  
**See ad on this page**

**Westway Sales, Inc.**  
Principal Contact: Gerald Swindell  
1419 Mariposa Dr.,  
Mesquite, TX 75150  
Phone: 972/216-1080;  
800/822-9514  
Fax: 972/288-1462  
e-mail: westway@mindspring.com  
Territory: N.E. and W. TX, OK, AR  
Lines: Central Plastics Co., LSP Products, Allen Co., E.L. Mustee, Mill-Rose Co., Gastite, Rectorseal Corp.  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing

**Windham Co.**  
Principal Contact: Lane Windham  
3408 79th, Lubbock, TX 79423  
Phone: 806/791-2888 Fax: 806/791-2999  
e-mail: windco@sbcglobal.net



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--	--

Ty Tipton, President  
E-mail: Ty@TiptonCompany.com  
**www.TiptonCompany.com**

Territory: W. TX, El Paso & New Mexico  
# of outside sales people: 2  
Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

## MOUNTAIN

## ARIZONA

**Arrow PVF Sales**

Principal Contact: Michael Nalbene  
18236 N. 61st Dr., Glendale, AZ 85308-1140  
Phone: 602/843-2778  
e-mail: arrowpvfsales@earthlink.net  
Territory: Arizona  
Lines: Bennette Design Group Inc., G.T. Water Products, Midland Metal Mfg., Boston Metal Products Ltd., General Pipe Cleaners, Danco Perfect Match, King Brothers, Industries, Wheatland Tube Co., The-Clam  
# of outside sales people: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings

**Bobier Sales**

Principal Contact: Tom McNeil  
2757 E. Chambers Street, Phoenix, AZ 85040  
Phone: 602/304-0001 Fax: 602/304-0005  
e-mail: info@bobiersales.com  
web site: www.bobiersales.com  
Territory: AZ  
Lines: Arrowhead Brass Products, Delta Faucet, Florestone Products, Vitra China, Sioux Chief, Teka Sinks, American Metals, Decolav, Brizo Faucets, Peerless Faucet, Link-a-Sink, Liberty Hardware, Waste King Disposers, Rinnai, Grundfos, Nibco Dura-Pex  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing

**Breecher Sales Inc.**

Principal Contact: William E. Breecher  
1326 N. 21st Ave., Phoenix, AZ 85009  
Phone: 602/257-0278; 800/443-6456  
Fax: 602/256-0105  
e-mail: sales@breechersales.com  
web site: http://www.breechersales.com  
Territory: AZ, S. NV, NM, El Paso TX  
Lines: American Standard Water Heater Corp., Dormont Mfg. Co., Wolverine Joining Technologies, E.L. Mustee, Fluke Corp., Metal-Fab, Covaleance Adhesives, Borit Manufacturing, Reed Mfg., Toto USA Inc., TurboTorch, Refco Mfg. Ltd., Aqua Bath  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

**Elmco Sales Inc.**

Principal Contact: Ron Stewart  
3201 W. Virginia Ave., Phoenix, AZ 85009  
Phone: 602/269-0585 Fax: 602/278-2567  
e-mail: ronelmco@hotmail.com  
web site: www.elmco.com  
Territory: AZ  
Lines: Acorn Eng., Chronomite, Elmdor/Stoneman, Symmons, Acorn Safety, Potter-Roemer, Shamrock, Scientific Plastics, JR Smith/ACO, Acorn Aqua, Superior Pipe, Whitehall, Cash Acme, ABI, Anaco Couplings, Husky  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing

**M&M Sales**

Principal Contact: Rick Christy/Max Browning  
1110 S. Lewis, Mesa, AZ 85210  
Phone: 480/966-8812 Fax: 480/966-8936  
Territory: AZ, Clarke County NV  
Lines: Trim To The Trade, Black Swan, Gemini, Easy Flex, Naco Industries, Allen Co., LDR, Falcon Stainless, Kroy Industries, Wingits Plumbing Products, Knox Co  
# of outside sales people: 2  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings

**Maples Sales West**

Principal Contact: Brannen Maples  
3131 W. Lewis Ave., Ste. 700,  
Phoenix, AZ 85009-1508  
Phone: 602/484-7288  
Fax: 602/484-7289  
e-mail: brannenmaples@aol.com  
Territory: AZ, Clark County NV  
Lines: Dahl Brothers, Suncraft Industries Inc., White Rock, Matco Norca, Whirlpool Inc., Pipe Insulation, Crown Industries, Lewis Pipe Co.  
# of outside sales people: 3  
# of warehouses: 1  
**See ad on this page**

**Marketing Pros Inc.**

Principal Contact: Delbert Johnston  
8711 E. Pinnacle Peak Road,  
Scottsdale, AZ 85255  
Phone: 623/582-6870 Fax: 623/582-6671  
e-mail: marketingpros@att.global.net  
Territory: AZ, Clark County NV  
Lines: American Water Heater, Aqua Glass, Brass Craft, Cherne, Coral, Harveys, Danze Faucets, Dearborn Brass, Gerber Plumbing Fixtures, Hercules Chemical, State Water Heater (Las Vegas Only), InSinkErator, Oatey SCS, R&M Water Group, Froot (AZ Only)  
# of outside sales people: 5  
# of warehouses: 1

**MCA & Assocs., Inc.**

Principal Contact: Jeff Maples  
P.O. Box 7730, Tempe, AZ 85281  
Phone: 480/768-1700 Fax: 480/768-1777  
e-mail: mincardone1@cox.net  
Territory: AZ, NM, El Paso TX, Las Vegas NV  
Lines: Amerc, Altmans, St. Thomas Creations, EWS Inc., Geberit/Chicago, HP Austin, Hydro Systems, Terra Acqua, Satinjet, WestBrass Co., Brondell  
# of outside sales people: 2  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**New Horizon Sales**

Principal Contact: Larry McGahey  
3650 E. LaSalle St.,  
Phoenix, AZ 85040

Phone: 602/437-4795 800/284-9415  
Fax: 602/437-8991  
e-mail: larry@newhorizonsales.com  
web site: www.newhorizonsales.com  
Territory: Southern NV, Arizona, New Mexico, El Paso TX  
Lines: Anderson Metals, Applied Engineering, Charlotte, CECO, Cello Products, D & T Manufacturing, Flo Control, Jomar International, Lasco, Matco Norca, Plastic Trends, C&S Manufacturing, Pipeconx, TBS Irrigation Products, Bow Plumbing  
# of outside sales people: 4  
# of warehouses: 1

## COLORADO

**AK Sales Associates, Inc.**

Principal Contact: Ford Williams  
5790 W. 56th Ave., Unit D, Arvada, CO 80002  
Phone: 303/456-9774; 800/590-2832  
Fax: 303/456-9876  
e-mail: akoffice@aksalesassociates.com  
web site: www.aksalesassociates.com  
Territory: CO, WY, W. NE, MT, Rapid City  
Lines: Alsons, Altmans, IPEX, Fisher Mfg., Bock Water Heaters, General Wire Spring Co., Legend Valve, Jones Stephens Corp., Slant/Fin Corp, Jet Swet, LT Copper, Arrow Ind.  
# of outside sales people: 4  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

**Ben Cook & Associates Inc.**

Principal Contact: Andy Greene  
5100 Fox St., Unit A, Denver, CO 80216  
Phone: 303/292-6331; 800/234-8387  
Fax: 303/298-0949  
e-mail: bcadenvr@aol.com  
web site: www.bencookenv.com  
Territory: CO, UT, ID, MT, WY, NM (Rocky Mountain States)  
Lines: Amerc Products, Briggs, Canplas Industries, Sterling, Lasco Bathware, Little Giant Pump Co., Matco-Norca, Mifab, Olsonite Toilet Seats, Wiloughby Ind. Inc., Rocky Mountain Colby Pipe Co., TAYMOR Industries, Bemis Seats, Broan-Nutone  
# of outside sales people: 7  
# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Buche/Carmco Sales, Inc.**

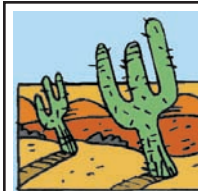
Principal Contact: Jerry Buche  
6301 E. 49th Ave., Commerce City, CO 80022  
Phone: 303/934-4969 Fax: 303/934-6131  
e-mail: jbuche@buchecarmco.com  
web site: www.buchecarmco.com  
Territory: CO, WY, MT, ID, UT, NM, El Paso TX  
Lines: Baron Wire & Cable, Bradford White, First Co., Cash Acme, Metal-Fab Inc., Genova Products, Howell Metals  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Carruth Co. & Son**

Principal Contact: Jack Carruth  
7505 W. Yale #2004, Denver, CO 80227  
Phone: 720/962-4615  
Fax: 720/962-4615  
e-mail: carco5@msn.com  
Territory: Rocky Mountain States, UT, ID, NM  
Lines: Lines Available Upon Request  
# of outside sales people: 2  
Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Contact Sales Co., Inc.**

Principal Contact: B. William Smith  
2550 W. 2nd Ave. Unit #100,  
Denver, CO 80219-1631  
Phone: 303/232-5515; 800/870-4626  
Fax: 303/232-5514  
e-mail: bill.contactsales@comcast.net  
web site: www.contactsalescompany.com  
Territory: CO, WY, MT, W. NE  
Lines: American Standard, Eemax, Halsey Taylor, Bonomi USA, Intersan, Leonard, Pasco, Porcher, Rheem Ruud Water Heaters, Rockford Separators, Whirlaway, Zurn Pex, Guardian Equipment, Waste King, Water Saver Faucet Co.  
# of outside sales people: 5

**Maples Sales West**

Professional Manufacturers' Representative

**Brannen J. Maples**  
**CPMR**

Vice President, Sales

3131 W. Lewis Ave. #700  
Phoenix AZ 85009Phone: (602) 484-7288  
Fax: (602) 484-7289  
Cell: (480) 326-8277

E-mail: BrannenMaples@aol.com

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MOUNTAIN

### # of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Dalcart & Associates Inc.

Principal Contact: Don D. Dalzell  
5301 N. Vasquez Blvd.,  
Commerce City, CO 80022

Phone: 303/292-5616; 800/852-1173  
Fax: 303/292-4913

e-mail: meganmyers@dalcart.com  
web site: www.dalcart.com

Territory: CO, WY, UT, NM, SD, MT, Rocky Mountain Region

Lines: American Water Heaters, Cello Copper Fittings, Pioneer, Black/Galv/Brass Nipples & Fittings, NAPAC Inc., QuietSide, Pex Fittings, Mansfield Plumbing Products, Steven's Pumps, Central Brass, Bow Industries, Teko Sinks, Kingtron Valve, Samsung, Black Swan Mfg.

### # of outside sales people: 5

### # of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Dave Grannell & Associates

Principal Contact: Dave Grannell  
Box 370352, Denver, CO 80237

Phone: 303/300-2944 Fax: 303/300-2941

e-mail: davegranassoc@aol.com

Territory: CO, WY, Scotts Bluff NE

Lines: Accor Tech, Advance Tabco, Bootz Plumbingware Co., Centoco Mfg. Corp., Dahl Brothers, Elcoma Metal Fabricating, Eljer Plumbingware, LA-CO Industries Inc., AHT, Tile-Redi, Ayrlett

### # of outside sales people: 1

### # of warehouses: 1

### IDC Associates

Principal Contact: Carl Rehburg  
5717 W. 6th Ave.,  
Denver (Lakewood), CO 80214

Phone: 303/232-2664 800/825-1819  
Fax: 303/237-9692

e-mail: carl@idcassociates.com

web site: www.idcassociates.com

Territory: CO, WY

Lines: Ace Boiler Inc., RBI Boilers, Water Heaters, Federal Pump, Lawler Mixing Valves, Smith Cast Iron Boilers, Midco Burners, Pennsylvania Blowdown Separator Co., Turbonic-Kickspace Heaters, Skidmore, Ajax Boiler Inc., Unilux Boiler Corp., Hydrotherm, L.E.S. Boiler, Parker Boiler, Turbomax, NTI, Ultra-Fin, Niles Steel Tank, Wendland Mfg. Co., Hydro-Pex Tubing

### # of outside sales people: 5

### # of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Maples Sales & Service

Principal Contact: Grant Maples Jr.  
PO Box 39123, Denver, CO 80239-0123

Phone: 303/371-1800; 800/525-1300

Fax: 303/371-1808

e-mail: gmaples@maplesales.com

web site: www.maplesales.com

Territory: CO, WY, NM, El Paso TX

Lines: Jet-Lube Inc., Campbell Manufacturing, Cuno Aqua Pure, Crown Industries, Danfoss Flomatic, EA Gray Co., Laing Thermotech, Lewis Pipe, Nomaco Insulation, Perma Tank Water Systems, Silver Line Plastics, Heat Link

### # of outside sales people: 3

### # of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Mathews, Inc.

Principal Contact: Paul J. Rossi  
5301 Vasquez Blvd.,  
Commerce City, CO 80022-3712

Phone: 303/825-5376 Fax: 303/825-6173

e-mail: mathews@idcomm.com

Territory: CO, WY, MT, NM, El Paso TX, AZ

Lines: American Granby, Service Wire, Ashai/America, Blue White, Dole, Lambro, Murray, Snyder Ind., Saniflo, LDR Industries

### # of outside sales people: 2

### # of warehouses: 1

Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

### McKinnon Sales, Inc.

Principal Contact: Ron McKinnon  
7445 S Dexter St, Centennial, CO 80122

Phone: 303/721-8388 Fax: 303/779-7987

e-mail: ron@mcksales.com

web site: www.mcksales.com

Territory: MT, ID, WY, CO, UT, NM

Lines: American Metal Products, Avery Dennison, Nelco Products, Nutech Brands, Inc., Polymar Adhesives, Soleus Air, Summit Mfg.

