LOCATOR
2015-2016 edition
a directory of performance-committed, field sales professionals

PLUMBING
HVAC/R
KITCHEN/BATH
WATERWORKS
IRRIGATION

AIM/R
Where Rep Professionals Come to Succeed
LOCATOR
2015–2016 edition
a directory of performance-committed, field sales professionals

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AIM/R Code of Ethics
EXECUTIVE LEADERSHIP

The AIM/R Board and Executive Committee (ExCom) meet face-to-face twice a year and hold regular telephone conference calls to actively review and update the day-to-day operations of the association. A targeted Strategic Planning session occurs every three years. Members of the Executive Committee are charged with carrying out the policies and programs of the association as directed by the Board of Directors. In interim periods between board meetings, the ExCom is responsible for establishing short and long-range programs in the interest of AIM/R members, a duty for which they are uniquely qualified. As individuals, each represents in-depth management experience; small, medium and large member firms; and diverse types of member companies from a variety of industry segments.

The success or failure of any professional trade association is greatly dependent upon the participation of its members and the energy and vision of its volunteer leaders. AIM/R is fortunate to have within its ranks scores of people willing to give of themselves for the good of their profession. From sharing their knowledge at AIM/R conferences and other educational programs to spreading the gospel of the multiple-line representative function, each AIM/R member has aided the association’s purpose of raising the ability, visibility and reputation of field sales professionals.

AIM/R members work together to impact the industry — the benefit is their competitive edge. As new information technology expands, multiple-line representatives must be willing to adapt to the next level and possess the knowledge and skills necessary to compete in a global economy. Members take pride in the professional status afforded the AIM/R member and take part in our activities that promote, protect and improve the representative function.

STEVE FLEMING, CPMR
Chairman
Reid Pacific Co.
Fife, WA

STEW CHAFFEE
President
Rich-Tomkins Company
Aston, PA

TIM MORALES
President-Elect & Treasurer
Tim Morales & Associates, Inc.
Mobile, AL

MICHAEL HOBBS, CPMR
Senior Vice President, Conference
The Carr Company
Boca Raton, FL

RICK ROOT
Senior Vice President, Membership
Bailey Sales & Associates, Inc.
Seattle, WA

CHARLIE PARHAM, CPMR
Senior Vice President, Industry & PR
Pepco Sales Co.
Irving, TX

BRIAN MORGAN
Senior Vice President, Education
The Morgan Group
Markham ON
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October 2015 to September 2016

Kathleen M. Dwyer, CPMR
E.J. Dwyer Co., Inc.
Annapolis Junction, MD

Colin Fein (LOT/T Representative)
CPMR, CSP
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Philadelphia, PA

Bill Horsman
Focus Sales
Middlesex, NJ

Katie Hubach
Water Design Group
Minnetonka, MN

Pete Mayer, CPMR
Bongard Corporation
Forest Lake, MN

Mike Mullen, CPMR
A.H. Deveney & Co., Inc.
Baton Rouge, LA

Mike Murphy, CPMR
Rocky Mountain Sales, Inc.
Denver, CO

Robert Parkinson
Equipco, Ltd.
Coquitlam, BC

Mike Powers, CPMR
Keyline Sales, Inc.
Downey, CA

PAST PRESIDENTS

1973-1975
DON BASS
Don Bass Company
Jackson, MS

1976-1977
MIKE WARREN
Added Sales Co.
Wood Dale, IL

1977-1978
CHUCK MICHEL*
Michel Sales Agency
St. Paul, MN

1978-1979
PAUL KAHAN*
Southeast Sales Assoc.
Miami, FL

1979-1980
GRANT MAPLES, SR.
Maples Sales & Service, Inc.
Denver, CO

1980-1981
JACK EVERSOLL
Cambridge-Lee Sales
Anaheim, CA

1981-1982
SAM MCCULLOUGH
SD McCullough & Assoc.
Minneapolis, MN

1982-1983
WILLIAM K. NEAR
Edwards, Platt & Deely-NY
North Babylon, NY

1983-1984
FRANK HOCKETT*
Frank Z. Hockett & Co.
Phoenix, AZ

1984-1985
JIM CUSHMAN
JL-Sontag, LLC
Edina, MN

1985-1986
BOB WOOLF
Woolf-Harris, Inc.
Harahan, LA

1986-1987
RICHARD LEWIS
R. Lewis Co., Inc.
Needham, MA

1987-1988
MARVIN DUSINGER
Delta Sales Co.
Tucker, GA

1988-1989
DON DELANEY
Elmco/Delaney
Corona Del Mar, CA

1989-1990
JOE HADACEK
Energy Sales
Burnsville, MN

1990-1991
KIRBY J. MEAGHER
Sales Service Plus, Inc.
Plymouth, MI

1991-1992
JOHN CLENDENNING, CPMR
J.R. Clendenning
Royersford, PA

1992-1993
KELLY MICHEL, CPMR
Michel Sales Co.
St. Paul, MN

1993-1994
CLARK PETERES
Acme Sales, Inc.
Manchester, NH

1994-1995
PAUL ROSSI
Mathews, Inc.
Commerce City, CO

1995-1996
FRED BROWN
Warrior Sales
Phoenix, AZ

1996-1997
DAVE WATSON
Dave Watson Assoc.
Adrian, MI

1997-1998
DAVE MADSEN
L.J. Whitfill & Assoc., LLC
Louisville, KY

1998-1999
GREG MARSHALL, CPMR
Marshall-Rodeno Associated
Denver, CO

1999-2000
PAUL LUNSFORD, CPMR
Manufacturers Marketing, Inc.
Westfield, IN

2000-2001
TOM TIERNAN, CPMR
Tiernan Sales & Marketing
Milwaukee, WI

2001-2002
PETE M. LEWNES, CPMR
Preferred Sales, Inc.
Hermitage, PA

2002-2003
LARRY HOBBS, CPMR
The Carr Company
Baton Raton, FL

2003-2004
JAY S. SCHECHTER, CPMR
Focus Sales, LLC
Middlesex, NJ

2004-2005
GREDR MCLAREN
ProLine Sales, Inc.
Wyncote, PA

2005-2006
BIL FREEMAN, CPMR
Sprint Group, Inc.
Orlando, FL

2006-2007
BIL FREEMAN, CPMR
Sprint Group, Inc.
Orlando, FL

2007-2008
RICK BANNER, CPMR
Keyline Sales, Inc.
Downey, CA

2008-2009
FRANK PARKS
Parks-Peyton, Inc.
Baton Rouge, LA

2009-2010
BILL GODWIN
G&S Sales Inc.
Salt Lake City, UT

2010-2011
MIKE PARHAM
Pepco Sales Co.
Irving, TX

2011-2012
MARK CREYER
L & R Associates, Inc.
Hatfield, PA

2012-2013
KEN MCGREGOR, CPMR
McGregor & Associates, Inc.
West Jordan, UT

2013-2014
ALAN GUIDISH, CPMR
Preferred Sales, Inc.
Hermitage, PA

2014-2015
BRIAN BURKE, CPMR
Walled Lake, MI

2015-2016
STEVE FLEMING, CPMR
Fife, WA

*DECEASED

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ASSOCIATION INFORMATION

AIM/R MISSION STATEMENT
The Association of Independent Manufacturers’/Representatives, Inc. (AIM/R) is dedicated to enhancing the quality and value of professional manufacturers’ representatives in the plumbing, heating and cooling industry. AIM/R is an advocate and the voice of manufacturers’ representatives; delivers premier educational programs and opportunities to advance their knowledge, standing, and professionalism; strengthens and diversifies AIM/R’s communication to members; develops future leadership for the association; and grows membership.

MANUFACTURERS’ REPRESENTATIVES EDUCATIONAL RESEARCH FOUNDATION (MRERF)
MRERF is a not-for-profit organization that serves to improve industry awareness of the multiple-line, synergistic sales function while promoting education and research within academic circles and the manufacturers’ representative profession. Through MRERF and the Institute for Professional Advancement, (an educational subsidiary of MRERF), multiple-line representatives in all industries achieve recognition as Certified Professional Manufacturers’ Representatives (CPMR).

The CPMR program requires a one-week-per-year commitment over a three-year period. The curriculum, which is provided in conjunction with Arizona State University, incorporates the “base body of knowledge” required to successfully operate a manufacturers’ representative firm. The CPMR faculty includes instructors from both the business and academic communities, all of whom are selected for their understanding of the representative function and its critical role in global marketing. The classes address a wide range of topics, including sales, marketing, productivity and strategic planning. Each of the three levels of coursework includes a final examination which candidates must pass in order to proceed to the next level.

CPMR GRADUATES
AIM/R MEMBERS WHO HAVE COMPLETED THE CPMR PROGRAM
(AS OF JULY 31, 2015)

John Alkire
Tom Alkire
Feras Ammour
Dean Andree
Bob Armbruster
Robert Ashby
John Ashe
Ron Avery
Rick Banner
Brian Baxter
Dave Becker
John Bennerotte
Stuart Bennerotte
Jeff Bierman
David Black
Jack Block
Garrett Bohl
Bob Bongard
Ben Boyd
Howard Boykin
Bill Bradshaw
Peter Buche
Bob Buddo
Brian Burke
Todd Carroll
Bob Caulfield
Clay Chetta
David Clark
John Clendenning
Alan Cohen
David Coleman
Chris Colton
Scott Cooper
Joe Curcio
David Dahl
David Dahlquist
Garrick Dahlquist
Bob Danielson
Clint Daughtry
Jim Davenport
Ryan Davenport
Ken Davis
Roger Davis
Paul Deaver
Dean DeBroka
Kevin DeBroka
Sean Digby
Rick Dodd
Terry Donahoe
Michael Dore
Tom Duddy
Mike Dungan
Ron Dunn
Kathleen Dwyer
Vince England
Gary Fappiano
Frank Faucette
Frank Fein
Colin Fein
Mario Fernandez
Brian Fitzpatrick
Jim Fleming
Steve Fleming
Terry Foster
Darren Foster  
Bryan Foust  
Ben Freeman  
Bill Freeman  
Tom Gallagher  
Val Galvan  
Marianne Gardenhire  
Eric Garrington  
Kevin Geraghty  
James Gizzie  
Steven Glaeser  
Richard Goldsmith, Jr  
Joel Golmont  
Ray Gonzalez  
Peter Gould  
Brian Green  
David Gregory  
Alan Guidish  
Doug Hall  
Ted Hamilton  
Michael Henderson  
Lonnie Hill  
Clifford Hobbs  
Lawrence Hobbs  
Michael Hobbs  
Allen Hodgson  
Darrell Hoffpauir  
Jay Hollabaugh  
David Horanburg  
Jeffrey Hornberger  
Bill Horsman  
Keith Hubbard  
Kent Huddleston  
Steven Hultett  
David Hutchins  
Mike Jackson  
Robert Johnson  
George Johnston  
Todd Joyce  
Troy Joyce  
Andy Kaltenbach  
Morris "Bull" Kay  
Tom Keller  
Gary Kemper  
Joe Kennard  
Joe Kennard  
Abid Khaleel  
Steve Kidwell  
Mike Kimmel  
Tim Kincaide  
Van Kipka, III  
Brad Kivlan  
Steve Klapp  
Kirk Kleinen  
Bruce Laing  
George Lapour, III  
Pat Laux  
Peter Lewnes  
Michelle Lewnes-Dadas  
Dave Lock  
Frank Longenecker  
David Love  
Wes Lovell  
Dan Lowe  
Stephen Ludwig  
Paul Lunsford  
Scott Madsen  
Scott Mamary  
Brannen Maples  
Gregg Marshall  
Michael Martin  
Rick Martin  
Peter Mayer  
Brian Mazzocchi  
Eric McCain  
Joe McCarthy  
Ken McGregor  
Tom McKew  
Kevin McKinney  
Paul McLaugherty  
Rick Meyer  
Mike Michaud  
Kelly Michel  
Richard Michel  
Donald Moon  
Matthew Moore  
Brian Morgan  
Tim Morrissey  
Jen Morton  
Mike Mullen  
Shaun Mulligan  
Ian Munnoch  
Joe Murphy  
Michael Murphy  
Patrick Murphy  
Robert Mycoff  
Steve Norton  
Craig Nunley  
Mark O’Connell  
Bryan O’Connor  
Kevin O’Kane  
Scott Olmsted  
Kim Olson  
Chip O’Neal  
Bill Orris  
John Osborne  
Cary Ostera  
Carter Pannell  
Gregory Pardue  
Charlie Parham  
Kevin Parham  
Dean Parker  
Robert Parkinson  
Doug Parsons  
Michael Peck  
Drew Peden  
Mike Powers  
Ken Prescher  
Mike Ray  
Mark Reed  
Richard Reeves  
Matt Reid  
John Reilly  
Mitchell Reilly  
Dennis Reynolds  
Joe Richard  
Jon Richard  
Brian Rodeno  
John Rodeno  
Jennifer Rodriguez  
Brant Rosten  
David Savant  
Bob Saylor  
Jay Schechter  
Nick Schmalhofer  
Jon Schroeder  
Andrew Sharpe  
Jeremy Sharpe  
Dave Sheehy  
Dave Shively  
Rob Shupe  
Ken Shupe  
Mike Sides  
Richard Sinclair  
Mike Smith  
Gary Socha  
Rick Specken  
Ed St. Jean  
Robert Stephens  
Jasper Stephenson  
Steve Stickler  
Jed Swan  
Chris Sweeney  
Jon Thomas  
Ron Thompson  
Glenn Thurman  
Thomas Tiernan  
Tony Titus  
Dan Townsend  
Tim Truitt  
Roger Urell  
Randy Vogt  
Michael Vos  
Todd Walker  
James Wardell  
Clinton Wasson  
Sean Weak  
Joe Welsh  
Jon Wiggs  
Jim Williams  
Roger Withers  
David Wolniak  
Brian Yelton  
Chuck Young  
Rocky Young  
Don Zimmerman  
Scott Zimmerman  
Shad Zimmerman

AIM/R is proud of the above listed members who have completed the certification program. For program dates, locations and details, visit www.mrerf.org or call (303) 463.1801.
The AIM/R Hall of Fame has been established to recognize and honor those outstanding Independent Manufacturers’ Representatives who have walked along side AIM/R in the Plumbing, HVAC, PVF, Kitchen, and Bath-related industries.

Through their passion, leadership, integrity and entrepreneurial spirit, they have helped create awareness of the manufacturers’ representative and their role in the sales and marketing process.

They currently (or previously) share this spirit and spread the word of the rep function, further securing the manufacturers’ representatives status as an independent entrepreneur.

Because of their dedication and volunteerism, AIM/R continues to be the leading organization dedicated to fostering the success, growth and evolution of the independent manufacturers’ representative.

Congratulations to the following AIM/R Hall of Fame Inductees in 2015:

- **Don Bass**  
  Don Bass Company  
  Jackson, MS

- **Pete M. Lewnes, CPMR**  
  Preferred Sales, Inc.  
  Hermitage, PA

- **Grant Maples, Sr.**  
  Maples Sales & Service, Inc.  
  Denver, CO

- **Kirby J. Meagher**  
  Sales Service Plus, Inc.  
  Plymouth, MI

- **Kelly Michel, CPMR**  
  Michel Sales Co.  
  St. Paul, MN

- **Mike Warren**  
  Added Sales Co.  
  Wood Dale, IL

- **Bob Woolf**  
  Woolf-Harris, Inc.  
  Harahan, LA
Belonging to AIM/R isn’t a cost of doing business. It’s an investment with immediate returns! Your valuable member benefits and services not only quickly save you more than the cost of membership, they put you at the threshold of opportunity day after day.

As an AIM/R member, you get these benefits and much, much more!

- Annual Conference
- Listing in Locator
- Instant Hot Lines Bulletins
- Expert Access
- Legal Services Program of Manufacturers’ Reps
- Business Counseling
- Human Resources
- News & Views – AIM/R’s Quarterly newsletter
- Access to MRERF programs
- Industry Relations
- Members Online

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Increase Revenue
Increase Selling Time
Attention AIM/R members
When the time should arrive that you need to update any products or services for your agency, we hope that you support the companies listed below. They have been supporting AIM/R. We as manufacturers’ representatives should do our part and support them in return.

**EMPOWERING SYSTEMS, INC.**
30 Turnpike Road, Suite 6
Southborough, MA  USA  01581
Phone: (508) 281-7980

**EYOND, Inc. (MRSWare)**
6170 West Lake Mead Blvd, #461-2644
Las Vegas, NV  USA  89108
Phone: (508) 280-8689

**GROWTH DYNAMICS, LLC**
405 Kingsbrook Drive
Suite 2100
McDonald, PA  15057
Phone: (877) 877-2930

**INTEREP SYSTEMS**
127 E. Commerce Rd., Ste. 202
Milford, MI  USA  48381
Phone: (888) 277-4593

**RPMS**
P.O. Box 15298
Lenexa, KS USA 66285
Phone: (800) 776-7435

**SCHOENBERG, FINKEL, NEWMAN & ROSENBERG, LLC**
222 S. Riverside Plaza, Ste. 2100
Chicago, IL  USA  60606-6101
Phone: (312) 648-2300

**TELENOTES**
6575 S Redwood Rd, Ste 350, Suite 350
Taylorsville, UT  USA  84123
Phone: (385) 743-4248
UNITED STATES

Alabama
A. H. Deveney & Co., Inc.
Banks & Head Agency, Inc.
Coleman-Russell & Associates, Inc.
E.V. Dunbar Co.
Evans & Associates
KSM Delta
McCain Sales Co., Inc.
Pinnacle Sales Group, Inc.
Sunbelt Marketing, Inc.
Tim Morales & Associates, Inc.
VCM Sales, Inc.
White Wolf Group, Inc.
Whitt; Davis & McCaskill, LLC
Will & Pierce Agency

Howard C. Fletcher Co.
Keyline Sales, Inc.
Mega Western Sales
Mersch Budco & Associates, LLC
O’Connor Sales, Inc.
Osborne Companies, Inc.
Patterson Sales Agency
R.D. Kincaide, Inc.
Repcor
RepWest
Signature Sales
Specification Sales
Westmark Enterprises, Inc.
Zurier Co. of San Francisco, Inc.

Alaska
Bailey Sales & Associates, Inc.
Davis Sales
Green Property Concepts
Hollabaugh Bros. & Associates
Norpac, Inc.
Reid Pacific Co.
Western States Sales, Inc.

Arizona
Bobier Sales
Double A Sales Southwest
Golding Sales
Howard C. Fletcher Co.
Maples Sales West, Inc.
Mega Western Sales
Patterson Sales Agency
Prl, Inc.
R & G Sales
Rep Cats dba MGM Sales
Soter-Martin of Virginia, Inc.
Southwest Sales Group, Inc.
Southwestern Mechanical Sales
Westmark Enterprises, Inc.

Arkansas
A. H. Deveney & Co., Inc.
Billingsley, BWC
Champions Marketing
Parks–Peyton, Inc.
Pepco Sales Co.
Stan Roberts & Associates, Inc.
Sunbelt Marketing, Inc.
Wiggs–Haun & Bohan

Howard C. Fletcher Co.
Keyline Sales, Inc.
Mega Western Sales
Mersch Budco & Associates, LLC
O’Connor Sales, Inc.
Osborne Companies, Inc.
Patterson Sales Agency
R.D. Kincaide, Inc.
Repcor
RepWest
Signature Sales
Specification Sales
Westmark Enterprises, Inc.
Zurier Co. of San Francisco, Inc.

Arkansas
A. H. Deveney & Co., Inc.
Billingsley, BWC
Champions Marketing
Parks–Peyton, Inc.
Pepco Sales Co.
Stan Roberts & Associates, Inc.
Sunbelt Marketing, Inc.
Wiggs–Haun & Bohan

California
Boyce & Associates
Carrhill Company
Delco Sales
Delta-Q, Inc.
DSC Pacific, LLC
Elmco + Assoc./Elmco Swords
Elmco/Duddy
Golding Sales
Harcro Sales, Inc.

California
Boyce & Associates
Carrhill Company
Delco Sales
Delta-Q, Inc.
DSC Pacific, LLC
Elmco + Assoc./Elmco Swords
Elmco/Duddy
Golding Sales
Harcro Sales, Inc.

Howard C. Fletcher Co.
Keyline Sales, Inc.
Mega Western Sales
Mersch Budco & Associates, LLC
O’Connor Sales, Inc.
Osborne Companies, Inc.
Patterson Sales Agency
R.D. Kincaide, Inc.
Repcor
RepWest
Signature Sales
Specification Sales
Westmark Enterprises, Inc.
Zurier Co. of San Francisco, Inc.

Howard C. Fletcher Co.
Keyline Sales, Inc.
Mega Western Sales
Mersch Budco & Associates, LLC
O’Connor Sales, Inc.
Osborne Companies, Inc.
Patterson Sales Agency
R.D. Kincaide, Inc.
Repcor
RepWest
Signature Sales
Specification Sales
Westmark Enterprises, Inc.
Zurier Co. of San Francisco, Inc.

Colorado
Buche-Carmco Sales, Inc.
Priest-Zimmerman, Inc.
RKR / GND Sales, LLP
Rocky Mountain Sales
TM Sales, Inc.

Colorado
Buche-Carmco Sales, Inc.
Priest-Zimmerman, Inc.
RKR / GND Sales, LLP
Rocky Mountain Sales
TM Sales, Inc.

Connecticut
AKR Associates, Inc.
Cooper New England Sales, Inc.
Davenport Associates, Inc.
David Gooding, Inc.
Dyson Associates, Inc.
E.W. Leonard, Inc.
EDOS Manufacturers Reps, Inc.
Emerson-Swan
Global Environmental Technologies, Inc.
Gourley Company
Green Sales, Inc.
J & K Sales Associates
John Stack Sales Co.
Morley Associates, Inc.
Patterson Sales Agency
Pendleton Associates, Inc.
Professional Dynamic Sales
S. Williston Sales Co., LLC
Sales, Marketing & Service, Inc.
Stamberger-Sender Associates, Inc.
Sweeney Rogers Geraghty, Inc.
The Serpa Corporation
The Walter F. Morris Company
Urell, Inc.

Connecticut
AKR Associates, Inc.
Cooper New England Sales, Inc.
Davenport Associates, Inc.
David Gooding, Inc.
Dyson Associates, Inc.
E.W. Leonard, Inc.
EDOS Manufacturers Reps, Inc.
Emerson-Swan
Global Environmental Technologies, Inc.
Gourley Company
Green Sales, Inc.
J & K Sales Associates
John Stack Sales Co.
Morley Associates, Inc.
Patterson Sales Agency
Pendleton Associates, Inc.
Professional Dynamic Sales
S. Williston Sales Co., LLC
Sales, Marketing & Service, Inc.
Stamberger-Sender Associates, Inc.
Sweeney Rogers Geraghty, Inc.
The Serpa Corporation
The Walter F. Morris Company
Urell, Inc.

District of Columbia
Cathell & Assoc
Duhart Co.
E.J. Dwyer Co., Inc.
Gray Sales, Inc.
John Stack Sales Co.
The Joyce Agency, Inc.
Keystone Sales & Assoc.
Kivlan Group, Inc.
Latchaw, Montgomery & Peck, Inc.
M & H Sales, Inc.
Martin & Smith, Inc.
N.H. Yates & Co., Inc.
Pinnacle Sales Group, Inc.
Proline Sales, Inc.
Rich–Tomkins Co., Inc.
Richmond Marketing, Inc.
ROI Marketing Co.
Stamberger-Sender Associates, Inc.
Vernon Bitzer Associates, Inc.

Florida
A. H. Deveney & Co., Inc.
Banks & Head Agency, Inc.
The Carr Company
E.V. Dunbar Co.
Evans & Associates
Harry Warren, Inc.
The Joyce Agency, Inc.
KSM Delta
Marsh & Moore, Inc.
McCain Sales Co., Inc.
Mullen Corp.
Pinnacle Sales Group, Inc.
Soter-Martin of Virginia, Inc.

Howard C. Fletcher Co.
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RepWest
Signature Sales
Specification Sales
Westmark Enterprises, Inc.
Zurier Co. of San Francisco, Inc.

Georgia
Ben O’Neal Company, Inc.
Coleman–Russell & Assoc., Inc.
E.V. Dunbar Co.
Evans & Associates
KSM Delta
McKee–Nix & Associates, Inc.
Pinnacle Sales Group, Inc.
Pulley & Associates, Inc.
Spotswood Cotton and Welsh, Inc.
Sunbelt Marketing, Inc.
**Hawaii**
- W.R. Bristow Mfrs. Agents, Inc.
- White Wolf Group, Inc.

