

IN THE CHANNEL

REP RAP

Axeman-Anderson Company appointed **M&H Sales Inc.** as field representative for its line of hydronic heating products in the Mid-Atlantic territory, which consists of Pennsylvania, New Jersey, Delaware and the Eastern Shore of Maryland. M&H Sales is based in Quakertown, Pa., and can be reached at 215/536-6944. Principals **Bruce A. Hornberger** and **Douglas R. Martin** each have over 30 years of experience.

Blanco has partnered with Indianapolis-based **Battersby Danielson & Associates** in Indiana (excluding counties of Lake, Porter and La Porte). **Kevin Madsen**, Blanco Central regional sales manager, said, "Battersby Danielson & Associates offers an exceptional level of service for our markets in Indiana and we look forward to joining the stable of premium brands that they represent."

Cliplight Mfg. Co. named **Southland Marketing Inc.** of Alpharetta, Ga., its Rep Agency of the Year for winning both the Diamond Top Sales Per Capita and Platinum Top Sales awards. "SMI set up the most new customers, had the highest dollar volume increase, and also recorded a total sales increase of 12% over the last year," said **Linda Appler**, director of sales/marketing at **Cliplight**. **Jim LeFlore** and **John Forbes** are co-principals of SMI.

Cliplight also recognized:

- **George Kief Jr.**, **Tyson Weaver**, **Corey M. Smith**, **Zack Bray** and **Jon Tilley**, all of **Western Component Sales** in Scottsdale, Ariz., which received the Gold Sales Award

- **George Kief Jr.**, **Western Component Sales**, received Best Rep Achievement Award

- **Chuck Feldman** and **Gerry Spanger** of **Market Air** of Edison, N.J., received the Merit Award for Best Comprehensive Sales

- **Frank G. Souders**, **Reacond As-**

sociates, Euless, Texas, received the **Silver Sales Award**.

Danfoss Heating appointed Cleveland-based **Impact Agency Inc.** the company's sales representative and stocking agent in Ohio. "Adding the Danfoss line allows us to offer an exciting and competitive range of products to our customers," said **Jim Martin**, Impact Agency president. "The strength of the Danfoss brand and the technical support the company offers will go a long way toward satisfying the needs of our customers."

DuctSox named **MJ Air Products Inc.** of Dallas, Texas, its Manufacturer's Representative of the Year for 2009. The eight-year-old firm landed several large diverse projects in its territory of North and East Texas that utilized the full breadth of the Duct-Sox line.

Other reps honored with awards were:

- First Sales — **Tom Barrow Company**, Atlanta, Ga.;
- Second Sales — **Hoffman & Hoffman**, Greensboro, N.C.;
- Third Sales — **MJ Air Products**, Dallas, Texas;
- Fourth Sales — **Air Filter Controls**, San Jose, Calif.;
- Fifth Sales — **Enerconcept Inc.**, Magog, Quebec.

Receiving Quota Buster Awards were:

- **Therm-Air Sales**, Fargo, N.D.
- **Mechanical Products International**, Sandy, Utah
- **Pittsburgh Air Systems**, Pittsburgh, Pa.
- **David G. Halley & Co.**, Lubbock, Texas
- **MJ Air Products**, **Air Filter Controls** and **Enerconcept Inc.**

Mainstream Engineering named **HRC Services** of Bramalea, Ont., as its new manufacturers' representative for all 10 provinces of Canada. HRC Services is a 17-year-old rep firm founded by principal **Hans Gautschi**,

who has over 40 years experience in the HVACR industry. Canadian service technicians, which previously had limited access to Mainstream Engineering's unique HVACR products, will now find most of its QwikProducts line in major wholesale distributors across Canada.

Dennis Mezzapesa, founding partner of New York-based **TCB Sales Inc.**, received the Representative of the Year Award at the Eighth Annual **Decorative Plumbing and Hardware Association Conference**. For Mezzapesa, the award comes as recognition of both his accomplishments as well as the hard work of his partners. "I was honored," he said. "It was certainly the result of a team effort by everyone at TCB Sales Inc."

HOUZER Inc. selected **Howard C. Fletcher Company** as the exclusive sales representatives for HOUZER sinks for Southern California. Howard C. Fletcher has also been named the West Coast Consigned Warehouse, shipping to California, Arizona, Nevada, New Mexico, Utah, Washington, Oregon, Idaho, Colorado, Wyoming and Montana.

"Howard C. Fletcher Company is an institution amongst sales agencies and has represented a variety of major, well-known lines dating back to the 1960s," said **Kenneth Fey**, HOUZER vice president and COO.

