Wireless Zone Control

- No wires to run to any thermostat
- Control up to 5 zones
- Compatible with 24V 2 or 3 wire dampers
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Visit www.pro1technologies.com for educational videos or other support material. Contact your local wholesaler to purchase

Represented By

763-391-6232

2014 Directory
Quality Ventilation Solutions

Whole House Fans, Duct Boosting, Bathroom Exhaust

Gain Home Advantage against energy costs with Bosch heating and cooling.

Winning isn’t everything—but it sure makes the game more fun. With Bosch home comfort products, you’ll be warm and cozy watching the big game at home. Bosch and Buderus brands offer high efficiency boilers, tankless water heaters, solar thermal, geothermal and indoor air quality products. Designed for efficiency, quality and longevity—go for the win in home comfort with the team you know and trust.

www.boschheatingandcooling.com

Range Hood Exhaust, Dryer Boosting, Air Purification

DIBCO, INC.

Manufacturers Representative

PO Box 768
Sillwater, MN 55082

651-430-8690
www.dibcoinc.com

Meet our high efficiency all stars, eligible for Federal, State and local rebates:

- Greentherm tankless water heater
- Greenstar condensing boiler
- Greensource geothermal heat pump
- Solar thermal solutions

BOSCH
Invented for life

FourMation Sales
763/420-6900
www.fourmationsales.com
The purpose for the Plumbing, Heating, Cooling Manufacturer’s Reps Club (hereinafter referred to as the “Reps’ Club”) is to promote, advance and secure the development and welfare of the independent manufacturing agents and representatives engaged in selling products to the Plumbing, Heating, Cooling industry and their customers; to foster the exchange of ideas and information among its members; and to collaborate with other organizations in mutually desirable activities.

In addition to a roster of the member companies with their business addresses and contact information, there is a Manufacturer Index section listing manufacturers alphabetically with the name of the member representing the manufacturer in this area.

This Directory is published by the Reps’ Club as a service to all businesses involved in the Plumbing, Heating, and Cooling industry in Minnesota and surrounding states.

Jeri Hardin, Reps’ Club President
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Aqualines
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Bickerstaff Sales, Inc.
Bill Boehnlein Sales, Inc.
Bongard Corporation
Brekke Sales Company
DIBCO, Inc.
Distributor Sales, Inc.
Dwyer Sales Co., Inc.
Energy Sales, Inc.
EP Sales, Inc.
FourMation Sales
Granse/Trio Sales, LLC
Hall Sales Company
Hamel Associates, Inc.
Harris Billings Company
JL-Sontag, LLC
JMK Sales Co., Inc.
John Barr Sales
John J. Morgan Co.
Kingsway Marketing, LLC
Kissel-Malloy Sales & Marketing, LLC

Marketing Services Group
McCullough & Associates, Inc.
MDN Sales Company
Michel Sales Agency
Midwest Sales & Marketing, Inc.
Mondale & Associates, Inc.
Mulcahy Co., Inc.
NCS Corporation
Northland Reps, Inc.
O. J. Bergland & Associates, Inc.
R. M. Cotton Company
RAC Sales, Inc.
Rep/Rite/Burk & Associates
Sales Engineers, Inc.
Saufferer Associates
Schroeder Sales Co.
Schu/Marketing Assoc., Inc.
Soderholm & Associates, Inc.
Stabeck Sales & Marketing, Inc.
Target Marketing Reps
Walters-Climate, Inc.
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THE MISSION

The Reps’ Club seeks to serve both its members and the Plumbing, Heating & Cooling industry in the following ways:

* Through its Directory and website, increasing awareness of the vital role independent marketing representatives play in making the Plumbing, Heating & Cooling industry aware of existing and new products that meet their needs and the needs of their customers.

* Educating Plumbing, Heating & Cooling contractors about industry trends and new solutions that address the ever-changing demands of commercial and residential consumers.

* Creating opportunities for Plumbing, Heating & Cooling contractors to meet and interact with independent marketing representatives, distributors, and wholesalers in the Plumbing, Heating & Cooling industry.

* Serving its members by providing opportunities for each member to inform the Plumbing, Heating & Cooling community about the unique products offered by each member.

THE VISION

The Reps’ Club begins 2014 with a renewed commitment to being the Plumbing, Heating & Cooling industry’s “go to organization” for a listing of independent manufacturer’s representatives that serve the Minnesota area and as a resource to connect contractors to the products and technical information that will meet their needs and the needs of their customers.
LEADERSHIP

OFFICERS
President: .........................Jeri Hardin, Marketing Sales Group
Treasurer: .......................Tara Syring, Mulcahy Co.

DIRECTORS
Kevin Genereux ..............Kingsway Marketing, LLC
Jim Ingle ......................FourMation Sales
Mike Kirsch ....................Schu/Marketing Assoc., Inc.
Dave Ponschok ..............EP Sales, Inc.

REP’S CLUB PAST PRESIDENTS
Joe Hadacek ...................1986-1987  Jon Schroeder ................2009-2010
Tom Reilly .....................1989-1990  Tara Syring ......................2012-2013
**Territory:** MN, ND, SD, WI

**Personnel:** Brad Anderson

**Manufacturers Represented:**

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advance E &amp; I</td>
<td>Heat Shrink Wire Splice Kits (U.L. listed)</td>
</tr>
<tr>
<td>AMC</td>
<td>Custom Motor Control Panels</td>
</tr>
<tr>
<td>Bigfoot Mfg.</td>
<td>Triseal Packers, Slotted PVC Screens, Suction Strainers</td>
</tr>
<tr>
<td>Coleman Cable</td>
<td>Pump, Irrigation &amp; Tracer Wire</td>
</tr>
<tr>
<td>Endot Industries</td>
<td>Polyethylene Pipe, Endopure Water Service Line, Super Poly, Gas Pipe &amp; Tubing</td>
</tr>
<tr>
<td>Merrill Mfg.</td>
<td>Frost-Proof Yard Hydrants, Heated Hydrants, Insert Fittings, Pitless Units, Adapters and Water System Accessories</td>
</tr>
<tr>
<td>Rusco/Vuflow</td>
<td>Spin-down Sediment Filters for Hot and Cold Water</td>
</tr>
<tr>
<td>Septronics</td>
<td>Junction Boxes, Liquid Level Alarms, Float Switches, Pump Controls</td>
</tr>
<tr>
<td>Wellmate</td>
<td>Fiberglass Pressure Tanks and Retention Tanks</td>
</tr>
</tbody>
</table>

[www.mnphcc.org](http://www.mnphcc.org)
Territory: MN, ND, SD, IA, NE and WI

Personnel: Rick Specken, Karin Dvorak, Terri Lancello, John Bennerotte, Joe Klaers, Eric Van Den Heuvel, Jay Sowl, John Seward, Gus Carver, Tom Silver, Lorrie Peterson, Jimmy Townsend, Kyle Abendroth and Jerry Munz

Manufacturers Represented:

- Anderson Metals - Brass Fittings
- Aquatic - Air Tubs, Hydro Therapy Tubs, Combo Tubs, Acrylic and Fiberglass Tubs and Showers
- Arizona Shower Doors - Shower Doors and Custom Glass Enclosures
- C&S Mfg. - Basset Brackets, Hangers and Supports
- Church Seat Co. - Residential & Commercial Toilet Seats
- Clamp-All* - High Performance No-Hub Couplings for Soil, Plastic and Steel Pipe
- Dresser Industries* - Pipe Repair Couplings
- Haws - Emergency Eye-Washes, Showers and Drinking Fountains and the Brita Hydration Station
- Hilmor - HVAC Tools
- Homestead - Lubricated Plug Valves
- Irwin - Hand Tools
- Jomar* - Ball Valves, Thread Sealant, Basket Strainers, Add-A-Valve
- Josam* - Floor and Roof Drains, Closet and Lav. Carriers, Cleanouts, Grease Interceptors, Trench Drain and Push-Fit Stainless Steel Fittings and Pipe
- Keckley* - Y & Basket Strainers - Float, Diaphragm and Lever Valves, Drip Pan Elbows, Safety Relief Valves
- Lee Brass* - Threaded Brass Fittings, Cast Solder Fittings, Cast Solder Elbows
- Lenox - Saw Blades, Hole Saws and Hand Tools
- Mill Rose - Blue Monster, Fitting Brushes, Plumbing Specialty Products
- Penguin Toilets - Overflow Protected Toilets
- PHD Mfg.* - Pipe Hangers, Struts and Accessories
- Plumberex - ADA Trap Covers
- Precision Plumbing Products* - Trap Primers, Water Hammer Arrestors
- Rocky Mountain Pipe - ABS/PVC Pipe
- Suds Sentry* - Water Mitigating Systems/Disaster Pans
- Symmons Industries* - Shower Valves, Faucets and Thermostatic Mixing Valves
- Union Brass - Brass Faucets, Laundry Faucets, Commercial Faucets and Other Specialty Faucets
- Vulcan Threaded Products - Threaded Rod and Accessories
- Ward Mfg/Wisconsin Nipple* - MI, CI and Steel Fittings, Steel Pipe Nipples and Couplings
- Wardflex* - CSST Gas Piping System
- Watco Mfg. - Bath Wastes and Overflows
- Watts Pure Water - Residential and Commercial Water Filtration and Treatment, Softeners, Filters, and RO Units
- Willoughby - Stainless Steel and Solid Surface Plumbing Fixtures, Prison Fixtures, Washfountains, Showers and Lav Decks
- Woodford Mfg. Co. - Outdoor Faucets and Yard Hydrants
- Worthington - Torches, Solder and Brazing Rods

*Products stocked at our Plymouth warehouse.
Outside sales:
John Bennerotte - Cell: 612/719-1941 john@bmarep.com
Rick Specken - Cell: 612/581-6748 rspecken@bmarep.com
Eric Van Den Heuvel - 612/720-9742 eric@bmarep.com
John Seward 612/770-8778 johns@bmarep.com
Gus Carver - 414/852-4775 gus@bmarep.com
Tom Silver - 612/685-2750 tom@bmarep.com
Jay Sowl - 701/261-3950 jay@bmarep.com

Inside Sales:
Karin Dvorak - 763/746-4605 karin@bmarep.com
Lead on: Aquatic, Watco, Arizona Shower Door
Terri Lancello - 763/746-4606 terri@bmarep.com
Lead on: Ward, Wisconsin Nipple, Wardflex
Joe Klaers - 763/746-4609 joe@bmarep.com
Lead on: PHD, Vulcan, Woodford, PPP, Jomar, Penguin, Lee Brass
Jimmy Townsend - 763/746-4612 jimmy@bmarep.com
Lead on: Symmons, Anderson Metals, C & S, Homestead, Mill-Rose, Union Brass,
Lenox, Worthington, Church, RMCP, Hilmor, Irwin, Church
Lorrie Peterson - 763/746-4607 lorrie@bmarep.com
Lead on: Josam, Willoughby, Haws, Clamp-All, Plumberex, Dresser, Keckley,
Watts Pure Water/One Flow, Suds Sentry
BICKERSTAFF SALES, INC.
17480 Goodland Path, Lakeville, MN 55044
Phone: 952/223-1314   Fax: 952/223-4044
E-Mail: mikeb@bickerstaffsales.com

Territory: MN, ND, SD, W/WI

Personnel: Mike Bickerstaff, Julie Bickerstaff, Yvette Bosela

Manufacturers Represented:

EWC   Forced Air Zoning Controls
Field Controls   UV Lights, Power Venters and Draft Inducers, Steam Humidifiers
Slant Fin   Boilers, Baseboard

Get connected to other PHC contractors and vendors in the twin cities.