**Idaho**
- Bailey Sales & Associates, Inc.
- Ben Cook & Associates
- Davis Sales
- Flo-Wel Marketing
- G & S Sales, Inc.
- Green Property Concepts
- Hollabaugh Bros. & Associates
- Intermountain Sales & Marketing
- Marshall-Rodeno Associated
- McGregor & Associates, Inc.
- Norpac, Inc.
- R.E. Fitzpatrick Sales, Inc.
- Reid Pacific Co.
- RKR / GND Sales, LLP
- Rocky Mountain Integrated Solutions, Inc.
- Western States Sales, Inc.

**Illinois**
- Big Rivers Marketing
- Evergreen Sales
- Friedman & Dorrans Sales, Inc.
- H.O.K. Sales, Inc.
- Hart, Travers & Assoc., Inc.
- Inland Sales Group, Inc.
- JFL Marketing, Inc.
- Ramco Representatives, Inc.
- Kast Marketing, Inc.
- M/R & Associates, Inc.
- Mack McClain & Associates
- Mission Specialty
- New-Tech Marketing
- R.C. Sales & Service, LLC
- Specified Systems, Inc.
- Summit Sales, Inc.
- Thomas J. Higgins Co.
- Ziel-Carlson, Inc.

**Indiana**
- Ashworth-Train & Associates, Inc.
- Aspinall Associates, Inc.
- Battersby, Danielson & Associates
- Diversified Sales Group, LLC
- Evergreen Sales
- Flo-Spec, Inc.
- Friedman & Dorrans Sales, Inc.
- Inland Sales Group, Inc.

**Iowa**
- Big Rivers Marketing
- Central Sales, Inc.
- Evergreen Sales
- Inland Sales Group, Inc.
- JL-Sontag, LLC
- KA Sales Associates
- Mack McClain & Associates
- Marshall-Rodeno Associated
- Mid America Sales
- Midwest Sales & Marketing, Inc.
- New-Tech Marketing
- Paragon Sales & Marketing
- Specified Systems, Inc.
- Ziel-Carlson, Inc.

**Kansas**
- Big Rivers Marketing
- C. K. Dorman & Co., Inc.
- Central Sales, Inc.
- Hodes & Sutter, Inc.
- Johnson & White Sales Co.
- KA Sales Associates
- Specified Systems, Inc.
- Summit Sales, Inc.

**Kentucky**
- A. H. Deveney & Co., Inc.
- Aspinall Associates, Inc.
- BWA South
- Campbell Equipment Company
- Flo-Spec, Inc.
- G3 Clean Energy Marketing, LLC
- JEBCCO Marketing, Inc.
- KSM Delta
- Lowder Sales, Inc.
- Midwest Spec, Inc.
- MMI
- P-M & Associates, Inc.
- Pinnacle Sales Group, Inc.
- Pinnacle Sales Supply, Inc.
- Preferred Sales, Inc.
- Rep Source, LLC
- Sunbelt Marketing, Inc.
- Top Marketing, Inc.
- Wiggs-Haun & Bohan

**Louisiana**
- A. H. Deveney & Co., Inc.
- Billingsley, BWC
- Champions Marketing
- Coleman-Russell & Associates, Inc.
- Hugh M. Cunningham
- Parks–Peyton, Inc.
- Pepco Sales Co.
- Sunbelt Marketing, Inc.

**Maine**
- AKR Associates, Inc.
- Cooper New England Sales, Inc.
- Davenport Associates, Inc.
- David Gooding, Inc.
- Dyson Associates, Inc.
- E.W. Leonard, Inc.
- EDOS Manufacturers Reps, Inc.
- Edward B. Lingel Co.
- Emerson-Swan
- Gourley Company
- Green Sales, Inc.
- J & K Sales Associates
- John Stack Sales Co.
- Pendleton Associates, Inc.
- Professional Dynamic Sales
- S. Williston Sales Co., LLC
- Sales, Marketing & Service, Inc.
- Stambaeger-Sender Associates, Inc.
- Sweeney Rogers Geraghty, Inc.
- The Serpa Corporation
- The Walter F. Morris Company
- Urell, Inc.

**Maryland**
- David Gooding, Inc.
- Duhart Co.
- Associated Marketing, Inc.
- Cathell & Assoc.
- E.J. Dwyer Co., Inc.
- Gray Sales, Inc.
- John Stack Sales Co.
- The Joyce Agency, Inc.
- Kehoe Company, Inc.
- Keystone Sales & Associates
- Kivlan Group, Inc.
- Latchaw, Montgomery & Peck, Inc.
- N.H. Yates & Co., Inc.
- Pinnacle Sales Group, Inc.
- Rich-Tomkins Co., Inc.
- Richmond Marketing, Inc.
- ROI Marketing Co.
- Soter-Marting of Virginia, Inc.
- Stambaeger-Sender Associates, Inc.
- Thermoflo Equipment Co.

**Massachusetts**
- AKR Associates, Inc.
- Cooper New England Sales, Inc.
- Davenport Associates, Inc.
- David Gooding, Inc.
- Dyson Associates, Inc.
- E.W. Leonard, Inc.
- EDOS Manufacturers Reps, Inc.
- Edward B. Lingel Co.
- Emerson-Swan
- Global Environmental Technologies, Inc.
- Gourley Company
- Green Sales, Inc.
- J & K Sales Associates
- John Stack Sales Co.
SALES TERRITORY COVERAGE
AGENCY LISTINGS BY STATE, PROVINCE OR COUNTRY

Pendleton Associates, Inc.
Professional Dynamic Sales
S. Williston Sales Co., LLC
Sales, Marketing & Service, Inc.
Stamberger-Sender Associates, Inc.
Sweeney Rogers Geraghty, Inc.
The Serpa Corporation
The Walter F. Morris Company
Urell, Inc.

Michigan
Access Marketing Group, Inc.
Burke Agency, Inc.
Burton-Anderson & Associates
Dave Watson Associates
Diversified Spec. Sales, Inc.
Flo-Spec, Inc.
Kamco Representatives, Inc.
Kast Marketing, Inc.
Major / Lozuaway & Associates, Inc.
MBA Corporation
Meek / Beck & Associates
New-Tech Marketing
Sales Service Plus, Inc.
Taggart-Knight Group
V.E. Sales

Minnesota
Bennerotte Marketing Agency
Bongard Corporation
Fourmation Sales
Granse/Trio Sales, LLC
JL-Sontag, LLC
Michel Sales Agency
Midwest Sales & Marketing, Inc.
R.G. Higgins & Associates
Repine-Burk & Associates
Sales Engineers, Inc.
Soderholm & Associates
Water Design Group

Mississippi
A. H. Deveney & Co., Inc.
Bilingsley, BWC
Coleman-Russell & Associates, Inc.
E.V. Dunbar Co.
McCain Sales Co., Inc.
Parks-Peyton, Inc.
Pinnacle Sales Group, Inc.
Sunbelt Marketing, Inc.
Tim Morales & Associates, Inc.
VCM Sales, Inc.
Whitt, Davis & McCaskill, LLC
Will & Pierce Agency
Woolf-Harris, LLC

Missouri
Big Rivers Marketing
C. K. Dorman & Co., Inc.
Central Sales, Inc.
Hodes & Sutter, Inc.
Johnson & White Sales Co.
JLC Sales Associates
M/R & Associates, Inc.
Mack McClain & Associates
Mission Specialty
New-Tech Marketing
Specified Systems, Inc.
Summit Sales, Inc.

Montana
Bailey Sales & Associates, Inc.
Ben Cook & Associates
Buche-Carmco Sales, Inc.
Equipco, Ltd.
Green Property Concepts
Marshall-Rodeno Associated
Priest-Zimmerman, Inc.
RKR / GND Sales, LLP
Rocky Mountain Sales
TM Sales, Inc.
Vista Sales Assoc.
Western States Sales, Inc.

Nebraska
Big Rivers Marketing
Central Sales, Inc.
J.L. Sontag, LLC
KA Sales Associates
Marshall-Rodeno Associated
Priest-Zimmerman, Inc.
Rocky Mountain Sales
Specified Systems, Inc.
Wm. D. Anderson & Associates

Nevada
Carrhill Company
Delco Sales
Double A Sales Southwest
DSC Pacific, LLC
Elmcio + Assoc. / Elmcio Swords
G & S Sales, Inc.
Golding Sales
Harcro Sales, Inc.
Howard C. Fletcher Co.
Keyline Sales, Inc.
Mersch Budco & Associates, LLC
Osborne Companies, Inc.
Patterson Sales Agency
Pir Sales, Inc.
R & G Sales
R.D. Kincaide, Inc.
Rep Cats dba MGM Sales
Repcor
RepWest
Signature Sales
Soter-Martin of Virginia, Inc.
Southwest Sales Group, Inc.
Southwestern Mechanical Sales
Specification Sales
Westmark Enterprises, Inc.

New Hampshire
AKR Associates, Inc.
Cooper New England Sales, Inc.
Davenport Associates, Inc.
David Gooding, Inc.
Dyson Associates, Inc.
E.W. Leonard, Inc.
EDOS Manufacturers Reps, Inc.
Edward B. Lingel Co.
Emerson-Swan

New Jersey
Altherm, Inc.
Associated Marketing, Inc.
Cope-Wardell-Ammon Assoc., Inc.
David Gooding, Inc.
Effray Sales & Associates
Emerson-Swan
Focus Sales, LLC
Global Environmental Technologies, Inc.
Gray Sales, Inc.
John Stack Sales Co.
Kehoe Company, Inc.
Keystone Sales & Associates
Kvlan Group, Inc.
L & R Associates, Inc.
Latchaw, Montgomery & Peck, Inc.
M & H Sales, Inc.
Martin & Smith, Inc.
N. H. Yates & Co., Inc.
Nov-Ell Sales Corporation
Pinnacle Sales Group, Inc.
Proline Sales, Inc.
Rathe Associates
Rich-Tomkins Co., Inc.
ROI Marketing Co.
Stamberger-Sender Associates, Inc.
Thermco
Vernon Bitzer Associates, Inc.
Wallace Eannace Associates, Inc.

New Mexico
Ben Cook & Associates
Buche-Carmco Sales, Inc.
Champions Marketing
Hugh M. Cunningham
KM Sales, LLC
Marshall-Rodeno Associated
Pepco Sales Co.
Priest-Zimmerman, Inc.
Rep Cats dba MGM Sales
RKR / GND Sales, LLP
Vista Sales Assoc.
WW Sales

New York
AKR Associates, Inc.
Altherm, Inc.
Associated Marketing, Inc.
C & C Marketing, Inc.
David Gooding, Inc.
| Dellon Sales Company | Dynatech Control Solutions, Inc. | Emerson-Swan  |
| Focus Sales, LLC | Global Environmental Technologies, Inc. | Green Sales, Inc.  |
| Stamberger-Sender Associates, Inc. | Thermco | Twin D Associates  |
| Urell, Inc. | Wallace Eannace Assoc.s, Inc. | Woods & Jaye Sales Co., Inc.  |
| North Carolina |  |
| Pinnacle Sales Group, Inc. | Pro Marketing, Inc. | Quality Marketing  |
| Smith & Stevenon Co., Inc. | Snider, Inc. | Sunbelt Marketing, Inc.  |
| Sunbelt Marketing, Inc. |  |
| North Dakota |  |
| Bennerotte Marketing Agency | Bongard Corporation | Central Sales, Inc.  |
| Bongard Corporation | Fourmation Sales | Granse/Trio Sales, LLC  |
| J.L-Sontag, LLC | Marshall-Rodeno Associated | Michel Sales Agency  |
| Michel Sales Agency | Midwest Sales & Marketing, Inc. | R.G. Higgins & Associates  |
| Soderholm & Assoc.s | Water Design Group |  |
| Ohio |  |
| BWA South | Campbell Equipment Company | Flo-Spec, Inc.  |
| G3 Clean Energy Marketing, LLC | J Davis Sales & Assoc.s, LLC | Kivlan Group, Inc.  |
| Pinnacle Sales Supply, Inc. | Preferred Sales, Inc. |  |
| Triumph Sales, Inc. | U.S. Consolidated, Inc. |  |
| Oklahoma |  |
| Champion Sales Marketing | Corbett, Wingard & Ray, Inc. | Hugh M. Cunningham  |
| Westway Sales, Inc. | WWIP Corporation |  |
| Oregon |  |
| Bailey Sales & Associates, Inc. | Davis Sales | Flo-Wel Marketing  |
| Western States Sales, Inc. |  |
| Pennsylvania |  |
| Fehr & Howard Sales, Inc. | Associated Marketing, Inc. | Cathell & Assoc.  |
| Cope-Wardell-Ammon Assoc., Inc. | David Gooding, Inc. | Efkey Sales & Associates  |
| Emerson-Swan | G3 Clean Energy Marketing, LLC | Global Environmental Technologies, Inc.  |
| Gray Sales, Inc. | J.B. O’Connor Co., Inc. | John Stack Sales Co.  |
| Keystone Sales & Assoc.s | Pro Marketing, Inc. | Quality Marketing  |
| Smith & Stevenon Co., Inc. | Snider, Inc. | Spotswood Cotton and Welsh, Inc.  |
| Sunbelt Marketing, Inc. |  |
| South Carolina |  |
| E.V. Dunbar Co. | KSM Delta | McCain Sales Co., Inc.  |
| Pro Marketing, Inc. | Spotswood Cotton and Welsh, Inc. | Sunbelt Marketing, Inc.  |
| Sunbelt Marketing, Inc. |  |
| South Dakota |  |
| Bennerotte Marketing Agency | Bongard Corporation | Central Sales, Inc.  |
| Bongard Corporation | Fourmation Sales | Granse/Trio Sales, LLC  |
| J.L-Sontag, LLC | Marshall-Rodeno Associated | Michel Sales Agency  |
| Michel Sales Agency | Midwest Sales & Marketing, Inc. | R.G. Higgins & Associates  |
| Reprite-Burk & Associates | Rocky Mountain Sales | Sales Engineers, Inc.  |
| Sales Engineers, Inc. | Soderholm & Assoc.s | Water Design Group  |
| Water Design Group |  |
| Tennessee |  |
| E.V. Dunbar Co. | Evans & Associates | KSM Delta  |
| Sunbelt Marketing, Inc. |  |
White Wolf Group, Inc.
Woolf-Harris, LLC

**Texas**
Champions Marketing
Corbett, Wingard & Ray, Inc.
Hugh M. Cunningham
McKinney Agency, Inc.
Mena & Associates
MRK Sales
Pepco Sales Co.
PMI Sales & Marketing Services, inc.
RKR / GND Sales, LLP
S&S Marketing, Inc.
Southwest Sales, Inc.
Stan Roberts & Associates, Inc.
Tipton Company
Westway Sales, Inc.
WWIP Corporation

**Utah**
Ben Cook & Associates
Buche-Carmco Sales, Inc.
G & S Sales, Inc.
Intermountain Sales & Marketing
Marshall-Rodeno Associated
McGregor & Associates, Inc.
R.E. Fitzpatrick Sales, Inc.
RKR / GND Sales, LLP
Rocky Mountain Integrated Solutions, Inc.
Vista Sales Assoc.

**Vermont**
AKR Associates, Inc.
Cooper New England Sales, Inc.
David Gooding, Inc.
Dyson Associates, Inc.
E.W. Leonard, Inc.
Emerson-Swan
Global Environmental Technologies, Inc.
Green Sales, Inc.
J & K Sales Associates
John Stack Sales Co.
Professional Dynamic Sales
S. Williston Sales Co., LLC
Sales, Marketing & Service, Inc.
Stamberger-Sender Associates, Inc.
Sweeney Rogers Geraghty, Inc.
The Serpa Corporation
Urell, Inc.

**Virginia**
Ben O’Neal Company, Inc.
Cathell & Assoc.
David Gooding, Inc.
Duhart Co.
E J Dwyer Co., Inc.
Gray Sales, Inc.
John Stack Sales Co.
The Joyce Agency, Inc.
Kehoe Company, Inc.
Keystone Sales & Assoc.
Kivlan Group, Inc.
Latchaw, Montgomery & Peck, Inc.
N.H. Yates & Co., Inc.
Pinnacle Sales Group, Inc.
Richmond Marketing, Inc.
ROI Marketing Co.
Soter-Martin of Virginia, Inc.
Stamberger-Sender Associates, Inc.

**Washington**
Bailey Sales & Associates, Inc.
Davis Sales
Flo-Wel Marketing
Green Property Concepts
Hollabaugh Bros. & Associates
Norpac, Inc.
Reid Pacific Co.
Synergy Sales NW, LLC
Western States Sales, Inc.

**West Virginia**
A. H. Deveney & Co., Inc.
David Gooding, Inc.
Duhart Co.
Fehr & Howard Sales, Inc.
G3 Clean Energy Marketing, LLC
J.B. O’Connor Co., Inc.

**GLOBAL**

**Africa**
Global Environmental Technologies, Inc.

**Canada** (all territories)
BFAL HVAC Equipment Sales
Can-Mech Agencies
Equipo, Ltd.
Global Environmental Technologies, Inc.
The Morgan Group

**Alberta**
Points West Marketing

**British Columbia**
Barclay Sales, Ltd.

**Northwest Territories**
Points West Marketing

**Ontario**
Dobbin Sales Ltd.
Palser Enterprises, Ltd.
The Morgan Group

**Yukon Territory**
Points West Marketing

**Caribbean**
The Carr Company
The Joyce Agency, Inc.
Mullen Corp.
Pinnacle Sales Group, Inc.
Spirit Group, Inc.

**Middle East**
Global Environmental Technologies, Inc.
A. H. DEVENEY & CO., INC.
6240 Hollyfield Dr.
Baton Rouge, LA 70809
TEL: (225) 753-8960
FAX: (888) 329-2431
www.ahdeveney.com
COMPANY CONTACT: Mike Mullen, CPMR
mullen@ahdeveney.com
YEAR BUSINESS FOUNDED: 1916
EMPLOYEES: 16
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Demonstration Van
TERRITORIES: AL, AR, FL - Panhandle, KY, LA, MS, TN, WV

ACCESS MARKETING GROUP, INC.
2291 Star Ct.
Rochester Hills, MI 48309
TEL: (248) 844-9900
FAX: (248) 844-9904
www.accessmi.com
COMPANY CONTACT: Michael Campbell mcampbell@accessmi.com
YEAR BUSINESS FOUNDED: 2004
EMPLOYEES: 6
MANUFACTURERS REPRESENTED: ACCOR Technology, American Water Heaters, Blue Angel Pumps, Bosch, Buderus, Danze, Field Controls, Gerber Plumbing Fixtures, State Water Heaters
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Demonstration Van, Warehouse Facility
TERRITORIES: MI, MI - Upper Peninsula

AKR ASSOCIATES, INC.
596 N. Mountain Rd.
Newington, CT 06111-1410
TEL: (860) 882-0213
FAX: (800) 783-1664
www.akrassociates.com
COMPANY CONTACT: Stephen V. Arel
stephen@akrassociates.com
EMPLOYEES: 15
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Hydronics Heating, Plumbing Products
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: CT, MA, ME, NH, NY, NY - Eastern, NY - Western, RI, VT

ALTERM, INC.
255 Humphrey St.
Englewood, NJ 07631-4013
TEL: (201) 871-0500
FAX: (201) 871-0314
www.alterm.com
COMPANY CONTACT: Thomas Gallagher, CPMR
tgallagher@alterm.com
YEAR BUSINESS FOUNDED: 1947
EMPLOYEES: 21
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Home Centers/Hardware Stores, HVAC Distributors, K & B Dealers, Plumbing & Heating Distributors, PVF Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: NJ, NY

NOTE: For countries outside of the USA, we will list the country. In most cases, the country is Canada.
ASHWORTH-TRAIN & ASSOCIATES, INC.
5501 N. Oxford
Indianapolis, IN 46220
TEL: (317) 722-1950
FAX: (317) 722-1955
www.ashworthtrain.com
COMPANY CONTACT: Jim Bach
jbach@ashworthtrain.com
YEAR BUSINESS FOUNDED: 1980
EMPLOYEES: 8
MANUFACTURERS REPRESENTED: Aker by Maax, American Standard, BrassCraft, Centoco, Fernco Canada, Fiat, General Pipe Cleaners, J & B Products, Liberty Pumps, MARLO, Plastic Trends, Rectorseal, Seymour
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: IN, KY

ASSOCIATED MARKETING, INC.
11500 Roosevelt Blvd. #G-1
Philadelphia, PA 19116-3000
TEL: (215) 677-6870
FAX: (215) 677-1261
www.associatedmarketing.net
COMPANY CONTACT: Frank Fein, CPMR
ffein@associatedmarketing.net
YEAR BUSINESS FOUNDED: 1981
EMPLOYEES: 18
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: DE, MD, NJ, NY, PA

BADGERLAND TRADING CO.
2415 S. 170Th St.
New Berlin, WI 53151
TEL: (262) 827-3177
FAX: (262) 827-3176
www.badgerlandtrading.com
PRODUCT CATEGORIES: Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, K & B Dealers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Showroom Facility, Training Facility, Warehouse Facility
TERRITORIES: WI

BAILEY SALES & ASSOC'S., INC.
12303 E. Marginal Way S.
Seattle, WA 98168-2581
TEL: (206) 903-5375
FAX: (206) 433-7744
www.baileysales.com
BARCLAY SALES LTD.  
1441 Kebet Way  
Port Coquitlam, BC  CANADA  
TEL:  (604) 945-1010  
TEL:  (604) 945-3030  
www.barclaysales.com  
YEAR BUSINESS FOUNDED:  1971  
COMPANY CONTACT:  Jeff Blair  
jeff@barclaysales.com  
PRODUCT CATEGORIES:  HVAC/R, Hydronics Heating, Irrigation, Plumbing Products, Showrooms-Kitchen & Bath  
CUSTOMER BASE:  Architects, engineers, Developers, Plumbing & Heating Distributors  

BATTERSBY, DANIELSON & ASSOC.  
17740 Commerce Dr.  
Westfield, IN 46074  
TEL:  (317) 867-3799  
FAX:  (317) 867-3499  
www.battersbydanielson.com  
COMPANY CONTACT:  Bob Danielson  
bdanieldson@battersbydanielson.com  
TERRITORIES:  ID, MT, NM, UT  

BEN COOK & ASSOCIATES  
5100 Fox St., Unit A  
Denver, CO  80216  
TEL:  (303) 292-6331  
FAX:  (303) 298-0949  
www.bencookdenver.com  
COMPANY CONTACT:  Andrew Greene  
bcadveren@aol.com  
TERRITORIES:  ID, MT, NM, UT  

BEN O'NEAL COMPANY, INC.  
P.O. Box 5  
Chattanooga, TN 37401-0005  
TEL:  (423) 624-3359  
FAX:  (423) 622-3990  
www.benonealcompany.com  
COMPANY CONTACT:  Greg O'Neal  
greg@bonealco.com  
YEAR BUSINESS FOUNDED:  1963  
EMPLOYEES:  10  
CUSTOMER BASE:  Architects, engineers, Designers, Contractors, Home Builders/Developers, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors  
TERRITORIES:  AL, FL - Panhandle  

www.locatearep.com • 17
BFAL HVAC EQUIPMENT SALES
164 Akerley Blvd.
Dartmouth, NS Canada B3B 1Z5
TEL: (902) 464-0794
FAX: (902) 466-7175
COMPANY CONTACT: Brendan Ferguson
bferguson@bfal.ca
YEAR BUSINESS FOUNDED: 2012
EMPLOYEES: 9
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating
MANUFACTURERS REPRESENTED: Fujitsu, Gastite Division - Titeflex, Granby Tanks, HTP, Inc., Hubbell Water Heaters, Isoclima Line Sets, Mars, Taco, Vaughn Thermal Corporation, Vesbo USA
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: Canada (all provinces)
   Additional location
      164 Akerley Blvd.
      Dartmouth NS Canada B3B 1Z5
      (902) 464-0794

BIG RIVERS MARKETING
500 Rudder Road
Fenton, MO 63005
TEL: (636) 530-9852
FAX: (636) 530-9052
www.bigriversllc.com
COMPANY CONTACT: Matt Mcway
mmcway@bigriversllc.com
YEAR BUSINESS FOUNDED: 2012
EMPLOYEES: 17
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Irrigation, Plumbing Products, Showrooms - Kitchen & Bath
CUSTOMER BASE: HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility
TERRITORIES: Canada (all provinces)
   Additional location
      14641 W. 95th St.
      Lenexa, KS 66215
      (800) 727-3057