### # of outside sales people: 2

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### MJB Sales Inc.

Principal Contact: Mike Berger  
1400 E. 69th Ave., Denver, CO 80229

Phone: 303/286-1515 Fax: 303/286-8225

e-mail: mike.berger@mjbsales.com

web site: www.mjbsales.com

Territory: CO, S. WY, Panhandle of NE, New England

Lines: Aqua Bath, Truebro, Venco, Wilkins, Williams Brothers, Zurn Plumbing Products, Metcraft, Kitz, Encon

### # of outside sales people: 5

### # of warehouses: 1

Industry Orientation: Plumbing

### RKR / GND Sales, LLP

Principal Contact: Greg Dangleis  
4600 Grape St., Denver, CO 80216

Phone: 303/321-7610 Fax: 303/399-9420

e-mail: gdangleis@rkrnet.com

Territory: CO, UT, NM, S. ID, WY, MT, El Paso TX

Lines: Anderson Metals Corp., Arizona Electrical Fabricators Inc., Armacell, Beck Manufacturing, Rothenberger, Cambridge-Lee Industries, Charlotte Pipe & Foundry, Cherne, Cozy, Dearborn Brass, Elkhart Products, Erico, Florestone Products, Hammond Valve, Hercules Chemical, Ideal Division, Lenox/Irwin, Oatey, Phoenix, Takagi, Tyco Thermal Controls, Ward Manufacturing, Harvey, Protech Systems, Titan Safety Products

### # of outside sales people: 14

### # of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Skyline Sales

Principal Contact: James Sherwin  
132 Del Mar Circle, Aurora, CO 80110

Phone: 303/366-4388 800/435-4152

Fax: 303/340-8900

e-mail: skylinesales@qwestoffice.net

Territory: MT, ID, UT, WY, NE, CO, NM, El Paso TX, NE, SD, ND, IA, KS

Lines: American Fittings, Heath-Zenith, Lakeside Prod., Safe-Guard, Ouellet Electric Heat, Remke Mfg., Big Beam, AirZone, Lite Electronics, Rack-A-Tier, Inc., SBSG, Sog Specialty Knives, Spruce Environmental, ASP, Technology Research Corp., Weiss Instruments, B.E.S., Flo Pro Fans, Kodiak Tech., SunStar Heating, Thermo-Pride, Morris Products, Kumar

### Ind., Litchfield Int., M&W Electric,

Nredax-Kleinhaus, T&S/I-Reel

### # of outside sales people: 3

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### TM Sales Inc.

Principal Contact: Tom Meek

11001 E. 53rd Ave., Denver, CO 80239

Phone: 303/375-1515; 800/209-3289

Fax: 303/375-0305

e-mail: tomm@tmsalesinc.com

web site: www.tmsalesinc.com

Territory: CO, WY, MT

Lines: Fernco, Uponor, Axiom, Swan Corp., Grundfos, Myson, Red-White Valve, Selkirk/Metalbestos, Sioux Chief, Laars Heating System, Grohe America, State Industries, Spirotherm, Buderus, Triangle Tube, Danfoss, Haydon, Lasco, Decolav, JB Products, Heat-Fab, Jacuzzi

### # of outside sales people: 8

### # of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Vista Sales Associates

Principal Contact: Mark Muhonen

1464 S. Wadsworth Blvd.,  
Lakewood, CO 80232

Phone: 303/989-7636 Fax: 303/989-7912

e-mail: sales@vistasales.biz

web site: www.vistasales.biz

Territory: CO, WY, UT, MT, ID

Lines: Plumbing, Heating, & Cooling Products

### # of outside sales people: 3

### # of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

## MONTANA

### Advant Edge Marketing

Principle Contact: Dave Morgan

410 Expressway, Suite G

Missoula, MT 59808

Phone: 406/370-8819; 800/754-3801

Fax: 406/541-0879

e-mail: amireps@montana.com

Territory: MT, WY

Lines: ABS Pumps, Cuno Water Treatment, Guardian Equipment, Halsey Taylor, Hot Box, Legend Valve, Trim to Trade, Zurn Wilkins, Zurn PEX, TVM Building Products, Zurn, Jacuzzi, NY Thermal

### # of outside sales people: 2

### # of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration, Sheet Metal

### Ridgway & Associates, Inc.

Principal Contact: James Ridgway  
80 Gold Pan Lane, Billings, MT 59105

Phone: 406/245-5381 Fax: 406/245-8161

e-mail: jridgway8@bresnan.net

Territory: MT, ID, Northern WY

Lines: American Plumber, Cresline N.W., Fluidmaster, Liberty Pumps, Knaack & Weather Guard, Wheeler Rex, Mill Rose, Mission Couplings, Nupla, Olsonite, Trac Pipe CSST, Rectorseal, Turbo Torch, Mechanix Wear, Jason, Camco, Bemis

### # of outside sales people: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

## NEVADA

### Southwest Sales Goup, Inc.

Principal Contact: Keith Hubbard

3828 Kohler Way, N. Las Vegas, NV 89032

Phone: 702/646-8800 Fax: 702/646-6734

e-mail: sws6@cox.net

Territory: S. NV, AZ

Lines: Tankless Heaters, Gastite CSST Gas Piping, PEX, Uponor Wirsbo, Rinnai, Accor Technologies

### # of outside sales people: 2

Industry Orientation: Plumbing, Hydronic Heating

## NEW MEXICO

### Cedar Ridge Sales

Principal Contact: Pat Durkin

2659 Pan American Fwy NE,  
Albuquerque, NM 87107-1648

Phone: 505/299-6788 Fax: 505/299-7572

e-mail: pat@cedarridgesales.com

web site: www.cedarridgesales.com

### Territory: NM, El Paso TX

Lines: Advance Tabco, Arrowhead, Black Swan, Centoco, Danze, Gerber Plumbing Fixtures, Husky/Anaco, InSinkErator, Jones-Stephens Corp., Lasco Bathware, Northstar, Rheem Water Heaters, Rocky Mountain Colby Pipe Co., Tyler Pipe, Wade, Red White Valve

### # of outside sales people: 3

### # of warehouses: 1

Industry Orientation: Piping, Valves & Fittings, Hydronic Heating

### Loving & Associates Inc.

Principal Contact: Jan Loving

2617 Rhode Island St NE,  
Albuquerque, NM 87110-4611

Phone: 505/299-1122 Fax: 505/275-1713

e-mail: sales@loving-assoc.com

web site: www.loving-assoc.com

Territory: NM, El Paso TX, Monte Zuma & La Plata Counties in CO

Lines: American Standard/Porcher, Central Plastics, Intersan, IPS Corp, NDS Drainage, Norwesco, Pasco Specialty, JM Eagle, Smith Cooper/Sharpe Valves, Spears Mfg., Union Brass, Watco Mfg., WasteKing, Woodford Mfg.

### # of outside sales people: 4

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Pinnacle Marketing, Inc.

Principal Contact:

David W. Horanburg, CPMR

PO Box 9331,  
Albuquerque, NM 87119-9331

Phone: 505/345-2700 Fax: 505/345-0700

e-mail: davidwhoranburg@prodigy.net

Territory: NM, El Paso TX, Durango CO, AZ

Lines: American Plumber, Aquatic Whirlpools, Briggs, Central Brass, Hot Box Enclosures, Freedom Plastic Fittings, J.W. Harris Co., Legend Valve, North American Pipe, Pex Pfister, REHAU, Stiebel Eltron, Rino Flex, Advance Products & Systems

### # of outside sales people: 3

### # of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

## Sandia Group, Inc.

Principal Contact: Ted Parker

13755 Benchmark, Dallas, TX 75234

Phone: 800/339-0191

Fax: 800/900-0380

e-mail: tparker@sandiagp.com

web site: www.sandiagp.com

Territory: TX, LA, OK, NM, CO, AR

Lines: Acorn Aqua, Alderon, A.O. Smith, Aqua Bath, Armacell, Armstrong, Charlotte Pipe & Foundry, Cimberio, CTS Fabrication, Davey Pump, Elkhart Products, Erico, Griffin Products, Holdrite, Jackel, Little Giant, Milliken Valve Co., Mission

### # of outside sales people: 30

### # of warehouses: 3

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### The Socha Co., Inc.

Principal Contact: Gary L. Socha

3108 Alamogordo N.W.,  
Albuquerque, NM 87120-1100

Phone: 505/839-0103 Fax: 505/839-0160

e-mail: gary@sochacompany.com

Territory: NM, El Paso TX, Durango CO

Lines: Aquapex, Electro Industries, Inc.,

Ariston, Bosch Pro Tankless, Bryan Steam, Buderus, Eco Flex, Fulton, Grundfos, Heat Fab, Honeywell, Honeywell Braukman Sparco, Webster, Lochinvar, Powerstream Pro, Shelley, Tekmar, TVM Building Products, Viessman Boilers, Uponor

### # of outside sales people: 4

Industry Orientation: Plumbing, Hydronic Heating

## UTAH

### G & S Sales, Inc.

Principal Contact: Bill Godwin

1641 S. 700 W.,  
Salt Lake City, UT 84104

Phone: 801/972-0659

Fax: 801/972-0688

e-mail: bgodwin@gandssales.com >



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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## PACIFIC

### CALIFORNIA

#### Action Sales

Principal Contact: Doug Logsdon  
15650 Vineyard Blvd. Suite A-133,  
Morgan Hill, CA 95037  
Phone: 408/779-6773 Fax: 408/779-1264  
e-mail: actionsales@verizon.net  
Territory: N. CA, N. NV  
Lines: American Plumber, AquaDelux,  
Mainline Backflow Products, Dormont,  
Zurn Pex, Frank Pattern, Gastite, Pioneer,  
LSP Products, Mansfield, Seachrome  
# of outside sales people: 8  
# of warehouses: 1  
Industry Orientation: Piping, Valves & Fittings

#### Aqua Products Group

Principal Contact: Thomas Fox  
549 C Garcia Ave., Pittsburg, CA 94565  
Phone: 925/473-1288 Fax: 925/473-1798  
e-mail: tom@aquaproductsgroup.net  
web site: www.aquaproductsgroup.net  
Territory: N. CA, W. NV  
Lines: Cooper B-Line, Aquapro Booster &  
Sewage Systems, Barnes Pump, Charman  
Mfg., Homa Pump Co., Jomar Intl., Laing  
Thermotech, Mechanical Room Supplies,  
Red Jacket Pump Co., Davey Pump, T-  
Drill, Pace/ASP  
# of outside sales people: 4  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings



## MOUNTAIN

web site: www.gandssales.com  
Territory: UT, S. ID, W. WY, S.E. OR,  
Mesquite NY  
Lines: American Plumber, Clarke  
Products, Bradford-White, General  
Wire Spring Co., Hold-Rite Corp.,  
IPS Corp, Malco Tools, Reed  
Manufacturing, Spears  
Manufacturing, Laars, Keeney Mfg.,  
Kenyon Tool, Viega, Legend Valve  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Hydronic  
Heating, Warm-Air Heating, Ducted  
Air Conditioning, Refrigeration and  
Sheet Metal  
**See ad on page 86**

#### Jensen Sales & Mktg. Inc.

Principle Contact: Mark Jensen  
5026 Amelia Earhart Dr.  
Salt Lake City, UT 84116-2853  
Phone: 801/746-4476 Fax: 801/746-4479

#### McGregor & Associates Inc.

Principal Contact:  
Ken McGregor, CPMR  
1578 W. 7800 S.,  
West Jordan, UT 84088  
Phone: 801/566-8225; 800/281-7809  
Fax: 801/566-8233  
e-mail: mcgregor-assoc@msn.com  
web site:  
www.mcgregor-assoc.com  
Territory: UT, ID, W. WY, S. NV, S. OR  
Lines: American Metal Products,  
Arrowhead Brass, Dormont Mfg.,

Fernco Inc., Grohe America, Cuno  
Filters, Little Giant Pump Co.,  
Merrill Mfg., Steamist Co., Toto USA  
Inc., Swan Corp., Jacuzzi Whirlpool  
Baths, Laing Thermotech, Omega  
Flex, Broan/Nutone  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings, Warm-Air  
Heating, Ducted Air Conditioning,  
Refrigeration and Sheet Metal  
**See ad on this page**

#### Rocky Mountain Agency

Principal Contact: John S. Bilton  
1517 S. 700 W., Salt Lake City, UT 84104  
Phone: 801/972-2045 Fax: 801/972-2055  
e-mail: john@rmareps.com  
Territory: UT, ID, MT, WY  
Lines: Showroom Lines, Plumbing,  
Hydronics  
# of outside sales people: 5  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