Join the Metro PHCC
The voice for union affiliated contractors in the twin cities.

Twin Cities
Plumbing, Heating & Cooling Contractors

For more information contact Luke Westman
612-290-4742 * lukemnphcc@msn.com
**Territory:** MN, ND, SD, WI

**Personnel:**
Matt Mauer  
mattmauer@baldwin-telecom.net  
Ann Mauer

**Manufacturers Represented:**

Acryline USA Inc.  
ADA Shower Enclosures, Hydro Massage Air Therapy Bathing Systems

Amerec  
Residential and Commercial Steam Rooms and Generators, Saunas

Basco  
Shower Doors, RODA by Basco - Luxury Glass Enclosures

Hansgrohe  
Elegant Faucets and Bath Accessories

Ronbow  
Bathroom Vanities and Sink Vessels

Waterstone  
Decorative Kitchen Faucets, Water Filtration Systems Made in the U.S.A.
BONGARD CORPORATION
P. O. Box 640, 13366 Lake Drive, Forest Lake, MN 55025
Phone: 651/982-9802   Fax: 651/982-9506
E-Mail: bongard@bongard.com
Web Site: www.bongard.com
Warehouse: Same

**Territory:** MN, ND, SD, WI

**Personnel:**
- Ron Bongard  
  ron@bongard.com  
  651/767-9961
- Kathy Schug  
  kathy@bongard.com  
  651/767-9964
- Bob Bongard  
  bob@bongard.com  
  651/767-9959
- Pete Mayer  
  pete@bongard.com  
  651/767-9962
- Mark Mayer  
  mark@bongard.com  
  651/767-9968
- Miranda Tkachuck  
  miranda@bongard.com  
  651/767-9970
- Starr Hartson  
  starr@bongard.com  
  414/559-7602
- Mike Smeed  
  mikesmeed@bongard.com  
  651/767-9972

**Manufacturers Represented:**
- B-Line Systems  
  Strut & Hangers
- Berry Plastics  
  Polyken/Nashua Duct & Industrial Tape
- Comfort Seats  
  Residential and Commercial Toilet Seats
- Elkay Mfg. Co.*  
  S.S. Sinks & Faucets & Water Coolers
- Elkart Products Corp.*  
  Copper Fittings (Solder & Press)
- InSinkErator  
  Disposers, Hot Water Dispensers
- Jones Stephens  
  Plumbing Specialties
- Mansfield  
  Vitreous China, Plumbing Fixtures
- Natural Earth*  
  Decorative Stone Vessels
- Norwesco  
  Tanks–Septic/Cistern
- Turbo Torch*  
  Soldering & Cut Weld Equipment

*Products stocked at our Forest Lake warehouse.*
 Territory: MN, ND, SD, W/WI

Personnel: Grant Brekke, Jason Zitzloff, Dede Brekke, Todd Pennington

Manufacturers Represented:

- Enervex: Draft Inducers, Combustion Air Fans, Grease Fans, Clothes Dryer Fans
- Kingspan: Evacuated Tube Solar Water Heating Packages
- Lawler Mixing Valves: Thermostatic Mixing Valves, Hi-Lo Valves, Shower Valves, Emergency Fixture Mixing Valves
- Provent Systems: Firestopping Sleeves, Trap Guard Sewer Gas Emission Protector
- PVI Water Heaters: Commercial Water Heaters, Gas, Oil, Electric, Steam
- Schier Products: Acid Neutralization, Grease Interceptors, Sand & Oil Interceptors
- Speakman Company: Commercial Faucets, Emergency Eye Wash/Showers, Sensor Faucets, Shower Heads
From the Board of Directors of Minnesota PHCC

We take this opportunity to thank the Plumbing, Heating & Cooling Manufacturer’s Representatives Club (PHCMC) for producing this valuable membership directory and urge our members to patronize PHCMC members.

Mark Johnson, Cambridge  President
Brian Heisel, Virginia  Vice President
Luke Westman  Immediate Past President
**Territory:** Upper Midwest

**Personnel:** Greg Boner, President/Sales  greg@dibcoinc.com  
Dave Boner, VP/Marketing  
Jackie Stenger, Web Marketing  jackie@dibcoinc.com

**Manufacturers Represented:**
- **Continental Fan**  Residential & Light Commercial Ventilation
- **Eubank**  Commercial/Trailer/Mobile Heating/AC Units
- **Heat Star**  Tube Heaters & Unit Heaters
- **Magic-Pak**  Packaged Furnace & Air
- **Quietside**  Dual Purpose Water Heaters, Wall Hung 90% Water Heaters, Mini Split A/C
- **Samsung**  Mini Split A/C Residential & Commercial/VRF Systems
- **Samsung DVM**  Commercial Heat Pump and Cooling Systems
- **Stibel-Eltron**  Electric Water Heaters, Point-of-Use Boilers
- **Thermo Pan**  Panning, Insulation, HVAC Accessories
- **Z-Flex**  Stainless Steel, Aluminum Chimney Liners & Venting—Residential/Commercial
DISTRIBUTOR SALES, INC.
21170 Eaton Ave, Suite D, Farmington, MN 55024
Phone: 651/460-6441, Toll Free: 877/712-3310
Fax: 651/463-2687

Territory: MN, ND, SD, WI

Personnel: Keith Baumann, Debbie Drosky, Jack Ferber, Chad Haase, John Knight, Ray Korsten, Tracy Woodruff, Randy Ziebell, Kody Reilly

Manufacturers Represented:

Bradley Corporation* Safety Showers, Security Fixtures, Showers & Washfountains

Brass Craft Mfg. Supplies, Flare & Compression Fittings, Gas Connectors, Speedi-Plumb Braided Flexible Connectors, Fill Valves, Service Parts and Tankless Water Heater Kits


Chicago Faucets* Commercial, Institutional, Food Service and Laboratory Faucets, Sensor Lav Faucets

Cimberio Valve Co. Inc.* Full Line of Brass & Bronze Valves

ERICO/CADDY Mechanical Hangers and Supports for Plumbing, HVAC and Fire Protection

J.C. Whitlam Mfg. Co. Solvents, Chemicals and Plumbing Tools

North Star Water Conditioning Commercial/Residential Water Conditioning Systems, Drinking Water Systems (Parts stocked at DSI)

*Products stocked at our warehouse.

www.mnphcc.org
**Territory:** MN, ND, SD, W/WI  

**Personnel:** Kathy Snider, Bill Jackson, Pat Dwyer, Mike Dwyer  

**Manufacturers Represented:**  

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Products/Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>E. L. Mustee &amp; Sons*</td>
<td>New Topaz Fiberglass Bathtub, Laundry Tubs, Showers, Bath &amp; Shower Walls, Mop Service Basins, Fiberglass Shower Floors, ADA Shower Floors &amp; Components</td>
</tr>
<tr>
<td><a href="http://www.mustee.com">www.mustee.com</a></td>
<td></td>
</tr>
<tr>
<td><a href="http://www.fluidmasterpro.com">www.fluidmasterpro.com</a></td>
<td></td>
</tr>
<tr>
<td><a href="http://www.fluidmaster.com">www.fluidmaster.com</a></td>
<td></td>
</tr>
<tr>
<td>LDR Industries</td>
<td>SLK Black &amp; Galvanized Fittings &amp; Nipples, Cut Pipe, Brass Valves, “Exquisite” Faucets, Repair Parts, Brass &amp; PVC Tubular, PVC Fittings, Bathware &amp; Accessories, Specialty Tools, Plumbing Specialties</td>
</tr>
<tr>
<td><a href="http://www.ldrind.com">www.ldrind.com</a></td>
<td></td>
</tr>
<tr>
<td>Murray Corporation</td>
<td>Worm Gear Hose Clamps, Crimp-on Clamps</td>
</tr>
<tr>
<td><a href="http://www.murraycorp.com">www.murraycorp.com</a></td>
<td></td>
</tr>
<tr>
<td>Neoperl*</td>
<td>Faucet Aerators, Adapters and Fittings</td>
</tr>
<tr>
<td><a href="http://www.neoperl.com">www.neoperl.com</a></td>
<td></td>
</tr>
</tbody>
</table>

*Products stocked at our warehouse.*  

For valuable information about the plumbing, heating, and cooling industry, please visit Minnesota PHCC’s website at:  
www.mnphcc.org
ENERGY SALES, INC.
1200 East 115th Street, Burnsville, MN 55337
Phone: 952/890-2966 or 800/321-1637
Fax: 952/890-5448
E-Mail: jhadacek@energysalesinc.com
Warehouse: Same
www.energysalesinc.com

**Territory:** MN, ND, SD, NE, IA, WI, UP/MI

**Personnel:** John Hadacek, Kevin Carls, Paul Frenchik

**Manufacturers Represented:**
- **BBC Industries***: Electric Low Intensity Infrared Heaters
- **Combat**: Direct Gas Fired & Indirect Gas Fired Heaters, Makeup Air Units and Airtturnover Equipment
- **G. E. - Distributor**: Electric Heat/Electric Cooling & Heat Pump Vertical and Horizontal PTAC Units
- **Hot Zone**: Electric High Intensity Infrared Heaters
- **Macro-Air**: HVLS (High Volume Low Speed Fans)
- **M&G Duravent**: Gas Vent and Chimney Products
- **Panasonic*** - Distributor: Mini Split Ductless A/C & Heat Pump Units - Residential & Commercial
- **PremAire - Distributor**: Electric Heat/Electric Cooling and Heat Pump, Horizontal PTAC Units
- **Roberts Gordon***: Gas-Fired High & Low Intensity Infrared Heating Equipment
- **Zoo Fans**: Destratification Fans

*Products stocked at our Minneapolis warehouse.*
Be sure to check out the **MN PHCC website** for all the latest and greatest information, news and events!