BILLINGSLEY BWC
2728 Crestview Ave.
Kenner, LA 70062-4829
TEL: (504) 602-8100
FAX: (504) 602-8106
COMPANY CONTACT: Michael Billingsley
mike@bbwcsales.com
EMPLOYEES: 18
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: AR, LA, MS

BOBIER SALES
3626 E. Southern Ave. #3
Phoenix, AZ 85040
TEL: (602) 304-0001
FAX: (602) 394-0005
www.bobiersales.com
COMPANY CONTACT: Frank Vesci
frank@bobiersales.com
YEAR BUSINESS FOUNDED: 1954
EMPLOYEES: 14
PRODUCT CATEGORIES: Plumbing Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED: ACT D’MAND Systems, American Metal Products, Arrowhead Brass, Brasstech, Delta Faucet Company, Eemax, Florestone, Liberty Hardware, Linkasink, Newport Brass, Nomaco Insulation, RINNAI, Toto USA, Inc.
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: Arizona

BONGARD CORPORATION
P. O. Box 640
Forest Lake, MN 55025-0640
TEL: (651) 982-9802
FAX: (651) 982-9506
www.bongard.com
COMPANY CONTACT: Ron Bongard
ron@bongard.com
YEAR BUSINESS FOUNDED: 1975
EMPLOYEES: 9
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: MN, ND, SD, WI

BUCHE-CARMCO SALES, INC.
6301 E. 49th Ave.
Commerce City, CO 80022
TEL: (303) 934-4969
FAX: (303) 934-6131
www.buchecarmco.com
COMPANY CONTACT: Peter Buche, Jr.
pbuche@buchecarmco.com
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Irrigation, Plumbing Products
MANUFACTURERS REPRESENTED: 3M Purification, Cash Acme, First company, Metal Products Co., Metal-Fab, Purolator, Reliance Worldwide / Cash Acme, Slant/Fin, Speakman, Superior Radiant
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: CO, MT, NM, UT

BURKE AGENCY, INC.
2605-A Oakley Park Rd.
Walled Lake, MI 48390-1680
TEL: (248) 669-2800
FAX: (248) 669-3310
www.burkeagency.com
COMPANY CONTACT: Brian W. Burke, CPMR
bburke@burkeagency.com
YEAR BUSINESS FOUNDED: 1975
EMPLOYEES: 18
PRODUCT CATEGORIES: Commercial/Industrial PVF, Hydronics Heating, Plumbing Products, Showrooms – Kitchen & Bath
CUSTOMER BASE: Architects, Engineers, Designers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
TERRITORIES: MI, WI
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: MI, MI – Upper Peninsula

BURTON-ANDERSON & ASSOCIATES
N112 W18518 W. Mequon Rd.
Germantown, WI 53022
TEL: (262) 782-2870
FAX: (262) 782-6441
www.burton-anderson.com
COMPANY CONTACT: Scott D. Madsen, CPMR
scott@burton-anderson.com
YEAR BUSINESS FOUNDED: 1966
EMPLOYEES: 7
PRODUCT CATEGORIES: Plumbing Products, Well Supplies & Pumps
CUSTOMER BASE: Architects, Engineers, Designers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
TERRITORIES: MI, WI
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: NY

C. K. DORMAN & CO., INC.
1127 W. 8th St.
Kansas City, MO 64101
TEL: (816) 421-5988
FAX: (816) 842-3562
www.ckdorman.com
COMPANY CONTACT: Patrick Enderson
patrick@ckdorman.com
YEAR BUSINESS FOUNDED: 1961
EMPLOYEES: 11
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, K & B Dealers, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: KS, MO - Western

CAMPBELL EQUIPMENT COMPANY
6941 Mcnerney Rd.
Northwood, OH 43619
TEL: (419) 874-5970
FAX: (419) 874-4705
campbellequipment.com
COMPANY CONTACT: Terry Campbell
terry@campbellequipment.com
YEAR BUSINESS FOUNDED: 1961
EMPLOYEES: 24
PRODUCT CATEGORIES: Commercial/Industrial PVF, Hydronics Heating, Plumbing Products
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Institutions/OEM, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: KY – Northern, OH
CAN-MECH AGENCIES
155 Tansley Dr.
Carp, ON Canada K0A 1L0
TEL: (613) 831-3724
FAX: (613) 831-3727
www.canmech.com

COMPANY CONTACT: Cliff Hobbs
chobbss@canmech.com

YEAR BUSINESS FOUNDED: 1981
EMPLOYEES: 5

PRODUCT CATEGORIES: Commercial/Industrial PVF, Irrigation, Plumbing Products, Showrooms - Kitchen & Bath, Well Supplies & Pumps


ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: Caribbean, FL

CARRHILL COMPANY
7271 E. Slauson Ave.
City Of Commerce, CA 90040
TEL: (323) 724-6087
FAX: (323) 724-6553
COMPANY CONTACT: Phil Harrigan
phil@carrhill.com
YEAR BUSINESS FOUNDED: 1972
EMPLOYEES: 19

PRODUCT CATEGORIES: Commercial/Industrial PVF, Irrigation, Plumbing Products, Waterworks, Well Supplies & Pumps


CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

ADDITIONAL FACILITIES: Warehouse Facility

TERRITORIES: CA, HI, NV

CATH & ASSOCS.
45681 Oakbrook Ct., Unit 113-A
Sterling, 20166
TEL: (571) 313-1390
FAX: (866) 724-9380
www.cathcall.com
COMPANY CONTACT: Greg Cathell
greg@cathcall.com
YEAR BUSINESS FOUNDED: 1956
EMPLOYEES: 6

PRODUCT CATEGORIES: Hydronics Heating, Plumbing Products


CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors, PVF Distributors

ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: CA, HI, NV

CENTRAL SALES, INC.
101 S. 11th St.
West Des Moines, IA 50265
TEL: (515) 224-8900
FAX: (515) 224-9010
www.centralsalesinc.net
COMPANY CONTACT: George Scheppmann
george@centralsalesinc.net

YEAR BUSINESS FOUNDED: 2006
EMPLOYEES: 11

PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath


CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors

ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: IA, KS, MO, NE, SD

CHAMPIONS MARKETING
1169 Ruggles
Grand Prairie, TX 75050
TEL: (972) 602-0200
FAX: (972) 602-2040
www.championsmarketing.net
COMPANY CONTACT: Hunter Gordon
hunter@championsmarketing.net
YEAR BUSINESS FOUNDED: 1900
EMPLOYEES: 24


MANUFACTURERS REPRESENTED: 3M Purification, Bootz, BOW Plastics, Falcon Stainless, Inc., Gerber Plumbing Fixtures, Hansgrohe USA, Hydro Systems, Inc., Matco-Norca, Praxis Companies,

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Irrigation Distributors, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

**ADDITIONAL FACILITIES:** Demonstration Van, Training Facility, Warehouse Facility

**TERRITORIES:** AR, LA, NM, OK, TX

**COLEMAN–RUSSELL & ASSOCIATES, INC.**

P.O. Box 100217
Birmingham, AL 35210–0217

TEL: (205) 833–0700
FAX: (205) 836–6528

www.colemanrussell.com

**COMPANY CONTACT:** Dennis Reynolds
dennis.reynolds@colemanrussell.com

**YEAR BUSINESS FOUNDED:** 1975

**EMPLOYEES:** 25


**MANUFACTURERS REPRESENTED:** Amtrol, Anaco, B & K Industries, Blue Angel Pumps, Braxton Harris, Cash Acme, HTP, Inc., Husky Couplings, Ipex, Kohler, Leonard Valve Company, Metal–Fab, Panasonic, PVI Industries, Robern, Stern Williams, Tyler Pipe

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

**ADDITIONAL FACILITIES:** Demonstration Van, Training Facility, Warehouse Facility

**TERRITORIES:** AL, AR, FL – Panhandle, GA, LA, MS, TN

**COOPER NEW ENGLAND SALES, INC.**

649 Amity Rd., Ste. 105
Bethany, CT 06524

TEL: (203) 720–7161
FAX: (203) 720–7535

www.coopernewenglandsales.com

**COMPANY CONTACT:** Scott Cooper
scoop@c-nes.com

**YEAR BUSINESS FOUNDED:** 1973

**EMPLOYEES:** 7

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, Hydronics Heating, Irrigation, Plumbing Products, Showrooms – Kitchen & Bath, Well Supplies & Pumps

**MANUFACTURERS REPRESENTED:** Basco Manufacturing Co., Indiana Seal/A GPK Products Company, Jomar Valve, Krowne Metal Corp., Liberty Pumps, National Pipe & Plastic, Neptune, Oasis Lifestyles, Organized Living, Riobel

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

**ADDITIONAL FACILITIES:** Demonstration Van, Training Facility

**TERRITORIES:** CT, MA, ME, NH, RI, VT

**COPE-WARDELL–AMMON ASSOC., INC.**

4009 Market St., Ste. K
Aston, PA 19014

TEL: (610) 485–2828
FAX: (610) 485–7171

www.cwaassociates.com

**COMPANY CONTACT:** Mark Ammon
marka@cwaassociates.com

**YEAR BUSINESS FOUNDED:** 1931

**EMPLOYEES:** 9

**PRODUCT CATEGORIES:** Plumbing Products, Showrooms – Kitchen & Bath


**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

**ADDITIONAL FACILITIES:** Demonstration Van, Warehouse Facility

**TERRITORIES:** DE, NJ, PA

**CORBETT, WINGARD & RAY, INC.**

21240 Foster Rd. Bldg. #1
Spring, TX 77388

TEL: (281) 651–9500
FAX: (281) 288–3559

www.cwrreps texas.com

**COMPANY CONTACT:** Mike Ray, CPMR
mray@mratx.com

**YEAR BUSINESS FOUNDED:** 1943

**EMPLOYEES:** 17

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, Plumbing Products, Showrooms – Kitchen & Bath

**MANUFACTURERS REPRESENTED:** Bemis / Church Seats, Bosch, Floodstop, General Pipe Cleaners, Goss Inc., Insinkerator, Jones Stephens Co., Mansfield Plumbing Products, Milwaukee Electric Tool, Tigre, Viega Pex Systems, Vortens

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Home Builders/Developers, K & B Dealers, Plumbing & Heating Distributors, PVF Distributors

**ADDITIONAL FACILITIES:** Training Facility, Warehouse Facility

**TERRITORIES:** OK, TX

**DAVE WATSON ASSOCs.**

1325 W. Beecher Rd.
Adrian, MI 49221

TEL: (517) 263–8988
FAX: (517) 263–2328

www.davewatson.biz

**COMPANY CONTACT:** Dave Watson
dwa@davewatson.biz

**YEAR BUSINESS FOUNDED:** 1966

**EMPLOYEES:** 8

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, Fire Protection, Hydronics Heating, Irrigation, Plumbing Products, Waterworks

**MANUFACTURERS REPRESENTED:** Ames, FEBCO, Fluidmaster, Inc., Spears Mfg., Watts Water Technologies

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Fire Protection Dist, HVAC Distributors, Institutions/OEM, Irrigation Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors

**ADDITIONAL FACILITIES:** Warehouse Facility

**TERRITORIES:** MI

**DAVENPORT ASSOCIATES, INC.**

367 Washington St.
Wallingford, CT 06492

TEL: (203) 265–2389
FAX: (203) 269–5941

www.davenportassociates.com

**COMPANY CONTACT:**
Ryan Davenport, CPMR
ryan@davenportassociates.com

**TERRITORIES:** CT, MA, ME, NH, RI
DAVID GOODING, INC.
173 Spark Street
Brockton, MA 02302-1620
TEL: (508) 894-2000
FAX: (508) 894-2001
www.goodingd.com

COMPANY CONTACT: James M. Partridge
jpartridge@goodingd.com

YEAR BUSINESS FOUNDED: 1983
EMPLOYEES: 60


ADDITIONAL FACILITIES: Warehouse Facility

TERRITORIES: AK, ID, OR, WA

DAVIS SALES
PO. Box 488
Tualatin, OR 97062
TEL: (360) 225-9408
FAX: (360) 225-9458
www.davissaless.com

COMPANY CONTACT: Scott Davis
scott@davissaless.com

YEAR BUSINESS FOUNDED: 1984
EMPLOYEES: 6

PRODUCT CATEGORIES: Commercial/Industrial PVF, Irrigation, Plumbing Products, Well Supplies & Pumps

MANUFACTURERS REPRESENTED: Copperhead Industrie, Dahl Brothers Canada Ltd., Gripper Gasket LLC, Holyoke Fittings, Inc., Lucas-Milhaupt, Napac, Norwesco, Plastic Trends, Rocky Mountain Colby

CUSTOMER BASE: Contractors, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

ADDITIONAL FACILITIES: Warehouse Facility

TERRITORIES: AK, ID, OR, WA

DELCO SALES
5375 E. Hunter Ave.
Anaheim, CA 92807
TEL: (714) 888-2444
FAX: (714) 888-2448
www.delcosales.com

COMPANY CONTACT: Steve Klapp
sklapp@delcosales.com

YEAR BUSINESS FOUNDED: 1963
EMPLOYEES: 43


CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Institutions/OEM, Plumbing & Heating Distributors, Pump Distributors

ADDITIONAL FACILITIES: Demonstration Van

TERRITORIES: CA, HI, NV - Southern

DELLON SALES COMPANY
5 Albertson Ave.
Albertson, NY 11507
TEL: (516) 625-2626
FAX: (516) 625-3030
www.dellonsales.com

COMPANY CONTACT: David Dellon
davidd@dellonsales.com

TERRITORIES: NY

DELTA-Q, INC.
510 E. Jamie Ave.
La Habra, CA 90631
TEL: (714) 879-0622
FAX: (714) 879-0623
www.deltaqinc.com

COMPANY CONTACT: Derek Johanssen
sales@deltaqinc.com

DIVERSIFIED SALES GROUP LLC
P. O. Box 2140
Noblesville, IN 46061
TEL: (317) 776-9535
FAX: (317) 776-9536
www.diversifiedsalesgroup.com

COMPANY CONTACT: J. Kevin O’kane, CPMR
kevin@dsgrep.com

YEAR BUSINESS FOUNDED: 2006
EMPLOYEES: 5
DOUBLE A SALES SOUTHWEST
4348 E. Mulberry Dr.
Phoenix, AZ 85044
TEL: (602)359-9907
www.doubleasales.com/
COMPANY CONTACT: John Armstrong
john@doubleasales.com
YEAR BUSINESS FOUNDED: 2015
EMPLOYEES: 2
PRODUCT CATEGORIES: Commercial/Industrial PVF, Plumbing Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED: Pro-Flex CSST, Schier Products, Sioux Chief Mfg. Co., Inc., Striem
ADDITIONAL FACILITIES: Demonstration Van, Warehouse Facility
TERRITORIES: AZ, NV - Southern

DSC PACIFIC, LLC
1855 Hamilton Ave., Ste. 204
San Jose, CA 95125
TEL: (408) 626-7892
FAX: (408) 626-7894
www.dscpacific.com
COMPANY CONTACT: Lee Davis
lee@dscpacific.com
YEAR BUSINESS FOUNDED: 1991
EMPLOYEES: 6
PRODUCT CATEGORIES: Commercial/Industrial PVF, Plumbing Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED: Blanco America, Brasstech, EWS Water, Hydro Systems, Inc., Newport Brass, Sharpe Valve, Smith Cooper, Stiebel Eltron
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Home Centers/Hardware Stores, HVAC Distributors, K & B Dealers, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
TERRITORIES: CA - Southern, MD, VA, WV

DYNA TECH CONTROL SOLUTIONS, INC.
15 Hazelwood Dr., Ste. 100
Amherst, NY 14228
TEL: (716) 877-7180
FAX: (716) 877-7181
www.dynatechcs.com
COMPANY CONTACT: Carl Mende
carl.mende@dynatechcs.com
YEAR BUSINESS FOUNDED: 1993
TERRITORIES: NY
**DYSON ASSOCIATES, INC.**
191 Kenwood Drive
New Britain, CT 06052
TEL: (860) 828-5863
FAX: (860) 225-9268
www.dysonassoc.com

**COMPANY CONTACT:** Howard Dyson
howard@dysonassoc.com

**YEAR BUSINESS FOUNDED:** 1977

**EMPLOYEES:** 5

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, HVAC/R, Hydronics Heating, Plumbing Products

**MANUFACTURERS REPRESENTED:**
- Pennco Boiler, Utica Boilers, Zilmet North

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors

**TERRITORIES:** CT, MA, ME, NH, RI, VT

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**E.J. DWYER CO., INC.**
10910 Pump House Rd.
Annapolis Junction, MD 20701
TEL: (240) 553-0112
FAX: (240) 553-0135
www.ejdwyer.com

**COMPANY CONTACT:** Kathleen M. Dwyer, CPMR
kdwyer@ejdwyer.com

**YEAR BUSINESS FOUNDED:** 1970

**EMPLOYEES:** 8

**PRODUCT CATEGORIES:** Plumbing Products

**MANUFACTURERS REPRESENTED:**
- Bradley Corp., Chicago Faucets, Chronomite, Filtrine, Just Mfg., Praxis Companies, Stern Williams

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Institutions/OEM, Plumbing & Heating Distributors

**ADDITIONAL FACILITIES:** Training Facility

**TERRITORIES:** DC, MD, VA, E.V.

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**E.W. LEONARD, INC.**
P.O. Box 371
Moodus, CT 06469
TEL: (860) 873-1750
FAX: (860) 873-1756
www.evdunbarco.com

**COMPANY CONTACT:** Karen Machan
karen.machan@evdunbarco.com

**YEAR BUSINESS FOUNDED:** 1958

**EMPLOYEES:** 8

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, HVAC/R, Hydronics Heating, Plumbing Products, Water & Waste water pumps

**MANUFACTURERS REPRESENTED:**

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

**ADDITIONAL FACILITIES:** Demonstration Van, Warehouse Facility

**TERRITORIES:** CT, MA, ME, NH, RI, VT

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**EDOS MANUFACTURERS’ REPS, INC.**
P.O. Box 378
Granby, MA 01033-0378
TEL: (413) 467-9161
FAX: (413) 467-7824
www.edosonline.com

**COMPANY CONTACT:** Robert Os
robert@edosonline.com

**TERRITORIES:** CT, MA, ME, NH, RI

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**E.FKAY SALES & ASSOCIATES**
220 White Horse Pike
West Collingswood, NJ 08107
TEL: (800) 515-2021
FAX: (800) 969-9251
www.efkaysales.com

**COMPANY CONTACT:** Curt Schad
curt@efkaysales.com
(856) 833-9250

**YEAR BUSINESS FOUNDED:** 1960

**EMPLOYEES:** 6

**PRODUCT CATEGORIES:** Plumbing Products

**MANUFACTURERS REPRESENTED:**

**CUSTOMER BASE:** Plumbing & Heating Distributors

**ADDITIONAL FACILITIES:** Warehouse Facility

**TERRITORIES:** DE, NJ, NJ- North, PA - Eastern

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**ELMCO + ASSOC. / ELMCO SWORDS**
8336 Valdez Ave.
Sacramento, CA 95828
TEL: (916) 383-0110
FAX: (916) 383-0181
www.elmcoassoc.com

**COMPANY CONTACT:** Kirk Kleinen
kkleinein@elmcoassoc.com

**YEAR BUSINESS FOUNDED:** 1945

**EMPLOYEES:** 23
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Plumbing Products, Showrooms - Kitchen & Bath

MANUFACTURERS REPRESENTED:

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Plumbing & Heating Distributors

ADDITIONAL FACILITIES: Showroom Facility, Training Facility, Warehouse Facility

TERRITORIES: CA - Northern, HI, NV - Northern

ELMCO/DUDDY
P.O. Box 3787
City Of Industry, CA 91744
TEL: (626) 333-9942
FAX: (626) 855-4811
www.elmcoduddy.com

COMPANY CONTACT: Tom Duddy, CPMR
tduddy@elmcoduddy.com


MANUFACTURERS REPRESENTED:

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors

ADDITIONAL FACILITIES: Demonstration Van, Showroom Facility, Training Facility, Warehouse Facility

TERRITORIES: CA - Southern

EMERSON-SWAN
300 Pond St.
Randolph, MA 02368
TEL: (781) 986-2000
FAX: (781) 986-2028
www.emersonswan.com

COMPANY CONTACT: Ken Fagan, CPMR
kfagan@emersonswan.com

EMPLOYEES: 160

PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath

MANUFACTURERS REPRESENTED:

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, K & B Dealers, Plumbing & Heating Distributors

ADDITIONAL FACILITIES: Warehouse Facility

TERRITORIES: CT, MA, ME, NH, NJ - North, NY, PA, PA - Western, RI, VT

EQUIPCO, LTD.
101 - 42 Fawcett Rd.
Coquitlam, BC Canada V3K 6X9
TEL: (604) 522-5590
FAX: (604) 522-0726
www.equipcoltd.com

COMPANY CONTACT: Robert Parkinson
rparkinson@equipcoltd.com

MANUFACTURERS REPRESENTED:

ADDITIONAL FACILITIES: Training Facility

TERRITORIES: BC, Canada (all provinces), Canada - ON, Canada - SK, MT

Additional locations:
18122 107Th Avenue
Edmonton, AB, Canada T5S 1K5
(780) 786-1166

#27 - 4948 126 Avenue Se
Calgary, AB, Canada T2Z 0A9
(403) 201-4188

124 Bannister Road
Winnipeg, AB, Canada R2R 0S3
(204) 772-4341

Unit 3 - 6480 Viscount Road
Mississauga, ON, Canada L4V 1H3
(905) 612-1137

736 Rempel Cove
Saskatoon, SK, Canada S7T 0M5
(306) 262-6164

2320 Lillooet Cres
Kelowna, BC, Canada V1V 1T1
(250) 215-6373

EVANS & ASSOCIATES
1650 Redi Rd., Ste. 400
Cumming, GA 30040
TEL: (678) 455-8118
FAX: (678) 455-8133
www.evansinc.biz

COMPANY CONTACT: Mark Evans
mevans@evansinc.biz

YEAR BUSINESS FOUNDED: 1968


ADDITIONAL FACILITIES: Warehouse Facility

TERRITORIES: AL, FL, GA, TN
**EVERGREEN SALES**
10901 Union Special Plaza Suite 211
Huntley, IL 60142
TEL: (847) 512-7303
FAX: (847) 512-7307
www.evergreensls.com
COMPANY CONTACT: Jeff Thomm
jt@evergreensls.com
www.evergreensls.com
TEL: (847) 512-7307
Huntley, IL 60142
greensburg, PA 15601
TEL: (724) 838-9394
(724) 832-8211
CO M PANY CONTACT: John Kirkland
john@fehrandhowardsales.com
COMPANY CONTACT: John Kirkland
john@fehrandhowardsales.com
TER R I TO R I ES: IA, IL, IN, WI

**FEHR & HOWARD SALES, INC.**
662 North Main St
P.O. Box 127
Greensburg, PA 15601
TEL: (724) 838-9394
FAX: (724) 832-8211
www.fehrandhowardsales.com
COMPANY CONTACT: John Kirkland
john@fehrandhowardsales.com
COMPANY CONTACT: John Kirkland
john@fehrandhowardsales.com
DEPENDENCIES: 4
CO M PANY CONTACT: John Kirkland
john@fehrandhowardsales.com
COMPANY CONTACT: John Kirkland
john@fehrandhowardsales.com
TER R I TO R I ES: IA, IL, IN, WI

**FLO-SPEC, INC.**
P.O. Box 691
Verona, OH 45378
TEL: (937) 321-7237
www.flo-spec.com
COMPANY CONTACT: David Tahmassebi
davidt@flo-spec.com

**FOCUS SALES, LLC**
117 Mountain Ave.
Everett, WA 98201
TEL: (425) 501-2138
FAX: (855)738-6818
www.focussales.us
COMPANY CONTACT: Jay Schechter, CPMR
jschechter@focussales.us

**FOU R M AT IO N SALES**
14400 James Rd., Ste. D
P.O. Box 519
Rogers, MN 55374
TEL: (763) 420-6900
FAX: (763) 420-6993
www.fourmationsales.com
COMPANY CONTACT: Dean Corrigan
deanc@fourmationsales.com

**Friedman & Dorrans Sales, Inc.**
714 S. Milwaukee Ave.
Wheeling, IL 60090
TEL: (847) 459-8412
FAX: (847) 459-8437
fanddsales.com
COMPANY CONTACT: James Dorrans
jim@fanddsales.com

