



the raynor group

Rep Group

Territory

Advantage Sales Associates

Larry Turner

13069 NW 23rd Street

Pembroke Pines, FL 33028

Phone: 954-602-1315

Puerto Rico & Caribbean

B3W, Inc. (Byram Tri-West)

12015 Mora Drive Ste. 1

Sante Fe Springs, CA 90670

Phone: 562-903-7090 - 1-800-228-3874

Fax: 562-903-7091

Mike Ferry, President - Ext. 230

mferry@b3w.com - cell: 562-480-1688

Rick Bartlett, VP Sales – Ext 231

rbartlett@b3w.com – cell: 661-492-9167

**California, Arizona, Nevada,
New Mexico, Hawaii**

Southern California

Southern California

Alex Shahoumian – Ashahoumian@b3w.com

562-903-7090 ext 302 Cell: 805-551-6888

Dan Waldron – dwaldron@b3w.com

562-903-7090 ext 301 – Cell: 562-760-9944

Danielle Ferry - dferry@b3w.com

562-903-7090 ext. 240 – Cell: 909-762-2577

John DeWitte – jdewitte@b3w.com

562-903-7090 ext. 242 – Cell: 714-812-3373

Chuck Boudreau – Cboudreau@B3W.com

562-903-7090 ext 300 Cell: 858-205-8680 fax: 858-672-0924



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B3W/Norcal LLC

Northern California

Marianne Johnson - mjohnson@b3wnc.com
1650 Stanmore Drive, Pleasant Hill, CA 94523
Cell: 925-408-3325 Fax: 925-691-1995

**San Francisco, Santa Rosa,
Sacramento, Reno, NV**

Scott Ferguson – sferguson@b3w.com
106 Caro Lane, Orinda, CA 94563
925-788-1775 Fax: 925-262-2326

**San Jose, Sacramento, Fresno
San Joaquin Valley**

Southwest Region

Jim Chaves – Territory Manager - jchaves@b3w.com
4504 W Corona Ct. Chandler, AZ 85226
562-903-7090 ext. 320 – Cell: 480-206-1671
Fax: 480-705-7525

**Arizona, Southern Nevada,
New Mexico, El Paso, TX**

Northwest Region

Brett Jones – bjones@b3w.com
5727 SE Insley Street, Portland, OR 97206
Cell: 503-572-4304
Ken Guptill – kguptill@att.net
Northwest Associates, 2112 Peregrine Court, West Linn, OR 97068
503-353-8694 Fax: 503-353-8693

**Alaska, No Idaho, Montana
Oregon, Washington**

Pacific Region

Al Autry – Sales
10 Pala Avenue, Piedmont, CA 94611
562-903-7090 ext. 350 Fax: 510-652-5699

Pacific/ Northern CA

Inside Office

Megan Ferry – Administrative – Santa Fe Springs Office - meganf@b3w.com
562-903-7090 ext 223
Terry Otero – Administrative Sales Support – Santa Fe Springs Office - totero@b3w.com
562-903-7090 ext 100