[www.mnphcc.org](http://www.mnphcc.org)
**Territory:** MN, ND, SD, WI, UP/MI, IA

**Personnel:** Bob Eddy, Dave Ponschok, Becky Maxa, Brian Dressel, Andy Shilt, Joe Husman, Jason Salter and Kevin Genereux

**Manufacturers Represented:**

- **Aire Technologies**
  Fire, Smoke and Air Dampers, Ceiling Radiation Dampers, Enclosures and Accessories

- **Dimplex**
  Residential, Commercial & Industrial Electric Heat and Heat Storage Products

- **Ecobee***
  Energy Saving WiFi Enabled Smart Thermostats in Residential and Commercial Models

- **EPS***
  Residential/Light Commercial Make-Up Air Kits

- **Famco***
  Dampers, Metal and Plastic Wall Vents and Roof Vents, Chimney Caps, Flashing & Accessories

- **Precision Boilers**
  Commercial and Industrial Electric Boilers

- **PremierOne**
  HEPA Filtration, Polarized Media Filters, Residential and Commercial UV Lights

- **Salo Mfg.**
  Fiberglass Tubs, Showers, Tub/Showers and ADA Compliant Enclosures

- **S&P***
  Residential & Commercial Fans, Energy Recovery Ventilators, Bath Fans and Accessories

- **Summeraire***
  Residential and Light Commercial HRV’s

- **Thermolec***
  Electric Boilers, Plenum Heaters, Duct Heaters and Make-Up Air Units

- **Trion**
  Air Filtration, Humidification Products and Dehumidification

*Products stocked at our Bloomington warehouse.*
NEW Products from EP Sales

**THERMOLEC  ACU-STEAM HUMIDIFIER**

- Designed for the Professional Installer
- Three model sizes (13, 28 and 37 gallons per day)
- Stainless steel tank and steam diffuser
- Self cleaning incoloy elements
- No filters or expensive replacement cylinders
- Built in air proving switch and fan interlock
- Overflow sensor and drain
- Ductless model available

**MAKE-UP AIR UNITS**

For kitchen hoods and other negative pressure applications

- 100, 400 and 700 cfm units available
- Built in fan, damper, interlock, filter, speed control and modulating electric heat
- Multiple kW’s outputs available with 100+ degree temperature rise
- Available in any voltage, single or three phase

**PCD BATH FANS**

- Brushless DC motor for long life
- Built in motion sensor
- LED night light
- High/Low speed delay timer
- 4” and 6” collar with built in damper
- Energy Star and HVI certified
- 6 year warranty
FOURMATION SALES  
14400 James Road, Suite D  
Rogers, MN 55374  
Mailing Address: P. O. Box 519, Rogers, MN 55374  
Phone 763/420-6900 Fax 763/420-6993  
Email: ryan@fourmationsales.com  
Web Site: www.fourmationsales.com

**Territory:** MN, ND, SD, WI, UP/MI

**Personnel:** Dean Corrigan, Dean Zumwalde, Ryan Swanson, Tim LaDuke, Jim Ingle, Steve Burke. Inside Sales: Janelle Mutterer, Ryan Crowell, Chris Edstrom, Nick Trojan

**Manufacturers Represented:**

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Products Represented</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aker</td>
<td>Gelcoat &amp; Acrylic Bath Fixtures</td>
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<tr>
<td>Apollo Valves*</td>
<td>Butterfly Valves, Ball Valves, Actuators, Tempering Valves, Back Flow Preventers, Check Valves, Pressure Reducing Valves, T&amp;P Valves, Safety Valves, Needle Valves</td>
</tr>
<tr>
<td>ApolloXpress</td>
<td>Press Fittings and Press Valves</td>
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<tr>
<td>Bemis</td>
<td>Residential/Commercial Toilet Seats</td>
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<tr>
<td>Bosch Thermotechnology</td>
<td>Bosch Geo, Tankless Water Heaters, Boilers, Solar</td>
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<tr>
<td>Buderus</td>
<td>Boilers</td>
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<tr>
<td>Centrotherm</td>
<td>Polypropylene Venting Systems</td>
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<tr>
<td>Conbraco Ind.*</td>
<td>Apollo Valve Products</td>
</tr>
<tr>
<td>Danze</td>
<td>Faucets, Showerheads &amp; Bath Accessories</td>
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<tr>
<td>Electro Industries</td>
<td>Electric Heating Equipment</td>
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<tr>
<td>Gerber</td>
<td>Residential/Commercial Fixtures &amp; Faucets</td>
</tr>
<tr>
<td>Guardian Equipment</td>
<td>Emergency Eyewash and Safety Equipment</td>
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<tr>
<td>Lasco Fittings/Colonial Valve</td>
<td>Plastic Fittings and Valves</td>
</tr>
<tr>
<td>Maax Collection</td>
<td>Acrylic Soaking Tubs, Whirlpools, Air Tubs, Showers, Tub/Showers, Medicine Cabinets, Shower Doors</td>
</tr>
<tr>
<td>Northern Heat Pump</td>
<td>Geothermal Heat Pumps</td>
</tr>
<tr>
<td>Pearl Baths</td>
<td>Acrylic Soaking Tubs, Whirlpools, Airtubs</td>
</tr>
<tr>
<td>Senju Sprinkler*</td>
<td>Residential Fire Sprinkler Heads</td>
</tr>
<tr>
<td>Superior Radiant Products</td>
<td>Gas Fired Infrared Radiant Tube Heaters</td>
</tr>
<tr>
<td>Uponor</td>
<td>Complete Line of PEX Plumbing, Radiant &amp; Cooling, &amp; Fire Safety Systems</td>
</tr>
<tr>
<td>Walraven</td>
<td>Pipe Support &amp; Pipe Fixing Systems</td>
</tr>
</tbody>
</table>

*Products stocked at our Rogers warehouse.*
**Territory:** MN, ND, SD, WI, UP/MI

**Personnel:** Jade Anderson, Gordon Granse, Bryan Benson, Don Lynne, Jeff Olson, Kim Olson, Alicia Hoffbeck, Carlos Reyes, Dan Rookaird, Daryl Unser, Jonathan Swanson

**Manufacturers Represented:**

- AB&l/Anaco/Husky: Cast Iron Pipes, Fittings and Couplings
- Alderon*: Liquid Level Alarms, Water Leakage Sensors, Control Panels & Switches for Using Water, Wastewater & Sewage Switches & Control Panels
- Dole*: Flow Regulators & Zone Control Valves
- Elite Components*: Strut, ATR & Hangers
- Jackel Ecosystems*: Structural Foam & Engineered Filament Wound Wastewater Basins, Stainless Steel Guide Rail Systems, Check Valves
- Jay R. Smith*: Commercial Drainage, Carriers and Trench Drains
- KBI*: CPVC, Fittings and Valves
- Lansas: Test Plugs, Bypass Plugs, High Pressure Plugs, Vacuum Testing Equipment, High & Low Pressure Joint Testers
- Matco-Norca*: AWWA Valves, Fittings, Faucets, Malleables, Galv. Black Nipples & Fittings, Brass Fittings and Nipples
- Miro Industries: Rooftop Support Products
- Multi Fittings/Philmac*: SDR-35 Solvent Weld & Gasketed, SDR-26 Heavywall Gasketed, C900 Gasketed Pressure Fittings, DWV Solvent Weld & Engineered Fittings & Couplings
- Poly Technology*: Polyethylene Pipe
- Red-White Valve Corp.*: Residential/Commercial Valves
- Rothenberger: Hand Tools, Threading Machines and Press Tools
- Tundra Pipe Insulation*: Self-sealing & Semi-slit Pipe Insulation
- Zoeller Pump Co.: Sump Sewage, Effluent, Grinder Job Ready Package Systems

*Products stocked at our Lakeville warehouse.
HALL SALES COMPANY  
4707 Highway 61 #264, White Bear Lake, MN 55110  
Phone: 612/991-3407    Fax: 484/991-3408  
E-Mail: mike@hallsalesco.com  
Web Site: www.hallsalesco.com

**Territory:** MN, ND, SD, WI

**Personnel:**  
Jan Hall    jan@hallsalesco.com  
Dave Hall    dave@hallsalesco.com  
Mike Hall    mike@hallsalesco.com

**Manufacturers Represented:**

- **Advance Tabco**  
  Stainless Steel Sinks and Other Fabricated Items for the Food Service Industry

- **Braxton Harris**  
  A “One Stop Shop” to Plumbing Wholesalers. Over 7,000 Products

- **Hailiang America**  
  One of the World’s Premiere Manufacturers of Copper and PEX Fittings

- **JM Eagle**  
  The Largest Manufacturer of PVC, Poly, ABS, and PEX Plumbing and Irrigation Pipe

- **Prier Brass**  
  Freezeless Hydrants, Angle Sill Faucets, Drainage Products, Fireplace Log Lighter Accessories

- **Thrift Marketing**  
  Thrift Acid-Free and Thrift Super-Pro Acid Drain Cleaners

- **Tigre**  
  PVC Pipe Fittings and Accessories
**Territory:** MN, ND, SD, W/WI

**Personnel:** Bill Hamel, Tom Hamel, John Hamel, Corinna Hamel, Linda Taber, Mary Knoll

**Manufacturers Represented:**

- **Durcon Company**
  - Epoxy Resin Lab Sinks and Worksurfaces
  - www.durcon.com

- **Engineered Brass Company**
  - Commercial Brass Drains, Stops and Supplies
  - www.justmfg.com

- **Flowserve Corporation**
  - Duriron Acid Resistant Pipe & Fittings
  - www.flowserve.com

- **Just Manufacturing Company**
  - Stainless Steel Sinks, Sink Tops, Custom Sinks, Faucets & Accessories
  - www.justmfg.com

- **Leonard***
  - Thermostatic Water Mixing Valves, Thermostatic & Pressure Actuated Shower Valves, Surfashower Wall Mounted Shower Systems, Hydrotherapy Control Units, Photomaster Photo Mixing Systems, Emergency Shower Controls, Industry Hose Stations
  - www.leonardvalve.com

- **Metcraft**
  - Stainless Steel Securityware, Combination Lavatories/Toilets, Toilets, Lavatories, Urinals, Showers, Hospital Fixtures Surgeon Scrub Sinks, Dialysis Boxes, Patent Care Units
  - www.metcraftindustries.com

- **Oasis**
  - Water Coolers, Drinking Fountains and Bottle Filling Stations
  - www.oasiscoolers.com

- **Programmed Water Technologies**
  - Plumbing Control Systems
  - www.sloanvalve.com

- **Sloan Valve Company***
  - Flush Valves, China Fixtures, Sensor Operated Products including Flush Valves, Lavatory Systems, Faucets, Soap Dispensers and Hand Dryers, SOLIS Solar-Powered Flush Valves and Faucets
  - www.sloanvalve.com

- **Stern Williams**
  - Terrazzo Mop Sinks, Shower Floors and Cabinets
  - www.sternwilliams.com

- **T&S Brass***
  - Institutional, Medical and Laboratory Commercial Faucets, Food Service Pre-Rinse Units, Service Sink Faucets, Hose Reels, Washdown Stations, Pet Grooming Wash & Rinse Products
  - www.tsbrass.com