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors, PVF Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TER R I TO R I ES: NJ, NY

**FO WEL MARKETING**
706 Niles Ave
Everett, WA 98201
TEL: (425) 501-2138
FAX: (855)738-6818
flowelmktg@comcast.net

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TER R I TO R I ES: IN, KY, MI, OH

**FLO-SPEC, INC.**
P.O. Box 691
Verona, OH 45378
TEL: (937) 321-7237
www.flo-spec.com
COMPANY CONTACT: David Tahmassebi
davidt@flo-spec.com

**FOU R M AT IO N SALES**
14400 James Rd., Ste. D
P.O. Box 519
Rogers, MN 55374
TEL: (763) 420-6900
FAX: (763) 420-6993
www.fourmationsales.com
COMPANY CONTACT: Dean Corrigan
deanc@fourmationsales.com

**YEAR BUSINESS FOUNDED:** 2000
EMPLOYEES: 12
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TER R I TO R I ES: IA, IL, IN, WI

**FEHR & HOWARD SALES, INC.**
662 North Main St
P.O. Box 127
Greensburg, PA 15601
TEL: (724) 838-9394
FAX: (724) 832-8211
www.fehrandhowardsales.com
COMPANY CONTACT: John Kirkland
john@fehrandhowardsales.com

**YEAR BUSINESS FOUNDED:** 1985
EMPLOYEES: 7
PRODUCT CATEGORIES: HVAC/R, Irrigation, Plumbing Products
MANUFACTURERS REPRESENTED:
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Home Centers/Hardware
G & S SALES, INC.
1641 S. 700 W.
Salt Lake City, UT 84104
TEL: (801) 972-0659
FAX: (801) 972-0688
www.gandssales.com
COMPANY CONTACT: Clay Smith
clay_smith@gandssales.com
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Hydronics, Heating, Irrigation, Plumbing Products, Waterworks
ADDITIONAL FACILITIES: Showroom, Facility, Training Facility, Warehouse Facility
TERRITORIES: ID, NV, UT, WY

G3 CLEAN ENERGY MARKETING, LLC
P.O. Box 63
Harrison City, PA 15636
TEL: (724) 392-4548
FAX: (724) 392-4247
www.g3cleanenergy.com
COMPANY CONTACT: Thomas Gdaniec
tomg@g3cleanenergy.com
YEAR BUSINESS FOUNDED: 2010
EMPLOYEES: 3
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Plumbing Products, Well Supplies & Pumps

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: KY, OH, PA, WV

GLOBAL ENVIRONMENTAL TECHNOLOGIES, INC.
1068 North Farms Road
P.O. Box 742
Wallingford, CT 06492
TEL: (203) 284-0080
FAX: (203) 294-9226
www.get-corp.com
COMPANY CONTACT: Gary J. Fappiano, CPMR
gfappiano@get-corp.com
YEAR BUSINESS FOUNDED: 1995
EMPLOYEES: 8
CUSTOMER BASE: Contractors, Home Builders/Developers, Irrigation Distributors, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Showroom Facility, Training Facility, Warehouse Facility
TERRITORIES: AZ, CA, HI, NV

GOURLEY COMPANY
80 Felton St.
Waltham, MA 02453
TEL: (781) 894-9500
FAX: (781) 894-2301
www.gourleyco.com
COMPANY CONTACT: Robert Shupe
gourleyco@gourleyco.com
EMPLOYEES: 9
PRODUCT CATEGORIES: Plumbing Products
CUSTOMER BASE: Contractors, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: CT, MA, ME, NH, RI

GOLDING SALES
3220 Dunn Rd
Valley Springs, CA 95252
TEL: (888) 578-4430
FAX: (209)772-3511
www.goldingsales.com
COMPANY CONTACT: John Golding
johngoldingsales@comcast.net

EMPLOYEES: 4
PRODUCT CATEGORIES: Irrigation, Plumbing Products, Well Supplies & Pumps
MANUFACTURERS REPRESENTED: Leak Intelligence, Union Brass Manufacturing Company, Walrus America, Inc., Waterless Co., Wholesale Copper
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Home Centers/Hardware Stores, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, Waterworks Distributors
TERRITORIES: AZ, CA, HI, NV

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johngoldingsales@comcast.net

EMPLOYEES: 4
PRODUCT CATEGORIES: Irrigation, Plumbing Products, Well Supplies & Pumps
MANUFACTURERS REPRESENTED: Leak Intelligence, Union Brass Manufacturing Company, Walrus America, Inc., Waterless Co., Wholesale Copper
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Home Centers/Hardware Stores, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, Waterworks Distributors
TERRITORIES: AZ, CA, HI, NV

GOLDING SALES
3220 Dunn Rd
Valley Springs, CA 95252
TEL: (888) 578-4430
FAX: (209)772-3511
www.goldingsales.com
COMPANY CONTACT: John Golding
johngoldingsales@comcast.net

EMPLOYEES: 4
PRODUCT CATEGORIES: Irrigation, Plumbing Products, Well Supplies & Pumps
MANUFACTURERS REPRESENTED: Leak Intelligence, Union Brass Manufacturing Company, Walrus America, Inc., Waterless Co., Wholesale Copper
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Home Centers/Hardware Stores, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, Waterworks Distributors
TERRITORIES: AZ, CA, HI, NV
GRANSE/TRIO SALES, LLC
21670 Hamburg Ave.
Lakeville, MN 55044
TEL: (952) 469-2191
FAX: (952) 469-2196
www.granse.com
COMPANY CONTACT: Kim Olson
kimolson@gransetrio.com
Lakeville, Mn 55044

G R AY SALES, INC.
201-11 E. Venango St.
P.O. Box 26826
Philadelphia, PA 19134-6826
TEL: (215) 739-3355
FAX: (215) 739-4592
www.graysalesinc.com
COMPANY CONTACT: Ed Cancelosi, Jr.
ed@graysalesinc.com
YEAR BUSINESS FOUNDED: 1955
EMPLOYEES: 7
PRODUCT CATEGORIES: Plumbing
Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED:
Bootz, Calavena Stone, Elcoma, Fairmont
Designs, Indikoi Sinks, Jason Hydrotherapy,
Plumbtech, Sierra Copper, Song Enameled
Cast Iron, Swanstone
CUSTOMER BASE: Architects, Contractors, Fire Protection
Dist, HVAC Distributors, Institutions/OEM,
Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility
WAREHOUSE FACILITY
TERRITORIES: MN, ND, SD, WI

GREEN PROPERTY CONCEPTS
7327 Sw Barnes Rd. #223
Portland, OR 97225
TEL: (503) 407-7702
www.greenpropertyconcepts.com
COMPANY CONTACT: J.C. Kootnekoff
jc@greenpropertyconcepts.com
YEAR BUSINESS FOUNDED: 2010
EMPLOYEES: 2
MANUFACTURERS REPRESENTED:
Advanced Modern Technology Corp.,
Caroma, Hubbell Water Heaters, Vaughn
Thermal Corporation
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, Plumbing & Heating
Distributors
TERRITORIES: AK, HI, ID, MT, OR, WA
Additional location
1722 Nw Raleigh St. #416
Portland, OR 97209
(503) 407-7702

GREEN SALES, INC.
2 Townsend West, Unit 1
Nashua, NH 03063
TEL: (603) 880-6123
FAX: (603) 880-0962
www.greensalesinc.com
COMPANY CONTACT: Brian Green -
CPRMR
brian@greensalesinc.com
YEAR BUSINESS FOUNDED: 1980
EMPLOYEES: 4
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Fire Protection, HVAC/R,
Plumbing Products
MANUFACTURERS REPRESENTED:
Bilco Corp., Brennelle Co., Cameron - Newco,
Empire Industries, Hayward Industries,
Keckley, Mercer Rubber, Resun, Sharpe
Valve, Smith Cooper, Tercire
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Fire Protection
Dist, HVAC Distributors, Institutions/OEM,
Plumbing & Heating Distributors, Pump
Distributors, PVF Distributors, Waterworks
Distributors
TERRITORIES: CT, MA, ME, NH, NY, RI, VT

H.O.K. SALES, INC.
245 W Roosevelt Rd Bldg 12 Suite 83
West Chicago, IL 60185-4838
TEL: (800) 323-4498
FAX: (888) 246-5725
www.hoksales.com
COMPANY CONTACT: Joe Murphy
jmurphy@hoksales.com
(630) 665-0220
YEAR BUSINESS FOUNDED: 1968
EMPLOYEES: 6
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Fire Protection, HVAC/R,
Hydronics Heating, Plumbing Products,
Well Supplies & Pumps
MANUFACTURERS REPRESENTED:
Amtrol, Aquamark, Inc., Baker/Campbell
Water Systems, Eastman EZ-FLO, Myson,
Noritz America, Orkli - Zone Valves,
Rhomar water, Roof Top Blox, Trutankless
CUSTOMER BASE: Contractors, Home Centers/Hardware Stores, HVAC
Distributors, Plumbing & Heating
Distributors, Pump Distributors, PVF
Distributors
ADDITIONAL FACILITIES: Demonstration
Van, Training Facility, Warehouse Facility
TERRITORIES: IL

GROUP ONE NORTHEAST, INC.
3 Park Ave., 2Nd Fl, #4
Brockport, NY 14420
TEL: (585) 391-3310
FAX: (315) 655-2558
www.grouponene.com
COMPANY CONTACT: Rick Manier, CPRM
manier@msn.com
YEAR BUSINESS FOUNDED: 1988
EMPLOYEES: 4
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Hydronics Heating,
Irrigation, Plumbing Products, Showrooms
- Kitchen & Bath, Well Supplies & Pumps
MANUFACTURERS REPRESENTED: 3M
Purification, Basco Manufacturing Co.,
Central Brass, Legend Valve & Fittings, Inc.,
Myers Pump Supply, Oasis Lifestyles,
Olympia Faucets, Pentair Thermal/Rayc,
Pioneer Industries, Roth Global
Springhouse Specialty, Wellmate Co.
CUSTOMER BASE: Irrigation Distributors,
Plumbing & Heating Distributors, Pump
Distributors, PVF Distributors, Waterworks
Distributors
TERRITORIES: NY
Additional location
871 Monroe Avenue
Rochester, NY 14620
(585) 244-7190
HARCRO SALES, LTD.
1945 Alpine Way
Hayward, CA 94545
TEL: (510) 786-2480
FAX: (510) 786-0246
www.harcrosales.com

COMPANY CONTACT: Brendan Cross
brendan@harcrosales.com

YEAR BUSINESS FOUNDED: 1977
EMPLOYEES: 7
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Irrigation, Plumbing Products, Water & Waste water pumps, Well Supplies & Pumps

MANUFACTURERS REPRESENTED:
- Alordon Industries
- Cello Products
- Eemax
- General Pipe Cleaners
- GT Water Products
- Legend Valve & Fittings, Inc.
- Little Giant Pump
- Lucas-Milhaupt
- M & G DuraVent
- Metal Products Co.
- Multi Fittings Corp.
- Reed Manufacturing Co., Inc.
- Seekonk
- Turbotorch
- Victor Technologies

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: CA - Northern, NV - Northern

HARRY WARREN, INC.
1400 N. Orange Blossom Trail
P.O. Box 547932
Orlando, FL 32854-7932
TEL: (407) 841-9237
FAX: (407) 841-9246
www.harrywarren.com

COMPANY CONTACT: Bob Mycoff, CPMR
bobmycoff@harrywarren.com

YEAR BUSINESS FOUNDED: 1970
EMPLOYEES: 43

MANUFACTURERS REPRESENTED:
- A.O. Smith Water Products Co.
- American Standard Brands
- American Water Heaters
- Arrowhead Brass
- B Line
- Bathcraft
- Bemis / Church Seats
- Blucher
- Bradley Corp.
- Brae
- CECO
- Church Seat Company
- Dormont
- Eaton B-Line
- Eemax
- ELKAY
- FEBCO
- Fiat
- Halsey Taylor
- Hydromatic Pumps
- Ideal Tridon
- Insinkerator
- Keltech
- Orion
- Praxis Companies
- Steamist
- T & S Brass
- & Bronze Works, Inc.
- T&S Brass
- Taco
- Takagi
- Wal-Rich Corporation
- Watts Drainage
- Watts Water Technologies
- Xerxes Co.


ADDITIONAL FACILITIES: Demonstration Van, Showroom Facility, Warehouse Facility

TERRITORIES: FL

HART, TRAVERS & ASSOCs., INC.
325 Eisenhower Ln. N.
Lombard, IL 60148
TEL: (630) 261-1166
FAX: (630) 261-1818
www.htareps.com

COMPANY CONTACT: Tiffany Moscicki
info@htareps.com

EMPLOYEES: 12
PRODUCT CATEGORIES: Plumbing Products, Showrooms – Kitchen & Bath

MANUFACTURERS REPRESENTED:
- AK Industries
- Blanco America
- Clarus
- Hilmor
- Ideal Tridon
- Irwin Tools
- Lenox Tools
- Mansfield Plumbing Products
- Plastic Trends
- Prier Products
- Rubbermaid Commercial
- Sioux Chief Mfg. Co., Inc.
- Zoeller Pump Co.

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors

ADDITIONAL FACILITIES: Demonstration Van, Showroom Facility, Warehouse Facility

TERRITORIES: IA, IL, IN, WI
HODES & SUTTER, INC.
10614 Summit St.
Lenexa, KS 66215-2050
TEL: (913) 451-7472
FAX: (913) 451-7444
www.hodesandsutter.com
COMPANY CONTACT: Dan Hodes
dan@hodesandsutter.com
(913) 345-0037
YEAR BUSINESS FOUNDED: 2001
EMPLOYEES: 7
PRODUCT CATEGORIES: Commercial
/Industrial PVF, HVAC/R, Hydronics
Heating, Irrigation, Plumbing Products,
Showrooms - Kitchen & Bath, Water &
Waste water pumps, Waterworks, Well
Supplies & Pumps
MANUFACTURERS REPRESENTED: 3M
Purification, Caddy - Erico, Cash Acme,
CRESLINE, E. L. Mustee & Sons, Holdrite,
Josam, Liberty Pumps, Matco-Norca,
Noritz America, Oatey Supply Chain
Services, Prier Products, Sharkbite,
Speakman, Topp Industries, Inc., Western
Pottery Co.
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, HVAC Distributors,
Institutions/OEM, Irrigation Distributors,
Plumbing & Heating Distributors, Pump
Distributors, PVF Distributors, Waterworks
Distributors
ADDITIONAL FACILITIES: Demonstration
Van, Training Facility, Warehouse Facility
TERRITORIES: KS, MO - Western

HOLLABAUGH BROS. & ASSOCIATES
3028 Se 17th Avenue
Portland, OR 97202
TEL: (503) 238-0313
FAX: (503) 235-2824
www.hbarep.com
COMPANY CONTACT: Chad Hollabaugh
chad@hbarep.com
YEAR BUSINESS FOUNDED: 1945
EMPLOYEES: 33
MANUFACTURERS REPRESENTED: A.O.
Smith Water Products Co., American Water
Heaters, Ames, Blucher, Charlotte Pipe &
Foundry, Dormont, FEBCO, Guardian
Equipment, Isimet / Mapa, Onaon, Seisco,
Sterling Water Softeners, Takagi, Toto USA,
Inc., Uponor, Inc., Watco Manufacturing Co.,
Watersaver Faucet Co., Watts Drainage,
Woodford Manufacturing Co., Zoeller
Pump Co.
CUSTOMER BASE: Contractors, Fire
Protection Dist, HVAC Distributors,
Institutions/OEM, Irrigation Distributors,
Plumbing & Heating Distributors,
Waterworks Distributors
ADDITIONAL FACILITIES: Demonstration
Van, Training Facility, Warehouse Facility
TERRITORIES: AK, ID, OR, WA
Additional location
6915 South 194Th Street
Kent, WA 98032
(253) 867-5040

HOWARD C. FLETCHER CO.
25671 Commerce Centre Dr.
Lake Forest, CA 92630
TEL: (949) 660-0200
FAX: (949) 660-9072
www.hcfletcher.com
COMPANY CONTACT: Doug Winchester
dougw@hcfletcher.com
YEAR BUSINESS FOUNDED: 1926
EMPLOYEES: 27
PRODUCT CATEGORIES: Commercial/
Industrial PVF, HVAC/R, Hydronics
Heating, Plumbing Products, Showrooms -
Kitchen & Bath, Waterworks
MANUFACTURERS REPRESENTED: AFA
Stainless, Apollo Valves, Canplas, Elkhart
Products Corporation, Enviro Water
Products, Husky Couplings, Irvin Tools,
Lenox Tools, PipePier, Rems Tools,
Rubbermaid Commercial, Worthington
Cylinders Co.
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Fire Protection
Dist, Home Builders/Developers, HVAC
Distributors, Institutions/OEM, K & B
Dealers, Plumbing & Heating Distributors,
PVF Distributors
ADDITIONAL FACILITIES: Demonstration
Van, Showroom Facility, Training Facility,
Warehouse Facility
TERRITORIES: AZ, CA, HI, NV

HUGH M. CUNNINGHAM
2029 Westgate Drive
Suite 120
Carrollton, TX 75006
TEL: (972) 852-3477
FAX: (972) 888-3838
www.hughcunningham.com
COMPANY CONTACT: Dan Townsend
dtownsend@hughcunningham.com
TERRITORIES: LA, NM, OK, TX

INLAND SALES GROUP, INC.
8925 N. Prairie Pointe
Peoria, IL 61615
TEL: (309) 693-7950
FAX: (309) 693-7955
www.inlandsalesgroupcom
COMPANY CONTACT: Brian Yelton, CPMR
brian@inlandsalesgroup.com
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Plumbing Products,
Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED:
Amerec, Bemis / Church Seats, Chicago
Faucets, ELKAY, Gerber, General Pipe
Cleaners, Guardian Equipment, Halsey
Taylor, Leonard Valve Company, Oasis
Lifestyles, Omegaflex, Rockford
Separators, Water Control Corporation,
Woodford Manufacturing Co.
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, Institutions/OEM, Plumbing &
Heating Distributors
ADDITIONAL FACILITIES: Demonstration
Van, Training Facility, Warehouse Facility
TERRITORIES: IA, IL, IN

INTERMOUNTAIN SALES & MARKETING
965 West 850 South
Woods Cross, UT 84087
TEL: (801) 936-0228
FAX: (801) 936-0227
www.intermountainsales.net
COMPANY CONTACT: Joseph C. Kennard Sr, CPMR, CSP
joe@intermountainsales.net
YEAR BUSINESS FOUNDED: 2002
EMPLOYEES: 6
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Plumbing Products
CUSTOMER BASE: Architects, Engineers, Designers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: ID, UT, WY
Additional location
50 North Cutler Dr., #103
North Salt Lake, UT 84054
(801) 936-0228

J & K SALES ASSOCIATES
101 A E. Industrial Park Dr.
Manchester, NH 03109
TEL: (603) 626-1909
FAX: (603) 625-2842
www.jandksales.com
COMPANY CONTACT: Karl Grabowski
karl@jandksales.com
YEAR BUSINESS FOUNDED: 1981
EMPLOYEES: 23
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Irrigation, Plumbing Products
CUSTOMER BASE: Contractors, Fire Protection Dist, HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: CT, MA, ME, NH, RI, VT

J DAVIS SALES & ASSOCs., LLC
5293 Eberly Rd.
Atwater, OH 44201-9783
TEL: (330) 947-2038
FAX: (330) 597-6122
jdavissales.com

COMPANY CONTACT: Jeff Davis, CPMR
jeff@jdavissales.com
YEAR BUSINESS FOUNDED: 2010
TERRITORIES: OH

J.B. O’CONNOR CO., INC.
P.O. Box 12927
Pittsburgh, PA 15241-0927
TEL: (724) 745-5300
FAX: (724) 745-7420
www.jboconnor.com
COMPANY CONTACT: J. Bryan O’connor, CPMR
boconnor@jboconnor.com
YEAR BUSINESS FOUNDED: 1966
EMPLOYEES: 8
ADDITIONAL FACILITIES: Showroom Facility, Warehouse Facility
TERRITORIES: PA - Western, WV

J.L. BRASHER CO.
5737 Village Drive Nw
Concord, NC 28027
COMPANY CONTACT: Jennifer Tuttle
brasherc0@aol.com
PRODUCT CATEGORIES: Plumbing Products, Showrooms – Kitchen & Bath
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Plumbing & Heating Distributors, Waterworks Distributors
TERRITORIES: NC, SC
Additional location
5737 Village Drive Nw
Concord, NC 28027
(980) 781-4607

JEBCCO MARKETING, INC.
5900 Concord Ave.
Crestwood, KY 40014-7581
TEL: (502) 243-0142
FAX: (502) 243-0176
jebcomarketing.com
COMPANY CONTACT: John Eberhardt
jeberhardt@jebcco.com
EMPLOYEES: 9
PRODUCT CATEGORIES: Commercial/Industrial PVF, Hydronics Heating, Plumbing Products, Showrooms – Kitchen & Bath, Well Supplies & Pumps
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, K & B Dealers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: IN, KY

JFL MARKETING, INC.
P.O. Box 210260
Milwaukee, WI 53221
TEL: (414) 747-8655
FAX: (414) 747-8657
www.jflmarketing.com
COMPANY CONTACT: Frank Longenecker, CPMR
frank@jflmarketing.com
TERRITORIES: IL, WI
JL-SONTAG, LLC
5500 Lincoln Dr., Ste. 210
Edina, MN 55436
TEL: (952) 933-7768
FAX: (952) 933-1069
YEAR BUSINESS FOUNDED: 1960
EMPLOYEES: 7
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Hydronics Heating, Plumbing Products, Water & Waste water pumps
CUSTOMER BASE: HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: IA, MN, ND, NE, SD, WI
COMPANY CONTACT: Jim Cushman
jim@jsontag.com

JOHN STACK SALES CO.
575 Wyoming Ave., Ste. A
Wyoming, PA 18644
TEL: (570) 693-3050
FAX: (570) 693-2294
www.stacksales.com
COMPANY CONTACT: Gary J. Stack
gis@stacksales.com
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Plumbing Products
MANUFACTURERS REPRESENTED: Bacharach, Beacon/Morris, Caleffi North America, Canfield Technologies, Centrotherm Eco Systems, Great Lakes Copper Inc., Mill-Rose, Triangle Tube, Zilmet North
CUSTOMER BASE: Contractors, HVAC Distributors, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: CT, DC, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA, VT

JOHNSON & WHITE SALES CO.
1710 E. 123Rd Ter.
Olathe, KS 66061
TEL: (913) 390-9808
FAX: (913) 390-9813
www.jandwsales.com
COMPANY CONTACT: Dustin Johnson
dustin@jandwsales.com
YEAR BUSINESS FOUNDED: 1990
EMPLOYEES: 11
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: DC, DE, MD, VA, WV

KA SALES ASSOC.
10731 W. 101 St.
Overland Park, KS 66214
TEL: (913) 515-7456
FAX: (913) 273-1300
www.kasales.net
COMPANY CONTACT: Rocco Petrosino
rpetrosino@kamcoreps.com
YEAR BUSINESS FOUNDED: 2000
TERRITORIES: IA, KS, MO, NE
COMPANY CONTACT: Kevin Lutz
kevin@kasales.net
REPRESENTATIVE AGENCY LISTINGS
AIM/R MEMBERS ALPHABETICAL BY COMPANY

KSM DELTA
P.O. Box 409
Tucker, GA 30085
TEL: (770) 934-9960
FAX: (770) 934-6865
www.ksmdelta.com
COMPANY CONTACT: Andrew Briggs
khickman@ksmdelta.com
EMPLOYEES: 6
PRODUCT CATEGORIES: Plumbing Products
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: AL, FL - Panhandle, GA, KY, TN

L & R ASSOCIATES, INC.
2262 N. Penn Rd.
P.O. Box 68
Hatfield, PA 19440
TEL: (267) 308-0500
FAX: (267) 308-0505
www.landrassocinc.com
COMPANY CONTACT: James L. Eyrich
Jeyrich@landrassocinc.com
YEAR BUSINESS FOUNDED: 1968
EMPLOYEES: 12
PRODUCT CATEGORIES: Hydronics, Heating, Plumbing Products, Well Supplies & Pumps
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: DE, NJ, PA

