

LA Rep Finder (Trusted Advisors)

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Number	Title	Vendor	Name	Email	Phone
033005	Underslab Vapor Barrier	Fortifiber	Kent Lewis	klewis@fortifiber.com	916-801-1289
033005	Underslab Vapor Barrier	Stego	Paul George	paulgeorge@stegoIndustries.com	949-241-6563
033005	Underslab Vapor Barrier	WR Meadows			
033517	Polished Concrete	RetroPlate	Mike Pitcher	lbmpitcher5@gmail.com	562-715-2773
042000	Unit Masonry	Angelus Block	Roger Beckett	rbeckett@angelusblock.com	818-454-6566
			John Surratt	jsurratt@angelusBlock.com	714-318-1156
042000	Unit Masonry	RCP Block	Gina Adams	gadams@rcpblock.com	619-247-6594
057000	Decorative Metal	Cambridge Architectural	Sherilyn Hopkins	Sher@westportinnovations.net	562-690-3797
064023	Architectural Woodwork	Rehau	Marcia Falk	Marcia.Falk@rehau.com	909-367-4152
064023	Architectural Woodwork	Wilsonart	Nancy Stucki	Nancy.Stucki@Wilsonart.com	
064023	Architectural Woodwork	Consentino	Stephanie Bower	stephanieb@anaheim.cosentinousa.com	818-661-0094
064023	Architectural Woodwork	Häfele			
064023	Architectural Woodwork	Cambria	Michelle Hnatyk	michelle.hnatyk@cambriausa.com	310-908-9093
064023	Architectural Woodwork	LG Hausys	Bill Harris	wharris@LGhausys.com	310-351-6171
064023	Architectural Woodwork	Marlite	Susan Thompson	sthompson@marlite.com	330-260-7609
064023	Architectural Woodwork	Woodwork Institute (WI)	Mitch Taylor	mitch@woodinst.com	310-833-0571
071326	Sheet Waterproofing	American Hydrotech	Rick Kile	rkile@hydrotechusa.com	847-814-8213
071326	Sheet Waterproofing	Grace	Chris Palicke	chris.palicke@grace.com	714-253-2082
071326	Sheet Waterproofing	Pacific Polymers	Douglas Vitale	dougV@itwsealants.com	760-583-0185
071326	Sheet Waterproofing	Tremco	Octavian Vlaga	OVlaga@tremcoinc.com	562-413-7982
071326	Sheet Waterproofing	Hydro-Gard	Chris Tuzzeo	ChrisT@hydro-gard.com	562-201-0694
			Emily Massey	emilym@hydro-gard.com	213-713-6688
071616	Crystalline waterproofing	Xypex	Bryan Jones	bryan@xypexcal.com	415-883-8221
071910	Concrete finishing	Prosoco	Dane Olson	Dane.Olson@prosoco.com	714 330 5110