#### The Lovell Company

Principal Contact: David Lovell, CPMR  
P.O. Box 27196, Salt Lake City, UT 84127  
Phone: 801/975-7053 Fax: 801/975-7056  
e-mail: dave@lovellcompany.com  
web site: www.lovellcompany.com  
Territory: UT, S. ID  
Lines: Bradley, Armstrong Pump Co.,  
Eemax, Elkay, Price Pfister, REHAU,  
Rheem, T&S, Tyler-Wade, Decolav  
# of outside sales people: 4  
# of warehouses: 1  
Industry Orientation: Plumbing, Hydronic  
Heating

#### Associated Sales

Principal Contact: Joan Scott  
2031 E. Cerritos, Unit 7A, Anaheim, CA 92806  
Phone: 714/533-8001 Fax: 714/533-8146  
e-mail: joans@associatedsalesdp.com  
web site: www.associatedsalesdp.com  
Territory: S. CA, AZ, Clark County NV (Las  
Vegas)  
Lines: Barber Wilson, Blanco, Hansgrohe,  
Robern, Strasser Woodworking, Sussman  
Lifestyle Group, Legacy Brass, Jacuzzi  
# of outside sales people: 10  
Industry Orientation: Piping, Valves & Fittings

#### Capri Sales

Principal Contact: Joel Roberts  
Box 1695, San Leandro, CA 94577  
Phone: 916/640-0252; 800/543-6566  
Fax: 916/640-0240  
Territory: N. CA, N. NV  
Lines: ABS Pumps Inc., Access Able, Black  
Swan, C & S Mfg. Corp., Cal Western,  
Dallas Specialties, Erickson, I.T.P., Bruco  
Products, Keystone Filters, Lambro,  
Lavelle Industries, Midland Metals,  
Perfecto Products, G.T. Water Products,  
Southern Specialties, Stone Tools, Vance  
Industries, ROC Industries, Innovate  
Products, Firefighter Products, Kingston  
Brass, X-Pando Products  
# of outside sales people: 3  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

#### Carrhill Company

Principal Contact: Phil Harrigan  
7271 E. Slauson Ave.,  
City of Commerce, CA 90040  
Phone: 323/724-6087 Fax: 323/724-6553  
e-mail: phil@carrhill.com  
Territory: S. CA, N. CA, Las Vegas NV  
Lines: Arrowhead Brass Products, A.Y.  
McDonald Mfg. Co., Central Plastics,  
Church Seat Co., Fernco, Florestone  
Products, General Wire Spring Co.,  
Nomaco, Perfection Corp., Wolverine  
Joining Technologies, Z-Flex, Bow  
Plumbing, Champion Irrigation Products  
# of outside sales people: 7  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Warm-Air Heating, Ducted Air  
Conditioning, Refrigeration, Sheet Metal

#### Dawson Co.

Principal Contact: Ric Serafin  
2124 Lincoln Ave.,  
Altadena, CA 91001-5479  
Phone: 626/797-9710  
Fax: 626/798-4659  
web site: www.dawsonco.com  
Territory: Southern CA  
Lines: APCO Valve & Primer, Davey  
Pumps, Metraflex, Hydromatic,  
Pete's Plug, Slant Fin, ITT Bell &  
Gossett, ITT Domestic Pump, ITT  
McDonnell & Miller, Raypak,  
Refrigeration Research, Cemline,  
ITT Hoffman, Square D, Wessels  
# of outside sales people: 11  
# of warehouses: 2  
Industry Orientation: Plumbing,  
Hydronic Heating  
**See ad on this page**

#### Delco Sales

Principal Contact: Steve Klapp  
1930 Raymer Ave.,  
Fullerton, CA 92833  
Phone: 714/888-2444; 800/286-4644  
Fax: 714/888-2448  
e-mail: sales@delcosales.com  
web site: www.delcosales.com  
Territory: S. CA, S. NV, HI  
Lines: AB & I Foundry, Ames, B-Line,  
Oasis/Sunroc, CTS Flange, Eemax,  
Frank Pattern, Gastite, Holdrite,  
CHG, Imcoa, Safe-T-Cover, Watts  
Water Technologies, Pipeline  
Products, Swanstone, Sloan Valve,  
Turbo Torch, Olsonite, Just  
Manufacturing, Dormont  
Manufacturing, Metcraft Industries,  
Multi Fittings, PowerSeal Pipeline  
Products, Truebro  
# of outside sales people: 8  
# of warehouses: 2  
Industry Orientation: Plumbing,  
Piping, Valves & Fittings  
**See ad on this page**

#### DSC/Pacific

Principal Contact: Lee Davis  
1855 Hamilton Ave., #105,  
San Jose, CA 95125  
Phone: 408/626-7892 Fax: 408/626-7894  
e-mail: lee@dscpacific.com  
web site: www.dscpacific.com  
Territory: Northern CA, Western NV  
Lines: Hydro Systems, Brasstech, Blanco  
America, EWS Inc., Smith Cooper Int.,  
Newport, Ginger, Motiv, Le Bijou, Caroma  
# of outside sales people: 6  
# of warehouses: 1  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

#### Elmco & Associates

Principal Contact: Kirk Kleinen, CPMR  
8336 Valdez, Sacramento, CA 95828  
Phone: 916/383-0110; 877/383-0110  
Fax: 916/383-0181  
e-mail: kkleinen@ElmcoAssoc.com  
web site: www.ElmcoAssoc.com  
Territory: Northern California,  
Northern Nevada  
Lines: Acorn Engineering,  
Chronomite Labs, Elmdor  
Stoneman, Apollo, Acorn Safety,  
Jay R. Smith, Powers, Lochinvar,  
PPP, Aqua, Thermacor, Clamp-All  
# of outside sales people: 10  
# of warehouses: 3

#### Elmco/Duddy Inc.

Principal Contact: Tom Duddy  
15070 Proctor Ave.,  
City Of Industry, CA 91744  
Phone: 626/333-9942 Fax: 626/855-4811  
e-mail: mail@elmcoduddy.com  
web site: www.elmcoduddy.com  
Territory: S. CA  
Lines: Acorn Engineering Co., Acorn Safety,  
Chronomite Labs, Elmdor/Stoneman,  
Acorn Aqua, Lochinvar Corp., Acorn Vac,  
orion Fittings, Potter Roemer, Powers  
Process Controls, Precision Plumbing  
Products, Apollo Valve, Taco, Weiss,  
Jay R. Smith, Graham Manufacturing,  
Flexcon, Keckley, ProTech Systems,  
Conbraco, QuantumFlo, Tower Tech,  
Twin City Hose, Skidmore, Clamp All,  
JRS Products  
# of outside sales people: 13  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings, Hydronic Heating

#### F&P Sales, Inc.

Principal Contact: Trevor Berner  
1265 67th St, Emeryville, CA 94608-1170  
Phone: 510/655-8686 Fax: 510/655-8697  
e-mail: trevor@marketing.com  
Territory: N. CA, N. NV, HI, UT  
Lines: Lines Available Upon Request  
# of outside sales people: 5  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves  
& Fittings

#### GPW Sales, LLC

Principal Contact: Richard Ponce  
Po Box 759, Glendora, CA 91740  
Phone: 626/665-0488 Fax: 626/857-0767  
e-mail: rponce@hotmail.com  
web site: www.tanklessolutions.com  
Territory: CA, AZ, SC, NV  
Lines: Waiwela, Tru-Flex, Skye, Act Metlund,  
Navien America, FAFCO, Alberta  
Custom Tee  
# of outside sales people: 2



**McGregor & Associates Inc.**

Manufacturers Representative

Corporate Office:  
1578 West 7800 South  
West Jordan, Utah 84088  
801-566-8225  
800-281-7809  
Fax# 801-566-8233  
email: mcgregor-assoc@msn.com

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## 2008/2009 MANUFACTURERS' REPRESENTATIVES

### PACIFIC

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

#### Harcro Sales, LTD.

Principal Contact: Brendan Cross  
1945 Alpine Way, Hayward, CA 94545  
Phone: 510/786-2480 Fax: 510/786-0246  
e-mail: brendan@harcrosales.com  
web site: www.harcrosales.com

Territory: N. CA, N. NV

Lines: Besco Products, Topp Industries, General Wire Spring, Eemax, Protech Systems, Little Giant Pump, TurboTorch, Metal Products, Oasis/Sunroc, Reed Manufacturing, DO Smith Co.

# of outside sales people: 4

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings

#### Howard C. Fletcher Co.

Principal Contact: Doug Winchester  
25671 Commercentre Dr.,  
Lake Forest, CA 92630  
Phone: 949/660-0200; 800/432-7047  
Fax: 949/660-9072

e-mail: dougw@hcfletcher.com

web site: www.hcfletcher.com

Territory: CA, AZ, NV, HI

Lines: A.O. Smith, Anaco/Husky, Canplas, Cimberio, Dura-vent, Elkhart, Erico, Irwin Tool, Lenox/American Saw, REMS Tools, Speakman, Sterling Solder, Coastline Plastics

# of outside sales people: 10

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

#### Kay-Tee Sales Inc.

Principal Contact: Michael D. Murphy  
Box 9160, Canoga Park, CA 91309  
Phone: 818/888-9055; 800/541-5663  
Fax: 818/888-1409

e-mail: ktsales@pacbell.net

Territory: S. CA from San Luis Obispo & Kern County S. to Mexican Border  
Lines: AdobeAir, Inc.

# of outside sales people: 1

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

#### Keyline Sales, Inc.

Principal Contact: Rick Banner  
9768 Firestone Blvd.,  
Downey, CA 90241-5510  
Phone: 562/904-3910  
Fax: 562/904-3911

e-mail: corp@keylinesales.com

Territory: CA, S. NV

Lines: American Metal Products, Lasco Bathware, Fluidmaster Inc., Mansfield Plumbing Products, Champion Cooler Corp., Uponor Wirsbo, Price Pfister, Bootz Ind., Trac Pipe CSST, Broan-Nutone Group, Rinnai Tankless Water Heaters, CECO

# of outside sales people: 23

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

See ad on this page

#### King Sales Co Inc

Principal Contact: Mark Talbert  
1573 E. Saint Gertrude Pl,  
Santa Ana, CA 92705-5309  
Phone: 714/979-4273 Fax: 714/979-4189  
e-mail: kingsalesco@usa.com

Territory: CA, NV, AZ, HI

Lines: Jet Swet, Sanco, Hamilton Steel & Copper, KingCo Products, Allthread

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing

#### Lane & Associates

Principal Contact: Mark G. Lane  
18681 Avolinda Dr.,  
Yorba Linda, CA 92886

Phone: 714/693-0925

Fax: 714/693-1628

Territory: S. CA, S. NV

Lines: Maxstraps, Jones Stephens Corp., Mill-Rose Co., Mission Rubber Co., SFA Saniflo Inc., Seekonk Mfg. Co. Inc., Kingston Brass, OSI Sealants, Uniweld Products, Reed Manufacturing Co.

# of outside sales people: 3

Industry Orientation: Plumbing

#### Mainline Sales, Inc.

Principal Contact: Scott Groves  
659 E. Ball Rd., Anaheim, CA 92805  
Phone: 877/300-9346; 877/300-9346  
Fax: 714/507-3310

e-mail: scott.groves@mlsalesinc.com

web site: www.mlsalesinc.com

Territory: CA, AZ, NV, NM, HI

Lines: Matco-Norca, Ideal Clamp, La Mosa/Vortens, Christy's, Plastic Trends, Coleman Cable, Metal Products, Keeney Manufacturing, Laco, WhiteRock

# of outside sales people: 25

# of warehouses: 3

Industry Orientation: Plumbing

#### Mathias Sales, Inc.

Principal Contact:  
Kathleen Mathias Krueger  
5920 E. Washington, Los Angeles, CA 90040  
Phone: 323/721-4211 Fax: 323/721-5393  
e-mail: kathikay1@hotmail.com

Territory: CA, NV, AZ, New England

Lines: Kendall/Polyken Div., Mathias Bolt & Gasket Set, Calfonex Products Co., PHS Industries

# of outside sales people: 1

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

#### Mega Western Sales

Principal Contact: Michael Smith  
16200 S. Maple Ave., Gardena, CA 90248  
Phone: 310/323-7900 Fax: 310/323-9421  
e-mail: msmith@megawestern.com

Territory: CA, AZ, NV

Lines: Alsons, Armstrong Pumps, Delta Faucets, C.S. & B Tubular, Franklin Brass, Brass Craft, Garvin Strainers, Rheem Water Heaters, Maax, IPS-Studor, Fortune Valve Co., Speedway Drain Tools, Wheeler Rex Tools, Bemis/Church, InSinkErator, Western Pottery, Guy Gray, Oliveri Stainless Sinks, Brizo

# of outside sales people: 50

# of warehouses: 3

#### Mersch Budco & Associates, LLC

Principal Contact: Marc Santo  
167 Constitution Drive,  
Menlo Park, CA 94025  
Phone: 650/566-9260 Fax: 650/566-9266  
e-mail: merc@mersch-budco.com

Territory: N. CA, NV

Lines: Cesco Brass, Froet Industries, Guardian Equipment, Red-White Valve, Watersaver, Federal Process Corp., Central Brass, Moen Commercial, Magbit, Plumberex, Kissler, Kusel Stainless, Anderson Metals, Benjamin Products, >



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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## PACIFIC

Zoeller Pump Co., Mill-Rose Co., Prier Products, Smitty Pan, Naylon Products, Fog Hog Grease Traps, Forbes Co. Inc., Bilco Corp., Budco Brass Fittings  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### O'Connor Sales, Inc.