LATCHAW, MONTGOMERY & PECK, INC.
166 Pennsylvania Ave.
P.O. Box 477
Malvern, PA 19355
TEL: (800) 220-2126
FAX: (800) 220-7081
www.LMPREPS.com
COMPANY CONTACT: Bob Montgomery
bobmontgomery.lmpreps@verizon.net
YEAR BUSINESS FOUNDED: 1958
EMPLOYEES: 10
PRODUCT CATEGORIES: Irrigation, Plumbing Products, Water & Waste Water pumps, Well Supplies & Pumps
CUSTOMER BASE: Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: DC, DE, MD, NJ, PA, VA

LEWIS MARKETING, INC.
P.O. Box 5523
Charlotte, NC 28299
TEL: (704) 376-0262
FAX: (704) 375-1850
www.lewismarketinginc.com
COMPANY CONTACT: Glenn Thurman, CPMR
Glenn@lewismarketinginc.com
YEAR BUSINESS FOUNDED: 1972
EMPLOYEES: 15
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: NC, SC
LIBBB COMPANY, INC.
7860 N. Central Ave.
Lewis Center, OH 43035
TEL: (740) 549-1516
FAX: (740) 548-0985
www.libbco.com
COMPANY CONTACT: Dan Howell
danh@libbco.com
TERRITORIES: OH

LIBERTY ELECTRIC SALES, INC.
113 Twin Oaks Dr.
Syracuse, NY 13206
TEL: (315) 437-8100
FAX: (315) 437-0681
www.libertyelectricsales.com
COMPANY CONTACT: Tricia Neuburger
tricia@libertyelectricsales.com
YEAR BUSINESS FOUNDED: 1987
EMPLOYEES: 11
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R
MANUFACTURERS REPRESENTED: Berner International, Chromalox, Marley Engineered Products
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: NY

LOWDER SALES, INC.
621 Bear Run Ln.
Lewis Center, OH 43035
TEL: (800) 221-5650
FAX: (888) 254-0500
www.lowdersales.com
COMPANY CONTACT: Jeffrey Lowder
jlowder@lowdersales.com
TERRITORIES: KY, OH, WV

LUDWIG, SMITH & WALKER, INC.
7156 Weddington Rd. Nw Ste 170
Concord, NC 28027
TEL: (704) 342-9690
FAX: (704) 342-9693
www.lswhrep.com
COMPANY CONTACT: Jeffrey Smith
jeff.smith@lswrep.com
YEAR BUSINESS FOUNDED: 1981
EMPLOYEES: 6
PRODUCT CATEGORIES: Commercial/Industrial PVF, Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: NC, SC

M & H SALES, INC.
127 South 5Th St., Ste. 140
Quakertown, PA 18951-1680
TEL: (215) 536-6944
FAX: (215) 536-6976
www.mandhsalesinc.com
COMPANY CONTACT: Jeff Hornberger, CPMR
jeff@mandhsalesinc.com
YEAD BUSINESS FOUNDED: 1994
EMPLOYEES: 7
PRODUCT CATEGORIES: Commercial/Industrial PVF, Fire Protection, Hydronics Heating, Irrigation, Plumbing Products
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors
TERRITORIES: DE, DE - Northern, NJ, PA

M/R & ASSOCS., INC.
2718 S. Brentwood Blvd.
Saint Louis, MO 63144
TEL: (314) 962-8960
FAX: (314) 962-2104
www.mrassoinc.com
COMPANY CONTACT: Mike Hanley
mhanley@mrassoinc.com
TERRITORIES: IL, MO
Additional location
2726 S. Brentwood Blvd.
Saint Louis, MO 63144
(314) 962-8960

MACK MCCLAIN & ASSOCIATES
1450 N.E. 69Th Place, Suite 56
Ankeny, IA 50021
TEL: (515) 288-0184
FAX: (515) 288-5049
www.mackmclain.com
COMPANY CONTACT: Jeff Howe
jhowe@mackmclain.com
TERRITORIES: IA, IL, MO
MAJOR / LOZUAWAY & ASSOCIATES, INC.
1117 W. Grand Blanc Rd.
Grand Blanc, MI 48439-9301
TEL: (800) 747-1635
FAX: (810) 234-8389
www.lozuaaway.com
COMPANY CONTACT: Wayne Phillpotts
wayne@lozuaaway.com
YEAR BUSINESS FOUNDED: 1982
EMPLOYEES: 11
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Plumbing Products, Showrooms - Kitchen & Bath, Waterworks
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Irrigation Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: FL

MARSHALL-RODENO ASSOCIATED
5700 E. 39th Ave.
Denver, CO 80207
TEL: (303) 575-6701
FAX: (303) 575-6706
www.marshallrodeno.com
COMPANY CONTACT: Brian Rodeno
brodeno@marshallrodeno.com
YEAR BUSINESS FOUNDED: 1949
TERRITORIES: IA, ID, MT, ND, NE, NM, SD, UT, WY

MARTIN & SMITH, INC.
11 Vincent Cir.
Warminster, PA 18974-1529
TEL: (215) 956-9100

MCCAIN SALES CO., INC.
4908 Cahaba River Rd., Ste. 208
P.O. Box 43069
Birmingham, AL 35243
TEL: (205) 967-4095
FAX: (205) 967-2443
www.mccainsales.com
COMPANY CONTACT: Eric McCain, CPMR
eric@mccainsales.com
YEAR BUSINESS FOUNDED: 1982
EMPLOYEES: 7
MANUFACTURERS REPRESENTED: Aker by Maax, Danze, Grundfos Pumps Corporation, RINNAL, Steamist
CUSTOMER BASE: Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: AL, FL - Panhandle, MS, TN

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Irrigation Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: FL

MARSH & MOORE, INC.
3380 Agricultural Center Dr.
Saint Augustine, FL 32092
TEL: (904) 827-8788
FAX: (904) 827-8795
www.marshmoore.com
COMPANY CONTACT: Jennifer Rodriguez, CPMR
jmarshrodriguez@marshmoore.com
YEAR BUSINESS FOUNDED: 1972
EMPLOYEES: 16

MBA CORPORATION
4388 S. Kansas Ave.
Milwaukee, WI 53235
TEL: (414) 481-0505
FAX: (414) 481-0533
www.mbacorp.net
COMPANY CONTACT: Mark Krumnow
markk@mbacorp.net
YEAR BUSINESS FOUNDED: 1964
EMPLOYEES: 6
PRODUCT CATEGORIES: Hydronics Heating, Plumbing Products, Well Supplies & Pumps
MANUFACTURERS REPRESENTED: Bosch, Buderus, CRESOLE, EZ Route, General Aire, Grundfos Pumps Corporation, Hi-Velocity Systems, IPS Corporation, Legend Valve & Fittings, Inc., Lesso America, Panasonic, Pietro Fiorentini, Precision Products, Solaira, Spirotherm, Ultra-Fin
CUSTOMER BASE: Architects, Engineers, Designers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: MI - Upper Peninsula, WI

MAPLES SALES WEST, INC.
3131 W. Lewis Ave., Ste. 700
Phoenix, AZ 85009
TEL: (602) 484-7288
FAX: (602) 484-7289
TERRITORIES: AZ

MCMAHON & SLEAFORD, INC.
290 North Broadway
Burlington, VT 05401
TEL: (802) 658-7070
FAX: (802) 658-7071
www.mcmanysales.com
COMPANY CONTACT: Mike McMahon
mike@mcmanysales.com
YEAR BUSINESS FOUNDED: 1979
EMPLOYEES: 7
MANUFACTURERS REPRESENTED: Ace, American Valve, Chicago Faucet, Danze, Durco, Eisele, Grundfos Pumps Corporation, Moen, Raypak, Steamist, Water Treatment, Watts, Weil-McLain
CUSTOMER BASE: Designers, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: VT

MCCAIN SALES CO., INC.
4908 Cahaba River Rd., Ste. 208
P.O. Box 43069
Birmingham, AL 35243
TEL: (205) 967-4095
FAX: (205) 967-2443
www.mccainsales.com
COMPANY CONTACT: Eric McCain, CPMR
eric@mccainsales.com
YEAR BUSINESS FOUNDED: 1982
EMPLOYEES: 7
MANUFACTURERS REPRESENTED: Aker by Maax, Danze, Grundfos Pumps Corporation, RINNAL, Steamist
CUSTOMER BASE: Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: AL, FL - Panhandle, MS, TN
MCGREGOR & ASSOCIATES, INC.
1578 West 7800 South
West Jordan, UT 84088
TEL: (801) 566-8225
FAX: (801) 566-8233
www.mcgregor-assoc.com

COMPANY CONTACT: Ken Mcgregor, CPMR
ken@mcgregor-assoc.com
YEARS BUSINESS FOUNDED: 1989
EMPLOYEES: 10
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Plumbing Products,
Showrooms – Kitchen & Bath, Well Supplies & Pumps
MANUFACTURERS REPRESENTED:
American Metal Products, American Standard, American Standard Brands,
Arrowhead Brass, Broan Nutone, CECO, Decolav Inc., Fernco Canada, Ideal Tridon,
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HvAc Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: ID, UT, WY

MCKEE-NIX & ASSOCIATES, INC.
1844 Tucker Industrial Rd.
Tucker, GA 30084
TEL: (770) 934-8061
FAX: (770) 934-3233
www.mckeenix.com

COMPANY CONTACT: Michael Born
mikeborn@mckeenix.com
YEARS BUSINESS FOUNDED: 1973
EMPLOYEES: 11
MANUFACTURERS REPRESENTED:
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HvAc Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: CA, TN

MCKINNEY AGENCY, INC.
2057 Underwood Rd.
Denton, TX 76207
TEL: (940) 382-6721
FAX: (940) 382-6128
www.mckinney-agency.com

COMPANY CONTACT: Kevin S. McKinney, CPMR
kevin@mckinney-agency.com
YEARS BUSINESS FOUNDED: 1985
EMPLOYEES: 14
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: TX

MEEK / BECK & ASSOC.
11875 Belden Ct.
Livonia, MI 48150
TEL: (734) 458-2950
FAX: (734) 458-2953

COMPANY CONTACT: Ross Beck
ross@meekbeck.com
YEARS BUSINESS FOUNDED: 1968
EMPLOYEES: 5
PRODUCT CATEGORIES: Commercial/Industrial PVF, Plumbing Products, Showrooms – Kitchen & Bath
MANUFACTURERS REPRESENTED:
American Standard Brands, Bradley Corp., Fiat, Froet Industries, LLC, Keltech, Oasis International
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, K & B Dealers, Plumbing & Heating Distributors, PVF Distributors
TERRITORIES: MI

MEGA WESTERN SALES
16200 S. Maple Ave.
Gardena, CA 90248
TEL: (310) 323-7900
FAX: (310) 323-9421
www.megawestern.com

COMPANY CONTACT: Mike Smith
msmith@megawestern.com
TERRITORIES: AZ, CA
MENA & ASSOCIATES
21732 Provincial Blvd., Ste130
Katy, TX 77450-6523
TEL: (281) 579-8228
FAX: (281) 579-8286
COMPANY CONTACT: Duane Mena
dmena@menassociates.com
YEAR BUSINESS FOUNDED: 1982
EMPLOYEES: 6
PRODUCT CATEGORIES: HVAC/R, Irrigation, Plumbing Products
CUSTOMER BASE: Contractors, Home Builders/Developers, HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, PVF Distributors
TERRITORIES: TX

MERSCH BUDCO & ASSOCIATES, LLC
167 Constitution Drive
Menlo Park, CA 94025
TEL: (650) 566-9260
FAX: (650) 566-9266
www.mersch-budco.com
COMPANY CONTACT: Bob Richert
bob@mersch-budco.com
EMPLOYEES: 8
ADDITIONAL FACILITIES: Showroom Facility, Training Facility, Warehouse Facility
TERRITORIES: MN, ND, SD, WI

MICHEL SALES AGENCY
521 Phalen Blvd.
St. Paul, MN 55130
TEL: (651) 287-2640
FAX: (651) 287-2655
www.michelsales.com
COMPANY CONTACT: Rick Michel, CPMR
rick@michelsales.com
YEAR BUSINESS FOUNDED: 1932
EMPLOYEES: 15
ADDITIONAL FACILITIES: Showroom Facility, Training Facility, Warehouse Facility
TERRITORIES: IA, MN, ND, SD, WI

MID AMERICA SALES
2001 S.E. 44Th Ct.
Grimes, IA 50111-4930
TEL: (515) 986-9446
FAX: (515) 986-3552
www.midamgrp.com
COMPANY CONTACT: Tim Schultz
tim@midamgrp.com
YEAR BUSINESS FOUNDED: 1932
EMPLOYEES: 15
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Plumbing Products
CUSTOMER BASE: Architects, Engineers, Designers, Home Builders/Developers, HVAC Distributors, K & B Dealers, Plumbing & Heating Distributors
TERRITORIES: IA, MN, ND, SD, WI

MIDWEST SPEC, INC.
P.O. Box 32291
Cincinnati, OH 45232
TEL: (800) 298-0401
FAX: (800) 538-0410
www.mwspec.com
COMPANY CONTACT: Kevin Morrissey
kmorrissey@mwspec.com
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Fire Protection Dist, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: KY, OH, PA, WV

MISSION SPECIALTY
615 A Spirit Of St. Louis Blvd.
Chesterfield, MO 63005
TEL: (636) 530-1992
FAX: (636) 530-1993
www.missionspecialty.com
COMPANY CONTACT: Milt Loft
milt@missionspecialty.com
YEAR BUSINESS FOUNDED: 2011
EMPLOYEES: 10
PRODUCT CATEGORIES: Commercial/Industrial PVF, Plumbing Products, Showrooms – Kitchen & Bath

TERRITORIES: IL, MO

MMI
17225 Westfield Park Rd.
Westfield, IN 46074
TEL: (317) 867-5004
FAX: (317) 896-3561
www.mmirep.com

COMPANY CONTACT: Tony Titus, CPMR
Ttitus@mmirep.com

YEAR BUSINESS FOUNDED: 1970
EMPLOYEES: 10


ADDITIONAL FACILITIES: Warehouse Facility

TERITORIES: Canada (all provinces), Canada - ON

MORLEY ASSOCIATES, INC.
146 Cedar Street
Branford, CT 06405
TEL: (203) 488-8944
FAX: (203) 488-9790

CONTACT: Christopher E. Morley
cmorley@morleyassociates.com

TERITORIES: CT

MRK SALES
15730 Sellers Rd.
Houston, TX 77060
TEL: (281) 438-1782
FAX: (281) 999-3297
www.mrk-sales.com

COMPANY CONTACT: Shawn Mccall
shawn@mrk-sales.com

YEAR BUSINESS FOUNDED: 2000
EMPLOYEES: 4

PRODUCT CATEGORIES: Plumbing Products, Well Supplies & Pumps

CUSTOMER BASE: Plumbing & Heating Distributors, PVF Distributors

ADDITIONAL FACILITIES: Warehouse Facility

TERITORIES: TX

MULLEN CORP.
4520 60th Avenue N.
Saint Petersburg, FL 33714
TEL: (727) 527-7138
FAX: (727) 527-7130
www.mullencorporation.com

COMPANY CONTACT: Eric Lewis
ericl@mullencorpfl.com

YEAR BUSINESS FOUNDED: 1982
EMPLOYEES: 11


ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERITORIES: FL, PR & Caribbean

N.H. YATES & CO., INC.
117-C Church Ln.
Cockeysville, MD 21030-3401
TEL: (443) 589-1620
FAX: (443) 589-1621
www.nhyates.com

COMPANY CONTACT: Jon Thomas, CPMR
jon.thomas@nhyates.com

YEAR BUSINESS FOUNDED: 1949
EMPLOYEES: 62

PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Hydronics Heating, Plumbing Products, Water & Waste water pumps


ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERITORIES: DC, DE, MD, NC, NJ, PA - Eastern, SC, VA

NEW-TECH MARKETING
1312 Marquette Dr., Unit H
Romoneville, IL 60446
TEL: (630) 378-4300
FAX: (630) 378-0343

COMPANY CONTACT: Jeff Butt
sales@new-techmarketing.com

TERITORIES: IA, IL, IN, MI, MO
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Contact Person</th>
<th>Email</th>
<th>Year Founded</th>
<th>Territories</th>
</tr>
</thead>
<tbody>
<tr>
<td>NORPAC, INC.</td>
<td>20015-85Th Ave. S. Kent, WA 98031</td>
<td>(253) 850-8800</td>
<td>(253) 850-7872</td>
<td>Tom Hagensen</td>
<td><a href="mailto:tom@norpacinc.com">tom@norpacinc.com</a></td>
<td>1992</td>
<td>WA, AK, ID, OR</td>
</tr>
<tr>
<td>NORTHEAST SALES ASSOCIATES</td>
<td>560 Packett’s Landing Fairport, NY 14450</td>
<td>(716) 223-5982</td>
<td>(716) 425-2459</td>
<td>Robert E. Philips</td>
<td><a href="mailto:rphilips@nesasales.com">rphilips@nesasales.com</a></td>
<td>1992</td>
<td>NY</td>
</tr>
<tr>
<td>NOV-ELL SALES CORPORATION</td>
<td>598 Lafayette Ave. Hawthorne, NJ 7506</td>
<td>(973) 636-2900</td>
<td>(973) 636-2929</td>
<td>Joel Zingler</td>
<td><a href="mailto:jzingler@nov-ell.com">jzingler@nov-ell.com</a></td>
<td>1992</td>
<td>NJ</td>
</tr>
<tr>
<td>O’CONNOR SALES, INC.</td>
<td>16107 Pluma Ave. Cerritos, CA 90703-1527</td>
<td>(562) 403-3848</td>
<td>(562) 403-3858</td>
<td>Gary Dunn</td>
<td><a href="mailto:gary@oconnorsales.net">gary@oconnorsales.net</a></td>
<td>1992</td>
<td>CA</td>
</tr>
<tr>
<td>OSBORNE COMPANIES, INC.</td>
<td>6672 Patterson Pass Rd. Livermore, CA 94550-9563</td>
<td>(925) 449-1700</td>
<td>(925) 449-1796</td>
<td>John Osborne</td>
<td><a href="mailto:johno@osborne-co-inc.com">johno@osborne-co-inc.com</a></td>
<td>1992</td>
<td>CA, HI, NV, AK, ID, OR</td>
</tr>
<tr>
<td>PALSER ENTERPRISES LTD</td>
<td>1885 Blue Heron Dr London, ON, Canada N6H 5L9</td>
<td>(519) 471-9382</td>
<td>(519) 471-1049</td>
<td>Rich Palser</td>
<td><a href="mailto:rpalser@palserent.com">rpalser@palserent.com</a></td>
<td>1954</td>
<td>ON</td>
</tr>
<tr>
<td>PARAGON SALES &amp; MARKETING</td>
<td>8605 S St. Omaha, NE 68124</td>
<td>(402) 393-7590</td>
<td>(402) 393-8702</td>
<td>Matt Shearman</td>
<td><a href="mailto:matts@paragonsales.com">matts@paragonsales.com</a></td>
<td>2005</td>
<td>NE, IA</td>
</tr>
<tr>
<td>PARKS-PEYTON, INC.</td>
<td>8250 Evergreen P.O. Box 45161</td>
<td>(225) 218-9813</td>
<td>(225) 218-9815</td>
<td>Frank Parks</td>
<td><a href="mailto:fmp3@paragonspeyton.com">fmp3@paragonspeyton.com</a></td>
<td>1976</td>
<td>LA</td>
</tr>
<tr>
<td>NOVACOM, INC.</td>
<td>160 Pennsylvania Ave Unit #3 Concord, ON, Canada L4K 4A9</td>
<td>(905) 738-5200</td>
<td>(905) 738-5200</td>
<td></td>
<td></td>
<td></td>
<td>ON</td>
</tr>
<tr>
<td>PARAGON SALES &amp; MARKETING</td>
<td>8605 S St. Omaha, NE 68124</td>
<td>(402) 393-7590</td>
<td>(402) 393-8702</td>
<td>Matt Shearman</td>
<td><a href="mailto:matts@paragonsales.com">matts@paragonsales.com</a></td>
<td>2005</td>
<td>NE, IA</td>
</tr>
<tr>
<td>PARKS-PEYTON, INC.</td>
<td>8250 Evergreen P.O. Box 45161</td>
<td>(225) 218-9813</td>
<td>(225) 218-9815</td>
<td>Frank Parks</td>
<td><a href="mailto:fmp3@paragonspeyton.com">fmp3@paragonspeyton.com</a></td>
<td>1976</td>
<td>LA</td>
</tr>
</tbody>
</table>
PATTERSON SALES AGENCY
2515 Q St.
Rio Linda, CA 95673
TEL: (916) 992-6320
FAX: (916) 992-6329
www.pattersonsales.com

COMPANY CONTACT: Chuck Patterson
chuck@pattersonsales.com

TERRITORIES: AZ, CA, NV

Additional location
P.O. Box 7649
Citrus Heights, CA 95621
(916) 992-6320

PENDLETON ASSOCIATES, INC.
P.O. Box 657
Manchester, CT 06045-0657
TEL: (860) 646-4411
FAX: (860) 646-1162
COMPANY CONTACT: Arthur R. Pendleton
art@pendletonassoc.com

TERRITORIES: CT, MA, ME, NH, RI

PEPCO SALES CO.
11310 Gemini Ln.
Dallas, TX 75229
TEL: (972) 823-8700
FAX: (972) 823-8717
www.pepcosales.com

COMPANY CONTACT: Charlie Parham,
CPMR
cparham@pepcosales.com

YEAR BUSINESS FOUNDED: 1965

EMPLOYEES: 50


MANUFACTURERS REPRESENTED:

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors

ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: AR, LA, NM, OK, TX

PINNACLE SALES GROUP, INC.
P.O. Box 1836
Dundee, FL 33838-1836
TEL: (863) 439-2453
FAX: (863) 439-3897
www.pinnaclesalesgroup.com

COMPANY CONTACT:
Ron Avery, CPMR, CSP
ravery@pinnaclesalesgroup.com

YEAR BUSINESS FOUNDED: 1980

EMPLOYEES: 45

PRODUCT CATEGORIES: Showrooms - Kitchen & Bath

MANUFACTURERS REPRESENTED:
Duravit, Everpure, Franke/Kindred, Linkasink, MTI, Panasonic, Robern, ROHL, RONBOW, Thermostal

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Home Centers/Hardware Stores, Institutions/ OEM, Internet Retailers, K & B Dealers

ADDITIONAL FACILITIES: Demonstration Van, Warehouse Facility

TERRITORIES: KY, NY, OH, PA - Western, WV

PIR SALES, INC.
3050 N. San Marcos Pl.
Chandler, AZ 85225
TEL: (480) 892-6000
FAX: (480) 892-6096
www.pirsales.com

COMPANY CONTACT: Bob Saylor
saylor@pirsales.com

YEAR BUSINESS FOUNDED: 1992

EMPLOYEES: 13


ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: AZ, NV
P-M & ASSOCIATES, INC.  
1203 E. St. Clair St.  
Indianapolis, IN 46202  
TEL: (317) 849-0641  
FAX: (317) 849-5271  
www.p-massoc.com  
COMPANY CONTACT: Steve Hullett, CPMR  
shullett@p-massoc.com  
YEAR BUSINESS FOUNDED: 1974  
EMPLOYEES: 15  
ADDITIONAL FACILITIES: Showroom Facility, Training Facility, Warehouse Facility  
TERRITORIES: IN, KY

PMI SALES & MARKETING SERVICES, INC.  
8967 Market Street Rd.  
Houston, TX 77029-3421  
TEL: (713) 674-8735  
FAX: (713) 672-6000  
www.pmi reps.com  
COMPANY CONTACT: Robert Zvanut  
robertz@pmireps.com  
YEAR BUSINESS FOUNDED: 1983  
EMPLOYEES: 44  
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Fire Protection Dist, Plumbing & Heating Distributors, PVF Distributors  
ADDITIONAL FACILITIES: Warehouse Facility  
TERRITORIES: TX

POINTS WEST MARKETING  
10334 172 St  
Edmonton, AB, Canada T5S 1G9  
TEL: (780) 489-0757  
FAX: (780) 484-8127  
COMPANY CONTACT: Greg Garvey  
greg@pointswestmktg.com  
YEAR BUSINESS FOUNDED: 1986  
EMPLOYEES: 13  
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Institutions/OEM, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors  
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility  
TERRITORIES: KY - Northern, OH, PA - Western, WV