*Products stocked at our warehouse.*
HARRIS BILLINGS COMPANY
9913 13th Avenue N, Plymouth, MN 55441
Phone: 763/541-7858   Fax: 763/541-1520
E-Mail: harbilco@eschelon.com
Warehouse: Same

**Territory:** MN, ND, SD, W/WI

**Personnel:** Cathy Rosenquist, Don Harris, John Rosenquist

**Manufacturers Represented:**
A&J Washroom Accessories*   Commercial Bathroom Accessories
Encon Safety Products   Safety Showers and Eyewash Equipment
Metpar Steel Products Co.*   Metal, Solid Plastic, SS, & Phenolic Toilet Compartments

*Products stocked at our warehouse.
**Territory:** MN, ND, SD, WI, IA, NE

**Personnel:** Bob Brickley, Colleen Johnson, Tom Sontag, Jon Sontag, Diane Swanson, Jim Cushman

**Manufacturers Represented:**

- Airia-Lifebreath / Easy Air Grils
- Amiralin-HVAC Strap
- Aspen
- Atco
- Bacharach
- Beacon Morris*
- ECR-Argo / Dunkirk / Olsen / Utica
- FabTek Logic-Fin Clamp*
- Flexcon Industries
- FloodBuzz PRO*
- Grundfos*
- Hydrolevel*
- Louisville Tin & Stove-COZY*
- LUXPRO
- Mission Rubber Company
- Noritz
- Painted Expansion Tanks*
- Precision Hydronic Products
- RW Beckett
- Silver King*
- SpacePak
- Sterling Hydronics-Residential
- Supreme Industries-Turbo Crimper / Tape Master*
- Tekmar Controls*

*Products stocked at our Edina warehouse.*
JMK SALES CO., INC.
12090 Margo Avenue S, Suite B, Hastings, MN 55033
Phone: 651/769-5405
Fax: 651/480-8808  E-Mail: jmkreps@gmail.com
Warehouse: Same

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

**Personnel:** Alicia Lange, Frank Connelly

**Manufacturers Represented:**

- **American Sanitary Partitions**
  - www.am-sanitary-partition.com
  - Plastic Laminate, Phenolic Core, Solid Plastic, Powder Coated Steel, Stainless Steel, Toilet Partitions

- **Clarion Bathware**
  - www.clarionbathware.com
  - Fiberglass and Acrylic Residential Institutional Bath Products

- **Comac Corporation**
  - www.comaccorporation.com
  - High Speed Hand Dryers

- **McGuire Mfg. Co.**
  - www.mcguiremfg.com
  - P-Traps, Strainers & Supplies, Pro Wrap ADA Seamless Insulator

- **Moen Commercial**
  - www.moen.com
  - Commercial Brass, Sensor Faucets, Shower Valves & S.S. Sinks

- **R&M Energy Products (Resun Valves)**
  - www.rmenergy.com
  - Lubricated Plug Valves, Sliding Gate Valves & Line Binds

- **Seachrome**
  - www.seachrome.com
  - Grab Bars, Shower Rods and Flanges, Mirrors, Medicine Cabinets, Commercial Hotel/Motel Accessories, Tub and Lavatory Seats

- **Wiltcher Industries**
  - www.wiltcherindustries.com
  - Solid Surface Tub & Shower Walls, Solid Surface Shower Floors, Solid Surface Vanity Tops, Accessories

**Moen Residential:**

- John Fallon  
  - 952/936-9845  
  - Twin Cities, St. Cloud, Duluth, Brainard

- John Perleberg  
  - 612/325-7846  
  - Twin Cities, South Mankato, LaCrosse, Eau Claire, Rochester

- Bill Infield  
  - 605/929-9452  
  - North and South Dakota
JOHN BARR SALES
635 N. Prior Avenue, St. Paul, MN 55104
Phone: 651/251-0121 or 651/251-0150
Fax: 651/251-0334  Warehouse: Same
E-mail: jbarrsales@qwestoffice.net

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

**Personnel:** John Barr, Angela Zahradka, Bob Gleb

**Manufacturers Represented:**

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Products</th>
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</thead>
<tbody>
<tr>
<td>Aqua Vision</td>
<td>Upscale Faucets</td>
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<tr>
<td>Binford</td>
<td>Brass Faucets</td>
</tr>
<tr>
<td>Bootz*</td>
<td>Steelware, Tubs, Sinks &amp; Lavs</td>
</tr>
<tr>
<td>Bruco</td>
<td>Closet Flanges, Shower Drains</td>
</tr>
<tr>
<td>Chatham Brass*</td>
<td>Brass Goods, Water Heater Elements</td>
</tr>
<tr>
<td>Guarantee Products</td>
<td>Garvin Sinks and Strainers Made in the U.S.A.</td>
</tr>
<tr>
<td>HydroCare</td>
<td>End Limescale</td>
</tr>
<tr>
<td>Hydro Dimensions</td>
<td>Walk-In Bathtubs</td>
</tr>
<tr>
<td>Hydrotek</td>
<td>Sensor Faucets &amp; Flush Valves</td>
</tr>
<tr>
<td>Mainline</td>
<td>Back Water Valves</td>
</tr>
<tr>
<td>Matco-Norca*</td>
<td>Sink Strainers &amp; Accessories</td>
</tr>
<tr>
<td>Olsonite &amp; Bemis*</td>
<td>Toilet Seats</td>
</tr>
<tr>
<td>Omni</td>
<td>Water Filters</td>
</tr>
<tr>
<td>Opella*</td>
<td>Colored Strainers &amp; Faucets</td>
</tr>
<tr>
<td>Peerless Pottery*</td>
<td>China Fixtures</td>
</tr>
<tr>
<td>Revere*</td>
<td>Stainless Steel Sinks—All Types</td>
</tr>
<tr>
<td>Safe-T-Bar*</td>
<td>Grab Bars, St. Steel &amp; Colored</td>
</tr>
<tr>
<td>Stud Brackets</td>
<td>20” Long, 1/2” Holes, Copper</td>
</tr>
<tr>
<td>Sumner Mfg.*</td>
<td>Pipefix, Staxfix, Pipe Support System</td>
</tr>
<tr>
<td>Warwick Hanger Co.</td>
<td>Residential &amp; Commercial Pipe Hangers</td>
</tr>
<tr>
<td></td>
<td>(will stock some items)</td>
</tr>
</tbody>
</table>

*Products stocked at our St. Paul warehouse.*
**JOHN J. MORGAN CO.**
1413 Thompson Ave. Suite 1, South St. Paul, MN 55075
Phone: 651/698-0089  Fax: 651/698-6967
E-Mail: sales@jjmorgan.com
Web Site: www.jjmorgan.com
Warehouse: Same

**Territory:** MN, ND, SD, W/WI, IA, KS, MO, NE, OK

**Personnel:** Michael Morgan, Thomas Morgan, Lynn Hogan, Philip Dugan, Angela Brew, Thomas Lyle, Neill Gustafson, Mike Kaskie, Doug Swanson, Jim Packer, Sam Deering, Jeff Thorson, Sadie Kappelhoff

**Manufacturers Represented:**

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Products/Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ambi-Rad</td>
<td>Infra-Red Heating</td>
</tr>
<tr>
<td>Breidert, Inc.</td>
<td>Exhaust Fans</td>
</tr>
<tr>
<td>CET</td>
<td>Carbon Monoxide Detection Equipment</td>
</tr>
<tr>
<td>Custom Solution</td>
<td>Custom Roof Products/Curbs</td>
</tr>
<tr>
<td>Eaton Cutler-Hammer</td>
<td>Variable Frequency Drives</td>
</tr>
<tr>
<td>EMI</td>
<td>Mini Split Air Conditioners</td>
</tr>
<tr>
<td>HGI Industries</td>
<td>Air Purification/Mold Remediation</td>
</tr>
<tr>
<td>Island Air</td>
<td>Replacement P.T.A.C. Units</td>
</tr>
<tr>
<td>Markel</td>
<td>Electric Heating Products</td>
</tr>
<tr>
<td>Mars Air Systems</td>
<td>Commercial and Industrial Air Doors</td>
</tr>
<tr>
<td>NCP</td>
<td>Electric Through the Wall Heating/Cooling Units</td>
</tr>
<tr>
<td>Precision Coils</td>
<td>Custom Coils</td>
</tr>
<tr>
<td>Reznor Mfg. Co.</td>
<td>Unit Heaters - Indirect Fired Eng. Product</td>
</tr>
<tr>
<td>Suburban</td>
<td>Gas Fired Through the Wall Heating/Cooling Units</td>
</tr>
<tr>
<td>Titan Air, Inc.</td>
<td>Direct Fired-Make-Up-Air</td>
</tr>
<tr>
<td>Tutco</td>
<td>Electric Duct Heaters</td>
</tr>
</tbody>
</table>
**Territory:** MN, ND, SD, W/WI, C/IA

**Personnel:**
- David Baker  
  kingswaydb@mnmicro.net  
- Matthew Hogendorf  
  kingswaymh@mnmicro.net  
- Kathy Ruitta  
  kingswaykr@mnmicro.net  
- Colin King  
  kingswayck@mnmicro.net  
- Kevin King  
  kingswaykk@mnmicro.net

**Manufacturers Represented:**

- **ABS USA***
  Building Trades - Sump, Sewage, De-Watering, Effluent Pumps (MN, ND, SD)

- **Beeco Dist by MIFAB***
  Beeco “Backflow Engineering and Equipment Company
  Back-Flow Prevention, Water Pressure Reducing Equipment
  Automatic Control Valves (MN, ND, SD)

- **Bianchi F. Company***
  Radiant Heating Manifolds, Plumbing Valves (USA)

- **Bock Water Heaters***
  Commercial Water Heaters, Gas and Oil (MN, ND, SD, W/WI)

- **Boston Metal Products***
  Valves and Accessories (MN, ND, SD, W/WI)

- **Camis Industries***
  Sump Pump Check Valves (MN, ND, SD, W/WI)

- **CAMUS Hydronics***
  Commercial Boilers, Water Heating Equipment and Copper Boilers* (MN, ND)

- **DUNGS***
  Dungs Combustion Controls, Pressure Regulators/Line Pressure Regulators (Class 1) (MN)

- **Emax Water Heaters***
  Electric Tankless Hot Water Solutions, Residential,
  Commercial and Safety Units (MN, ND, SD)

- **Eternal / Grand Hall USA***
  Eternal Hybrid on Demand Condensing Water Heaters (MN, ND, SD)

- **Flo-Fab***
  Manufacturer of Pumps, Valves, Hydronic Accessories and Packaged Hydronic, Domestic and and Water Systems (MN, ND, SD)

- **Intersan Manufacturing***
  Premier Manufacturer Wash-Fountains, Fauctes,
  Stainless Steel and Solid Surface Fixtures (MN, ND, SD)

- **Marlo Incorporated***
  Manufacturer of Quality Water Softener, Filtration
  and Water Treatment Equipment - Residential, Commercial
  and Industrial Market (MN, ND, SD)