Principal Contact: Gary Dunn  
 16107 Piuma Ave., Cerritos, CA 90703-1527  
 Phone: 562/403-3848 Fax: 562/403-3858  
 e-mail: gary@oconnorsales.net  
 web site: www.oconnorsales.net  
 Territory: S. CA, Clark County NV

Lines: Advanced Drainage Systems Co., All-Spec Enclosures Inc., Flo-Control, Febco, Fisher Manufacturing, Five Star Distributing, Edmund A. Gray, Mueller Steam, National Diversified Sales, Hot-Box, Apco Valve, Lasco Fittings, Norwesco, Caroma, Pioneer Industries  
 # of outside sales people: 12  
 # of warehouses: 2  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

### Osborne Co Inc.

Principal Contact: John Osborne  
 6672 Patterson Pass Rd,  
 Livermore, CA 94550-9563

Phone: 925/449-1700 Fax: 925/449-1796  
 e-mail: john@osborneco-inc.com  
 Territory: N. CA, N. NV

Lines: Amtrol, Bosch, Crown Boilers, Everflux, Grundfoss, Homestead Valves, Lochinvar, Accor/Flowtite, Mepco, Honeywell Water Solutions, Omega Flex, PHD Manufacturing, Precision Meters, Buderus, Thush Co., Uponor  
 # of outside sales people: 12  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Patterson Sales Agency, Inc.

Principal Contact: Chuck Patterson  
 PO Box 7649, Citrus Heights, CA 95621  
 Phone: 916/992-6320 866/789-4625  
 Fax: 916/992-6329  
 e-mail: chuck@pattersonsales.com

web site: www.pattersonsales.com  
 Territory: CA, NV, AZ, HI, OR, WA  
 Lines: Aero-Flo Inc., Flowcon, Webstone, ICM Controls, General Aire, Water Group, Famco, U.E.I., Insulation Solutions, ACT/Metlund D'mand Systems, Noritz America, Eurotherm, Whirlwind Fans, LifeBreath

# of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

### Preferred Sales Inc.

Principal Contact: Brian Woodhams  
 3453 Ramon Ave., Ste. 4,  
 Sacramento, CA 95826-3825  
 Phone: 916/457-9755 Fax: 916/457-1595  
 e-mail: sales@preferredsalesinc.com  
 web site: www.preferredsalesinc.com  
 Territory: N. CA, N. NV

Lines: Aqua Glass Corp., Watts Pex, Beneke, M.C. Canfield Son Inc., ETCO Specialty Products, American Water Heater, Watts Backflow, JCM Industries, Watts Drainage, Houzer Sinks, F. E. Myers Co., Watts Brass & Tubular, Pipeline Products, Watts Regulator, Ames Fire & Water, Safe-T-Cover, Savard Co.

# of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Premier Marketing

Principal Contact: Mary Labowitz  
 3140 Crow Canyon Rd., Ste. C,  
 San Ramon, CA 94583  
 Phone: 925/866-8622 Fax: 925/866-8626  
 e-mail: sales@premier-mktg.net  
 Territory: N. CA, Reno NV  
 Lines: Dec. Plbg. Lines  
 # of outside sales people: 4  
 Industry Orientation: Plumbing

### Premier Sales And Marketing

Principal Contact: Howard Rothstein  
 Box 2348, Fair Oaks, CA 95628  
 Phone: 916/801-9288 Fax: 916/722-0179  
 e-mail: premiersales@surewest.net  
 web site: www.premiersalesmarketing.com  
 Territory: CA, AZ, NV, OR, WA  
 Lines: Blue Angel/Wayne Water Systems, Henkel/OSI Sealants, Spray Products  
 Industry Orientation: Plumbing

### R.V. & Associates, Inc.

Principal Contact: Bill Noel  
 3200 Bayshore Rd.,  
 Benicia, CA 94510-1234  
 Phone: 707/745-3655  
 Fax: 707/745-2059  
 e-mail: bill@rvassociates.com  
 web site: www.rvassociates.com  
 Territory: N. CA, NV except Las Vegas  
 Lines: Chicago Faucet, Just, Truebro, Coyne & Delaney Co., Leonard Valve, Saniflo, M.G. Coupling, Watco, Woodford, Intersan, PVI/Riverside Hyd., Kitz, Encon Safety Products, Town & Country Plastics  
 # of outside sales people: 6  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Ramey Associates

Principal Contact: Paul Ramey  
 5083 Lone Tree Way, Antioch, CA 94531  
 Phone: 925/754-4399 800/441-8481  
 Fax: 925/754-4359  
 e-mail: ramey@softcom.net  
 web site: www.rameyassociates.net  
 Territory: N. CA, W. NV  
 Lines: Cuno Water Group, Centoco, Danze, Eco-Tech, Falcon S.S., Fisher Manufacturing, Hydro Systems, Kolbi Pipe Markers, Legend Valve, Metcraft, Rockford Separators, Stern-Williams, Whitlam Plumb-Pro, Tekka Sinks  
 # of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

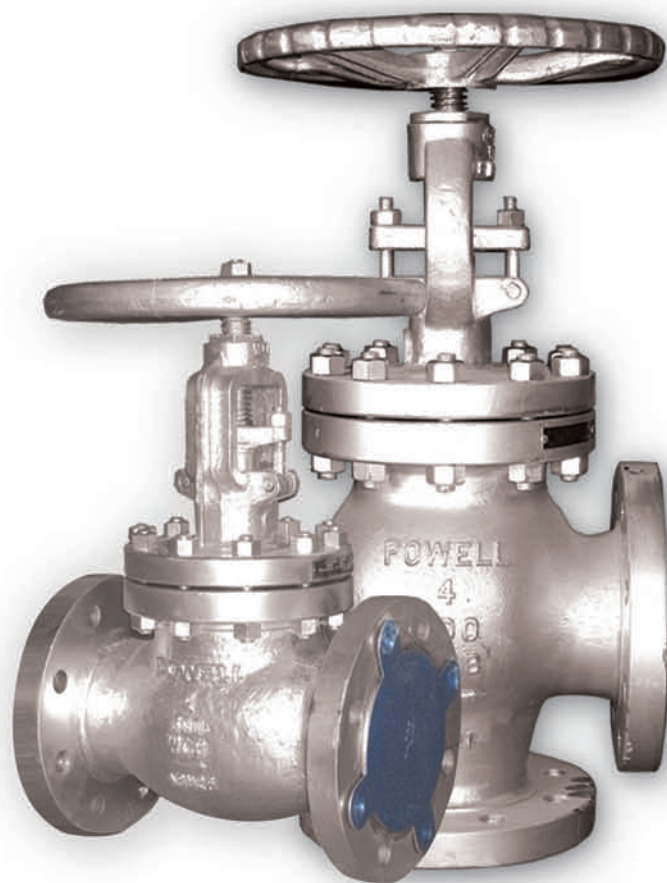
### Renco Sales Inc.

Principal Contact: George Vandergrift  
 1450 Railroad St., Corona, CA 92882-6929  
 Phone: 951/371-8848; 800/273-6267  
 Fax: 951/371-3635  
 e-mail: aliceb@rencosales.com  
 web site: www.rencosales.com



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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

Territory: S. CA, S. NV, AZ  
 Lines: Mapa Products, Advanced Aquaduck, Stern Williams Co., Bobrick, Chicago Faucet Co., Clarke Products Inc., Kitz, Revere, Koala Kare Products, Elkay Mfg., Gamco, Geberit Commercial, Rockford Sanitary Systems, Isimet LLC, Leonard Valve Co., Little Giant Pump Co., Woodford Mfg., McGuire Mfg. Corp., Watco Mfg. Co., Lab Enterprises, Rectorsal Corp.

# of outside sales people: 10

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

## Repcor

Principal Contact: Dean Cummings  
 One Light Sky Ct., Ste. 4,  
 Sacramento, CA 95828

Phone: 916/386-2233 Fax: 916/386-2232

e-mail: dean@repcor1.com

web site: www.repcor1.com

Territory: N. CA, N. NV, AZ, NM, HI

# of outside sales people: 18

# of warehouses: 2

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

## Repwest, The Alkire Corp.

Principal Contact: Tom Alkire, CPMR  
 8320 Luzon Ave., Sacramento, CA 95828

Phone: 916/386-7500 Fax: 916/386-7506

e-mail: sales@rep-west.com

Territory: N. CA, NV

Lines: Bradford White, Mission Coupling, Elkay, Liberty Pump, Milwaukee Valve, T & S Brass, Flexcon Industries, McGuire Manufacturing, Hammond Valve, Phylrich, Armstrong Pump Co., Revere

# of outside sales people: 7

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

## Rino Companies Inc. dba Performance Sales

Principal Contact:  
 John Novello/Harry Rieger

3430 W. Maywood Ave.,  
 Santa Ana, CA 92704

Phone: 800/628-9553 Fax: 714/628-1444

Territory: CA, Clark County NV

Lines: Beneke Seats, Eastman/EZ-Flo, E.L. Mustee, General Sealant, Rino Flex, Johnson Flux, White Metal Products, Lewis Pipe Co., Accor Tech

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

## Roth Associates

Principal Contact: Gerry Roth  
 Box 69, Millbrae, CA 94030

Phone: 650/652-3906 Fax: 650/652-3952

e-mail: gerryroth@aol.com

Territory: CA, HI, Guam, NV

Lines: Kramer-Trenton Refrigeration & Air Cooled ConPensers, Russell Refrigeration, Witt Refrigeration, Air Cooled Condensers

# of outside sales people: 2

Industry Orientation: Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

## Signature Sales, Inc.

Principal Contact: Ron Bradford  
 9182 Stellar Court, Corona, CA 92883

Phone: 951/549-1000 Fax: 951/549-0015

e-mail: info@signaturesalesinc.com

Territory: S. CA, Las Vegas NV

Lines: Cash Acme, Aquatic, Bemis, Bradford White, Danze, Geberit, Laars, Ronbow Corp., Laing, Legend Valve, Spacemaker, Gerber, Little Firefighter, Cuno

# of outside sales people: 13

# of warehouses: 1

## Specification Sales

Principal Contact: David Hutchins  
 1295 E. Acacia St.,  
 Ontario, CA 91761-4583

Phone: 909/594-7088

Fax: 909/594-2498

e-mail: david@specsales.com

web site: www.specsales.com

Territory: S. CA, & Las Vegas NV

(Clark County)

Lines: Haws Drinking Fountain Co., King Brothers (K.B.I.), Crane Plumbing Products, Bonomi Valves, Intersan, Mifab, GT Water Products, T&S Brass, Hydrotek, Stiebel Eltron,

## Advance Tabco, Vance

# of outside sales people: 9

# of warehouses: 3

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

*See ad on this page*

## The Montgomery Co.

Principal Contact: Richard Montgomery II  
 9188 E. Shaw Ave., Clovis, CA 93619

Phone: 559/299-6745 Fax: 559/299-1336

Territory: CA, AZ, NV, Baja CA

Lines: Pacer Pumps, Rusco Inc., Miller

Leaman Inc.

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

## Thomas Ramos & Co.

Principal Contact: Thomas Ramos  
 290 Nichols Dr., Santa Cruz, CA 95060

Phone: 831/429-9506 Fax: 831/426-1988

e-mail: thomas@thomasramos.com

Territory: N. CA, N. NV

Lines: Amerec Sauna & Steam, Americh, Herbeau, Kueco, Crystal Vessel, Crystal Ventilation, Val Sans, Century Bathworks, Terra Aqua

# of outside sales people: 5

## Tjader Sales

Principal Contact: Gary N. Tjader  
 948 Dolores Ave., Los Altos, CA 94024-6010

Phone: 650/948-3900 Fax: 650/948-3990

e-mail: gary@tjader.com

web site: www.tjader.com

Territory: N. CA, N. NV

Lines: Waterstone, Elite Bath, Aquatic Industries, Baci, Smeobo, Cleret, Myson Towel Warmers, Legacy Brass, Seagull IV

# of outside sales people: 3

Industry Orientation: Plumbing

## W&R Industrial Products Inc

Principal Contact: Wally Prueett  
 1870 Arnold Industrial PI Ste 1065,  
 Concord, CA 94520-5341

Phone: 925/602-9700 Fax: 925/602-9707

e-mail: wnrind@sbcglobal.net

web site: www.wnrind.com

Territory: N. CA, NV (except Clark County)

Lines: CSS Pre-Insulated Calcium Silicate Pipe Shields, George Fischer-Fuseal, Halsey Taylor, Lawler Manufacturing, Miro Industries, Speakman, Stiebel Eltron

# of outside sales people: 2

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

## Western Plumbing Parts

Principal Contact: Glenn Marquart  
 30 N. Raymond Ave. Suite 313,  
 Pasadena, CA 91103

Phone: 626/792-1382

Fax: 626/792-0956

e-mail: glenn@westernplumbing-

parts.com

Industry Orientation: Plumbing

*See ad on this page*

## William H. Fletcher & Associates Inc.

Principal Contact: Charles Fletcher  
 853 Meridian, Duarte, CA 91730

Phone: 626/303-6221 Fax: 626/359-7786

e-mail: fletchassoc@verizon.net

Territory: S. CA, HI

Lines: Black Swan, Sioux Chief Mfg., Systems IV, Jomar Valve, Liberty Pumps, Nibco Dura-Pex, Merit Brass, Plumbing Products, MG Coupling, Keeney Mfg., Trim To The Trade, King Bros.