Kaldewei added two independent sales agency partners: **John Weinstein**, **The Weinstein Group** — Washington D.C., Delaware, Maryland, Pennsylvania; and **Humberto Espinosa**, **Esar Comercializadora SA de CV** — Mexico and the Dominican Republic.

KSD appointed sales agencies **Lindstrom & Associates** their representatives in Georgia and eastern Alabama, and **Ludwig, Smith and Walker** in North Carolina and South Carolina. KSD exclusively distributes Kobe-Wieland domestic copper tub-



ing and coils along with domestic and imported steel pipe, plastic pipe and pex tubing & fittings.

Mr.Steam added two new manufacturers' rep agencies:

- **Gibbons & Associates LLC** is its representative for Maryland, Virginia and Washington D.C. "We selected Gibbons & Associates for their long-standing reputation in the industry coupled with their strong presence in the region," said *Dan Reinert*, Mr.Steam VP-sales and marketing. *Debbie Gibbons*, president of Gibbons & Associates, added, "Mr.Steam is absolutely vital to completing the lines of products we offer."

- **Pacific Rim Partners LLC** is its manufacturer's representative for Hawaii. "Pacific Rim Partners is a proactive and successful group, and we are looking forward to their approach in expanding consumer relationships on the islands," said *Martha Orellana*, VP-sales and marketing for Mr.Steam

"Mr.Steam's dedication to total body wellness and reducing stress is similar to our consumers' laid-back, yet health conscious way of life," commented *Bob Marshall*, managing partner of Pacific Rim Partners.

Performance Sales/division of **Rino Companies Inc.** has absorbed **LSW Sales**. Lines acquired are Rocky Mountain/Colby, Canfield Tech, Smitty Pan, Cal-Western Products, Wilson Pipe and Sunroc.

Among Rino's core lines are **RINO Flex Connectors**, **Lewis Pipe**, **White Metals**, **E.L. Mustee**, **Beneke Seats**, **Johnson Mfg.** and **General Sealant**.

In addition, **Hubbard Industries/HOLDRITE** is now partnering with RINO Flex Connectors on a buy sell basis and marketing connectors under their brand name **QUICKFLEX**.

Rinnai Corporation selected **Bornquist Inc.** as its representative for the northern Illinois and greater Chicagoland area. Bornquist,

which features a 25+ person sales team with decades of experience in the plumbing industry, will use a segmented sales approach to help meet market demands and ensure that Rinnai products have greater visibility among installers and distributors.

"Bornquist has been a significant player in the Illinois market since it was founded over 70 years ago, and the company's strong presence makes it a perfect partner for Rinnai," said *Ron Hunter*, Rinnai's VP-sales.

SJE-Rhombus hired **Snider Inc.** to represent their control product line in North and South Carolina. According to president *Mark Snider*, "Snider Inc. has assembled a strong team of professionals with deep industry background. We have six outside sales representatives, five product managers and four warehousemen that operate our 69,000-square-foot warehouse. We seek growth by in-

creasing sales of existing lines and by selectively adding quality lines, which now includes SJE-Rhombus."

At its recent National Sales Meeting, held in Henderson, Nev., **Watts** presented awards to two of its manufacturers' rep firms:

- Watts presented its **Lifetime Achievement Award** to *Skipper Joyce* of the **Joyce Agency**. This honor is presented to one individual each year, recognizing their active mentorship of others and selfless dedication to the betterment of the plumbing, mechanical and hydronic industry. The award was presented by *Jim Ernst*, Northeast regional sales manager. Skipper Joyce has been actively involved in the plumbing industry for over 40 years. He sits on numerous manufacturers' rep councils and has been an industry leader for many years. He started the agency in 1982 as a one-man operation with one product. Today, the Joyce Agency employs more than 40 people and covers Northern Virginia, D.C. and Maryland.

- **Hollabaugh Brothers & Associates** was the recipient of Watts' first-ever best rep website award. The Watts web team reviewed all of its reps' websites and evaluated them based on overall design, usability, content and branding. The Hollabaugh site was selected because of its clean look, easy navigation, and straightforward information and presentation. The site can be found at www.hbarep.com. The award was designed to promote the use of technology to grow business, especially in these hard economic times. ■



Hollabaugh Brothers & Associates received Watts' first-ever "Best Rep Website" award.



Watts presented its Lifetime Achievement Award to Skipper Joyce of the Joyce Agency.



Cliplight's Paul Appler, director of research & development, and Linda Appler, director of sales/marketing, present awards to Jim LeFlore, co-principal of Southland Marketing Inc., at the AHR Expo.

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Matt Daily and Joel Finney, principals at MJ Air Products, receive the DuctSox Rep of the Year award from Cary Pinkalla, president of DuctSox.