- **MIFAB***
  Commercial and Industrial Plumbing and Drainage Products (MN, ND, SD)

- **Miljoco***
  Mfgr of Quality Temperature and Pressure Instruments (MN, ND, SD)

- **PB Heat***
  Boilers and Hydronic Accessories (MN, ND, SD, W/WI, Central IA)

- **Roth USA***
  Hydronic, Radiant, Geo-Thermal and Solar Products and Equipment (MN, ND, SD)

- **Sterling Hydronics***
  Heatrim American Residential Baseboard and Accessories (MN, ND, SD)

*Products stocked at our warehouse.
Visit the PHCMC page at: www.mnphcc.org for an online directory of PHCMC members and other valuable information.
**Territory:** MN, ND, SD, WI, UP/MI

**Personnel:** Bob Wanberg, Todd O’Connor, Dave Sackrison, Tom Fleck, Steve Johnson, Jeri Hardin and Jeanine Wanberg

**Manufacturers Represented:**

- **Cresline Plastic Pipe**
  PVC/ABS DWV, PVC Pressure, PVC Well Casing, PVC Sewer, CPVC Pipe & Fittings and Polyethylene Pipe for Irrigation, Water Service and Gas

- **Keeney Manufacturing**
  Brass & Plastic Tubular, Bath Wastes, Strainers, Water Supplies, Grab Bars, Plumbing Specialties and Heating Air Valves

- **Niagara Conservation**
  Water Conservation including Toilets, Shower Heads and Aerators

- **Oasis Lifestyle**
  Gelcoat & Acrylic Tub & Showers, Showers & Bases, Assisted Living Products, Whirlpools & Air Systems

- **Zurn Pex**
  Pex Plumbing and Radiant Heating Systems
Territory: MN, ND, SD, WI, UP/MI

Personnel: Paul Granos, Steve Christiansen, Jeff Hiepler, Kevin Olson, Willie Pearson, Barb Massee, Bernie Florey, Steve Yaglowski, Renee Granos

Manufacturers Represented:

- Anaheim Mfg./Waste King: Disposers
- Blue Angel Pumps: Sump, Effluent, Sewage, Utility, Jet and Deepwell
- Campbell Manufacturing
  - Baker Monitor: Well Supplies
- Fernco, Inc.*: Transition Fittings and Accessories
- Genova, Inc.: PVC-CPVC Pipe and Fittings
- Gray Metal Products: Stove Pipe and Accessories
- Ideal*: No Hub Couplings and Clamps
- JB Products: Metal and Plastic Tubular, Sink Strainers and Accessories
- Plastic Trends: Large Diameter Molded and Fabricated PVC Drain Fittings
- SaniFlo: Macerators, Pumps and Waste Systems
- T. R. Industries*: Gel Gloss Fiberglass Cleaner
- Tyco-Frostex*: Frostex Plus Heating Cables, Heat Systems

*Products stocked at our Eden Prairie warehouse.
MDN SALES COMPANY
Marten-Docken-Nielson
1701 American Blvd. E., Suite #11
Bloomington, MN 55425-1404
Phone: 952/854-7070   Fax: 952/854-9040
Web Site: www.mdnsales.com

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

Personnel & E-Mail Addresses:
Jim Marten            jmarten@mdnsales.com
Ron Docken            rdocken@mdnsales.com
Brian Nielson         bnielson@mdnsales.com

Manufacturers Represented:
Oatey SCS          Plastic Pipe Cements, Roof Flashings, Plumbing
Oatey              Chemicals, Washing Machine Boxes, Cryo-tek
Hercules          Antifreeze, Johni Bolts, Hercules for Hands, Megaloc,
Dearborn           Putty and Caulk, Tubular Brass, Plastic Drains, Bath
Cherne Industries  Wastes, Strainers and Grab Bars, Pneumatic Test
                  Balls, Test Plugs
3M Purification Inc. (AQUAPURE) Water Filtration, Drinking Water Systems, Water
                  Treatment
Little Giant Pump Co. Sump Sewage, Effluent, Grinder, Magnetic Drive,
                  Condensate Pumps and Accessories
Metal-Fab          Gas Vent, Solid Fuel Chimney, Fire Dampers,
                  Corrguard AL294C, Grills & Registers
John Guest         Push-Fit Fittings, Twist & Lock CTS and Polypropylene
                  Inch Size
William H. Harvey Co. WaxRings, Closet Bolts, Cutting Oil, Plumbing
                   Chemicals, Etc.
Easy Heat          Residential & Commercial Heating Cable Products
                   & Accessories, Warm Tiles Electric Floor Heating
                   Systems
Mason Industries   Anti-vibration Products Including Neoprene Mounts
                   and Hangers, Spring Mounts and Hangers, Bases and
                   Rails, Expansion Joints, Flexible Connectors and
                   Industrial Hoses
Midwest Snips      Snips & HVAC/R Tools
Mr. Steam          Residential & Commercial Steam Baths and
                   Towel Warmers
Old Castle (Carson) AC Pads
Strasser           Custom Bath Furniture & Granite Vanity Tops
Goss, Inc.         Torch Tools, Acetylene-Map-Propane-Nitrogen
Franke             Luxury Stainless Steel Sinks, Faucets and Accessories
Santec             Decorative Faucets and Bath Accessories
**MICHEL SALES AGENCY**
521 Phalen Blvd., St. Paul, MN 55130-5303
Phone: 651/287-2640 or 800/328-9235
Fax: 651/287-2655
E-Mail: dean@michelsales.com
Website: michelsales.com
Warehouse: Same

**Territory:** MN, ND, SD, WI, UP/MI

**Personnel:** Kelly Michel, Rick Genrich, Dean Parker, Rick Michel, Betsy Peters, John Durkee, Harold Bruner, Matt Michel, Larry Sundberg, Shon McClain, Dan Michel, Brian Salisbury, Dan Dunham

**Manufacturers Represented:**

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Products Represented</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bradford White Commercial*</td>
<td>Commercial Water Heaters</td>
</tr>
<tr>
<td>Bradford White Corp.</td>
<td>Water Heaters</td>
</tr>
<tr>
<td>Canfield Solder*</td>
<td>Solder &amp; Accessories</td>
</tr>
<tr>
<td>Fantech</td>
<td>Residential &amp; Commercial PRV Fans, Inline, Bath &amp; HRV &amp; ERV Products</td>
</tr>
<tr>
<td>General Plastics*</td>
<td>PVC Air Duct Fittings</td>
</tr>
<tr>
<td>Guy Gray</td>
<td>Commercial Washer Boxes</td>
</tr>
<tr>
<td>Imcoa*</td>
<td>Pipe Insulation - Poly &amp; Rubber</td>
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<tr>
<td>IPS Corp.</td>
<td>Cements &amp; Plumbing Accessories</td>
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<tr>
<td>Kroy Air Duct*</td>
<td>PVC, Air Duct Pipe and Fittings</td>
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<tr>
<td>Laars Heating Systems*</td>
<td>Boilers - Residential and Commercial</td>
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<tr>
<td>Mueller Industries</td>
<td>Copper Tube, Line Sets, Copper-Plastic-Malleable Fittings</td>
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<tr>
<td>Rehau*</td>
<td>In Floor Radiant Heating</td>
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<tr>
<td>Rhomar Water Management</td>
<td>Hydronic Water Treatment Solutions</td>
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<tr>
<td>Studor</td>
<td>Air Admittance Valves</td>
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<tr>
<td>TracPipe-CSST</td>
<td>CounterStrike Flexible Gas Piping</td>
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<tr>
<td>Truebro</td>
<td>ADA Undercounter, Protective Products</td>
</tr>
<tr>
<td>Warm Rain</td>
<td>Fiberglass Tubs, Showers, Swirlpools, Acrylic Showers, Bath Bays &amp; Assisted Living Products</td>
</tr>
<tr>
<td>Webstone</td>
<td>Hydronic Valves and Fittings - Home of the “Isolater”</td>
</tr>
<tr>
<td>Wilo</td>
<td>Hydronic Pumps</td>
</tr>
</tbody>
</table>

*Products stocked at our warehouse.*
**Midwest Sales & Marketing, Inc.**

**WI Office:** 530 Progress Drive, Hartland, WI 53029  
**MN Office:** 14900 James Road, Rogers, MN 55374  
**Phone:** 800/246-8440  
**Fax:** 800/246-6464  
**E-Mail:** mwsm@mwsmrep.com  
**Web site:** www.mwsmrep.com

**Territory:** MN, ND, SD, IA, NE, WI, UP/MI

**Personnel:** Dave Skindelien, Matt Rodamer, Bob Koch, Mike Malesa, Cory VanVickle, Ted Meyer, Bill Panfil, Katie Brummund, Darren Haslbeck, Amanda Kolosso and Kay Hirsch

**Manufacturers Represented:**

- **Beacon Morris**  
  Convectors, Kick Space & Unit Heaters  
  www.beacon-morris.com

- **US Boiler**  
  *Burnham Residential* High Efficiency Condensing Boilers, NG & LP, Oil Steam, Cast Iron Boilers w/ IQ Controls, Indirect Water Heaters  
  www.usboiler.net

  *Burnham Commercial* High Efficiency Condensing Boilers up to 800,000 BTU, HE Cast Iron Boilers up to 5.5mil BTU  
  www.burnhamcommercialcastiron.com

  *New Yorker* Gas, Oil or Wood Fired Steam Boilers  
  www.newyorkerboiler.com

- **Caleffi**  
  Hydronic Zone Valves and Separation, Air & Dirt Elimination, Mixing & Balancing Valves, Solar and Geothermal products  
  www.caleffi.com

- **Crete-Heat**  
  Insulated floor panels for radiant heating installations  
  www.crete-heat.com

- **DuraVent**  
  Residential and Commercial B-Vent, Chimney Liners, Wood & Pellet Venting, SS & PolyPro Venting  
  www.duravent.com

- **Heat Controller**  
  *Century* Furnace & A/C, Mini Splits, PTAC, Geothermal, Air Handlers, High Velocity & Roofs for Residential and Commercial installations  
  www.heatcontroller.com

  *Comfort Aire* Furnace & A/C, Mini Splits, PTAC, Geothermal, High Velocity, Room air, Dehumidifiers & Rooftop units  
  www.heatcontroller.com

- **Noble Company**  
  Freeze protection for hydronic and plumbing systems  
  www.noblecompany.com

- **QuietFlex**  
  Residential & Commercial flexible duct, duct liner, duct wrap  
  www.quietflex.com

- **Triangle Tube**  
  High Efficiency Condensing Boilers, Indirect Water Heaters, Heat Exchangers, Cascade Piping & Venting Systems, Challenger Combination Boiler / Water Heater  
  www.triangletube.com

- **ZoneFirst**  
  Residential and Commercial forced air zoning and accessories  
  www.zonefirst.com
MONDALE & ASSOCIATES, INC.
7630 Washington Ave. S, Eden Prairie, MN 55344
Phone: 952/888-1770   Fax: 952/888-9636
Website: www.mondale.biz
Email: cmondale@mondale.biz
Warehouse: Same