# of outside sales people: 4

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

## Zurier Co. of San Francisco, Inc.

Principal Contact: Nick Salazar/John Reilly  
 6147-A Industrial Way,  
 Livermore, CA 94551

Phone: 925/449-5858

Fax: 925/449-7878

e-mail:

johnr@zurier.com

Territory: N. CA, W. NV,  
 HI

Lines: American Metal Products, Anaheim Manufacturing, Apollo

## PACIFIC

HydroHeat, Broan/Nutone, Louisville Tin & Stove Co., Daikin A/C, Kitchen Center, Kohler Co., Tamarack Technologies, Seagull Lighting, Soterra, State Water Heaters, Sterling Plumbing Group, Zeta Corp., Fairchild Mfg.

# of outside sales people: 23

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

## HAWAII

### Delco Sales Inc.

Principal Contact: Jon Adamek  
 111 Sand Island Access Road,  
 Honolulu, HI 96819-2296

Phone: 808/842-7900 Fax: 808/842-9625

e-mail: jadamek@delcosales.com

web site: www.delcosales.com

Territory: HI, South Pacific

Lines: Advance Drainage Systems, Advance Products & Systems, American Standard, B-Line, CTS Flange, EBBA Iron, Eemax, Gastite, Holdrite, Imcoa, Just, M-H Valve, Pipeline Products, Multi Fittings, Porcher, Powers, Sloan Valve, SE Sovent & Pro-Set, TC Mirafi, Watts Water Technologies, Woodford

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

## OREGON

### Cascadia Sales Group, Inc.

Principal Contact: Tom Keller  
 P.O. Box 23489, Portland, OR 97281-3489

Phone: 503/684-4862 Fax: 800/607-7867

e-mail: tom@cascadiasales.com

Territory: OR, WA, ID, MT, UT, AK, Western

Canada

Lines: Alderon, Amiad, Aqua Master, Baron Wire, Blue White, Buckner, Campbell, Corona, Flomatic, Irrrometer, Kichler, Little Giant, McCrometer, Beehive Pipe Products, KBI, SymCom, Topp, J.C. Whitlam

# of outside sales people: 6

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Reid Pacific Co.

Principal Contact: Matt Reid  
 1104 N.W. 15th Ave., Portland, OR 97209

Phone: 503/228-6255 Fax: 503/228-7942

e-mail: matt@reidpacific.com

web site: www.reidpacific.com

Territory: OR, WA, AK, N. ID

Lines: Noritz, Price-pfister, Bradley, Peerless Boilers, Fluidmaster, Halsey Taylor, JB Products, Lasco Bathware, Honeywell, Regal, Olsonite, REHAU, Rubbermaid Systems, UEI

# of outside sales people: 9

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Western States Sales, Inc.

Principal Contact: Fred Rush  
 5687 S.E. International Way,  
 Milwaukie, OR 97222

Phone: 503/659-0853

Fax: 503/659-3638

e-mail:

frush@westernstatesales.com

web site:

www.westernstatesales.com  
 Territory: WA, OR, AK, MT, N. ID

Lines: Aqua Glass, Bemis, Bradford White, Multi Fittings, Oatey, Dearborn Brass, Hercules, Cash Acme, Cherne, InSinkErator, Raychem, TOTO, Oliveri, Cash Valve, Jeeves, Harvey

# of outside sales people: 10

# of warehouses: 1

Industry Orientation: Plumbing, Hydronic Heating

## WASHINGTON

### Alliance Sales Co.

Principal Contact: Ian Johnson  
 2600 NE Andersen Rd. Ste. 150,  
 Vancouver, WA 98661-7355

Phone: 360/823-0545 Fax: 360/823-0039

e-mail: ianj@alliancesalesco.com

web site: www.alliancesalesco.com

Territory: S.W. WA, OR

Lines: Elkay, Rheem/RUUD, T & S Brass, Bobrick, Rockford Separators, Stiebel Eltron, Hot Box, Tyco/Hwat, Phylrich, McGuire, Koala Corp., Metcraft, Zoli, Beneke Seats, Design-Tec, Flexcon

# of outside sales people: 3

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings

### Bailey Sales

Principal Contact: Tom Bailey  
 12303 E. Marginal Way S.,  
 Seattle, WA 98168

Phone: 206/682-6270; 800/972-2270

Fax: 206/682-3204

e-mail: t.bailey@baileysales.com;

baileysales@baileysales.com

Territory: WA, OR, ID, MT, AK

Lines: AB&A, Alsons, Grundfos Pumps, Tri-Angle Tube, Brasscraft, PHD Mfg. Inc., Irwin Tools, Clamp-All, IPS-Weld-On, Karp Associates, Sunroc, Josam, Chicago Faucet Co., States Industries, Lenox Tools, Leonard Valve Co., Ward Manufacturing, Truebro, Nomaco/Imcoa, Red-White

# of outside sales people: 11

# of warehouses: 1

Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

### Baxter-Rutherford Inc.

Principal Contact: Robert Norwood  
 PO Box 24324, Seattle, WA 98124-0324

Phone: 206-762-4888 Fax: 206 767 4386

e-mail: rob@baxterrutherford.com

Territory: WA, OR, ID, W. MT, AK

# of outside sales people: 8

# of warehouses: 2

Industry Orientation: Piping, Valves & Fittings

### Baxter-Rutherford, Inc.

Principal Contact: Jim Norwood  
 920 S. Doris St., Seattle, WA 98108

Phone: 206/762-4888 Fax: 206/767-4386 >>

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# 2008/2009 MANUFACTURERS' REPRESENTATIVES

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e-mail: jim@baxterrutherford.com  
 web site: www.baxter-rutherford.com  
 Territory: WA, OR, ID, MT, AK  
 Lines: ABZ Valves & Controls, Anvil International, Milton Ind., Homestead Valve, Kitz Valve Corp., Lee Brass Co., Advance Products & Systems, Pannext, Kraissl Co., Gruvlok, Pro Grit Products, Wheatland Tube Co., Thermacor Process, Vulcan Threaded Products, Billco Corp., OC Keckley, CTS Fabrication, Devcon/Permatex  
 # of outside sales people: 6  
 # of warehouses: 2  
 Industry Orientation: Piping, Valves & Fittings

**Cascade Products**  
 Principal Contact: Ed Oswalt  
 13649 NE 126th Pl., Ste. 102,  
 Kirkland, WA 98034  
 Phone: 425/823-0685 Fax: 425/823-9631  
 e-mail: eoswalt@cascadeproducts.com  
 Territory: WA, OR, AK, ID, W. MT  
 Lines: Representing Leading HVAC/R Manufacturers  
 # of outside sales people: 6  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal

**Frank J. Martin Co.**  
 Principal Contact: Jerry E. Martin  
 18424 Highway 99, Lynnwood, WA 98037  
 Phone: 206/523-7665; 800/654-1786  
 Fax: 206/523-9876  
 e-mail: h2o@fjmartin.com  
 web site: www.fjmartin.com/h2o.html  
 Territory: HI, AK, WA, OR, ID, MT, British Columbia, Alberta  
 Lines: EBAA Iron, MasterMeter, A. Y.

McDonald, National Diversified Sales/NDS, Olympus Valves, Calpico Inc., Armor Access Boxes, formerly Ametek, A.R.I. USA, Hydro Guard, Roth Global Plastics/Iralo, Agrifirm, Flo Control Inc., Hydrant Repair Parts Inc., Total Piping Solutions, Polytubes  
 # of outside sales people: 6  
 # of warehouses: 1  
 Industry Orientation: Piping, Valves & Fittings

**Johnson Industries, Inc.**  
 Principal Contact: Bill Oliver  
 Box 3025, Seattle, WA 98114  
 Phone: 206/622-8787; 800/548-6895  
 Fax: 206/763-1081  
 e-mail: wjoliv19@wport.com  
 web site: www.johnson-industries.com  
 Territory: WA, ID, AK, OR  
 Lines: Altmans Faucet Co., Advance Tabco, Bates & Bates, Waterstone, Environmental Water Systems, Haws Drinking Faucet Co., Intersan, US Saws, JS Oceana Glass, Johnson Tees, Lambro Industries Inc., Whirlpool/Kitchen Aid, Wheeler-Rex, Naylor Products Inc., Pipe-Tytes Inc., TCI Products/Skal+Gard, Thermaco Big Dipper  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Plumbing

**King Sales Northwest**  
 Principal Contact: Tom Sonntag  
 6862 S. 220th St., Kent, WA 98032  
 Phone: 253/872-0700 Fax: 253/872-0704  
 e-mail: tom@kingsalesnw.com  
 Territory: WA, OR, AK, ID, British Columbia  
 Lines: Cello Products, GPK Products, Legend Valve, Canfield Metals, Breeze Industrial Products, Quality Pipe

Products, Kingco Brass Fitting & Nipples, Jet Swet, Indiana Seal, T. Christy, Pro Line Safety Products, General Regulator-CrossTech Torches, Seymour-Marking Paints, E.A. Gray Nipple Co.  
 # of outside sales people: 3  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

**Mechanical Sales Inc.**  
 Principal Contact: Chris Jostol  
 Box 3612, Seattle, WA 98124  
 Phone: 206/767-7140 Fax: 206/762-7236  
 e-mail: mechsals@mechanicalsales.com  
 web site: www.mechanicalsales.com  
 Territory: WA, OR, ID, AK  
 Lines: Selkirk Metal bestos, Ace Boiler, Ajax Boilers, Armstrong Pumps, Burnham-Boilers, Doucette, Exhausto, Flex-Weld, Graham Manufacturing, Lochinvar Corp., Heat Transfer Products, Powerflame, Raychem, Sellers, Shipco, Sterlco, Columbia Boiler, Tel-Tru Gauges, Thermal Solutions, Caleffi  
 # of outside sales people: 11  
 # of warehouses: 4

**Mechanical Solutions Northwest**  
 Principal Contact: Lee Cooke  
 1125 Andover Park W., Ste. D,  
 Seattle, WA 98188-3910  
 Phone: 206/575-9001 Fax: 206/575-8520  
 e-mail: lee@msinw.com  
 web site: www.msinw.com  
 Territory: WA, OR, ID, MT, AK  
 Lines: Accor Technologies, Amtrol, AGF, Danfoss, Takagi, Pro Tech, Erico, Milwaukee Valve, Speakman, Bow, Viessmann, Wilo, Slant/Fin, Holdrite, Whitlam, R & M Energy Systems, Spirotherm  
 # of outside sales people: 6  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

**NorPac, Inc.**  
 Principal Contact: Tom Hagensen  
 20015-85th Ave. S., Kent, WA 98031  
 Phone: 253/850-8800 Fax: 253/850-7872  
 e-mail: tom@norpacinc.com  
 web site: www.norpacinc.com  
 Territory: WA, OR, AK, N. ID  
 Lines: Andre Collection, Bootz, General Wire, C&S Mfg., Camco Mfg., Centoco, Eastman, Easy Heat, G.T. Water Products, Gerber Plumbing Fixtures, Jomar International, Keystone, Mill-Rose, Myson, Neoperl, Prier Brass, Pro Products, Seachrome, Maid-O-Mist, Bosch Power Tools, Quietside, Waiwela, WhiteRock, Nibco, Axiom, Advance Metalpres, Suneli, Vita Bath  
 # of outside sales people: 4  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings, Hydronic Heating

**Pinnacle Marketing, Inc.**  
 Principal Contact: George Marable  
 11427 NE 21st Street, Bellevue, WA 98004  
 Phone: 425/922-4420

e-mail: gmarable@pinnacelnw.com  
 Lines: Danze, Deco Lav, Fusion, Jones Stephens, Houzer, IPEX, Sunco, Dura Supreme, American Metal  
 # of outside sales people: 6  
 Industry Orientation: Plumbing, Hydronic Heating

### Sawtooth Sales/Decorative Plumbing & Hardware

Principal Contact: Doc Warner  
 2709 W. Blaine St., Seattle, WA 98199  
 Phone: 206/281-8283  
 Fax: 206/270-9137  
 e-mail: docwarner@aol.com  
 Territory: AK, ID, MT, OR, UT, WA, WY, Alberta & British Columbia  
 Lines: Acorn Mfg., California Faucets, Cheviot Products, Elcoma Grabs, Flitz Chemicals, Jetta, Herbeau Creations N.A., Hi Line Products, Tonsa, Smedbo, Top Knobs  
 # of outside sales people: 4  
 # of warehouses: 1  
 See ad on this page

