



Manufacturers' Representative

Of quality plumbing & specialty building products since
1956

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Dear Valued Partners,

We are pleased to announce the acquisition of U.S. Consolidated, Inc. by BWA South to bring together two of the top Ohio-based rep agencies in our industry. Each firm brings unique qualities to create the largest, most dynamic and diverse company servicing Ohio, Indiana, Kentucky, western Pennsylvania and West Virginia.

The new company, which will operate under the BWA South name, will comprise a 50/50 mix of top residential and commercial manufacturers. There are now 17 outside salespeople, including 2 pursuing architectural/designer/construction, 17 inside salespeople including 6 dedicated to residential and commercial quotations, and over 35,000SF of warehouse space with offices in Cleveland, Columbus and Cincinnati. We truly believe this unprecedented creation is what will be needed for our manufacturers and customers as we face a changing and challenging industry going forward. We are confident that this will allow us to better service both our customers and our manufacturers with our additional team members.

Todd Salsberry will be retiring at the end of the year, but Jerry Sulecki and the rest of the outstanding US Consolidated team will be staying on board to join the BWA South family. Rick Fluharty will become our Northern Ohio territory manager.

The acquisition will be official on January 1st, 2018. We will be reaching out to everyone to set up meetings to discuss how we will manage your account moving forward.

Sincerely,

Jen Morton, Nick Hanes, Jerry Sulecki & Todd Salsberry