

REP RAP

BrassCraft Manufacturing has hired **Rich-Tomkins Company Inc.** as its sales representative in Delaware, eastern Pennsylvania and southern New Jersey. Rich-Tomkins replaces former longtime representative Grothaus Sales, which recently closed its doors. Founded in 1961, the Aston, Pa., firm values strong relationships with its customers, while delivering effective and exceptional service to wholesale trade partners.

Fusion Reps of Santa Ana, Calif., will represent **Component Hardware Group** as their exclusive sales representatives for institutional plumbing products in southern California and Hawaii. Principals of the firm are *Jon Adamek, Markos Mikelatos, Jim Simpson* and *Jim Cutter*. Fusion Reps has six outside salespeople, two inside salespeople and a warehouse manager.

Dectron Internationale Inc., named **SRS Enterprises**, Brooklyn, N.Y., as its Rep of the Year — 2011. It was the third consecutive year SRS Enterprises, which is owned by partners *Robert Senia, Richard Rose* and *Ralph Schlenker*, has won the award. SRS helped get several subsidiaries of Dectron Internationale equipment specified in a variety of large and small New York projects. The 18-year-old firm has offices in Brooklyn and Middletown, N.J., and covers territories throughout New York City and Long Island.

J.C. Whitlam Manufacturing Company recognized their manufacturer's representative, **J. Davis Sales** of Atwater, Ohio, for record sales for the State of Ohio. Mark Whitlam, SVP-sales of Whitlam, is shown below presenting *Jeff Davis*, president/CPMR of J. Davis Sales, with a plaque honoring their "Sales Achievement." "With Ohio being the back yard for Whitlam for the past 112 years, record sales for Davis

Sales is a great accomplishment", said Mark Whitlam.

Davis markets J.C. Whitlam Manufacturing Company's Specialty Chemicals and Plumb-Pro Tool Divisions in the wholesale distribution market for Plumbing, HVAC/R, and Waterworks throughout the State of Ohio. Along with representing Whitlam, Davis specializes in representing quality commercial products for the plumbing, heating, and underground industries. Jeff Davis began his own agency, J. Davis Sales & Associates, in August 2010 and has continuously represented Whitlam since 2002 through his previous agency, Promarc Sales. John Schottelkotte is also part



of the Davis sales team as an outside sales representative covering the western portion of the state.

M&G DuraVent named **J&K Sales** as its new sales representative agency for the New England territory, including Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut. J&K Sales has several decades of professional sales man-

agement experience, represents manufacturers in the PHC and HVAC industries for the traditional distributor market and will be responsible for expanding DuraVent's sales, particularly in their polypropylene and FasNSeal special gas vent product groups.

Midland Metal, a master distributor of pipe, valves, fittings and accessories to the plumbing oil and gas, HVAC, waterworks, and irrigation markets headquartered in Kansas City, Mo., has retained **Encore Sales, LLC** as its new manufacturer's representative for Northern California and Northern Nevada. From its headquarters in Sacramento, Ca., Encore Sales serves the plumbing, industrial and water works markets throughout this region. The friendly Encore Sales staff offer more than 75 years of combined experience,

referred to as the one-stop plumbing representative when it comes to the public restroom. The agency represents engineered plumbing products to the architectural, engineering and wholesale communities. Kolstad has a long history of partnering with manufacturer's that believe in providing high-quality products matched with unparalleled service. Based in Rochester, N.Y., Kolstad will provide broad representation in upstate New York for all OASIS pressure products.

PRIER Products appointed **RV/Kincaide & Associates** as their exclusive manufacturer's representative in northern California and northern Nevada. The RV/Kincaide team has a long history of selling hydrants and brass valves in their territory and has established trust with customers and

trade specialists. With over 200 years of combined service in the industry, the agency maintains connections within the engineering community and their local ASPE organization. RV/Kincaide & Associates, headquartered in Benecia, Calif., recently merged from two separate companies, R.D. Kincaide Inc. and RV & Associates. The combined agency has an impressive team of diversified sales people and a strong list of manufacturers represented. The new team consists of the four principals — *Bill Noel, Jeff Kincaide, Tim Kincaide* and *Vince Rettew* — and seven sales associates.

Stabeck Sales and Marketing Inc. received **Steamist's** fifth annual Rep of the Year award. Based in Plymouth, Minn., Stabeck was selected from Steamist's 26 North American sales representative agencies as a result of their outstanding customer service and dedication to the Steamist brand. With a hardworking team that continuously reaches out to showrooms and K&B dealers while maintaining a staffed office and warehouse, Stabeck Sales and Marketing has worked diligently to increase Steamist's presence in their broad territory, which includes Minnesota, Wisconsin, Iowa, North Dakota, South Dakota and Nebraska. Stabeck has been representing an extensive list of manufacturers in the kitchen and bath industry since 1962. The agency prides itself on customer satisfaction and on employing an engaging, dedicated sales force. ■

and look forward to serving their wholesale customers in any way they can. Encore Sales will promote Midland Metal's full line of yellow brass fittings; black, galvanized, stainless, bronze, red brass, wrought copper, PVC fittings; and plumbing specialties.

OASIS International welcomed several new manufacturer's representatives:

- **Edwards Platt & Deely**, which has been representing northern New Jersey and the New York City area for over 75 years. They bring years of experience in providing customers and manufacturers excellence in service and product knowledge and proudly promote the plumbing industry with high-quality products and service.

- **Progressive Marketing** provides value-added services to various industries, while maintaining manufacturer's profitability through continuous improvement programs. Providing representation in both Eastern and Western territories, Progressive Marketing will provide broad representation for OASIS pressure product and retail lines.

- **Kolstad Associates, Inc.**, is often