**Specification Sales, Inc.**  
 Principal Contact: Donald C. Duehn  
 1126 8th St., Kirkland, WA 98033  
 Phone: 425/576-0278 Fax: 425/576-0748  
 e-mail: specsals@verizon.net  
 Territory: WA, OR, ID  
 Lines: Acorn Engineering, Elmdor/Stoneman, Moen Commercial Products, P.V.I. Industries, Precision Plumbing Products, Acorn Aqua, Whitehall Manufacturing Co., Aqua Bath Co. Inc., Watts Water Pex, Riverside Hydraulics, Proset Firestop Systems, Guardian Equipment, Acorn Vac, Chromomite Labs, Lawler Mfg. Co., Watersaver Faucet, ProVent Solvent, Potter Roemer  
 # of outside sales people: 5  
 # of warehouses: 1  
 Industry Orientation: Plumbing, Piping, Valves & Fittings

**Stone-Drew/Ashe & Jones**  
 Principal Contact: William L. Stone  
 710 S. Lucile St., Seattle, WA 98108  
 Phone: 206/763-2850; 800/222-2850  
 Fax: 206/763-0842  
 e-mail: sales@alliancesalesnw.com  
 Territory: WA, AK, OR, N. ID, MT  
 Lines: Beneke, Elkay, T&S Brass, Hot Box, Tyco/Hwat, Powers, Rheem/Ruud, Tyler Pipe, Wade, Bobrick, Trumbull Industries, Koala Corp., The Young Group, Sloan, Gamco  
 # of outside sales people: 7  
 # of warehouses: 1  
 Industry Orientation: Piping, Valves & Fittings



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 Email: info@lwws.com

Circle 56 on Reader Reply Card

## CANADA, PUERTO RICO

### ALBERTA

**Spectrum Sales Agency (1982) Ltd.**  
 Principal Contact: Mick Delaww  
 100 17882 106th Ave.,  
 Edmonton, AB T5S 1V4  
 Phone: 780/486-2525 Fax: 780/481-1259  
 e-mail: mdelaww@spectrumsales.com  
 web site: www.spectrumsales.com  
 Territory: Alberta, Canada

Lines: American Saw & Mfg. Co. Ltd. (Lenox), Neoperl Inc., Eurotermo, Fluidmaster, GT Water Products, Bennette Design Group Inc., Olsonite Products Ltd., S.O.S. Products Co. Inc., Stuff Sorter by VersaPak, Fernco Connectors Ltd., Thermasol Inc.  
 # of outside sales people: 4  
 # of warehouses: 2  
 Industry Orientation: Plumbing, Warm-Air Heating, Ducted Air Conditioning, Refrigeration and Sheet Metal



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## 2008/2009 MANUFACTURERS' REPS

## CANADA, PUERTO RICO

BRITISH  
COLUMBIA**Barclay Sales Ltd.**

Principal Contact: Bruce Barclay  
1441 Kebet Way, Port Coquitlam, BC V3C 6L3  
Phone: 604/945-1010 Fax: 604/945-3030  
e-mail: mail@barclaysales.com  
web site: www.barclaysales.com  
Territory: British Columbia, Alberta  
Lines: American Saw Lenox, Conbraco, Bow  
Plastics, Mirolin/Aqua Glass, Fluidmaster, Giant  
Factories, Elkay/Novanni, Bemis, Schwartz  
Chemicals, Fleurco, ECR International  
# of outside sales people: 8  
# of warehouses: 3  
Industry Orientation: Plumbing, Piping, Valves &  
Fittings, Hydronic Heating  
*See ad on facing page*

**Hy-Line Sales Ltd.**

Principal Contact: Ron L. Featherstone  
#2A, 27355 Gloucester Way, Langley, BC V4W 3Z8  
Phone: 604/856-5648; 800/266-3114  
Fax: 604/856-8684  
e-mail: ronf@hylinesales.com  
web site: www.hylinesales.com  
Territory: British Columbia, Canada  
Lines: A.S.I. Watrous, Hy-Line Shower Doors,  
Rollee Ind. Products, Franke Washroom  
Systems, Construction Specialties, Sluyster,  
Chicago Faucet, Guardian Equipment, Eemax,  
Erico, Hytex Plumbing Products, Mainline  
Backflow Products Inc., McGuire Mfg. Co. Ltd.,  
Robern, PH/Pro Acid Waste Pipe & Fittings,  
Polydrain, Rheem/Ruud Water Heaters, S.M.S.  
Acid Neutralization, Sloan Valve Co., Trespa,  
Symmons Industries, T-Drill, Truebro Inc., Halsey  
Taylor, Watco Manufacturing Co., Woodford Mfg.  
Co., Watts Drainage, Kimax Glass Pipe &  
Fittings, Willoughby Industries, K.B.C. Koala  
Bear Care, Orion  
# of outside sales people: 8  
# of warehouses: 1  
Industry Orientation: Piping, Valves & Fittings

## MANITOBA

**Murray Krovats Ltd.**

Principal Contact: D. Boguski  
1179 St. Mathews, Winnipeg, MB R3H0J8  
Phone: 204/786-2747 Fax: 204/775-3186  
e-mail: darcy@krovats.com  
# of outside sales people: 2  
# of warehouses: 2  
Industry Orientation: Plumbing, Piping, Valves & Fittings,  
Hydronic Heating

## ONTARIO

**Can-Mech Agencies Ltd.**

Principal Contact: Doug Parsons  
155 Tansley Dr., Carp, ON K0A 1L0  
Phone: 613/831-3724 Fax: 613/831-3727  
e-mail: dparsons@canmech.com  
web site: www.canmech.com  
Territory: ON  
Lines: Hydromatic Pump Co., Brass Craft, Structural North  
America, Giant Water Heaters, Hydromatic Sump &  
Sewage Pumps, Mission, Master Plumber Products,  
J.C. Whitlam  
# of outside sales people: 3  
# of warehouses: 1

**Lancaster Sales & Mktg Agent**

Principal Contact: Ed Lancaster  
183 Lynnbrook Dr, Scarborough, ON M1H 2H4  
Phone: 416/438-4829 Fax: 416/289-0714  
e-mail: lancastered@hotmail.com  
Territory: All G.T.A. - Ontario  
Lines: Parker Gas Piping, Columbus Electric/TPI, Imperial/  
Stride Tools, Optimaire, Hoffman Controls, Slimduct, EZ  
Trap, Smart Electric, Comfort Thermostat, Comfort Star  
# of outside sales people: 2  
# of warehouses: 1  
Industry Orientation: Warm-Air Heating, Ducted Air  
Conditioning, Refrigeration and Sheet Metal

**Walmar Mechanical Sales Ltd.**

Principal Contact: Peter J. Brown  
24 Gurdwara Road, Ottawa, ON K2E 8B5  
Phone: 613/225-9774 Fax: 613/225-0673  
e-mail: peterbrown@walmar.net  
web site: www.walmar.net  
Territory: All Eastern Ontario, Western Quebec  
Lines: Acudor Acorn Ltd., S. A. Armstrong, Brady Markers,  
Powers, Enpoco, Div. Watts Industries, Architectural  
Metals (A.M.I.), Senior Flexonics, Stern-Williams, Weiss  
Instruments, Watts Industries, Wilkerson, Ancon, Div.  
Watts Industries, Polydrain, Oatey Can, Elkay, Eemax,  
Zero Flush, Watermatrix  
# of outside sales people: 4  
# of warehouses: 1  
Industry Orientation: Piping, Valves & Fittings, Hydronic  
Heating

## PUERTO RICO

**Empresas Nido**

Principal Contact: Rafael J. Nido, Jr.  
Box 11978, San Juan, PR 92200  
Phone: 787/251-1000 800/981-6565 Fax: 787/251-1011  
e-mail: ranido@ranido.com  
web site: www.ranido.com  
Territory: Puerto Rico, Lesser Caribbean Islands, Central  
America, South America  
Lines: AFAC, Ames True Temper, Alabama Metal, Allied Tube,  
American Security Fence, American Water Heater, Anchor  
Die Cast Div., Armstrong World Industries, Autana  
Overseas, Bekaert Trade Latin America, Black & Decker,  
Bobrick Washroom Equipment, Conarco, Crossville  
Ceramics, Der Fung Co. Inc., Fermar, Fuller, Genova Inc.,  
Heame Steel Co., Interceramic USA, Kee Industrial  
Products, Lujnaf, Macsteel Inc., Marlite, Mifab, M.Z. Imer,  
S.A., Nibco, Philips Lighting, Pittsburgh Corning Corp.,  
Plycem Sales Corp., Prodac, Protecto Manufacturing  
Corp., States Industries, Sterling Plumbing Group, Trinity  
Industries, Unisec Inc., United Steel Products, Vinyl Corp.,  
Watts Regulator, Ternium International  
# of outside sales people: 25  
# of warehouses: 1

**Inter American  
Builders Agencies Co., Inc.**

Principal Contact: Lester A. Toro Jr.  
Box 1988, Carolina, PR 00984-1988  
Phone: 787/752-0200 Fax: 787/757-0210  
e-mail: lesterjr@iabaco.com  
Territory: Puerto Rico, US Virgin Islands,  
Dominican Republic  
Lines: The Beneke Corp., Bradford White Corp.,  
Bradley Corp., Charlotte Pipe & Foundry Co.,  
E.L. Mustee & Sons Inc., Elkhart Products  
Corp., Wilkins Regulators, Halsey Taylor,  
InSinkEerator, The Keeney Mfg. Co., Mansfield  
Plumbing Products Inc., Milwaukee Valve Co.,  
National Diversified Sales (NDS/DFW/Raindrip),  
Neptune Co., Div. Elkay, Oatey Mfg. Co., P.H.D.  
Mfg. Co. Inc., Sta-Rite/Pent-Air/Flotec, Ward  
Mfg., Deflecto, Zurn Industries, Fernco Inc.,  
Hayward Industrial Products Inc.  
# of outside sales people: 10  
# of warehouses: 2  
*See ad on this page*

FLOWGUARD FLEX™  
HYBRID LINETHE FIRST CPVC TO PEX  
SYSTEM CERTIFIED BY  
FLOWGUARD GOLD®  
& FLOWGUARD FLEX™

## Full 1/2" Through 1" Availability

KBI's line of CPVC Hybrid fittings and valves offers a variety of injection molded configurations in sizes 1/2" through 2".

## Exceptional Corrosion Resistance

Unlike metal systems, CPVC Hybrid fittings and valves never rust, scale or pit and will provide many years of maintenance-free service and extended life.

## Energy Savings

Low heat conductivity minimizes heat loss in hot water systems.

## Higher Flow Capacity

Smooth interior walls result in lower pressure loss and higher volume than conventional metal systems.

## Lower Installation Costs

Lower material costs than metallic systems, combined with lighter weight and ease of installation, can substantially reduce installation costs.

## Suitable for Commercial Hot Water

CPVC Hybrid fittings and valves can handle fluids at service temperatures up to 180°F (82°C).

MultiPort™ Conforms to  
ASTM D 2846

Specifications for Chlorinated Polyvinyl Chloride (CPVC) Plastic Hot and Cold Water Distribution Systems. Performance tested and certified by NSF.

Special StainPro™ (Stainless)  
Transition Fittings

KBI's patented StainPro™ (Stainless) Fittings provide excellent plastic-to-metal system transitions, eliminating corrosive problems associated with conventional transition fittings.

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KBI's Copper-Tube-Size Hybrid Valves feature one-piece design that never requires adjustment. Standard EPDM O-ring seal enables air-tight shut off. High impact Acrylonitrile Butadiene Styrene handle has Cam-Lok™. 100 psi maximum internal pressure rating at 180°F.



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INTER AMERICAN BUILDERS AGENCIES CO., INC.