PRIEST-ZIMMERMAN, INC.  
11585 E. 53rd Ave  
Ste D-E  
Denver, CO 80239  
TEL: (303) 307-1720  
FAX: (303) 307-1721  
www.priestzim.com  
COMPANY CONTACT: Don Zimmerman, CPMR  
don@priestzim.com  
YEAR BUSINESS FOUNDED: 1988  
EMPLOYEES: 15  
MANUFACTURERS REPRESENTED: Armstrong Pumps, boiler buddy, Bradley Corp., CHG Hardware, Cooper B-Line, ELKAY, Halsey Taylor, HTP Inc., Ipex, Multi Fittings Corp., Navien, Niagara Conservation, Omegaflex, Praxis Companies, Viega  
ADDITIONAL FACILITIES: Warehouse Facility  
TERRITORIES: Canada - AB, Canada - NT, Canada - YT  
Additional location  
6157-6 Street Se  
Calgary, AB, Canada T2H 1L9  
(403) 243-0756

PREFERRED SALES, INC.  
1 Industrial Rd.  
Hermitage, PA 16148-9029  
TEL: (724) 981-5500  
FAX: (724) 981-5560  
www.preferredsales.com  
COMPANY CONTACT: Alan Guidish, CPMR  
GuidishA@preferredsales.com  
YEAR BUSINESS FOUNDED: 1962  
EMPLOYEES: 27  
CUSTOMER BASE: HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors  
ADDITIONAL FACILITIES: Warehouse Facility  
TERRITORIES: KY - Northern, OH, PA - Western, WV  

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**ADDITIONAL FACILITIES:** Demonstration Van, Training Facility, Warehouse Facility

**TERRITORIES:** CO, MT, NE, NM, WY

**PRO MARKETING, INC.**
110 Corporate Dr., Ste. L
Spartanburg, SC 29303
TEL: (864) 578-4334
FAX: (864) 578-4889
www.promarketinginc.net

**COMPANY CONTACT:** Danny L. Cash
dcash@promarketinginc.net

**TER R ITO R IES:**
Irrigation Distributors, Plumbing & Heating Distributors, Waterworks Distributors

**COMPANY BASE:** Wal-rich corporation, Warwick Hanger
P.O. Box 8497
Warwick, RI 02888

**ADDITIONAL FACILITIES:**
Drummond, Federal Process corporation, Spartanburg, SC 29303

**TEL:** (864) 578-4334
**FAX:** (864) 578-4889

**PROFESSIONAL DYNAMIC SALES**
P.O. Box 8497
Warwick, RI 02888
TEL: (401) 461-0652
FAX: (401) 461-0654
www.pdscorporline.com

**COMPANY CONTACT:** Michael Jaffa
mjaffa@pdscorporline.com
**YEAR BUSINESS FOUNDED:** 1990

**EMPLOYEES:** 4

**MANUFACTURERS REPRESENTED:**

**CUSTOMER BASE:** HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, Waterworks Distributors

**TERRITORIES:** CT, MA, ME, NH, RI, VT

**PROLINE SALES, INC.**
128 Greenwood Ave.
Wyncote, PA 19095
TEL: (215) 517-7543
FAX: (215) 517-7546
www.prolinesalesinc.com

**COMPANY CONTACT:** Gregory E. McLaren
gmclaren@prolinesalesinc.com
**YEAR BUSINESS FOUNDED:** 1960

**EMPLOYEES:** 6

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath, Water & Waste water pumps

**MANUFACTURERS REPRESENTED:**
Bermis / Church Seats, Blanco America, California Faucets, Cello Products, CRESLINE, Geberit, Hydro Systems, Inc., Insinkerator, Legend Valve & Fittings, Inc., Liberty Plumbing, Mr. Steam, Native Trails, Oatey Supply Chain Services, RONBOW CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors

**TERRITORIES:** DE, NJ, PA

**PULLEY & ASSOCIATES, INC.**
430 Lovenia Dr., Ste. 200
Marietta, GA 30067
TEL: (770) 425-0706
FAX: (770) 428-3934
www.epulley.com

**COMPANY CONTACT:** Eddie B. Pulley
ep@epulley.com
**YEAR BUSINESS FOUNDED:** 1977

**EMPLOYEES:** 23

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, Plumbing Products, Showrooms - Kitchen & Bath, Well Supplies & Pumps

**MANUFACTURERS REPRESENTED:**

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Home Builders/Developers, Plumbing & Heating Distributors

**ADDITIONAL FACILITIES:** Training Facility, Warehouse Facility

**TERRITORIES:** GA, TN

**QUALITY MARKETING**
3500-C Woodpark Blvd.
Charlotte, NC 28206
TEL: (704) 599-9407
FAX: (704) 599-0595
www.qmarketing.biz

**COMPANY CONTACT:** Bill Birchfield
billb@qmarketing.biz
**YEAR BUSINESS FOUNDED:** 1975

**EMPLOYEES:** 12

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, Fire Protection, Irrigation, Plumbing Products, Showrooms - Kitchen & Bath, Waterworks

**MANUFACTURERS REPRESENTED:**
BF Products Enclosures, Duravit, EWS Water, Honsgrohe USA, Haws Corporation, Jacuzzi, Lenova Sinks, Matco-Norca, Metcraft Industries, PHD, PipeConx, Stiebel Eltron, Zurn Engineered Water Solutions

**CUSTOMER BASE:** Architects, Engineers, Designers, Fire Protection Dist, Irrigation Distributors, K & B Dealers, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors

**ADDITIONAL FACILITIES:** Demonstration Van, Training Facility, Warehouse Facility

**TERRITORIES:** NC, SC

**R & G SALES**
3301 E. Corona
Phoenix, AZ 85040
TEL: (602) 232-2345
FAX: (602) 232-0033
www.r-gsales.com

**COMPANY CONTACT:** Terry Foster, CPMR
tfoster@r-gsales.com
**YEAR BUSINESS FOUNDED:** 1981

**EMPLOYEES:** 4

**PRODUCT CATEGORIES:** Commercial/Industrial PVF, HVAC/R, Irrigation, Plumbing Products, Showrooms - Kitchen & Bath

**MANUFACTURERS REPRESENTED:**
Aquatic, Duratrac, Mansfield Plumbing Products, Matco-Norca, Noritz America, Omegaflex, Rectoseal, SureSeal, Swanstone

**CUSTOMER BASE:** Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Irrigation Distributors, K & B Dealers, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors

**ADDITIONAL FACILITIES:** Showroom Facility, Training Facility, Warehouse Facility

**TERRITORIES:** AZ, NV

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www.locatearep.com • 43
R. STEPHEN ROSS ASSOCIATES, INC.
P.O. Box 67177
Rochester, NY 14617
TEL: (585) 458-7599
FAX: (585) 254-4554

COMPANY CONTACT: Robert Ross
rsr@frontiernet.net

TERRITORIES: NY

R.C. SALES & SERVICE, LLC.
2476 Wisconsin Ave.
Downers Grove, IL 60515
TEL: (630) 270-1233
FAX: (630) 270-1244
www.rcsales.net

COMPANY CONTACT: Michael Dore, CPMR
michael@rcsales.net

YEAR BUSINESS FOUNDED: 1989
EMPLOYEES: 10


MANUFACTURERS REPRESENTED:

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Internet Retailers, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors

ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility

TERRITORIES: IL, IN

R.D. KINCADE, INC.
3070 Bay Vista Ct. Suite A
Benicia, CA 94510
TEL: (707) 745-3655
FAX: (707) 745-2059
www.rv-k.com

COMPANY CONTACT: Tim Kincaide
tim@rv-k.com

YEAR BUSINESS FOUNDED: 1957
EMPLOYEES: 9

PRODUCT CATEGORIES: Commercial/Industrial PVF, Fire Protection, Plumbing Products

MANUFACTURERS REPRESENTED:
- Bootz, Fernco, Fluidmaster, Inc., Oatey Supply Chain Services, Quick Fitting, Rack Strap Inc., Ward Manufacturing


ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: CA - Northern, NV - Northern

R.E. FITZPATRICK SALES, INC.
P.O. Box 157
West Jordan, UT 84084-0157
TEL: (801) 282-0700
FAX: (801) 282-0600
www.fitzpatricksales.com

COMPANY CONTACT: Roger Withers, CPMR
roger@fitzpatricksales.com

YEAR BUSINESS FOUNDED: 1973
EMPLOYEES: 12

PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Refrigeration, Plumbing Products, Showrooms - Kitchen & Bath, Waterworks

MANUFACTURERS REPRESENTED:

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, Waterworks Distributors

ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: ID, UT, WY

R.G. HIGGINS & ASSOCIATES
7805 Beech St. NE
Fridley, MN 55432
TEL: (763) 561-7777
FAX: (763) 561-8558
www.rghiggins.com

COMPANY CONTACT: Jim Roland
jimr@rghiggins.com

YEAR BUSINESS FOUNDED: 1946
EMPLOYEES: 7

PRODUCT CATEGORIES: Commercial/Industrial PVF, Hydronics Heating, Plumbing Products

MANUFACTURERS REPRESENTED:

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors

ADDITIONAL FACILITIES: Warehouse Facility

TERRITORIES: CA - northern, NV - Nevada

RATHE ASSOCIATES
1650 New Hwy.
Farmingdale, NY 11735
TEL: (631) 822-1200
FAX: (631) 822-1400
www.ratheassoc.com

COMPANY CONTACT: Don Rathe
drathe@ratheassoc.com

MANUFACTURERS REPRESENTED:

ADDITIONAL FACILITIES: Training Facility, Warehouse Facility

TERRITORIES: NJ, NY
REID PACIFIC CO.
1104 N.W. 15th Ave.
Portland, OR 97209
TEL: (503) 228-6255
FAX: (503) 228-7942
www.reidpacific.com
COMPANY CONTACT: Steve Fleming, CMR
stevef@reidpacific.com
YEAR BUSINESS FOUNDED: 1963
EMPLOYEES: 8
MANUFACTURERS REPRESENTED: Blue Angel Pumps, Bradley Corp., CHG Hardware, Enviro Water Products, Fluidmaster, Inc., Keltech, MIFAB, Niagara Conservation, NIBCO, Noritz America, Oasis International, Omegaflex, Pridiom Mini Splits
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, PVF Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: AK, ID, OR, WA

REPCOR
2455 Mercantile Dr., Ste. 100
Rancho Cordova, CA 95742-6332
TEL: (916) 386-2233
FAX: (916) 386-2232
www.repcor1.com
COMPANY CONTACT: Dean Cummings
dean@repcor1.com
YEAR BUSINESS FOUNDED: 1973
EMPLOYEES: 28
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: CA - Northern, HI, NV - Northern

REPRITE-BURK & ASSOCIATES
2369 Waters Dr.
Mendota Heights, MN 55120-1163
TEL: (651) 686-0181
FAX: (651) 686-0803
www.repriteburk.com
COMPANY CONTACT: Bob Burk
bburk@repriteburk.com
TERRITORIES: MN, ND, SD, WI
REPRESENTATIVE AGENCY LISTINGS
AIM/R MEMBERS ALPHABETICAL BY COMPANY

REPWEST
2700 Mercantile Dr., Ste. 100
Rancho Cordova, CA 95742-7210
TEL: (916) 386-7500
FAX: (916) 386-7506
www.rep-west.com
COMPANY CONTACT: Tom Alkire, CPMR
tom@rep-west.com
EMPLOYEES: 21
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Hydronics
Heating, Plumbing Products, Showrooms - Kitchen & Bath, Well Supplies & Pumps
MANUFACTURERS REPRESENTED:
Armstrong Pumps, Bradford White Corp., ELKAY, Flexcon Industries, Halsey Taylor,
Josam, Leonard Valve Company, Liberty Pumps, Little Firefighter, North Star Water
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers,
HVAC Distributors, Institutions/OEM, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors,
PVF Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: CA - Northern, HI, NV - Northern

RICH-TOMKINS CO., INC.
235 Bridgewater Rd.
Aston, PA 19014
TEL: (610) 859-3552
FAX: (610) 859-3554
www.richptomkins.com
COMPANY CONTACT: Stew Chaffee
stew@richtomkins.com
YEAR BUSINESS FOUNDED: 1961
EMPLOYEES: 20
PRODUCT CATEGORIES: Commercial/Industrial PVF, Fire Protection, Hydronics
Heating, Plumbing Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED:
Bradford White Corp., BrassCraft, Delta Faucet Company, Fernco, Jones Stephens Co.,
Liberty Hardware, Ginger Newport Brass, Tyler Pipe, Uponor, Inc., Vitra, WADE,
Watco Manufacturing Co., Woodford Manufacturing Co.
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers,
HVAC Distributors, Institutions/OEM, K & B Dealers, Plumbing & Heating Distributors, PFV Distributors
ADDITIONAL FACILITIES: Showroom Facility, Training Facility, Warehouse Facility
TERRITORIES: DE, DE - Northern, DE - Southern, MD, PA - Eastern

RICHMOND MARKETING, INC.
2533 Mechanicsville Turnpike
Richmond, VA 23223-2329
TEL: (804) 643-7355
FAX: (804) 643-7360
COMPANY CONTACT: Charles Rao
rmisales@ricmrk.com
PRODUCT CATEGORIES: Commercial/Industrial PVF, Fire Protection, HVAC/R,
Hydronics Heating, Irrigation, Plumbing Products, Showrooms - Kitchen & Bath, Well Supplies & Pumps
MANUFACTURERS REPRESENTED:
BEESCO, BK Resources, Blue Angel Pumps, Bonomi, C & S Manufacturing, Charlotte Pipe & Foundry, Danze, Gerber Plumbing Fixtures, J.C. Whittam, Keeney Mfg., Metals, MIFAB, Praxis Companies, Viega
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Fire Protection
Dist, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: DC, DE, MD, VA

RKR / GND SALES, LLP
4600 Grape St.
Denver, CO 80216
TEL: (303) 321-7610
FAX: (303) 399-9420
www.rkrnet.com
COMPANY CONTACT: Kurt O’Donnell
kodonnell@rkrnet.com
YEAR BUSINESS FOUNDED: 1959
EMPLOYEES: 24
PRODUCT CATEGORIES: Commercial/Industrial PVF, Fire Protection, HVAC/R, Hydronics
Heating, Plumbing Products, Showrooms - Kitchen & Bath, Water & Waste water pumps, Waterworks, Well Supplies & Pumps
MANUFACTURERS REPRESENTED:
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Fire Protection
Dist, Home Builders/Developers, HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: CO, ID, MT, NM, TX, UT, WY

ROCKY MOUNTAIN INTEGRATED SOLUTIONS, INC.
14832 S. Concorde Park Dr. #C
Bluffdale, UT 84065
TEL: (801) 576-1353
FAX: (800) 391-4974
www.rmishvac.com
COMPANY CONTACT: Darren Foster
darren@rmishvac.com
YEAR BUSINESS FOUNDED: 1996
EMPLOYEES: 5
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Hydronics
Heating, Plumbing Products
MANUFACTURERS REPRESENTED: AIC, Apricus, boiler buddy, Cimberio Valve Co., Inc., Energy Saving Products Ltd., First company, General Treatment Products, Inc., Industrial Thermo Polymers, Lux Products, Modine Mfg., NOFP, Rehau, Rhamar water, Samsung, Sidfen USA, Thermolec, Vesbo USA
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Internet Retailers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Demonstration Van, Showroom Facility, Training Facility, Warehouse Facility
TERRITORIES: ID, UT, WY

ROCKY MOUNTAIN SALES
6765 Franklin St.
Denver, CO 80229
TEL: (303) 289-4191
FAX: (303) 286-9069
rockymountainsales.com
COMPANY CONTACT: Mike Murphy, CPMR
mike@rockymountainsales.com
YEAR BUSINESS FOUNDED: 1972
EMPLOYEES: 18
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: DE, MD, NJ, PA, PA – Eastern, PA – Western, VA
   Additional location
2370 York Rd., Ste. E-1
Jamison, PA 18929
(215) 441-5590

S&S MARKETING, INC.
2305 A Roosevelt Dr.
Arlington, TX 76016
TEL: (817) 226-5644
FAX: (817) 459-2735
COMPANY CONTACT: Steve Ambroso
steveambroso@sbcglobal.net
YEAR BUSINESS FOUNDED: 1985
EMPLOYEES: 0
PRODUCT CATEGORIES: Plumbing Products
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Irrigation Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
TERRITORIES: TX

S. WILLISTON SALES CO., LLC
2843 South County Trail
Greenwich, RI 02818
TEL: (401) 667-7975
FAX: (401) 223-4811
www.swillistonsales.com
COMPANY CONTACT: Stephen Williston
steve@swillistonsales.com
YEAR BUSINESS FOUNDED: 2007
EMPLOYEES: 4
PRODUCT CATEGORIES: Commercial/Industrial PVF, Fire Protection, HVAC/R
MANUFACTURERS REPRESENTED: B Line, Cooper B-Line, Energy Saving Products LTD., Mastercool, Packard, Pro1 Technologies, Purolator, Sauermann, Venmar Ventilation
CUSTOMER BASE: Contractors, Fire Protection Dist, HVAC Distributors, Plumbing & Heating Distributors
TERRITORIES: CT, MA, ME, NH, NY, RI, VT

SALES ENGINEERS, INC.
12909 Pioneer Trail
Eden Prairie, MN 55347-4109
TEL: (952) 944-0773
FAX: (952) 944-1073
www.salesengineersinc.com
COMPANY CONTACT: Mike Dungan, CPMR
mdungan@salesengineersinc.com
YEAR BUSINESS FOUNDED: 1965
EMPLOYEES: 9
MANUFACTURERS REPRESENTED: Appion Inc., Broan Nutone, Duratrac, First company, Gastite Division – Titeflex, Hilmor, Lenox Tools, Nordyne, Purolator, Shurtape, Thermaflex
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors
TERRITORIES: MN, ND, SD, WI

SALES SERVICE PLUS, INC.
45606 Mast St.
Plymouth, MI 48170-6007
TEL: (734) 454-7620
FAX: (734) 454-7632
www.salesserviceplus.com
COMPANY CONTACT: Kirby J. Meagher
ssp@salesserviceplus.com

www.locatearep.com • 47
SALES, MARKETING & SERVICE, INC.
146 Tosca Drive
Stoughton, MA 02072-1511
TEL: (781) 341-0404
FAX: (781) 341-0419
www.salesmarketingandservice.com

COMPANY CONTACT: David Stearns
dstearns@salesmarketingandservice.com

YEAR BUSINESS FOUNDED: 1976
EMPLOYEES: 10

PRODUCT CATEGORIES: HVAC/R,
Hydronics Heating, Plumbing Products

MANUFACTURERS REPRESENTED: First
company, IBC Boilers, Laars, NOFP,
Spacepak

CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/Developers,
HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors

ADDITIONAL FACILITIES: Training Facility,
Warehouse Facility

TERRITORIES: CT, MA, ME, NH, RI, VT

THE SERPA CORPORATION
1504 Providence Hwy.
Norwood, MA 02062-4645
TEL: (781) 769-9988
FAX: (781) 769-9985
www.theserpacorp.com

COMPANY CONTACT: Gary Serpa
serpa.corp@verizon.net

YEAR BUSINESS FOUNDED: 1953
EMPLOYEES: 6

PRODUCT CATEGORIES: Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath

MANUFACTURERS REPRESENTED: Central Brass, Fluidmaster, Inc., Genova Products, Inc., Keeney Mfg., Mansfield Plumbing Products, Olympia Faucets, Pentair Thermal/Rac, Pioneer Industries, Saniflo, Vesco USA

CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors

ADDITIONAL FACILITIES: Warehouse Facility

TERRITORIES: CT, MA, ME, NH, RI, VT

SIGNATURE SALES
9182 Stellan Ct.
Corona, CA 92883
TEL: (951) 549-1000
FAX: (951) 549-0015
www.signaturesalesinc.com

COMPANY CONTACT: Katie Hubach
katie@signaturesalesinc.com

YEAR BUSINESS FOUNDED: 1993
EMPLOYEES: 35

PRODUCT CATEGORIES: Commercial/Industrial PVF, Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath


CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors

ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility

TERRITORIES: CA - Southern, NV - Southern

SMITH & STEVENSON CO., INC.
P.O. Box 240009
Charlotte, NC 28224-0009
TEL: (704) 525-3388
FAX: (704) 527-0539
www.smithandstevenson.com

COMPANY CONTACT: Alan Tingler
atingler@smithandstevenson.com

EMPLOYEES: 32

PRODUCT CATEGORIES: Plumbing Products, Showrooms - Kitchen & Bath

MANUFACTURERS REPRESENTED:

TERRITORIES: NC, SC

SNIDER, INC.
3520 Westinghouse Blvd.
P.O. Box 7567
Charlotte, NC 28241-7567
TEL: (704) 588-0915
FAX: (704) 588-0954
www.sniderinc.com

COMPANY CONTACT: Mark Snider
msnider@sniderinc.com

YEAR BUSINESS FOUNDED: 1989
EMPLOYEES: 20


ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility

TERRITORIES: NC, SC

SODERHOLM & ASSOCS.
7150 143rd Ave. N.W.
Ramsey, MN 55303
TEL: (763) 427-9635
FAX: (763) 427-5665
www.soderholmrep.com

COMPANY CONTACT: Chris Soderholm
cd@soderholmrep.com

YEAR BUSINESS FOUNDED: 1969
EMPLOYEES: 37


CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Fire Protection Dist, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors

ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility

TERRITORIES: MN, ND, SD, WI
SOTER-MARTIN OF VIRGINIA, INC.
P. O. Box 15233
Richmond, VA 23227
TEL: (804) 550-2164
FAX: (804) 550-2054
www.sotermartin.com
COMPANY CONTACT: Rick Martin, CPMR
rick@sotermartin.com
PRODUCT CATEGORIES: Irrigation, Plumbing Products, Waterworks, Well Supplies & Pumps
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Plumbing & Heating Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: AZ, NV

SOUTHWEST SALES, INC
615 E. Hwy. 121, Ste. 300
Coppell, TX 75019
TEL: (972) 881-8757
FAX: (972) 881-2115
www.southwestsales.com
COMPANY CONTACT: Steve Elise
selis@southwestsales.com
YEAR BUSINESS FOUNDED: 2000
EMPLOYEES: 33
PRODUCT CATEGORIES: Commercial/Industrial PVF, Plumbing Products, Showrooms - Kitchen & Bath
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, K & B Dealers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: AZ, NV

SOUTHWESTERN MECHANICAL SALES
1440 W. San Pedro St.
Gilbert, AZ 85233
TEL: (480) 813-1313
FAX: (480) 813-2800
www.swmech.com
COMPANY CONTACT: Val Galvan, Jr.
vgalvan@swmech.com
EMPLOYEES: 19
PRODUCT CATEGORIES: Commercial/Industrial PVF, Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: CA, HI, NV - Southern

SPECIFICATION SALES
1295 E. Acacia St.
Ontario, CA 91761-4583
TEL: (909) 594-7088
FAX: (909) 594-2498
COMPANY CONTACT: David Hutchins, CPMR
david@specsales.com
YEAR BUSINESS FOUNDED: 1966
EMPLOYEES: 18
PRODUCT CATEGORIES: Commercial/Industrial PVF, Fire Protection, Hydronics Heating, Plumbing Products
ADDITIONAL FACILITIES: Showroom Facility, Training Facility, Warehouse Facility
TERRITORIES: CA, HI, NV - Southern
REPRESENTATIVE AGENCY LISTINGS
AIM/R MEMBERS ALPHABETICAL BY COMPANY

SPECIFIED SYSTEMS, INC.
5007 S.E. Rio Court
Ankeny, IA 50021
TEL: (515) 309-2000
FAX: (515) 309-2014
COMPANY CONTACT: Jeff Reichart
jeff@specifiedsystems.net
YEAR BUSINESS FOUNDED: 1972
EMPLOYEES: 9
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Plumbing Products
CUSTOMER BASE: HVAC Distributors, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: IA, IL, KS, MO, NE

YEAR BUSINESS FOUNDED: 1994
EMPLOYEES: 20
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: FL, PR & Caribbean

SPOTSWOOD COTTON AND WELSH, INC.
6235 Atlantic Blvd.
Norcross, GA 30071
TEL: (770) 447-1227
FAX: (770) 263-6899
www.scwsales.com
COMPANY CONTACT: James Sulko
james.sulko@scwsales.com
YEAR BUSINESS FOUNDED: 1938
EMPLOYEES: 16
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: GA, SC, TN