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

**Personnel:** Curtis Mondale, Brian Frazier, Patrick Ess, Shawn Donovan, Joan Mondale, Mike Dunn, Peter White, Mark Moser

**Manufacturers Represented:**

DiaNorm*  European-Style Steel Panel Radiators & Towel Warmers
www.heatlines.com

DiversiTech  Air Conditioner Condenser Pads & Heating, Ventilation, AC & Refrigeration (HVACR) Components & Related Products
www.diversitech.com

Fernox*  Water Treatment Products
www.fernox.com

www.fujitsugeneral.com

Modine*  GeoExchange/Geothermal and Water Source Heat Pumps
www.modinehvac.com

iWorx by Taco*  Web-Based Building Management Systems
www.iworx.com

Malco Tools  Specialty HVAC Hand Tools & Fasteners, Foamboard Staplers & Staples, Pex Tubing Uncoiler
www.malcoproducts.com

Maxifold*  Stainless Steel Radiant Heating Manifolds and Fittings
www.heatlines.com

Mr. Pex Systems  Radiant Floor Heating Systems, Including “Flexible Pex”
www.mrpexsystems.com

Navien America  Tankless Condensing Water Heaters and Combination Boiler/Water Heaters
www.navienamerica.com

NY Thermal (NTI)  High-Efficiency Modulating, Stainless Steel Boilers, The Matrix, Indirect Water Heaters and Storage Tanks
www.nythermal.com

Raven Products  Hydronic Heating and Plumbing Valves, Fittings and Accessories
www.ravenproducts.us

Selkirk  Gas Vent, Chimney Products & Flexiliner Chimney Liner Kits
www.selkirkcorp.com

Selkirk  Stainless Steel (AL29-4C) Special Gas Vent Grilles, Registers & Diffusers, Ameriflex Flex Duct
www.selkirkcorp.com

SWEP*  Brazed Plate Heat Exchangers
www.swep.net

Taco*  Water Circulation, Electronic Controls, Specialty Radiant Heating Components & Flow Control Products
www.taco-hvac.com

Taco*  Replacement Parts for Bell & Gossett and Armstrong Circulators
Taco
Pro-Fit

Tjernlund  Draft Inducers, Power Venters & Combustion Air Products, Dryer Duct Boosters & AireShare Air Transfer Products
www.tjernlund.com

TPI  Handheld Test and Measurement Equipment
www.testproductsintl.com

Unico System  Small Duct High Velocity (SDHV) Central Heating & Cooling Systems & Components & The UniChiller Reverse-Cycle Chiller
www.unicosystem.com

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Phone: 651/686-8580   Fax: 651/686-8588
Emergency Parts (after hours): 612/579-0143
Email: info@mulcahyco.com     Web Site: www.mulcahyco.com
Warehouse: Same

Territory: MN, ND, SD, W/WI

Personnel: Jim Burns, Mark Gaetz, Chris Crotteau, Tara Syring, Dan Chudecke, Dan Dietz, Dave Duncan, Jamie Pribyl, Jeff Bennett, Greg Olson, Todd Olmshenk, Paul Frank, Mike Comstock, Jay Baars, Ted Schmelling, Mike Sachi, Eric Eaton, Kevin Olson, Keith Klett, Denny Harpestad, Diane Elsberry, Kim Bovee, Jim Borchert, Bill Arias, Tom Davison, Carl Peterson, Ben Justman, Joe Mozeika, Steve Dahl, Greg Giergielewicz, Quincy Williams, Steve Norberg, Paul Swenson, Nick Davis

Manufacturers Represented:

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Personnel: Rick Matzen, Don Matzen, Jeremy Kappenman, Brian Foy,
Tom Lawson, Teresa Wedin, Jim Niederer, Chris Taber, Lauren Rademacher

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(www.americanplumber.com)

Brasstech  Brass Bathroom Accessories
(www.brasstech.com)

Delta Faucet Co.  Delta, Brizo, Peerless Faucets
(www.deltafaucet.com)

Franklin Brass/Liberty  Bath Accessories (www/bathunlimited.com)

Ginger & Motiv  High End Bathroom Trim
(www.gingerco.com)

Jason International  Whirlpool Tubs (www.jasoninternational.com)

Lenova  Decorative Glass, Copper, Stainless Steel and
China Sinks (www.lenovasinks.com)

Monument Water Systems  Softeners and Filters
(www.monumentwater.com)

Newport Brass  High End Faucets (www.newportbrass.com)

Oliveri  Stainless Sinks (www.oliverisinks.com/us)

Rheem Water Heater Division  Rheem/Ruud Marathon Water Heaters
(www.rheem.com)

www.mnphcc.org
Territory: MN, ND, SD, W/WI

Personnel & Email Addresses:

Bill Zukowski  billz@northlandreps.com
Jeff Tyler  jeffreyt@northlandreps.com
Kevin Barta  kevinb@northlandreps.com
Cristina Zukowski  cristinaz@northlandreps.com

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(A division of Rectorseal)


Northern Pipe Products  PVC Pipe for the Plumbing, Irrigation & Well Markets

Rectorseal Corp.  Thread Sealants, Chemicals, Solvent Cements, Metacaulk - Fire stopping, Nokorode Flux, Aqua Flux, Golden Grip Tools, G-O-N (Glue-On-Nozzle), Aspen Pumps, Safe-T-Switch, Fortress & Slim Duct Lineset Ducting Systems

Simmons Mfg.  Well Accessories, Check Valves, Well Seals, Tank Tees

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Personnel: Todd Isaacs       todd@ojbergland.com

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Flo Control  PVC Couplings, Check Valves, Transition Fittings
GPK Products  PVC Fittings
Indiana Seal  Flexible Couplings, Donuts and Adapters
Insul-Seal  Insulated PVC Sewer, PVC Sch 40 and Pex Pipe
Kleen Flo*  Lake Strainers
MDI  Sewage Alarms, Mechanical & Mercury Float Switches
NDS Products  Catch Basins, Valve Boxes; Flexible Couplings & Saddles
Paige Electric Companies  Submersible Pump Cable, UF Cable, Irrigation Cable, Electric Tracer Wire

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Tara Syring, Treasurer
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  - Copper Flange Adapter/Dielectric Protection

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- **Rockford Separators**
  - Separators and Interceptors

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  - Roof Top Supports for Conduit and Pipe

- **Titan Flow Control, Inc.***
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- **Tyler Pipe Industries/Wade Specification***
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- **Alfa Laval**
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- **Canariis Corporation**
  Pressure Booster Systems
- **GTP (General Treatment Products)**
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- **Heat-Fab, Inc.**
  AL29-4C Venting Products
- **Heat Sponge**
  Boiler Stack Economizers
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  Boiler Control Panels
- **Hurst Boiler**
  Gas, Oil, Coil, Bio Gas Steam and Hot Water Boilers
- **LES Boiler**
  Steam and Hot Water Boilers
- **Macon Balancing**
  Manual and Automatic Flow Balancing Valves
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- **Parker Boiler**
  Steam and Hot Water Boilers
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- **Riello Burners**
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- **Selkirk**
  Positive Pressure Stacks for Boilers, Genertors and Grease Ducts
- **Siemens**
  Linkageless Burner Management System
- **Skidmore***
  Condensate & Boiler Feed Systems, Vacuum Pumps
- **Square D**
  Variable Frequency Drives
- **S. T. Johnson**
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- **Taco***
  Commercial Pumps and Specialties
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  High and Mid-Efficient Copper Boilers
- **Triad Boilers**
  Modular Hot Water and Steam Boilers
- **Twin City Hose***
  Stainless Steel & Rubber Flexible Pump Connectors
- **Unilux Boilers**
  Bent Tube Boilers
- **Vibrations Insolation Co.**
  Pump Inertia Bases
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Web Site: www.racsalesinc.com

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

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- Air Products and Controls: Duct Smoke Detectors & Remote Accessories, Relays
- Armacell: Armaflex Pipe Insulation
- Bohn-Heatcraft: Commercial Refrigeration Equipment
- Drake Refrigeration: A/C & Process Chillers
- Invensys Climate Controls: Ranco, Robertshaw, Paragon
- JB Industries: HVAC Tools & Accessories
- Lanco: Fan Coils and Air Handlers
- Larkin-Heatcraft: Commercial Refrigeration Equipment
- Lucas-Milhaupt: Silfos Solder—Brazing Material
- Mars: Relays, Accessories, Marathon Motors, Contactors
- Superior Refrigeration Products: A/C & Refrigeration Valves
- Testo, Inc.: Professional Test & Measurement Instruments
- Uniweld: Torches, HVAC/R Tools
- Williams Furnace Company: Space Heating Equipment, Dehumidifiers

[www.mnphcc.org](http://www.mnphcc.org)
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American Granby Water System Accessories
Amtrol, Inc.* Expansion Tanks, Indirect Water Heaters, Water Well Tanks
Arrowhead Brass* Plumbing Valves
Centennial Plastics Polyethylene Pipe
CSI/Watersoft Commercial and Residential Water Treatment Equipment
Everhot, Inc. Radiant Pex Tube
Flromatic Valves* Waterwell & Municipal Valves
Hydromatic Pumps* Sump, Effluent & Sewage Pumps
Kalas Wire Pump Wire
Kitz Valve* Gate, Globe, Check, Ball & Butterfly Valves
Metropolitan Back-Up Systems Deluxe Battery Backup
SJE-Rhombus Controls and Pump Switches
Spirotherm* High Efficiency Air Separators
Ultra Fin Radiant System* Convective In-Floor Radiant Heating System

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SALES ENGINEERS, INC.
12909 Pioneer Trail, Eden Prairie, MN 55347
Phone: 952/944-0773   Fax: 952/944-1073
E-Mail: mdungan@salesengineersinc.com
Web Site: www.salesengineersinc.com

Territory: MN, ND, SD, WI

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- Broan Mfg.  Ventilation
- Clarcor/Purolator Air  Air Filters
- Cliplight  Sealers
- Construction Solutions  Dryer Box
- Crown Engineering  Electrodes
- Dongan Electric  Transformers
- First Company  Air Handlers
- Gastite by Titeflex  CSST
- Hilmor  HAVCR Tools
- Hydro-Flex  Tubing
- Lenox  Tools
- Nordyne  Tappan, Frigidaire, Gibson, Westinghouse, Maytag, Nutone, Intertherm & Miller
- Nutone  Vac’s Intercoms
- Shurtape  Pressure Sensitive Tapes
- Steinen Mfg.  Nozzles
- ThermaFlex  Flexible Duct Work
SAUFFERER ASSOCIATES
24120 Rice Lake Drive, Lakeville, MN 55044
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Email: johns@sauffererassociates.com; rickc@sauffererassociates.com
or andym@sauffererassociates.com