MANUFACTURERS' REPRESENTATIVES

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MANUFACTURERS' SALES ORGANIZATIONS

### A.O. Smith Water Heaters

A.O. Smith Water Heaters  
500 Tennessee Waltz Parkway  
Ashland City, TN 37015  
1-800-527-1953  
www.hotwater.com

### Bradford White Corporation

725 Talamore Drive  
Ambler, PA 19002-1873  
215.641.9400  
800.523.2931  
Fax: 215.641-1670

#### TERRITORY: NORTHEAST

STATES: WESTERN PENNSYLVANIA, OHIO, KENTUCKY, NEW YORK, RHODE ISLAND, CONNECTICUT, MAINE, MASSACHUSETTS, VERMONT, NEW HAMPSHIRE, NORTHERN NEW JERSEY & INDIANA EXCLUDING THE COUNTIES OF LAKE, PORTER, & LA PORTE.  
REGIONAL SALES MANAGER: THOMAS A. SETTEFRATI

#### WESTERN PENNSYLVANIA.

CONROY-STARR & ASSOC., INC., 119 13TH STREET PITTSBURGH, PA 15215 #412-782-3357 FAX # 412-782-3387 GARY CONROY, JOE STARR, JOANN HUTCHINSON

#### OHIO & THE COUNTIES OF BOONE, KENTON, & CAMPBELL KENTUCKY

PREFERRED SALES, INC., ONE INDUSTRIAL DRIVE HERMITAGE, PA 16148 #724-981-5500 FAX # 724-981-5560 PETE LEWNE, TOM POOLE, BILL CURRY, RANDALL ETTER, ALAN GUIDISH, HARVEY MUNITZ, MARK O'CONNELL, PAM CART, SUSAN KRAUS, KEN DAVIS, NATINA HOAK JENNY FALVEY, ROB SIEBERT, SIEBERT, MICHELLE LEWNE, LISA RUNYAN, BOB RESEL NICK BRISCOE, MIKE VARLEY

#### KENTUCKY (EXCLUDING THE COUNTIES OF BOONE, KENTON, & CAMPBELL), & INDIANA (EXCLUDING THE COUNTIES OF LAKE, PORTER & LA PORTE)

MANUFACTURERS MARKETING, INC., DIVISION OF LUNSFORD & ASSOC. 17225 WESTFIELD PARK RD. WESTFIELD, IN 46074 #317-867-5004 FAX #317-896-3561 PAUL LUNSFORD, TONY TITUS, JOHN PONTIUS PAUL DEEVER, MARK REED, DAN CUMMINS, WAYNE STEPHENSON

#### NORTHERN NEW JERSEY AND ROCKLAND COUNTY, NEW YORK

FOCUS SALES, LLC, 429A LINCOLN BLVD MIDDLESEX, NJ 08846-2440 #732-302-0091 FAX #732-302-9501 JAY SCHECHTER, AL PUCCIO

#### NEW YORK EXCLUDING NEW YORK CITY, LONG ISLAND AND THE COUNTIES OF ROCKLAND AND WESTCHESTER

NORTHEAST SALES ASSOC., INC., 515 PACKETT'S LANDING FAIRPORT, NY 14450 #585-223-5982 FAX # 585-425-2459 M. TOUSIGNANT-PHONE/FAX #518-511-2128 AL WHITNEY-PHONE #607-868-3221 AL WHITNEY-FAX #607-868-3933 BOB PHILLIPS-PHONE #716-474-4885 (c) PHONE/FAX #716-634-6486 RICHARD WISOTZKE, AL WHITNEY, BOB PHILLIPS, MIKE TOUSIGNANT, PETE COSTANZO, SHERYL SABIN

#### MASSACHUSETTS, VERMONT, RHODE ISLAND, MAINE, NEW HAMPSHIRE, & CONNECTICUT

A.K.R. ASSOC., INC., 596 NORTH MOUNTAIN RD NEWINGTON, CT 06111 #860-882-0213 FAX #860-882-0217 STEVE AREL, JIM FERGUSON, PAUL ANDERSON, PAMELA ERISMAN, SCOTT GRONDIN, RICH TESSIER, DOUG SCHWAB, DORI DALY, ELY TITLEY, MATT WARNKE

#### NEW YORK CITY, LONG ISLAND, AND WESTCHESTER COUNTY, NEW YORK

DELLON SALES COMPANY, 5 ALBERTSON AVE., ALBERTSON, NY 11507 #516-625-2626 FAX #516-625-3030 SCOTT DELLON, DAVID DELLON, JOSEPH KNOTT, DAN O'NEILL, RICHARD NEAR

#### TERRITORY: SOUTHEAST

STATES: EASTERN PENNSYLVANIA, SOUTHERN NEW JERSEY, DELAWARE, VIRGINIA, WEST VIRGINIA, WASHINGTON D.C., NORTH CAROLINA, SOUTH CAROLINA, GEORGIA, ALABAMA, MISSISSIPPI, TENNESSEE, LOUISIANA, FLORIDA, AND ARKANSAS REGIONAL SALES MANAGER: MATT KOZAK

#### SOUTHERN NEW JERSEY, DELAWARE, AND EASTERN PENNSYLVANIA

RICH-TOMKINS CO., INC., 235 BRIDGEWATER ROAD ASTON, PA 19014 #610-859-3552 FAX # 610-859-6080 BILL BRADSHAW, KEN HOLLOWAY BOB ADAMS, STEW CHAFFEE, TODD ALEXANDER, JEFF PHILLIPS, ALAN COHEN, GARY BRAKE, CHARLES SMITH, DON MURPHY, LAUREN HOLLOWAY KEVIN BRACE

#### VIRGINIA AND WEST VIRGINIA

DUHART COMPANY, 1225 MALL DRIVE RICHMOND, VA 23235-4737, #804-379-0150, FAX #804-379-9230, BILL DUDDING, AL CARPENTER, JIM DUDDING, SHELLY KAHLER, ROGER WOODY, CHRIS WHITE, SUZI BELLAMY, RON FOWLER, BONNIE WOODY CRAIG CARPENTER, C.B. FARNSWORTH JUDI WILLIAMS

#### NORTH CAROLINA & SOUTH CAROLINA

SNIDER, INC., 3520 WESTINGHOUSE BLVD., CHARLOTTE, NC 28273 #704-588-0915 FAX #704-588-0954, DAVID HAWTHORNE, BERNADETTE ZIELINSKI, BRAD PITTMAN, JAMIE VARNADORE, ALAN GARNER

#### MARYLAND & WASHINGTON D.C.

DUHART COMPANY, 1225 MALL DRIVE RICHMOND, VA 23235-4737 #804-379-0150 FAX #804-379-9230 BILL DUDDING, AL CARPENTER, JIM DUDDING, SHELLY KAHLER, ROGER WOODY, CHRIS WHITE, SUZI BELLAMY, RON FOWLER, BONNIE WOODY CRAIG CARPENTER, C.B. FARNSWORTH JUDI WILLIAMS

#### GEORGIA

PREFERRED SALES ASSOC., INC. 175 PINE GROVE RD, STE 110 CARTERSVILLE, GA 30120 #770-475-3006 FAX #770-475-8388 BILL HICKMAN, RICHARD FLOURNOY, DOUG BRAIG, MATT FLOURNOY, SCOTT RICHARDS TAMMY MC CLURE, TYSON WHITLEY SCOTT GRAVLEY, JOAN HICKMAN, TOMMY PETERMAN

#### ALABAMA AND FLORIDA PANHANDLE

BANKS & HEAD AGENCY, 710 WILMER AVENUE ANNISTON, AL 36201 #256-235-9000 FAX #256-235-2000 RICHARD BANKS, ANDY HEAD, JAMES HARKINS

#### FLORIDA EXCLUDING THE PANHANDLE

CARR COMPANY, 6000 PARK OF COMMERCE BLVD. BOCA RATON, FL 33487 # 561-997-0999 FAX # 561-997-2633 LARRY HOBBS, MICHAEL HOBBS, RANDY SIMMEN, TOM MURPHY, ANDY ANDERSON, BILL FEHRS, ANDREA JONES, ROMMEL DAMIANI, JIM SMITH, LEON HOLMES

#### TERRITORY: SOUTHEAST

STATES: EASTERN PENNSYLVANIA, SOUTHERN NEW JERSEY, DELAWARE, VIRGINIA, WEST VIRGINIA, WASHINGTON D.C., NORTH CAROLINA, SOUTH CAROLINA, GEORGIA, ALABAMA, MISSISSIPPI, TENNESSEE, LOUISIANA, FLORIDA, AND ARKANSAS REGIONAL SALES MANAGER: MATT KOZAK

#### MISSISSIPPI & LOUISIANA

PARKS, PEYTON & SASSER, P.O. BOX 1238 HAMMOND, LA 70404-1238 #985-542-8200 FAX # 985-542-8820 FRANK PARKS, LISA PARKS, PERRY PEYTON, GERARD VERRET, MARY KENNEDY, BOB SASSER

#### TENNESSEE

WIGGS, HAUN, & BOHAN, 7013 WESTBELT DRIVE NASHVILLE, TN 37209 #615-350-8334 FAX #615-350-8559 #423-637-8990 FAX FOR B. HAUN BURL HAUN, JEFF BOHAN, LARRY WIGGS, KEVIN PULLEY, CHRIS LASSITER, ANDY OVERBY, JODY VAUGHN, BRANDON CARDWELL, BILL ETHERIDGE ANGELA MASHBURN, TOBI GUESS

#### ARKANSAS

WIGGS, HAUN, & BOHAN 7013 WESTBELT DRIVE NASHVILLE, TN 37209 #615-350-8334 FAX #615-350-8559 BURL HAUN, JEFF BOHAN, LARRY WIGGS, KEVIN PULLEY, CHRIS LASSITER, ANDY OVERBY, JODY VAUGHN, BRANDON CARDWELL, BILL ETHERIDGE

TERRITORY: WEST STATES: WASHINGTON, OREGON, IDAHO, ALASKA, MONTANA, COLORADO, UTAH, WYOMING, NEW MEXICO, EL PASO, TEXAS, CALIFORNIA, ARIZONA, NEVADA, & HAWAII REGIONAL SALES MANAGER: CHRIS CATANIA

#### UTAH & SOUTHERN IDAHO

G & S SALES, INC., 1641 SOUTH 700 WEST SALT LAKE CITY, UT 84104-1614 #801-972-0659 FAX #801-972-0688 BILL GODWIN, TIARA MOSSBURG, HATA PURIRI, ZAC BEVAN, CLAY SMITH, WADE COTE, TOM KUNTZ, DAN LOWE, KATHY GODWIN

#### NEW MEXICO & EL PASO, TEXAS

BUCHE-CARMCO SALES, INC., 6301 EAST 49TH AVENUE COMMERCE CITY, CO 80022 #303-934-4969 FAX #303-934-6131 TERRY KINDFSATHER, ED DAVIS, PETER BUCHE, JAMES CLAXTON, JERRY BUCHE, MIKE JORS, SUSAN BUCHE TREVOR WATTERS, PJ WATERS

#### ARIZONA

SOUTHWESTERN MECHANICAL SALES CO. 1440 W. SAN PEDRO ST. GILBERT, AZ 85233 # 480-813-1313 FAX # 480-813-2800 JIM FARNEY, VAL GALVAN, GRADY LANCE, HOLLY BURNS, DICK WARWICK, CAROL GEASLAND, RANDY ORNELIS, SUSAN BASEHORE, ALEX JARAMILLA, TROY ALEXANDER, DONNA RUTHERFORD

#### SOUTH CALIFORNIA & SOUTH NEVADA

SIGNATURE SALES INC., 9182 STELLAR COURT CORONA, CA 92883 #951-549-1000 FAX #951-549-0015 SIG SCHMALHOFER, RON BRADFORD TIM SAMUT, BEV SCHMALHOFER, CHRIS BENNETT, MARK MARTINEZ, RUSS LONG, SHARON LONG, JONATHON BRADFORD, LINDA BRADFORD, NICK SCHMALHOFER, ANDREA DOUGLAS HANNAH MAY, ROB SITTON, LANCE STEWART, DANNY RODRIGUEZ, ED LUNA, SHARON DISS, TREV BEASLEY, RYAN PARKER, PATRICIA FLORES

#### WASHINGTON, OREGON, WESTERN MONTANA, NORTH IDAHO, & ALASKA

WESTERN STATES SALES, 5687 S.E. INTERNATIONAL WAY SUITE G MILWAUKIE, OR 97222 OREGON #503-659-0853 FAX #503-659-3638, FRED RUSH, GIB SECKER, DAVID DAHLQUIST,

GARRICK DAHLQUIST, VALERIE HETTMAN, AMY SECKER, RANDY SECKER, RON WILLIAMS 8009 S. 224TH STREET—BLDG E KENT, WA 98032 #253-893-1695 FAX # 253-893-7588 JIM ANDERSON, BEN RUSH, RICK GILES, RAY VALLIANT, JAMES HICKS, DAN DAILEY BEN RUSH, ALAN CHANDLER, TIM HAYES

#### COLORADO, WYOMING, & EASTERN MONTANA

BUCHE-CARMCO SALES, INC., 6301 E. 49TH AVENUE COMMERCE CITY, CO 80022 #303-934-4969 FAX #303-934-6131 TERRY KINDFSATHER, ED DAVIS, PETER BUCHE, JAMES CLAXTON, JERRY BUCHE, MIKE JORS, SUSAN BUCHE TREVOR WATTERS, TIM GALLARDO

#### HAWAII

L.N. SALES, INC., P.O. BOX 22535 HONOLULU, HI 96823 #808-531-6124 FAX #808-945-7442 LYLE NAKAMURA

#### NORTH CALIFORNIA & NORTH NEVADA

REP WEST INC., 8320 LUZON AVE.—THE DEPOT PARK SACRAMENTO, CA 95828 #916-386-7500 FAX #916-386-7506 JEFF ALKIRE, TOM ALKIRE, RON MONK, JOHN ALKIRE, JIM PETERS, ERNIE NUSSER, TOM BLEVINS, ROBIN THOMAS, RICHARD THOMAS, JOSE RAMO, CEASAR SANCHEZ, STEVE GORDIAL, DOMINIQUE VIDALES

#### TERRITORY: MID-WEST

STATES: MICHIGAN, THE COUNTIES OF LAKE, PORTER, & LA PORTE, INDIANA, ILLINOIS, IOWA, WISCONSIN, MINNESOTA, MISSOURI, NORTH DAKOTA, SOUTH DAKOTA, NEBRASKA, KANSAS, & TEXAS EXCLUDING THE EL PASO AREA REGIONAL SALES MANAGER: FRANK D. SMRZLEY