			Kim Grosch	kim@kgamg.com	714-493-4067
072100	Insulation	Rockwool	Sherilyn Hopkins	Sher@westportinnovations.net	562-690-3797
073216	Concrete Roof Tiles	Eagle Roofing	Michele Morse	michelem@eagleroofing.com	714-981-3605
073216	Concrete Roof Tiles	Boral	Rita Torres	Rita.Torres@boral.com	562 400-9634
			Greg Maechling	greg.maechling@boral.com	310 343-5119
074113	Metal Panels	ATAS International	Frank Saldaña	fsaldana@atas.com	484-225-1431
074113	Metal Panels	AmeriClad	Sherilyn Hopkins	Sher@westportinnovations.net	562-690-3797
074113	Metal Panels	AEP Span	Jeff Haddock	jhaddock@aepspan.com	916-806-8754
074113	Metal Panels	Alucobond	Jim Vann	Jim.Vann@3acomposites.com	916-427-8811
074113	Metal Panels	Centria	Daniel Carlson	Daniel.Carlson@centria.com	650-369-9400
074113	Metal Panels	MBCI	Jay Duval	JDuval@ncilp.com	800-829-9324
074113	Metal Panels	Kingspan	Murphy Cox	Murphy@PAC-SoCal.com	310-883-4614
074113	Metal Panels	McElroy	Paula Grider	paulagrider@usa.net	310-977-3665
075113	Built-Up Roofing	Conglas	Pete Solis	solis@conglas.com	661-201-3006
075113	Built-Up Roofing	GAF	Dennis Sanhurst	DSandhurst@GAF.COM	209-915-4406
075113	Built-Up Roofing	Henry			
075113	Built-Up Roofing	Malarkey	Chad Ruttenbur	cruttenbur@malarkeyroofing.com	714-595-7402
075423	PVC Roofing	Carlisle	Arturo Ortiz, Jr.	arturo@specifiedsales.com	818-813-4082
075423	PVC Roofing	Duro-Last	James Wolfgram	jwolfgra@duro-last.com	714-267-3824
075423	PVC Roofing	Sarnafil	Ken Konczal	Konczal.ken@us.sika.com	805-276-0860
075423	PVC Roofing	Fiber-Tite	Paul Bato	pbato@seamancorp.com	330-749-7165
079200	Joint Sealants	GE Sealants	Sherilyn Hopkins	Sher@westportinnovations.net	562-690-3797
079200	Joint Sealants	Dow Corning	John Corsaro	j.corsaro@smalleyandcompany.com	951-204-7858
079200	Joint Sealants	Sika			
084126	Sliding Glass Doors	Klein	Sarah Allen	s.allen@klein-usa.com	973-246-8181
085113	Aluminum Windows	All Weather	Sam Dickson	sam@allWeather.com	949-510-5696
085113	Aluminum Windows	Arcadia	James Fitzsimmons	jfitzsimmons@arcadiainc.com	714-244-9024
085113	Aluminum Windows	CR Laurence	Lou Joella	lou_joella@crlaurence.com	323-253-3988
085113	Aluminum Windows	Kawneer	Andy Guerrero	andy.guerrero@arconic.com	559-909-1545
085113	Aluminum Windows	Wausau	Craig Monroe	craig@monroearchitecturalconcepts.com	714 524-2550
086210	Tubular Skylights	Solatube	Kim Cahners	Kcahners@solatube.com	310-415-3177
087100	Door Hardware	Assa Abloy	David L. Blair	dblair@assaabloydss.com	714-779-3030
087100	Door Hardware	John Elmore	John Elmore	ahsjde@earthlink.net	626-852-8802
087100	Door Hardware	Allegion	Tony Troncone	Tony.Troncone@allegion.com	626-390-0596
087100	Door Hardware	Stanley			714-814-8320
088000	Glazing	Guardian	Reece D. Poth	reece.poth@guardian.com	512-968-0119
088000	Glazing	Vitra (formerly PPG)			
088000	Glazing	Viracon	Jeff Robson	jeff@bpaproducts.net	714-300-3755