STAMBERGER-SENDER ASSOCIATES, INC.
3821 County Road 139
Ovid, NY 14521
TEL: (607) 532-9595
FAX: (607) 532-9597
www.stambergerhvac.com
COMPANY CONTACT: Chris Stamberger
chris@stambergerhvac.com
EMPLOYEES: 12
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating
MANUFACTURERS REPRESENTED: Diversitech, Nordyne, Panasonic, RINNAI
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: CT, DE, MA, MD, ME, NH, NJ, NY, OH, PA, RI, VA, VT
STAN ROBERTS & ASSOCIATES, INC.
3300 Capitol
Houston, TX 77003
TEL: (713) 224-9845
FAX: (713) 224-3611
www.stanroberts.com
COMPANY CONTACT: Stan Roberts, Jr.
toby@stanroberts.com
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Plumbing Products,
Waterworks
MANUFACTURERS REPRESENTED:
Ferenco, Lasco Fittings, Inc., Lee Brass, NDS,
Plastic Trends, Rehau
CUSTOMER BASE: Contractors, Plumbing
& Heating Distributors, PVF Distributors,
Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: AR, OK, TX

SUMMIT SALES, INC.
1803 E. 123rd Terr.
Olathe, KS 66061
TEL: (913) 791-9599
FAX: (913) 791-9598
www.summitsalesinc.com
COMPANY CONTACT: Darcy Mullen
darcy.mullen@summitsalesinc.com
YEAR BUSINESS FOUNDED: 1980
EMPLOYEES: 12
PRODUCT CATEGORIES: Plumbing Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED:
American Plumber, Delta Faucet Company,
Eemax, Fairmont Designs, Fluidmaster, Inc.,
Milwaukee Electric Tool, Monument Water Systems, Mr. Steam, Vortens, Woodford Manufacturing Co.
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, K & B Dealers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: IL, KS, MO

SUNBELT MARKETING, INC.
3255 S. Sweetwater Rd.
Lithia Springs, GA 30122
TEL: (770) 739-3740
FAX: (770) 739-3750
www.sunbeltmarketing.com
COMPANY CONTACT:
Richard Goldsmith, Jr., CPMR
rgoldsmith@sminc.net

YEAR BUSINESS FOUNDED: 1976
EMPLOYEES: 110
PRODUCT CATEGORIES: HVAC/R,
Plumbing Products
MANUFACTURERS REPRESENTED:
Copper Tubing, Flexcon Industries,
Hydapro, IPS Corporation, Lavelle, NIBCO,
Nomaco Insulation, Normandy Products,
OmegaFlex, RINNAI, Roof Top Box, Steel Pipe, Toto USA, Inc.
CUSTOMER BASE: Contractors, Home
Builders/Developers, HVAC Distributors,
K & B Dealers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: AL, AR, FL, GA, KY, LA, MS,
NC, OK, SC, TN

SUNCOAST SALES LLC.
6306 Benjamin Rd
Suite 614
Tampa, FL 33634
TEL: (813) 901-8552
FAX: (813) 901-8555
www.suncoastsalesllc.com
COMPANY CONTACT: Dan O’Sullivan
dosullivan@suncoastsalesllc.com
YEAR BUSINESS FOUNDED: 2006
EMPLOYEES: 21
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Irrigation, Plumbing Products, Showrooms - Kitchen & Bath, Water & Waste water pumps, Well Supplies & Pumps
MANUFACTURERS REPRESENTED:
Belwith/Keeler, BrassCraft, Delta Breeze, Delta Faucet Company, Franke/Kindred,
Hydro Systems, Inc., Irwin Tools, Kaldewei,
Lenox Tools, Liberty Hardware, North American Pipe, Praxis Companies,
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, Institutions/OEM, Irrigation Distributors, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: FL

SWEENEY ROGERS GERAGHTY, INC.
250 Richmond St.
Raynham, MA 02767
TEL: (508) 822-3939
FAX: (508) 822-0553
www.srgirep.com
COMPANY CONTACT: Kevin Geraghty
kgeraghty@srgirep.com
TERRITORIES: CT, MA, ME, NH, RI, VT

SYNERGY SALES NW LLC
12835 Bel-Red Rd.
Suite 100
Bellevue, WA 98005
TEL: (425) 502-7944
www.synergynwrep.com
COMPANY CONTACT: Jay Hollabauolt
jayh@synergynwrep.com
EMPLOYEES: 11
TERRITORIES: WA

TAGGART-KNIGHT GROUP
32985 Hamilton Ct. #102
Farmington Hills, MI 48334-3353
TEL: (248) 553-4388
FAX: (248) 553-4653
www.taggartknight.com
COMPANY CONTACT: Gary Taggart
garyo@taggartco.com
YEAR BUSINESS FOUNDED: 1974
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Plumbing Products
MANUFACTURERS REPRESENTED:
Amteko, Blucher, Chicago Faucets,
Delaney Products, Eemax, Haws Corporation, Intersan, Isimet / Mapa, Orion,
Powers Controls, Rockford Separators, Watts Drainage
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Plumbing & Heating Distributors, PVF Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: MI
THOMAS J. HIGGINS CO.
265 Lies Rd.
Carol Stream, IL 60188
TEL: (630) 752-9400
FAX: (630) 752-9423
www.tjhiggins.com

COMPANY CONTACT: Brian Higgins
bhiggins@tjhiggins.com

YEAR BUSINESS FOUNDED: 1973
EMPLEEES: 17

PRODUCT CATEGORIES:
Commercial/Industrial PVF, HVAC/R,
Hydronics Heating, Irrigation, Plumbing Products,
Showrooms - Kitchen & Bath, Waterworks, Well Supplies & Pumps

MANUFACTURERS REPRESENTED:
Blucher, Brae, Cenro Flow Products,
Charlotte Pipe & Foundry, Decolav Inc.,
Haws Corporation, J.C. Whitlam, Mission Rubber Company,
RADA by Kohler, Red-White Valve Corp., Watts Drainage,
Worthington Cylinders Co., Worthington Torch Co.

CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/Developers, HVAC Distributors,
Institutions/OEM, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors

ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: IL, IN

THERMOCO
228 Scoles Ave.
Clifton, NJ 07012
TEL: (973) 777-6700
FAX: (973) 777-1540
www.thermocoreps.com

COMPANY CONTACT: Philip R. Giubardo
phil@thermocoreps.com

YEAR BUSINESS FOUNDED: 1968
EMPLOYEES: 27

PRODUCT CATEGORIES: HVAC/R,
Hydronics Heating, Plumbing Products,
Water & Waste water pumps

MANUFACTURERS REPRESENTED:
AbsolutAire, AERCO, Airtherm, Armstrong Pumps, BEECO, Bootz, Crest, - Heat, Erie,
HeatFab by Selkirk, Holby Valve Inc.,
Hydelevel Company, I.C.E. MFg. LTD., JJM Boilerworks, Laars, Macon Controls, Mars,
MIFAB, Newage Casting, Ouellet, Reznor,
Selkirk, Slant/Fin, Sussman Electric Boilers,
Tekmar Control Systems, Triangle Tube,
Unilux, Watts Radiant Co., Watts Water Technologies, York-Shipley Global HIPLEY-mploy

CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/Developers, HVAC Distributors,
Institutions/OEM, K & B Dealers, Plumbing & Heating Distributors, Pump Distributors

ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: NJ- North, NY - Manhattan

THERMOFLO EQUIPMENT CO.
3233 Babcock Blvd.
Pittsburgh, PA 15237
TEL: (412) 366-2012
FAX: (412) 367-0842
www.thermoflo.com

COMPANY CONTACT: Matt Larkin
mlarkin@thermoflo.com

YEAR BUSINESS FOUNDED: 1961
PRODUCT CATEGORIES: Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath

MANUFACTURERS REPRESENTED: A.O. Smith Water Products Co; Beacon/Morris,
Bell & Gossett, Centoco, Lawler Manufacturing Co., Inc, Mr. Steam, Rehau,
Saniflo, Stingray Systems, Takagi, Toto USA, Inc., U.S. Boiler/Burnham

CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, HVAC Distributors,
Institutions/OEM, Plumbing & Heating Distributors, Pump Distributors

ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: MD, OH, PA, WV

TIM MORALES & ASSOCIATES, INC.
4080 Lloyd Station Rd.
Mobile, AL 36693
TEL: (251) 602-8333
FAX: (251) 602-8339
www.timmorales.com

COMPANY CONTACT: Timothy J. Morales
tim@timmorales.com

EMPLOYEES: 19

PRODUCT CATEGORIES: HVAC/R,
Plumbing Products, Showrooms - Kitchen & Bath, Well Supplies & Pumps

MANUFACTURERS REPRESENTED: 3M Purification, Apollo Valves, Aquatechnik (Marathon), Bathcraft, Blanco America,
Elkhart Products Corporation, Fluidmaster, Inc., Hot Box Enclosures, Jaclo, Jacuzzi,
Lasco, Mr. Steam, Noritz America, Rack-Strip Inc., Sioux Chief Mfg. Co., Inc., Taco,
Toto USA, Inc., Whirlpool Co.

CUSTOMER BASE: HVAC Distributors,
Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors,
Waterworks Distributors

ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: AL, FL - Panhandle, LA, MS

TIPTON COMPANY
22820 Interstate 45, Ste. 9A
Spring, TX 77373-8246
TEL: (713) 225-1086
www.tiptoncompany.com

COMPANY CONTACT: Ty Tipton
ty@tiptoncompany.com

YEAR BUSINESS FOUNDED: 1935
TERRITORIES: TX

TM SALES, INC.
5255 Xenon St.
Arvada, CO 80002
TEL: (303) 375-1515
FAX: (303) 375-0305
www.tmsalesinc.com

COMPANY CONTACT: Tom Meek
tom@tmsalesinc.com

EMPLOYEES: 20

ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: CO, MT, WY

TOP MARKETING, INC.
1010 E 86th St. #61-D
Indianapolis, IN 46240-1801
TEL: (317) 575-9267
FAX: (317) 575-9843
www.topmktg.com
COMPANY CONTACT: Tom Kientz
tom@topmktg.com
Territories: IN, KY

TRIUMPH SALES, INC.
51 Bridge St.
Pittsburgh, PA 15223
TEL: (412) 781-0950
FAX: (412) 781-1890
COMPANY CONTACT: Rich Bruno
triumphantsales@comcast.net
TERRITORIES: OH

TWIN D ASSOCIATES
1976 Central Ave.
Albany, NY 12205
TEL: (518) 862-9500
FAX: (518) 464-3410
www.twindassociates.com
COMPANY CONTACT: Richard Holmes Jr.
mh@twindassociates.com
YEAR BUSINESS FOUNDED: 1976
PRODUCT CATEGORIES: Plumbing Products, Showrooms - Kitchen & Bath, Well Supplies & Pumps
CUSTOMER BASE: Contractors, Home Builders/Developers, Internet Retailers, K & B Dealers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility
TERRITORIES: NY

U.S. CONSOLIDATED, INC.
836 W. Streetsboro St.
Hudson, OH 44236
TEL: (330) 655-9220
FAX: (330) 655-9222
www.usconsolidated.com
COMPANY CONTACT: Todd Salsberry
tsalsberry@usconsolidated.com
PRODUCT CATEGORIES: Plumbing Products, Showrooms - Kitchen & Bath
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, Home Centers/Hardware Stores, K & B Dealers, Plumbing & Heating Distributors
TERRITORIES: CT, MA, ME, NH, NY - Eastern, NY - Western, RI, VT

V.E. SALES
25200 Jefferson Ave.
Saint Clair Shores, MI 48081-2347
TEL: (586) 774-7760
FAX: (586) 774-1490
www.vesalesinc.com
COMPANY CONTACT: Thomas H. Van Egmondtomv@vesalesinc.com
YEAR BUSINESS FOUNDED: 1957
EMPLOYEES: 6
MANUFACTURERS REPRESENTED: Apollo Valves, AquaMotion, Aquatherm, Elkhart Products Corporation, Lasco Fittings, Inc., MIRO Industries, Safe-T-Cover, Watson McDaniel Company
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Fire Protection Dist, HVAC Distributors, Institutions/OEM, Irrigation Distributors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: MI
VCM SALES, INC.
3125 7th Ave. North
Birmingham, AL 35203
TEL: (205) 324-0669
FAX: (205) 326-0899
www.vcmsales.com
COMPANY CONTACT: Bill Cone
billcone@vcmsales.com
EMPLOYEES: 21
PRODUCT CATEGORIES: Plumbing Products, Showrooms – Kitchen & Bath, Waterworks
MANUFACTURERS REPRESENTED:
Acorn Engineering Co., Eaton B-Line, ELKAY, Elmdor Stoneman, Green Turtle by Zurn, Hamilton Bathware, Praxis Companies, Seachrome, Zurn Engineered Water Solutions
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Plumbing & Heating Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: AL, FL, FL - Panhandle, MS
Additional location
108 Distribution Drive
Richmond, MS 39218
(601) 352-5110
Additional location
1435 Church Street, #1
Jacksonville, FL 32204
(904) 475-1477

VERNON BITZER ASSOCIATES, INC.
980 Thomas Dr.
Warminster, PA 18974
TEL: (215) 443-7500
FAX: (215) 443-7573
www.vernonbitzer.com
COMPANY CONTACT: Steve Krumm
skrumm@vernonbitzer.com
MANUFACTURERS REPRESENTED:
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: DE, NJ, PA

VISTA SALES ASSOC.
1464 S. Wadsworth Blvd.
Lakewood, CO 80232
TEL: (303) 988-7636
FAX: (303) 988-7912
www.vistasales.biz
COMPANY CONTACT: Mark Muhonen
mark@vistasales.biz
YEAR BUSINESS FOUNDED: 1982
TERRITORIES: MT, NM, UT, WY

W.R. BRISTOW MFRS. AGENTS, INC.
1996 Airport Industrial Park Dr.
Marietta, GA 30060
TEL: (770) 952-3548
FAX: (770) 984-1952
www.wrbristow.com
COMPANY CONTACT: Jim Watson
jmw@wrbristow.com
YEAR BUSINESS FOUNDED: 1958
EMPLOYEES: 6
PRODUCT CATEGORIES: HVAC/R, Plumbing Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED:
ACCOR Technology, Canplas, Cifial, Danco, Decolav Inc., Delta Breeze, DuraTrac, EasyHeat Products, Harris Products Group, JMF-HVAC, JP Lamborn, Mansfield Plumbing Products, Metal-Fab, Seachrome, Vortens
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, K & B Dealers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: GA

WALLACE EANNACE ASSOC., INC.
50 Newtown Rd.
P.O. Box 9121
Plainview, NY 11803
TEL: (201) 891-9550
FAX: (201) 891-4298
www.wea-inc.com
COMPANY CONTACT: Jim Collins
jcollins@wea-inc.com
PRODUCT CATEGORIES: HVAC/R, Hydronics Heating, Plumbing Products
MANUFACTURERS REPRESENTED:
Aquatherm, Bell & Gossett, Cemline, Danfoss, Goulds Water Technologies, HBX Control Systems Inc., HeatLink Group Inc., Hoffman Specialty by Bell & Gossett, Lochinvar, M & G Duravent, McDonnell & Miller, Metraflex
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, Home Builders/Developers, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: NJ, NJ- North, NY

THE WALTER F. MORRIS COMPANY
77 Green St.
Foxboro, MA 02035
TEL: (508) 203-2100
FAX: (800) 888-1942
www.morrismerchants.com
COMPANY CONTACT: Joe McCarthy, CPMR
jmccarthy@morrismerchants.com
PRODUCT CATEGORIES: Commercial/Industrial PVF, HVAC/R, Hydronics Heating, Plumbing Products, Showrooms - Kitchen & Bath
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors
ADDITIONAL FACILITIES: Training Facility, Warehouse Facility
TERRITORIES: CT, MA, ME, NH, RI
WATER DESIGN GROUP
15612 Hwy. 7 #240
Minnetonka, MN 55345
TEL: (952) 933-2299
FAX: (952) 933-3017
www.waterdesigngroup.com
COMPANY CONTACT: Doug Hall, CPMR
doug@waterdesigngroup.com
YEAR BUSINESS FOUNDED: 1988
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED:
ACCOR Technology, ARC, Blanco America,
Canplas, Fairmont Designs, Fleurco,
Jacuzzi, Laing Thermotech, North American Pipe, ROHL, Thermasol, Toto USA, Inc.,
Villeroy & Bach
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, HVAC Distributors, Plumbing & Heating Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Training Facility,
Warehouse Facility
TERRITORIES: AK, ID, MT, OR, WA
Additional location
5107 Ne 81st Avenue
Vancouver, WA 98662
(360) 418-7000

WESTMARK ENTERPRISES, INC.
13450 Imperial Hwy.
Santa Fe Springs, CA 90670-4820
TEL: (562) 921-6770
FAX: (562) 921-8150
www.westmarket.com
COMPANY CONTACT: Joe Theiss
jtheiss@westmarket.com
YEAR BUSINESS FOUNDED: 1983
EMPLOYEES: 47
PRODUCT CATEGORIES: Commercial/
Industrial PVF, HVAC/R, Hydronics Heating, Irrigation, Plumbing Products,
Showrooms - Kitchen & Bath, Well Supplies & Pumps
MANUFACTURERS REPRESENTED:
Cello Products, Centoco, Guardian Equipment,
Halsey Taylor, Hammond Valve Company,
HTP, Inc., Keckley, LA-CO, LSP Products,
Milwaukee Valve, NuvoH2O, Zoeller Pump Co.
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, HVAC Distributors, Irrigation Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Demonstration Van, Training Facility, Warehouse Facility
TERRITORIES: AZ, CA - Southern, HI, NV - Southern

WESTWAY SALES, INC.
1419 Mariposa Dr.
Mesquite, TX 75150
TEL: (972) 216-1080
FAX: (972) 288-1462
COMPANY CONTACT: Gerald Swindell
gerald@westwaysales.com
EMPLOYEES: 11
PRODUCT CATEGORIES: Plumbing Products

MANUFACTURERS REPRESENTED:
CUSTOMER BASE: Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: OK, TX

WHITE WOLF GROUP, INC.
1349 Old Hwy. 41, Ste. 120
Marietta, GA 30060
TEL: (800) 401-4870
FAX: (888) 908-9372
www.whitewolfgroupinc.com
COMPANY CONTACT: Zach Hudgins
elaine.raines@whitewolfgroupinc.com
YEAR BUSINESS FOUNDED: 2011
EMPLOYEES: 7
PRODUCT CATEGORIES: Commercial/
MANUFACTURERS REPRESENTED:
Apollo Valves, Clarus, Elkhart Products Corporation, Hot Box Enclosures, Hubbell Polycast, Keeney Mfg., Noritz America, Rothenberger/Greenie, Schier Products, Trenton Pipe Nipple, Zoeller Pump Co.
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: AL, FL - Panhandle, GA, GA - North, TN

WATER SOLUTIONS MARKETING
1128 Solana Ave.
Winter Park, FL 32789
TEL: (800) 345-0328
FAX: (407) 679-7030
COMPANY CONTACT: Chris Colton,
CPMR
cocolton@watersolutionsmarketing.com
YEAR BUSINESS FOUNDED: 1964
TERRITORIES: FL

WESTERN STATES SALES, INC.
7074 S. 220Th St.
Kent, WA 98032
TEL: (253) 893-1695
FAX: (253) 893-7588
www.westernstatesales.com
COMPANY CONTACT: Jim Anderson, CPMR
janderson@westernstatesales.com
PRODUCT CATEGORIES: Plumbing
Products, Waterworks
MANUFACTURERS REPRESENTED:
Aquatic, Bemis / Church Seats, Bradford White Corp., Cash Acme, Centennial Plastics, Church Seat Company,
Insinkerator, Multi Fittings Corp., Oatey Supply Chain Services, Reliance Worldwide/
Cash Acme
WHITT, DAVIS & MCCASKILL
LLC
15562 Cedar Park
Baton Rouge, LA 70829
TEL: (225) 756-7778
TEL: (225) 756-7770
www.wdmsales.com
YEAR BUSINESS FOUNDED: 2014
EMPLOYEES: 7
COMPANY CONTACT: Charlie Whitt
charlie@wdmsales.com
PRODUCT CATEGORIES: Commercial/
Industrial PVF, Irrigation, Plumbing
Products, Showrooms-Kitchen & Bath,
Water & Waste Water Pumps, Well Supplies
& Pumps
MANUFACTURERS REPRESENTED:
ABT PolyDrain, Alderdon Industries,
American Plumber, Anaco/Husky, Bosch
E. L. Mustee & Sons, Haws Corporation,
Hydro Systems, Inc., Hydrotek Intersan,
Just Mfg., Little Giant Pump, Normandy
Products, Stern Williams, Symmons Ind.,
T&S Brass, Topp Industries, Inc., Tyler Pipe
WADE, Z-Vent Co.
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home builders/
Developers, Institutions/OEM, Irrigation
Distributors, Pump Distributors,
Waterworks Distributors
ADDITIONAL FACILITIES: Demonstration
Van, Training Facility, Warehouse Facility
TERRITORIES: AL, LA, MS

WILL & PIERCE AGENCY
6612 Pine Hill Rd.
Daphne, AL 36526
TEL: (251) 621-1550
FAX: (251) 621-3036
www.willandpierce.com
COMPANY CONTACT: Scott Will
scottwill@willandpierce.com
YEAR BUSINESS FOUNDED: 1972
EMPLOYEES: 15
PRODUCT CATEGORIES: Plumbing
Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED:
Bermis / Church Seats, Charlotte Pipe &
Foundry, Church Seat Company, Delta
Faucet Company, Hamilton Bathware, Irwin
Tools, Jones Stephens Co., Josam, Lenox
Tools, Liberty Hardware, Mansfield
Plumbing Products, McGuire
Manufacturing, Mission Rubber Company,
Oasis International, Rehau, Rheem Water
Heating, Rubbermaid Commercial, Sloan
Valve, Vortens
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, HVAC Distributors, K & B
Dealers, Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: AL, FL, LA, MS

WIGGS-HAUN & BOHAN
7013 Westbelt Dr.
Nashville, TN 37209-1023
TEL: (615) 350-8334
FAX: (615) 350-8559
www.whbsales.com
COMPANY CONTACT: Jon Wiggs
jwiggs@whbsales.com
YEAR BUSINESS FOUNDED: 1974
EMPLOYEES: 0
TERRITORIES: AR, KY

WOLFF-HARRIS, LLC
210 General Patton Ave.
Mandeville, LA 70470
TEL: (504) 733-8733
FAX: (504) 733-4980
www.woolfharris.com
COMPANY CONTACT: C. Martin Sharpe
cmsharpe@woolfharris.com
YEAR BUSINESS FOUNDED: 1968
EMPLOYEES: 18
PRODUCT CATEGORIES: Plumbing
Products, Showrooms - Kitchen & Bath
MANUFACTURERS REPRESENTED:
BrassCraft, Caddy - Erico, Decolav Inc.,
Delta Faucet Company, Eemax, Jason
International, Josam, Liberty Pumps, Mr.
Steam, Plastic Trends, Praxis Companies,
Watco Manufacturing Co., Woodford
Manufacturing Co.
CUSTOMER BASE: Architects, Engineers,
Designers, Contractors, Home Builders/
Developers, Plumbing & Heating
Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Showroom
Facility, Training Facility, Warehouse Facility
TERRITORIES: LA, MS, TN

WW SALES
3500 Richmond Dr. Ne, Ste. A
Albuquerque, NM 87107
TEL: (505) 878-0636
FAX: (505) 878-0638
COMPANY CONTACT: Don Westell
don@wwsalesco.com
YEAR BUSINESS FOUNDED: 1995
TERRITORIES: NM

WM. D ANDERSON CO. & ASSOC.
5621 S. 85th Cir.
Omaha, NE 68127
TEL: (402) 592-8155
FAX: (402) 592-8166
COMPANY CONTACT: Doug Passmore
doug@wdainc.org
YEAR BUSINESS FOUNDED: 1942
TERRITORIES: NE

WOODS & JAYE SALES CO. INC.
33-09 37Th Ave.
Long Island City, NY 11101
TEL: (718) 786-8260
FAX: (718) 786-5393
www.woodsnpjaye.com
COMPANY CONTACT: Stephen C. Jaye
stephenj@woodsnpjaye.com
YEAR BUSINESS FOUNDED: 1965
TERRITORIES: NY
WWIP CORPORATION
2516 E Crosstimbers
Houston, TX 77093
TEL: (713) 699-5778
FAX: (713) 699-0842
www.wwipcorp.com
COMPANY CONTACT: Mark Milstead
wwiphou@aol.com
YEAR BUSINESS FOUNDED: 1977
EMPLOYEES: 13
PRODUCT CATEGORIES: Plumbing Products, Well Supplies & Pumps
CUSTOMER BASE: HVAC Distributors, PVF Distributors, Waterworks Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: OK, TX

ZIEL-CARLSON, INC.
215 43Rd St.
Moline, IL 61265
TEL: (309) 762-3700
FAX: (309) 762-4976
www.zielcarlson.com
COMPANY CONTACT: Timothy Klieber
tim-zc-inc@mchsi.co
YEAR BUSINESS FOUNDED: 1957
EMPLOYEES: 0
PRODUCT CATEGORIES: Hydronics Heating, Plumbing Products
MANUFACTURERS REPRESENTED: ABT PolyDrain, Encon Safety Products,
Lochinvar, Neutra-Safe Condensate Neutralizers, Roth Industries, Sloan Valve,
Tyler Pipe, WADE
CUSTOMER BASE: Architects, Engineers, Designers, Contractors, HVAC Distributors,
Plumbing & Heating Distributors
ADDITIONAL FACILITIES: Warehouse Facility
TERRITORIES: IA, IL

ZURIER CO. OF SAN FRANCISCO, INC.
6147-A Industrial Way
Livermore, CA 94551
TEL: (925) 449-5858
FAX: (925) 449-7878
www.zurier.com
COMPANY CONTACT: John Reilly, CPMR
johnr@zurier.com
MANUFACTURERS REPRESENTED:
ACCOR Technology, American Metal Products, Broan Nutone, Cash Acme,
COZY, Enovative Group, Inc., Hawks Corporation, Kohler, Normac, RINNAI, Sea
Gull Lighting, Sharkbite, Sterling, Tyler Pipe, Waste King, Zeta Corp
TERRITORIES: CA, HI
Mission Accomplished!