#### NORTHERN ILLINOIS & THE COUNTIES OF LAKE, PORTER, & LA PORTE INDIANA

FRIEDMAN & DORRANS SALES, INC., 714 SOUTH MILWAUKEE AVE. WHEELING, IL 60090 P.O. BOX 540 GLENVIEW, IL 60025 #847-459-8412 FAX #847-459-8437 JIM DORRANS, RICH WARGO, JERRY FRIEDMAN, BRIAN FRIEDMAN, DEBBIE MANDRALLA, DONNA SWANSON

#### WISCONSIN, THE UPPER

PENINSULA OF MICHIGAN, MINNESOTA, NORTH DAKOTA, SOUTH DAKOTA MICHEL SALES AGENCY, 521 PHALEN. PAUL, MN 55101 #651-287-2640 FAX #651-287-2655 KELLY MICHEL, BETSY PETERS, MATT MICHEL, HAROLD BRUNER, JIM ENGLE, RICK MICHEL, RICK GENRICH, DEAN PARKER, RIC SAF, ROB FREI

#### MICHIGAN, EXCLUDING THE UPPER PENINSULA

BURKE AGENCY, INC., 2605-A OAKLEY PARK RD. WALLED LAKE, MI 48390 #248-669-2800 FAX #248-669-3310 BRIAN BURKE, ANNE CARLTON, RICK HIGGINBOTHAM, MONIKA STEINBRICK, BRETT YOUNG, ELICIA JOHNSON, TOM ZIMMERMAN CHRISTY SMITH

BURKE AGENCY BRANCH OFFICE BURKE AGENCY, INC. 8593 BYRON COMMERCE DR. S.W. BYRON CENTER, MI 49315 #616-878-7300 FAX #616-583-1239, JOHN BURKE, SCOTT DECKROW, HENRY BURKE, BARB SHAFFER

#### IOWA & NEBRASKA

MID-AMERICA SALES GROUP, INC. 11107 N.W. 51ST PLACE GRIMES, IA 50111 #515-986-9446 FAX #515-986-3552 TIM SCHULTZ, MIKE GILLESPIE, FRANK LEOPOLD, DIANA HINCH BOYD RYDAL, MIKE MENGWASSER TANYA CLUM, NANCY SCRIBNER, MIKE BOYD

MID-AMERICA BRANCH OFFICE MID-AMERICA SALES GROUP, INC., 1809 N. 145TH AVE. OMAHA, NE 68154 #402-493-4105 FAX #402-493-3793 DENNIS SPOMER

#### EASTERN MISSOURI & SOUTHERN ILLINOIS

SPECIALITY SALES & SERVICES, 615-A SPIRIT OF ST. LOUIS BLVD. >

# 2008/2009 MANUFACTURERS' REPRESENTATIVES

## MANUFACTURERS' SALES ORGANIZATIONS

(CONTINUED FROM PAGE 94.)

CHESTERFIELD, MO 63005 #636-530-1992  
FAX #636-530-1993 MIKE SANFORD,  
GLENDA SANFORD, BARRY MEYER,  
CRAIG CANATSEY, BILL VAUGHN, RENEE  
VAUGHN, JEANNIE O'BRIEN, HEATHER  
HEDRICK

**WESTERN MISSOURI & KANSAS**  
C.K. DORMAN & CO., INC. 1127 W. 8TH  
STREET KANSAS CITY, MO 64101 #816-  
421-5989 FAX #816-842-3562 #800-821-  
2382 PAT ENDERSON, STEVE  
BLOUSTINE, TOM ALSOP, JENNIFER  
ROUGHTON, BRIAN DEMARR, CLAY  
CLOONES

**TERRITORY: MID-WEST**

**STATES: MICHIGAN, THE COUNTIES OF  
LAKE, PORTER, & LA PORTE, INDIANA,  
ILLINOIS, IOWA, WISCONSIN,  
MINNESOTA, MISSOURI, NORTH  
DAKOTA, SOUTH DAKOTA, NEBRASKA,  
KANSAS, & TEXAS EXCLUDING THE EL  
PASO AREA REGIONAL SALES  
MANAGER: FRANK D. SMRZLEY**

**SOUTH TEXAS EXCLUDING EL PASO**  
MENA & ASSOC., 802 DOMINION DR.  
SUITE 100 KATY, TX 77450 #281-579-8228  
FAX #281-579-8319 DUANE MENA, SUZY  
MENA, JOHN TISCHLER, CARROLL  
VASSAR MATT HALL, ALAN SELZER,  
TERESA BAKER

**NORTH TEXAS**  
MC KINNEY AGENCY 1225 EAST  
CROSBY B-21 CARROLLTON, TX 75006  
#972-242-4164 FAX 972-242-5115 KEVIN  
MC KINNEY, MARTY PARKHILL, LARRY  
MC KINNEY, SHERRI MC KINNEY, MIKE  
SMITH, MIKE PAUL, JOHN SNYDER,  
MERV WARRICK

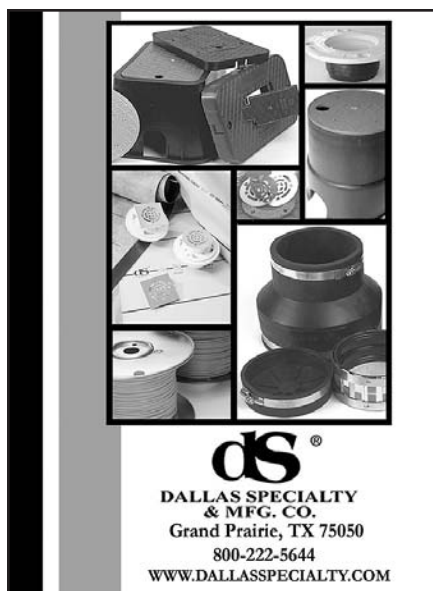
**TERRITORY: NATIONAL ACCOUNTS**  
DISTRICT SALES MANAGER, ROBERT  
MCKENNEY

**OKLAHOMA**  
LOCKE SUPPLY COMPANY, P.O. BOX  
26128 OKLAHOMA CITY, OK 73126 #405-  
631-9701 FAX #405-631-0585 #767-LOCKE  
SUPPLY CO.

### BrassCraft®

**BRASSCRAFT**  
39600 Orchard Hill Place  
Novi, MI 48375-5331  
248-305-6000  
FAX: 248-305-6011

Western Area: BrassCraft, 215 North Smith  
Avenue, Corona, CA 92880-1791. 951-  
278-5140; Fax: 951-278-5193.



**Eemax**  
Eemax Inc  
(Electric, Tankless  
Water Heaters)  
353 Christian St.  
Oxford, CT 06478  
800-543-6163  
Fax: 203-267-7975

Web Address: [eemaxinc.com](http://eemaxinc.com)  
E-mail: [eemaxinc@aol.com](mailto:eemaxinc@aol.com)



**MIFAB**  
MIFAB  
1321 West 119th Street  
Chicago, IL 60643  
800/465-2736  
[www.mifab.com](http://www.mifab.com)



**Zoeller Pump  
Company**  
ZOELLER PUMP COMPANY  
3649 Cane Run Road  
Louisville, KY 40211-1961  
800-928-PUMP  
502-778-2731  
Fax: 502-774-3624

### ZOELLER PUMP COMPANY

Nebraska: Wm. D. Anderson (WDA),  
5621 South 85th Circle, Omaha, NE  
68127. 402-592-8155.

Utah: Armour Sales Co., 2719 Lemel Cir. #3,  
Salt Lake City, UT 84115. 801-487-1355.

Ohio: Bickart-Felton Associates, Inc., 10515  
Reading Road, Cincinnati, OH 45241.  
513-792-1221, Fax: 513-792-1223.

California: Budco Sales, Inc., 3549-B Haven  
Ave., Menlo Park, CA 94025.  
650-216-9522.

North Carolina: Confederate Sales,  
8205 Brooknell Terrace, Charlotte, NC  
28270. 704-3641372.

Pennsylvania: Cope-Wardell-Ammon Assoc.,  
Inc., Twin Oaks Center, 4009 Market  
Street, Ste. K, Aston, PA 19014.  
610-485-2828.

Alabama, Arkansas, Louisiana, Tennessee,  
Mississippi, West Virginia, Kentucky:  
A.H. Deveney, 8867 High Land Road,  
#128, Baton Rouge, LA 70808.  
225/753-8960.

New York: Edwards Platt & Deely,  
368 Wyandanch Avenue, North Babylon,  
NY 11703. 631-253-0600.

Colorado: Fanning & Associates,  
6765 Franklin Street, Denver, CO 80229.  
303-289-4191.

Ohio: Ralph C. Frey, 9263 Ravenna Road,  
#A-10, Twinsburg, OH 44087. 330-425-  
2555.

Quebec: H G Specialties, Inc., 1120 Michele-  
Bohec, Blainville, QC J7C 5N5 Canada  
450-434-3384. Fax: 450-434-0733.

Georgia: Spotswood Associates, Inc.,  
6235 Atlantic Blvd., Norcross, GA 30071-  
1308. 770-447-1227.

Illinois: Hart, Milligan & Travers, Inc.,  
325 Eisenhower Lane North, Lombard, IL  
60148. 630-261-1166.

Southern Region Texas: Champions  
Marketing, 10315 Woodridge Drive,  
Houston, TX 77070, 281-351-1009,  
Fax: 281-351-1125.

Northern Region Texas: Champions  
Marketing, 3649 Conflans, #146, Irving,  
TX 75061-6349. 972-313-1688,  
Fax: 972-313-1492.

Southwestern Region Texas: Champions  
Marketing, 27435 Autumn Glen, Boerne,  
TX 78006. 210-213-3232,  
Fax: 830-755-5017.

Oregon: Hollabaugh Bros., 3028 SE 17th  
Avenue, Box 42529 (97242), Portland,  
OR 97202. 503-238-0313;  
Seattle: 206-467-0346.

Minnesota: J.M.K. Sales, 7933 Woodpark  
Blvd., Woodbury, MN 55125.  
651-731-3609.

Ohio: The Libb Company, 7860 N. Central  
Drive, Lewis Center, OH 43035.  
740-549-1516.

New York: Northeast Sales, 515 Packett's  
Landing, FairPort, NY 11450.  
800-709-6372, Fax: 585-425-2459.

Indiana: P-M & Associates, Inc.,  
13095 Parkside Drive, Fishers, IN 46038.  
317-849-0641.

Florida: Suncoast Sales,  
5250 Eagle Trail Drive, Suite B, Tampa FL  
33634. 813-901-8552.

Michigan: Sales Service Plus,  
45606 Mast Street, Plymouth, MI 48170.  
734-454-7620.

Missouri: Specialty Sales & Service,  
615 A Spirit of St. Louis Blvd.,  
Chesterfield, MO 63005.  
636-530-1992.

Hawaii: Starr & Co., Inc.,  
680 Kakoi Street, Honolulu, HI 96819.  
808-839-3002.

Massachusetts: Urell, Inc.,  
Box 321, 86 Coolidge Avenue (02172),  
Watertown, MA 02272-0321.  
617-923-9500.

Virginia, Maryland: Virginia Marketing,  
PO Box 29, Virginia Beach, VA 23458.  
757-428-2060

California: Westmark Enterprises,  
13450 Imperial Hwy., Santa Fe Springs,  
CA 90670.  
562-921-6770.

Kansas: Wretman Company,  
220 North Mahaffie, Olathe, KS 66061.  
913-764-9441.

New Mexico: W W Sales Company,  
2832 Vassar Dr. NE, Albuquerque, NM  
87107.  
505-878-0636.

## Infor releases warehouse management solution for SMBs

ATLANTA — Infor has announced the availability of Infor SCM Warehouse Management Business Edition, a cost-effective software solution tailored to the requirements of small to mid-sized businesses (SMBs). Infor's Business Edition solutions address the complex business challenges facing SMBs, while also meeting their IT departments' need for streamlined solutions that are easier to implement and maintain. The software is ideally suited for industries such as third-party logistics, manufacturing, distribution, retail and other areas where SMBs seek to achieve

world-class warehouse operations.

SMBs are confronted with many of the same fulfillment challenges as large enterprises, with a similar fundamental need to improve inventory accuracy, optimize work and task management and maximize the utilization of warehouse space and personnel. SMBs typically face longer supply chains and erratic service levels, requiring a pressing need to anticipate changes outside the warehouse to better manage inbound deliveries and upstream changes in customer demand. Infor SCM Warehouse Management

Business Edition provides SMBs with the extended warehouse management software functionality they need to implement best practices and process improvements, but with technology options designed for their smaller IT footprint.

Infor SCM Warehouse Management Business Edition is designed for rapid implementation and setup. The solution provides built-in best practices for key warehouse functions such as storage (putaway) and allocation strategies, location definitions and area/zone definitions. Documentation includes a configuration tutorial and administrators' guide for in-house deployment by internal IT personnel. The solution simplifies master data setup through import/export

functions of Microsoft Excel.

In addition to the built-in capabilities, customers can add advanced functionality to support their continued growth and evolving business objectives. The service-oriented architecture framework allows customers to add additional modules, such as RFID, billing and labor forecasting on an agile and scalable technology foundation that supports future growth. Infor's extended Supply Chain Management portfolio, such as solutions for network design and transportation management, can help SMBs as their businesses grow beyond the mid-sized category into the ranks of the largest enterprises.

For additional information, visit [www.infor.com](http://www.infor.com).