088000	Glazing	Vetrotech	Jeff Robson	jeff@bpaproducts.net	714-300-3755
088000	Glazing	SaftiFirst	Craig Monroe	craig@monroearchitecturalconcepts.com	714 524-2550
088836	Electronically Controlled Switchable Glass	Halio	Crystal Petersen	cpetersen@haioinc.com	916-8388598
092216	Steel Studs	Cemco	Akira Usami	ausami@cemcosteel.com	808-291-9087
092400	Plastering	Flannery	Gary Jayne	gary@flannerytrim.com	818-837-7585
092400	Plastering	Foam Concepts	Bud Maloney	bud@foamConcepts.net	714-863-9452
092400	Plastering	K-Lath	Paul Goldstein	pgoldstein@treeisland.com	909-838-3100
092400	Plastering	Senergy	1		
092400	Plastering	Omega	Dana Thornburg	DThornburg@omega-products.com	714-907-3981
092400	Plastering	Parex/LaHabr/Merlex			
092400	Plastering	Structa Wire	Lola Wilson	lolawilson@structawire.com	949-545-1360
			Jerry Kimbrough	Jerry@structawire.com	909-921-6507
092400	Plastering	TSIB	Bryan Stanley	bryan@tsib.org	714-221-5530
093000	Tiling	American Olean	Michelle Wilson	Michelle_wilson@americanOlean.com	714-420-7541
093000	Tiling	Crossville	Monica Farley	mfarley@crossvilleinc.com	714-501-7693
093000	Tiling	Custom Building Products	Dale Roberts	dalero@cbpmail.net	951-225-0243
093000	Tiling	Daltile	Mira Clutter	Mira.Clutter@daltile.com	714-213-9500
093000	Tiling	MAPEI	Lisa Fyke	LFyke@mapei.com	909-247-5324
			Mike Granatowski	mgranatowski@mapei.com	949-212-2363
093000	Tiling	Schluter	Mary Yocum	MYocum@schluter.com	714-329-0355
093000	Tiling	Laticrete	Rob Poitevent	rpoitevent@laticrete.com	203-228-1556
095113	Acoustical Ceilings	Armstrong	Dai-Nee Tan	dtan@armstrongceilings.com	949.275.8169
095113	Acoustical Ceilings	USG	Travis Dunville	tdunville@usg.com	626-818-6660
096400	Wood Flooring	Armstrong	Ron Rodriguez	RDRodriguez@armstrong.com	323-333-5178
			1		
096466	Athletic Wood Flooring	Aacer	Troy Kelley	troyk@aacerflooring.com	774-217-1379
096466	Athletic Wood Flooring	Action	Matt Lyman	matt@actionfloors.com	503-466-4248
096519	Resilient Flooring	Armstrong	Ron Rodriguez	RDRodriguez@armstrong.com	323-333-5178
096519	Resilient Flooring	Forbo	Richard Pleis	Richard.Pleis@forbo.com	818-679-9536
096519	Resilient Flooring	Lonseal	Dottie Greaney	dottie@lonseal.com	310-502-4433
096519	Resilient Flooring	Mannington	Elise Ozawa	elise.ozawa@mannington.com	714-801-3620
096519	Resilient Flooring	Gerflor	Erik Hanson	ehanson@gerflorusa.com	916-996-3398
096723	Resinous Flooring	Dur-A-Flex	Ashleyann McLeish	AshleyannM@dur-a-flex.com	626-656-0407
096723	Resinous Flooring	Polycoat	Anthony Perez	anthony@polycoatusa.com	562 309-3085
096723	Resinous Flooring	Crown Polymers	Mike Pitcher	lbpitcher5@gmail.com	562-7152773
096723	Resinous Flooring	Stonhard	Lance Kling	lkling@stonhard.com	619-886-4265