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Our biggest and most comprehensive expansion in company history is now complete, and we owe much of the success to the commitment, perseverance, and support from our loyal team of independent sales representatives.

From all of us at Bradford White, THANK YOU!

Proud Supporter and Associate Member of AIM/R

Built to be the Best™
To our Manufacturer partners. Our AIM/R Rep community wishes to thank you for your support and participation in AIM/R. Our sincere wish is that you will work closely and communicate clearly with your representatives so both parties can reap the benefits of growth together. If a change of representation is needed, then we would hope that you reference the active members listed within this directory as your first source. If you have representatives who can benefit from the programs and educational content we share, then we encourage you to send them our way. Our goal is to help make every agency become better so the entire rep community and the manufacturers we represent prosper together.

A. O. Smith
500 Tennessee Waltz Pkwy
Ashland City, TN 37015
TEL: (615) 792-4371
www.hotwater.com
COMPANY CONTACT: Robin Mclaughlin
rmclaughlin@hotwater.com

AIM METALS & ALLOYS LP
25 Kenney Drive
Cranston, RI 02920
TEL: (401) 463-5605
FAX:(401) 463-0203
www.aimsolder.com
COMPANY CONTACT: Dan Leblond
dleblond@aimsolder.com

AMERICAN STANDARD BRANDS
1 Centennial Ave.
Piscataway, NJ 8854
TEL: (732) 980-3159
FAX: (732) 980-3322
www.americanstandard-us.com
Plumbing & Heating Distributors
COMPANY CONTACT: Mark Owens
owensm@americanstandard.com

ANVIL INTERNATIONAL, INC.
2 Holland Way
Exeter, NH 3833
TEL: (603) 418-2800
FAX: (603) 418-2866
www.anvilintl.com
COMPANY CONTACT: Harold Arrowsmith
harrowsmith@anvilintl.com
Additional location
1385 Greg St.
Sparks, NV 89431
(909) 228-5904

APOLLO VALVES
P.O. Box 247
Matthews, NC 28106
TEL: (704) 847-9191
FAX: (704) 841-6106
www.apollovalves.com
COMPANY CONTACT: Brian Ragone
brian.ragone@conbraco.com

BASCO MANUFACTURING CO.
7201 Snider Rd.
Mason, OH 45040
TEL: (513) 573-1900
FAX: (800) 989-1919
www.bascoshowerdoor.com
COMPANY CONTACT: Don Gamble
dgamble@bascoshowerdoor.com

BEMIS / CHURCH SEATS
300 Mill St.
Sheboygan Falls, WI 53085
TEL: (920) 467-5574
FAX: (920) 467-8573
www.bemisseats.com
COMPANY CONTACT: Randy Grebel
randy.grebel@bemismfg.com
(920) 467-4621

BK RESOURCES
120 Frontage Rd
Altamont, IL 62411
TEL: (618) 483-9897
FAX: (888) 310-4394
www bk-resources.com
Commercial/Industrial PVF
COMPANY CONTACT: Tony Wasch
tonyw@bk-resources.com

BLANCO AMERICA INC
110 Mount Holly Bypass
Lumberton, NJ 8048
TEL: (800) 451-5782
FAX: (800) 213-1963
www.blancoamerica.com
COMPANY CONTACT: Tim Ahearn
tahearn@blancoamerica.com

BRADFORD WHITE CORP.
725 Talamore Dr.
Ambler, PA 19002-1815
TEL: (215) 641-9400
FAX: (215) 641-1612
www.bradfordwhite.com
COMPANY CONTACT: James C. Mcgoldrick
jmcmdrick@bradfordwhite.com
Additional location
1869 Sisnet Rd.
Mississauga, ON Canada L4W1W8
905-238-0100

BRADLEY CORP.
W142 N9101 Fountain Blvd.
Menomonee Falls, WI 53051
TEL: (800) 272-3539
FAX: (262) 251-5817
www.bradleycorp.com
Contractors, Institutions/OEM, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
COMPANY CONTACT: Tim Schoenecker
tim.schoenecker@bradleycorp.com

CELLO PRODUCTS
210 Avenue Rd
Cambridge, ON Canada N1R 8H5
TEL: 414.313.3772
FAX: (519) 621-4108
www.celloproducts.com
HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors, PVF Distributors, Waterworks Distributors
COMPANY CONTACT: Frank Longenecker
flongenecker@celloproducts.com

CHICAGO FAUCETS
2100 S. Clearwater Dr.
Des Plaines, IL 60018
TEL: (978) 496-1230
www.chicagofaucets.com
COMPANY CONTACT: Matthew Hurley
matt.hurley@chicagofaucets.com

NOTE: For countries outside of the USA, we will list the country. In most cases, the country is Canada.
CIMBERIO VALVE CO., INC.
100 Quaker Ln.
Malvern, PA 19355
TEL: (610) 560-0802
FAX: (610) 240-4906
www.cimberiovalve.com
COMPANY CONTACT: James Mchugh
jim@cimberiovalve.com

COMPONENTI VENDING SPA
Via E. Mattei Snc
27022 Casorate Primo
Pavia, Italy
TEL: 39 02 90849637
FAX: 39 02 90849642
www.compo.it/index.php?language=eng
COMPANY CONTACT: Paolo Cavalleri
P.Cavalleri@compo.it

DANZE, INC.
78 South Main St.
Cohasset, MA 2025
TEL: (781) 383-9700
FAX: (781) 383-6633
www.danze.com
COMPANY CONTACT: Paolo Cavalleri
P.Cavalleri@compo.it

DELTA FAUCET CO.
55 E. 111Th St.
Indianapolis, IN 46280
TEL: (317) 848-0711
FAX: (317) 573-3486
www.deltafaucet.com
COMPANY CONTACT: Jon Datt
jsd@deltafaucet.com

DOBY VERROLEC
Harelaw Industrial Estate
Stanley, Co. Durham England DH9 8UJ
TEL: +44 1207 238844
FAX: +44 1207 2383563
www.dobyverrolec.com
Contractors, HVAC Distributors
COMPANY CONTACT: Paul Chmura
paulchmura@dobyverrolec.com

DURATRAC PRODUCTS
465 N. Berry St.
Brea, CA 92821
TEL: (714) 674-0590
FAX: (800) 662-7769
www.backstop.net
COMPANY CONTACT: John Ridgely
johnridgely@aol.com

ESCO
1126 Kent St.
Elkhart, IN 46514
TEL: (574) 264-4156
FAX: (574) 264-4303
www.escousa.net
COMPANY CONTACT: Mark David Huggett
mhuggett@escousa.net

FALCON STAINLESS, INC.
11750 Roscoe Blvd., Unit 1
Sun Valley, CA 91352
TEL: (818) 767-3569
FAX: (818) 768-8533
www.falconstainless.com
COMPANY CONTACT: Melanie Wolff-Pender
info@falconstainless.com

FLUIDMASTER, INC.
30800 Rancho Viejo Rd
San Juan Capistrano, CA 92675
TEL: (949) 728-2000
FAX: (949) 728-2205
www.fluidmaster.com
COMPANY CONTACT: Bill Martin
bmartin@fluidmaster.com

GENERAL FLANGE & FORGE LLC
2381 Philmont Ave
Suite 125
Huntingdon Valley, PA 19006
TEL: (215) 938-6900
FAX: (215) 938-6909
www.generalflange.com
COMPANY CONTACT: Jeanne Paskus
jpaskus@generalflange.com

GERBER PLUMBING FIXTURES LLC
2500 Internationale Pky.
Woodridge, IL 60517-4979
TEL: (630) 754-0278
www.gerberonline.com
COMPANY CONTACT: Jeffrey Pratt
jeff.pratt@gerberonline.com

HBX CONTROL SYSTEMS, INC.
4516 112 Ave. Se
Calgary, AB Canada T2C 2K2
TEL: (403) 720-0029
FAX: (403) 720-0054
www.hbxcontrols.com
Contractors, HVAC Distributors,
Institutions/OEM, Plumbing & Heating Distributors
COMPANY CONTACT: Kevin Vieira
kevin@hbxcontrols.com

IPS CORP.
500 Distribution Pky.
Collierville, TN 38027
TEL: (901) 853-5001
FAX: (901) 853-5008
www.ipscorp.com
COMPANY CONTACT: Nick Cassella
larrydbirch@aol.com

JACUZZI LUXURY BATH
13925 City Center Dr., Ste. 200
Chino Hills, CA 91709
TEL: (909) 248-8948
COMPANY CONTACT: Morris Mintz
morris.mintz@jacuzzibrands.com

JJM BOILER WORKS, INC.
69 Ferry St.
Units 19–20
Easthampton, MA 1027
TEL: (413) 257-1893
FAX: (413) 257-2122
www.jjmboilerworks.com
Contractors, HVAC Distributors, Plumbing & Heating Distributors, Pump Distributors
COMPANY CONTACT: George Carney
jjmtubes@charter.net
JONES STEPHENS
3249 Moody Pkwy.
PO. Box 580
Moody, AL 35004
TEL: (800) 355-6637
FAX: (800) 462-6991
www.jonesstephens.com
HVAC/R, Plumbing Products
HVAC Distributors, Institutions/OEM
COMPANY CONTACT: Alana Hawk
alana.hawk@jonesstephens.com

KESSLER SALES AND DISTRIBUTION
500 Green Street
Woodbridge, NJ 7095
TEL: (800) 526-5104
FAX: (800) 438-7823
ksdusa.com
Home Centers/Hardware Stores, HVAC Distributors, Plumbing & Heating Distributors, PVF Distributors
COMPANY CONTACT: James Farnen
jmfarnen@comcast.net

KROWNE METAL CORP.
100 Haul Rd.
Wayne, NJ 7470
TEL: (973) 305-3300
FAX: (973) 872-1129
www.krowne.com
COMPANY CONTACT: Roger Forman
roger@krowne.com

LEGEND VALVE & FITTINGS, INC.
300 N. Opdyke Rd.
Auburn Hills, MI 48326
TEL: (248) 630-7400
FAX: (800) 835-4457
www.legendvalve.com
COMPANY CONTACT: Charlie Carney
charlie.carney@legendvalve.com

LIBERTY PUMPS
7000 Apple Tree Ave.
Bergen, NY 14416
TEL: (585) 494-1817
FAX: (585) 494-1839
www.libertypumps.com
COMPANY CONTACT: Randall D. Waldron
randy.waldron@libertypumps.com

MAINLINE BACKFLOW PRODUCTS
14197 Joshua Dr.
Carmel, IN 46033
TEL: (714) 473-7924
www.backwatervalve.com
Contractors, Plumbing & Heating Distributors, PVF Distributors, Waterworks Distributors
COMPANY CONTACT: Jon Allen
jona@backwatervalve.com

MANSFIELD PLUMBING PRODUCTS
150 E. First Street
Perrysville, OH 44864
TEL: (419) 938-5211
FAX: (419) 938-6234
www.mansfieldplumbing.com
Showrooms – Kitchen & Bath Home Centers/Hardware Stores, Plumbing & Heating Distributors
COMPANY CONTACT: Chuck York
cyork@mansfieldplumbing.com
Additional location
150 E. First Street
Perrysville, OH 44864
(419) 938-5211

MARKIMEX, INC.
dba ULTRA FAUCETS – 113758
2712 Mcgaw Ave.
Irvine, CA 92614
TEL: (949) 252-8988
FAX: (949) 252-9989

METALLICS
229 Cross St.
Bristol, CT 06010
TEL: (860) 589-4186
FAX: (860) 584-1008
www.metallicsonline.com
COMPANY CONTACT: Andrew Maleto
andy@metallicsonline.com

MIDLAND METAL MFG.
3145 Oak Street
Kansas City, MO 64111
TEL: (800) 821-5725
FAX: (800) 877-5391
www.midlandmetal.com
COMPANY CONTACT: Billy Hodes
billy@midlandmetal.com
Additional location
3161 Wyandotte St.
Kansas City, MO 64111-1308
(800) 821-5729

NEOPERL, INC.
171 Mattatuck Heights Road
Waterbury, CT 6705
TEL: (203) 756-8437
FAX: (203) 574-2107
www.neoperl.com
COMPANY CONTACT: Marie Helene Pernin
marketing@neoperl.com

NEUTRASAFE CORPORATION
92 Industrial Way, Unit 34
Rockland, MA 2370
TEL: (781) 616-3951
FAX: (781) 616-3981
www.neutrasafe.com
COMPANY CONTACT: Mike Bernasconi
mike@neutrasafe.com

NOBLE CO.
7300 Enterprise Dr.
Spring Lake, MI 49456
TEL: (231) 799-8000
FAX: (231) 799-8850
www.noblecompany.com
COMPANY CONTACT: George Rudolph
george@noblecompany.com

NOMACO INSULATION
3006 Anaconda Rd.
Tarboro, NC 27886-8836
TEL: (866) 876-2684
FAX: (866) 876-2688
www.nomacoinsulation.com
COMPANY CONTACT: Scott Edwards
sedwards@nomaco.com
(919) 435-5370
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Website</th>
<th>Contact Name</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NORITZ AMERICA CORP.</strong></td>
<td>11160 Grace Ave, Fountain Valley, CA 92708</td>
<td>(949) 468-9634</td>
<td>(714) 241-1514</td>
<td>HVAC/R, Plumbing Products</td>
<td>Jason Fleming</td>
<td><a href="mailto:jfleming@noritz.com">jfleming@noritz.com</a></td>
</tr>
<tr>
<td><strong>OMEGAFLEX</strong></td>
<td>451 Creamery Way, Exton, PA 19341</td>
<td>(610) 524-7272</td>
<td>(610) 524-8983</td>
<td><a href="http://www.omegaflex.com">www.omegaflex.com</a></td>
<td>Ed Moran</td>
<td><a href="mailto:ed.moran@omegaflex.net">ed.moran@omegaflex.net</a></td>
</tr>
<tr>
<td><strong>PRIDIOM GROUP LLC</strong></td>
<td>15 Engle St, Englewood, NJ 07631</td>
<td>(855) 774-3466</td>
<td>(888) 692-4399</td>
<td><a href="http://www.pridiom.com">www.pridiom.com</a></td>
<td>Ethan Hoberman</td>
<td><a href="mailto:eborahman@pridiom.com">eborahman@pridiom.com</a></td>
</tr>
<tr>
<td><strong>RED-WHITE VALVE CORP.</strong></td>
<td>20600 Regency Ln, Lake Forest, CA 92630</td>
<td>(949) 859-1010</td>
<td>(949) 859-7200</td>
<td><a href="http://www.redwhitevalvecorp.com">www.redwhitevalvecorp.com</a></td>
<td>Joe Cicora</td>
<td><a href="mailto:jcicora@rwvcsusa.com">jcicora@rwvcsusa.com</a></td>
</tr>
<tr>
<td><strong>REED MANUFACTURING CO., INC.</strong></td>
<td>1425 W. 8th St, Erie, PA 16502</td>
<td>(814) 452-3691</td>
<td>(814) 455-1697</td>
<td><a href="http://www.reedmfgco.com">www.reedmfgco.com</a></td>
<td>Scott Kelso Wright</td>
<td><a href="mailto:reedsales@reedmfgco.com">reedsales@reedmfgco.com</a></td>
</tr>
<tr>
<td><strong>RELIANCE WORLDWIDE / CASH ACME</strong></td>
<td>2727 Paces Ferry Rd., S.E., Ste. 2-1800, Atlanta, GA 30339</td>
<td>(770) 863-4060</td>
<td>(877) 700-4280</td>
<td><a href="http://www.cashacme.com">www.cashacme.com</a></td>
<td>Kendrick Wayne Reaves</td>
<td><a href="mailto:kreaves@cashacme.com">kreaves@cashacme.com</a></td>
</tr>
<tr>
<td><strong>RHEEM WATER HEATING</strong></td>
<td>101 Bell Rd, Montgomery, AL 36117</td>
<td>(334) 260-1578</td>
<td>(334) 260-1447</td>
<td><a href="http://www.rheem.com">www.rheem.com</a></td>
<td>Tom Wujcik</td>
<td><a href="mailto:tom.wujcik@rheem.com">tom.wujcik@rheem.com</a></td>
</tr>
<tr>
<td><strong>SCHIER</strong></td>
<td>9500 Woodend Road, Edwardsville, KS 66111</td>
<td>(913) 951-3300</td>
<td>(913) 951-3399</td>
<td><a href="http://www.schierproducts.com">www.schierproducts.com</a></td>
<td>Charlie Ismert</td>
<td><a href="mailto:charlie.ismert@schierproducts.com">charlie.ismert@schierproducts.com</a></td>
</tr>
<tr>
<td><strong>SCHIER</strong></td>
<td>24110 S. Peculiar Dr, PO. Box 397, Peculiar, MO 64078</td>
<td>(816) 758-5950</td>
<td><a href="http://www.schierproducts.com">www.schierproducts.com</a></td>
<td>Charlie Ismert</td>
<td><a href="mailto:charlie.ismert@schierproducts.com">charlie.ismert@schierproducts.com</a></td>
<td></td>
</tr>
<tr>
<td><strong>SCHILLER</strong></td>
<td>735 N Lane Ave, Jacksonville, FL 32254</td>
<td>(904) 781-4944</td>
<td>(904) 786-4095</td>
<td><a href="http://www.teamatelesa.com">www.teamatelesa.com</a></td>
<td>Ken Brown</td>
<td><a href="mailto:kb@llionchase.com">kb@llionchase.com</a></td>
</tr>
<tr>
<td><strong>T &amp; S BRASS &amp; BRONZE WORKS, INC.</strong></td>
<td>PO. Box 1088, Travelers Rest, SC 29690</td>
<td>(864) 834-4102</td>
<td>(864) 834-3518</td>
<td><a href="http://www.tsbrass.com">www.tsbrass.com</a></td>
<td>Ken Gallagher</td>
<td><a href="mailto:klgallagher@tsbrass.com">klgallagher@tsbrass.com</a></td>
</tr>
<tr>
<td><strong>THE KEENEY MFG. CO.</strong></td>
<td>1170 Main St, Newington, CT 06111-3098</td>
<td>(860) 666-3342</td>
<td>(860) 665-0374</td>
<td><a href="http://www.keeneypublishing.com">www.keeneypublishing.com</a></td>
<td>Edwin F. Atkins, Jr.</td>
<td><a href="mailto:natkins@upt.com">natkins@upt.com</a></td>
</tr>
<tr>
<td><strong>TOTO INDUSTRIES, INC.</strong></td>
<td>420 St. Rd, 25 N, Rochester, IN 46975</td>
<td>(574) 223-3681</td>
<td>(574) 223-6106</td>
<td><a href="http://www.totopublishing.com">www.totopublishing.com</a></td>
<td>Kevin L. Birchmeier</td>
<td><a href="mailto:kbirchmeier@tottostore.com">kbirchmeier@tottostore.com</a></td>
</tr>
<tr>
<td><strong>TOTO USA, INC.</strong></td>
<td>1155 Southern Rd, Morrow, GA 30260</td>
<td>(770) 282-8686</td>
<td>(443) 269-0667</td>
<td><a href="http://www.totouusa.com">www.totouusa.com</a></td>
<td>Jason Fitzsimmons</td>
<td><a href="mailto:jfitzsimmons@tottostore.com">jfitzsimmons@tottostore.com</a></td>
</tr>
<tr>
<td><strong>UNION BRASS MANUFACTURING CO. INC.</strong></td>
<td>2955 Lone Oak Circle, Eagan, MN 55121</td>
<td>(651) 454-8858</td>
<td>(651) 454-1288</td>
<td><a href="http://www.unionbrass.com">www.unionbrass.com</a></td>
<td>John Woodford</td>
<td><a href="mailto:john@unionbrass.com">john@unionbrass.com</a></td>
</tr>
<tr>
<td><strong>UPONOR, INC.</strong></td>
<td>5925 148Th St. W, Apple Valley, MN 55124</td>
<td>(952) 891-2000</td>
<td>(952) 891-2008</td>
<td><a href="http://www.uponor-usa.com">www.uponor-usa.com</a></td>
<td>Brent Noonan</td>
<td><a href="mailto:brent.noonan@uponor.com">brent.noonan@uponor.com</a></td>
</tr>
<tr>
<td><strong>US PROFILES</strong></td>
<td>1057 S Vail Ave, Montebello, CA 90640</td>
<td>(213) 337-2703</td>
<td>(707) 237-2306</td>
<td><a href="http://www.usprofiles.net">www.usprofiles.net</a></td>
<td>Dan Kustin</td>
<td><a href="mailto:dank@uspolymersinc.com">dank@uspolymersinc.com</a></td>
</tr>
</tbody>
</table>
VAUGHN THERMAL CORP.
26 Old Elm St.
P.O. Box 5431
Salisbury, MA 1952
TEL: (978) 462-6683
FAX: (978) 462-6497
www.vaughncorp.com
COMPANY CONTACT: Don Flynn
dflynn@vaughncorp.com

WARD MANUFACTURING
117 Gulick St.
Blossburg, PA 16912
TEL: (570) 638-2131
FAX: (570) 541-0100
www.wardmfg.com
COMPANY CONTACT: Tony Favilla
Tony.favilla@wardmfg.com

WATTS
815 Chestnut St.
North Andover, MA 1845
TEL: (978) 688-1811
COMPANY CONTACT: Andrew Windsor
andrew.windsor@wattswater.com

WCM INDUSTRIES
2121 Waynoka Rd
Colorado Springs, CO 80915
TEL: (719) 574-1101
FAX: (719) 574-7621
www.wcmind.com
Home Centers/Hardware Stores, HVAC Distributors, Institutions/OEM, Plumbing & Heating Distributors
COMPANY CONTACT: Scott Simms
ssimms@wcmind.com

Additional locations
2121 Waynoka Rd
Colorado Springs, CO 80915
(800) 621-6032
1220 S. Powell Road
Independence, MO 64057
(816) 796-3900

WORTHINGTON INDUSTRIES
200 Old Wilson Bridge Rd.
Columbus, OH 43085
TEL: (614) 530-6938
FAX: (614) 438-3083
www.worthingtonindustries.com
COMPANY CONTACT: Matt Whitley
matthew.whitley@worthingtonindustries.com
(877) 974-8672

ZOELLER PUMP CO.
3649 Cane Run Rd.
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AIM/R CODE OF ETHICS
FOR ALL MEMBERS

The Association of Independent Manufacturers’/Representatives, Inc., (AIM/R) is a trade association of manufacturers’ representatives organized to:

Promote, protect and improve the multiple-line representative function and provide benefits and services to its members; and

Create and foster a spirit of mutual respect and esteem among members and others within the industry and other Industries; and

Educate the industry and other industries as to the advantages of doing business through manufacturers’ representatives. In furtherance of these objectives, the Association develops and participates in programs and activities for manufacturers’ representatives designed to elevate ethical standards, improve business operations and provide more efficient service to principals, customers and the industry. To implement these goals, the members of AIM/R are expected to:

- Represent only those lines they can effectively market and sell.
- Maintain a fiscally stable firm.
- Operate a well-managed firm.
- Never degrade, malign or make false representations of a fellow representative.