Warehouse: Same
Web site: www.sauffererassociates.com

Territory: MN, ND, SD, WI, IA

Personnel: John Saufferer, Rick Clemens, Andy Matzke

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Comfort Pro                               Radiant floor heating and snow melting products
CPS Products                              HVAC Tools
FlatPlate                                 Heat Exchanger, Commercial & Residential
General Aire                              Humidifiers, Air Cleaners, Filters
Infrasave                                 Overhead Infrared Heating Solutions
MicroFlex                                 Pre-Insulated Pex Pipe
Multi Aqua                                Commercial and Residential Variable Water Volume
                                          AC and Heating Systems
RenewAire                                 Energy Recovery Ventilators—Residential/Commercial
Rinnai                                    Tankless Water Heaters
Second Wind                               UV Lights
Schwank                                   Overhead Infrared Tube Heaters
** Territory:** MN, ND, SD, WI, IA, NE

**Personnel:** Steve Schumacher, Mike Kirsch, Scott Roy, Mark Johnson, Nathan Oknich, Sheri Goelz, Chris Schumacher, Laurie Nicolai, Sarah Levens, Jason Reynolds, Ron Burgmeier, Jim Schumacher, Ron Thompson, Tom Nun, Holly Eisenberg, Matt Oknich, Christopher Nicolai

*(Individual emails—firstname@schumarketing.com)*

**Manufacturers Represented:**

- Acorn Engineering: Penal Fixtures, Safety Equipment, Drinking Fountains and Water Coolers
- AIM Metals & Alloys: High Purity Solder
- Amtekco: SS Commercial & Food Service Sinks & Accessories
- Bobrick/Gamco: Bathroom Partitions and Washroom Accessories
- Chronomite*: Instantaneous Water Heaters
- Elmdor/Stoneman*: Access Doors
- General Partitions*: Bathroom Partitions
- General Wire*: Drain and Pipe Cleaning Equipment
- Holdrite*: Plumbing Support Brackets and Hydroflame Sleeves
- Koala Kare: Baby Changing Stations
- RPS Best Air*: Furnace Filters and Humidifier Water Pads
- Suds Sentry: Washing Machine Pans
- T-Drill: Tools for Pipe Fabrication
- Wheeler-Rex: Commercial Contractor Tools & Equipment
- Whitehall: Surgeon Scrub Sinks, Careware Toilets, Hydro-Therapy Tanks
- Wilkins*: Backflow Prevention, Pressure Reducing and Control Valves
- Zurn Industries*: Specification Drainage, Trench Drain, Flush Valves, Faucets, China Bathroom Fixtures, Acid Waste Piping

*Products stocked at our Plymouth warehouse.
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Lenny’s Cell: 612/328-0679   lenny@schroedersalesco.com
Wisconsin Office: 6316 Setter Road, Weston, WI  54476
Kent’s Cell: 715/432-4821   kent@schroedersalesco.com
Website: www.schroedersalesco.com

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

Personnel: Jon Schroeder, Jenni Schroeder, Kent Schroeder, Lenny Gephart, Cecil Nelson

Manufacturers Represented:

3M       Duct Wrap, Tapes, Fire Caulk, Adhesives, Abrasives & Safety Products
AquaMotion  Wet Rotor Circulator Pumps, Single and Three-Speed Models
Boiler Buddy Buffer Tank for Boiler Systems and Water-to-Water Geothermal Applications
BoilerMag Magnetic Hydronic Filter for Trapping All Ferrous Particles in the System
BreatheCLEAN UV Lights and Portable Air Purifiers for Indoor Air Quality
Champion (Imperial) Ductwork, Pipe, and Fittings for Low Pressure HVAC Systems
Crown Boiler Co. Residential and Commercial Boilers and Indirect Water Heaters
Dahl Brothers Canada Quarter Turn Stops, Mini Ball Valves, Radiator Valves, Strapping
Delta Breeze High Efficiency, Low Sone DC Motor Bath Fans for Single and Multi-Family Homes
Flanders Air Filters for Residential, Commercial & Industrial Applications
Governale Cast Iron Radiators, Basic, Ornamental and Recessed, Cast Iron Baseboard
Greentek HRV and ERV Air Exchangers, Residential and Commercial HEPA Filters
Heat Transfer Products High Efficiency Boilers, Indirect & High Efficiency Commercial Water Heaters
Legend Valve Valves, Fittings, Malleables, Nipples, Hydronic Manifolds, PEX Tubing & Supplies
Milwaukee Tool Power Tools and Accessories, Hand Tool and Test Instruments
Pro 1 IAQ Electronic Thermostats, Air Filters and Wireless Zone Systems
Shoemaker Mfg. Residential and Commercial Registers, Grilles, Diffusers, Dampers and Louvers
ThermoPride Oil and Gas Furnaces, A/C and HP, Mobile Home Furnaces and Air Handlers
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SCHROEDER Sales Company 763-391-6232
Territory: MN, ND, SD, WI, UP/MI

Personnel: Chris Soderholm, Chuck Soderholm, Bob Soderholm, Brian Soderholm, Brian Paulsen, Dale Blanchette, Joyce Manning, Teresa Mattson, Bonnie Wright, Jason Stamm, Dawn Sharpe, Andrew Paulsen, Rick Zabel, Ryan Wright, Cindy Bordwell, Peter Bibby, Stuart Olstad, Cheryl Olson, Scott Peterson, Jake Blanchette, Rich Davison, Susan Ahlers, Chaz Norrgard, Jo Marron, Josh Petersen, Jason Bloom, Emily Mattson, Tim Hale, Pete Snyder, Todd Wiles, Chantel Wiskur, Cheryl Paisley

(Individual e-mails: first name.last name@soderholmrep.com)

Manufacturers Represented:

- American Standard: Vitreous China, Plumbing Fixtures, Whirlpool Tubs, Faucets
- American Water Heaters: Residential and Commercial Water Heaters
- American Wheatley*: Hydronic Heating Accessories
- Ames Corp.*: Backflow Products
- Ampco*: Toilet Partitions
- A. O. Smith: Commercial & Residential Water Heaters, Boilers, Storage Tanks
- Blucher: Stainless Steel Drainage Products
- Crane Plumbing: Vitreous China Plumbing Fixtures
- Dormont Manufacturing: Gas Connectors & Fittings
- Febco: Backflow Prevention Products
- Fiat Products: Molded Stone/Terrazzo, Shower Floors, Mop Sinks, Showers
- Grundfos: Commercial Pumps
- Jado: Luxury Faucets
- Orion Piping: Acid Waste Pipe
- Paco Pumps: Centrifugal Pumps
- Polystar Piping: Polypropylene Piping System
- Porcher: Luxury Chinaware
- Powers*: Water Tempering and Control Products
- State Water Heaters: Commercial & Residential Water Heaters
- Takagi: Tankless Water Heaters
- Water Control Corp.*: BrassMaster Water Softeners (Residential and Commercial), Filtration and R.O. Equipment, Water Reclamation Systems
- Watts Drainage*: Floor and Roof Drains, Carriers and Cleanouts, Floor Sinks, Interceptors
- Watts Radiant: Radiant In-Floor Heating Systems

*Products stocked at our warehouse.
Representing high-quality & technologically advanced manufacturers of:

- Water Quality
- Plumbing
- Hydronic Heating

- Serving Minnesota, North Dakota, South Dakota, Wisconsin and the Upper Peninsula of Michigan
- Offices in Minneapolis, MN and Milwaukee, WI
- Experienced sales group
- Accessible technical support team
- Complete specification & quotation services
- In-house CAD/Revit design
- Mobile training program
- Local inventory of leading product lines

Thank you for your business!

Please visit us at www.soderholmrep.com
STABECK SALES & MARKETING, INC.
3415 Kilmer Lane North, Plymouth, MN 55441
Phone: 763/252-4750    Toll Free: 888/475-2490
Fax: 763/252-2100
Warehouse: Same
Web site: www.stabecksales.com

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

**Personnel & Email Addresses:**
K. C. Stabeck  kc@stabecksales.com
Jim Remington  jim@stabecksales.com
Deb Packard  deb@stabecksales.com
Lucy Stabeck  lucy@stabecksales.com
Gwen Morris  gwen@stabecksales.com

**Manufacturers Represented:**
- **Alno, Inc.**  www.alnoinc.com  Bath Accessories, Cabinet Hdwe, Mirrors, Bath Cabinets
- **Barclay Products**  www.barclayproducts.com  Vitreous China, Converto’s Showers, Metal Sinks, Cast Iron Claw Foot Tubs
- **Geberit**  www.geberit.us  Bath Waste and Overflows, In-Wall Carrier Systems
- **Grohe America**  www.groheamerica.com  Faucets, Shower Systems, Kitchen Faucets (Residential and Commercial)
- **MTI Baths**  www.mtibaths.com  Whirlpools, Airtubs, Combination Tubs, Laundry Tubs, Shower Bases and more
- **Palmer Industries**  www.sinklegs.com  Vanity Sink Legs
- **Panasonic**  www.panasonic.com/building  Advanced Ventilation Fans, ERV
- **Pfister Faucets**  www.pfisterfaucetspro.com  Bathroom Faucets, Showers and Kitchen Faucets
- **Ponte Giulio**  www.pontegiuliousa.com  Grab Bars, Bath Safety Equipment
- **Quick Drain USA**  www.quickdrainusa.com  Linear Shower Drains (Residential and Commercial)
- **Rocky Mt. Hardware**  www.rockymountainhardware.com  Solid Bronze Architectural Hardware (Residential and Commercial)
- **Steamist**  www.steamist.com  Residential & Commercial Steam Baths, Saunas & Accessories
**TARGET MARKETING REPS**  
3701 Shoreline Drive, Suite 102E and 102F  
Wayzata, MN 55391  
Phone: 952/471-1211  
Fax: 952/471-0617  
E-Mail: pauljoswiak@tmreps.com  
Web-site: www.tmreps.com

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

**Personnel:** Paul Joswiak, Julie Joswiak, Tony Lund, Bernie Riesberg

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</table>
WALTERS-CLIMATE INC.
2857 Louisiana Avenue N, New Hope, MN  55427
Phone: 763/544-8626     Fax: 763/544-8631
E-Mail: info@waltersclimate.com
Web-site: www.waltersclimate.com
Warehouse: Same

Territory: MN, ND, SD, W/WI, IA

Personnel: Ken Meyer, Steve Mountin, Perry Fanaselle, Susan Glinsek, Paul Braden, Gary Carroll, Lorry Stratioti, Steve Boner

Manufacturers Represented:

Allied Engineering Co.  Wall hung electric boilers, single & three phase
Argo Baseboard  Residential & Light Commercial Baseboard Radiation
Armstrong Pumps*  Hydronic Pumps, Pump Parts & Accessories
Azel Technologies*  Zone Pump Control Panels, Zone Valve Control
Brasch Manufacturing  Gas Detection Systems
Commercial Coil Co.  Replacement Coils, DX, Hot Water, Steam, Custom Coils & Factory Stocked Booster Coils
Detroit Radiant Products*  Gas Fired Low and High Intensity Infrared Heaters, Electric Infrared Heaters
Infloor Heating Systems*  Hydronic, Electric & Snow Melt, Solar Collectors
Modine Mfg. Co.*  Unit Heaters, Finned Tube, Cabinet Unit Heaters, Ventilation Units & Make-Up Air Units
Paloma  Tankless Gas Water Heaters
RAYPAK*  Hydronic Boilers, Water Heaters, Commercial Pool Heaters, Storage Tanks
Rupp Air Management  Make-Up Air Heaters, Fans, Kitchen Hoods
Smith Environmental*  Hydronic Kick Space, Cabinet Unit Heaters, Low Temperature Radiation
Sterling, Inc.*  Steam Specialties, Condensate Pumps & Boiler Feed Pumps
Vibration Mountings & Controls*  Vibration Isolation—Spring & Rubber

*Products stocked at our warehouse.
**Territory:** MN, ND, SD, WI, U/MI

**Personnel:** Steve Rakieten, Doug Hall, Penne Purdum, Tara Gosey

**Manufacturers Represented:**

- **Accor Technology**
  - “FLOWTITE” – Push on Angle Stops and Supplies, Ice Maker Boxes, R Series for Remodeling
  - [www.accortechnology.com](http://www.accortechnology.com)

- **Blanco**
  - Stainless and Silgranit11 Kitchen Sinks and Faucets
  - [www.blancoamerica.com](http://www.blancoamerica.com)

- **Canplas**
  - ABS PVC fittings and specialty product, grease interceptors
  - [www.canplasplumbing.com](http://www.canplasplumbing.com)

- **Deco Lav**
  - Glass, Stainless, China, Acrylic Lavatories and Bathroom Furniture
  - [www.decolav.com](http://www.decolav.com)

- **Fairmont Designs**
  - Fine Bath Furniture
  - [www.fairmontdesigns.com](http://www.fairmontdesigns.com)

- **Fleurco**
  - The Shower Door Company
  - [www.fleurco.com](http://www.fleurco.com)

- **Gatco**
  - Fashion Bath Hardware
  - [www.gatco-inc.com](http://www.gatco-inc.com)

- **Jacuzzi Luxury Bath**
  - Experience Jacuzzi Hydrotherapy Products
  - [www.jacuzzi.com](http://www.jacuzzi.com)

- **Laing Thermotech Xylem**
  - Recirculation Pumps, Solar Pumps, Hydronic Heating Products
  - [www.completewatersystems.com](http://www.completewatersystems.com)

- **Mountain Plumbing Products**
  - Kitchen and Bath Accessories
  - [www.mountainplumbing.com](http://www.mountainplumbing.com)

- **North American Pipe**
  - PVC Pipe, Foamcore, SCH40, SCH80, Sewer and Water
  - [www.northamericanpipe.com](http://www.northamericanpipe.com)

- **RKI**
  - Cabinet and Bath Hardware
  - [www.rkintl.com](http://www.rkintl.com)

- **Rohl**
  - Authentic Luxury for the Kitchen and Bath
  - [www.rohlhome.com](http://www.rohlhome.com)

- **Sierra Copper**
  - All Things Copper
  - [www.sierracopper.com](http://www.sierracopper.com)

- **Thermasol**
  - Superior Steam Showers
  - [www.thermasol.com](http://www.thermasol.com)

- **TOTO**
  - Luxury in Balance - Fixtures, Faucets, Washlet
  - [www.totousa.com](http://www.totousa.com)
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Geberit ........................................................................... Stabeck Sales & Marketing, Inc.
General Aire ................................................................... Saufferer Associates
General Partitions ........................................................ Schu/Marketing Associates, Inc.
General Plastics ................................................................ Michel Sales Agency
General Wire ................................................................ McCullough & Associates, Inc.
Genova, Inc. ..................................................................... Northwest Reps, Inc.
Gerber ............................................................................ FourMation Sales
Ginger & Motiv ................................................................ NCS Corporation
G-O-N (Glue-On-Nozzle) ................................................... Northland Reps, Inc.
Goss, Inc. ........................................................................ MDN Sales Company
Goulds Pumps .............................................................. Schroeders Sales Company
Governale ....................................................................... Schroeders Sales Company
GPK Products ................................................................ O. J. Bergland & Associates, Inc.
Gray Metal Products ................................................... McCullough & Associates, Inc.
Greentek ........................................................................... Schroeder Sales Company
Grohe America .............................................................. Stabeck Sales & Marketing, Inc.
Grundfos ........................................................................ JLSontag, LLC
Grundfos ........................................................................ Soderholm & Associates, Inc.
GTP (General Treatment Products) ......................... R. M. Cotton Company
Guarantee Products ........................................................... John Barr Sales
Guardian Equipment ........................................................... FourMation Sales
Guy Gray ........................................................................ Michel Sales Agency

H
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Hansgrohe ....................................................................... Bill Boehnlein Sales, Inc.
Haws ........................................................................ Bennerotte Marketing Agency
HBX ........................................................................ Mulcahy Co., Inc.
HCl ........................................................................ Mulcahy Co., Inc.
Heat Controller .............................................................. Midwest Sales & Marketing, Inc.
Heat Sponge ..................................................................... R. M. Cotton Company
Heat Star ........................................................................ DIBCO, Inc.
Heat Transfer Products ....................................................... Schroeder Sales Company
Heat-Fab, Inc. ..................................................................... R. M. Cotton Company
Heatlink ........................................................................ Mulcahy Co., Inc.
Heat-Timer ..................................................................... R. M. Cotton Company
Hercules ........................................................................ MDN Sales Company
HGI Industries ..................................................................... John J. Morgan Co.
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Hi-Velocity Systems by ESP ........................................... Kissel-Malloy Sales & Marketing, LLC
Hoffman Specialty .......................................................... Mulcahy Co., Inc.
Holdrite ........................................................................ Schu/Marketing Associates, Inc.
Homestead ...................................................................... Bennerotte Marketing Agency
Hot Zone ........................................................................ Energy Sales, Inc.
Hurstwell Metal Company ................................................... D. B. Larson & Associates, Inc.
Hurst Boiler ................................................................ R. M. Cotton Company
Hydro Dimensions ........................................................... John Barr Sales
HydroCare ........................................................................ John Barr Sales
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Hydromatic Pumps .......................................................... Rep/Rite/Burk & Associates
Hydrotek ........................................................................ John Barr Sales
Hydrotherm ................................................................ Mulcahy Co., Inc.
Ideal ........................................................................................................................................................ McCullough & Associates, Inc.
Imcoa ......................................................................................................................................................... Michel Sales Agency
Indiana Seal .................................................................................................................................................... O. J. Bergland & Associates, Inc.
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Infrasave ............................................................................................................................................................ Saufferer Associates
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Insul-Seal .......................................................................................................................................................... O. J. Bergland & Associates, Inc.
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John Guest .......................................................................................................................................................... MDN Sales Company
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Jones Stephens .................................................................................................................................................. Bongard Corporation
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KBI ........................................................................................................................................................................ Granse/Trio Sales, LLC
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Kroy Air Duct ...................................................................................................................................................... Michel Sales Agency
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Oasis Lifestyle ......................................................................................... Marketing Services Group
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Oatey SCS ............................................................................................. MDN Sales Company
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Oliveri ...................................................................................................... NCS Corporation
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Omni .......................................................................................................... John Barr Sales
Opella ....................................................................................................... John Barr Sales
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Pro 1 IAQ ................................................................ Schroeder Sales Company
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Provent Systems .................................................... Brekke Sales Company
Pure Humidifier ..................................................... Mulcahy Co., Inc.
PVI Water Heaters ................................................. Brekke Sales Company

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QuantumFlo ................................................................ R. M. Cotton Company
Quick Drain Flo ........................................................... Stabeck Sales & Marketing, Inc.
Quietflex .................................................................. Midwest Sales & Marketing, Inc.
Quietside .................................................................... DIBCO, Inc.

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R.B.I. ........................................................................... Mulcahy Co., Inc.
R.W. Beckett Corporation .......................................... Kissel-Malloy Sales & Marketing, LLC
Raven Products ......................................................... Mondale & Associates, Inc.
RAYPAK ..................................................................... Walters-Climate Inc.
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Red-White Valve Corp. ............................................... Granse/Trio Sales, LLC
Rehau ........................................................................ Michel Sales Agency
RenewAire .................................................................. Saufferer Associates
Revere ........................................................................ John Barr Sales
Reznor Mfg. Co. ........................................................... John J. Morgan Co.
Rheem Water Heater Division ..................................... NCS Corporation
Rhomar Water Management ........................................ Michel Sales Agency
Riello Burners ........................................................... R. M. Cotton Company
Rinnai ........................................................................ Saufferer Associates
RKI ............................................................................. Water Design Group
Roberts Gordon .......................................................... Energy Sales, Inc.
Rocky Mountain Pipe .............................................. Bennerotte Marketing Agency
Rocky Mt. Hardware .................................................. Stabeck Sales & Marketing, Inc.
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Williams Furnace Company .......................................................... RAC Sales, Inc.
Willoughby ................................................................................... Bennerotte Marketing Agency
Wilo ............................................................................................. Michel Sales Agency
Wiltcher Industries ....................................................................... JMK Sales Co., Inc.
Woodford Mfg. Co. ................................................................. Bennerotte Marketing Agency
Worthington ................................................................................ Bennerotte Marketing Agency

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Z-Flex ................................................................................................. DIBCO, Inc.
Zoeller Pump Co. .......................................................................... Granse/Trio Sales, LLC
ZoneFirst ..................................................................................... Midwest Sales & Marketing, Inc.
Zoo Fans ....................................................................................... Energy Sales, Inc.
Zurn Industries .............................................................................. Schu/Marketing Associates, Inc.
Zurn Pex ........................................................................................ Marketing Services Group
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<td>Aqualines</td>
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<td>Bickerstaff Sales, Inc.</td>
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<td>Dwyer Sales Co., Inc.</td>
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McCullough & Associates, Inc..........................952/946-0126
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MDN Sales Company ........................................952/854-7070
Michel Sales Agency ........................................651/287-2640
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Midwest Sales & Marketing, Inc...........................800/246-8440
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O. J. Bergland & Associates, Inc.........................763/416-0029
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RAC Sales, Inc...................................................763/785-7000
Rep/Rite/Burk & Associates.................................651/686-0181
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Saufferer Associates.........................................952/469-8515
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Schu/Marketing Associates, Inc..........................763/593-5616
Soderholm & Associates, Inc...............................763/427-9635
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Stabeck Sales & Marketing, Inc.........................763/252-4750
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<td>1-800-895-2999</td>
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<td>Alliant Energy – Interstate Power</td>
<td>1-800-255-4268</td>
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