096813	Carpeting	Patcraft	Valary Bral	Valary.bral@patcraft.com	562-826-2434
096813	Carpeting	Tandus	Blake Petty	Blake.Petty@tarkett.com	949-230-6778
097200	Wall Coverings	Koroseal	Mary D'Alvia	mdalvia@koroseal.com	562-522-2693
097200	Wall Coverings	Momentum	Lauren Thompson	lthompson@momtex.com	949-217-4868
099100	Painting	Benjamin Moore	Gus Maseba	Gus.Maseba@Benjaminmoore.com	925-640-8101
099100	Painting	Dunn Edwards			
099100	Painting	Kelly-Moore	Randy Agno	ragno@kellymoore.com	510-928-0230
099100	Painting	PPG	Susan L. Giampietro	Giampietro@PPG.com	949-410-2452
099100	Painting	Sherwin Williams	Rocky Berlanga	Rocky.M.Berlanga@sherwin.com	657-269-0922
099100	Painting	Vista Paint	Racquel McGee	rmcgee@vistapaint.com	714-797-2776
099600	High-Performance Coatings	Tnemec	Tony Hobbs	thobbs@tnemec.com	310-804-2326
102113	Toilet Compartments	Santana/Scranton			
102226	Operable Panel Partitions	Moderco	Gilbert Aguirre	Gilbert@L2Specialties.com	818-519-8854
102226	Operable Panel Partitions	Skyfold	George Sayeg	gsayeg@partitionspecialties.com	562-577-1933
115213	Projection Screens	Da-Lite	Jennie Guida	jagdalite@aol.com	714-321-9639
115213	Projection Screens	Draper	Kathy Greenway	kgreenway@DraperInc.com	714-396-9732
122413	Roller Window Shades	Rollease	Geremie Giancola	geremie.giancola@rolleaseacmeda.com	413-221-5949
122413	Roller Window Shades	Lutron	Bret Stall	bstall@lutron.com	949-481-8580
122413	Roller Window Shades	MechoShade	Carlos D. Herrera	carlos.herrera@mechoshade.com	626-221-0944
122413	Roller Window Shades	Skyco	Jason Hayes	jason@skycoshade.com	714-562-4064
122413	Roller Window Shades	Somfy	Justin Fransila	Justin.fransila@somfy.com	714-271-8451
123553	Lab casework	Kewaunee	Reg Hiebert	rhiebert@isecinc.com	714-715-3262
134900	Radiation Protection	Ray-Bar	Vince Wohler	vince@raybar.com	800-444-9729
142100	Elevators	Kone	Becca Gillmore	Becca.Gillmore@kone.com	562-843-4145
142100	Elevators	Otis	Bryan Anderson	bryan.anderson@otis.com	714-833-1338
142100	Elevators	Schindler	Scott Fitzsimons	scott.fitzsimons@us.schindler.com	949-471-5221
263100	Photovoltaic Collectors	SolarWorld	Roxie Brown	Roxie.brown@SolarWorldUSA.com	805-388-6291

Multi-vendor reps and distributors asked me if I can list all of their lines. In the past, I have limited to top 2 lines as the list will get very long in the table above. No worries, I have created a separate table below to show their complete line.

Bob Paal Architectural Products	Jeff Robson: jeff@bpaproducts.net 714-300-3755	Viracon Pilkington Planar Ellison Vetrotech Bendheim Wall Systems Halio
Element Building Solutions	Dane Olson: dane@buildwithelement.com 714-330-5110 Dave Erney: david@buildwithelement.com 949-413-0444	Cetco CIM Industries J Drain Prosoco Master Builders Inverge
Global Architectural Marketing Group	Kim Grosch: kim@kgamg.com 714-493-4067	Cemco Steel Prosoco Koster ITW
Pacific Architectural Concepts	Murphy Cox: Murphy@PAC-SoCal.com 310-883-4614	Kingspan Maxlife Dorken Pac-clad Parklex Stonewood Ceraclad Dizal Geolam Petrarch Steni Agrob Buchtal Proteus SGG AWV
Westport Innovations	Sherilyn Cockcroft Hopkins: sher@westportinnovations.net 949-244-5158	Americlad Rockwool GE – Silicones Trelleborg Alliance Window Cambridge Architectural Mesh

Lastly, I do make mistakes, a few does sneak through, reps move on or retire. Please send me an email at David@ByunPartners.com to report errors that you find, as well as to provide your feedback about this list.

BTW, I can also help create or modify manufacturer’s product CSI 3-part specs. As always, I am available for good Korean BBQ lunch, ice hockey, or round of golf (index of 22) and discuss your product in depth. Happy consulting!

I can help you create Manufacturer’s Submittal Sheet as well.

But wait, there’s more.

Focus on the benefits you provide, not the products and services you currently sell. Be a hard-ass if you are someone who influences people. You’re not doing anyone a favor by lowering your standards and expectations in an effort to be kind, gentle, or popular. Don’t let people make mistake. At least play the devil’s advocate and explain why they might be making one. It’s good to cover your ass when you’re bending the rules. Communicate with your boss so you know what achievements she’s looking for. The rules of the game and the way the score is kept should not surprise you. Reach out and grab opportunities and wrestle them to the ground. If you provide value, you can ask for and receive reciprocation. This is the glue that holds society together. Don’t always express your “honest opinion”. - From the book Wise Guy: Lesson from a Life by Guy Kawasaki.