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The Compass Group

Frank Mendell - fjmenell@q.com

821 27th Street, Denver, CO 80205

720-934-7429 – Fax: 303-296-3454

Ardith Johnson - aemendell@q.com

821 27th Street, Denver, CO 80205

720-934-2664 – Fax: 303-296-3454

Jenny Rouse - jrouse@sisna.com

2507 East Skyline Circle, Salt Lake City, UT 84108

801-582-6875 Fax: 801-582-6886 – Cell – 801-450-8922

Colorado, Wyoming

Colorado, Wyoming

Utah

The Focus Marketing Assoc

Steve Kraemer - skfocus@aol.com

Showroom & Office

1000 Germantown Pike, Unit #C4, Plymouth Meeting, PA 19462

610-279-5054 Fax: 610-279-5682 – Cell: 610-662-8689

Jim Merker – Dealer Sales Rep – Cell: 610-220-4190 jim@merkergroup.com

Joann Speeks – joann@merkergroup.com

JP Leblanc – rgainc@msn.com

Lori Ann Leblanc – LoriAnn@rgacontract.com

Delaware, S. New Jersey

Eastern Pennsylvania

DCG Group

David Greenbaum - dcgprep@msn.com

5094 Lerch Drive, Shadyside, MD 20764

301-717-9918 – Fax: 410-867-6464 –

Shane Boland

2405 Stanwick Rd, Phoenix, MD 21131

410-627-0397 – sales@midatlanticfurnituregroup.com

Maryland, Virginia, DC

Hartman Associates

Mark Hartman - Mark-hartman@hotmail.com

1448 Brompton Lane, Raymore, MO 64083 –

816-331-6728 – Fax: 816-331-6736

Joyce Hartman – **Hartman Associates** - hartmanjku@gmail.com

816-331-6844 – Fax 816-331-6736 – Cell 913-486-6672

Missouri, Kansas

JFD Associates

Jack Delaney – jfdassociates@e-themainoffice.com

29 College Street Suite 5

South Hadley, MA 01075

Phone: 413-534-9190 – Fax: 413-534-9188

**Maine, New Hampshire,
Vermont, Rhode Island
Massachusetts, Connecticut**



Rep Group

Territory

Jackie White – Manufactures Representative Wilson Associates

jackieatwilson@yahoo.com or jackiewhite@thewilsonteam.us

21 Glenn Road, Lowell MA

Office - 978-845-5800 – Cell: 978-866-5703 – Fax: 978-455-0395

Wilson Associates

151 East Memorial Drive, Suite E, PO Box 518 Shrewsbury, MA 01545-0518

978-854-5800 Fax: 978-845-5804

Tom Elster – tomelster@thewilsonteam.us

Cell: 508-450-2882

Michael Elster – michaelester@thewilsonteam.us

Cell: 508-450-4383

Jim Ryan – jimryan@thewilsonteam.us

Cell: 617-875-6925

J.L. Musgrave Co., Inc.

All Correspondence

1400 Moccasin Trail, Suite 22, Lewisville, TX 75007

972-966-6800 Fax: 972-966-6801

Lynn Lehmann – palsinsa@aol.com

20007 Standish Road, San Antonio, TX 78258

210-863-4238 – Fax: 210-481-0490

Nick Fain – nick@musgraveassociates.com

Cell: 214-215-4669

Shad Ginaven – shad@musgraveassociates.com

14822 Carolina Falls Lane, Cypress, TX 77433

281-804-8576 – Fax: 832-201-7204

Holly Wren – holly@musgraveassociates.com

1400 Moccasin Trail, Suite 22, Lewisville, TX 75077

972-966-6800 – Fax: 972-966-6801

San Antonio & South Texas

Texas, Oklahoma, Arkansas

Houston & Gulf Coast Area

Dallas & East Texas Area

MBS (Milton Brazell Stewart)

590 Colonial Park Drive – Roswell, GA 30075

770-587-5700 – Fax: 770-594-0049

**Alabama, TN, GA, FL up to
Tallahassee except for
Panhandle NC, SC**

Chip Melton, Sales & Key Account Management – cmelton@mba-mbs.com – Cell: 770-366-0967

Jim Connah, Marketing & Key Account Management – jconnah@mba-mbs.com

Debbie Melton, Accounting – dmelton@mba-mbs.com



Rep Group

Josie Redd, Sales Support – jredd@mba-mbs.com

Harold Denson - hdenson@mba-mbs.com
7545 October Rose Drive, Memphis, TN 38119
901-755-2535 – Fax: 901-757-8506 – Cell: 901-301-0310

Chris Devney - cdevney@mba-mbs.com
2205 Barratt Ct., St. Cloud, FL 34771
407-925-5920 – Fax: 407-650-2905

John Hagan - jhagan@mba-mbs.com
600 Flat Shoals Road, Gray, GA 31032
Mail to: P.O. Box 629, Milledgeville, GA 31059-0629
Fax: 478-986-0195 – Cell: 404-219-2958

Travis Jones - tjones@mba-mbs.com
126 Oakmont Dr., Condo 21 Greenville, NC 27858
252-355-6697 – Fax: 252-355-6157 – Cell: 252-347-1240

Alan McNamee - amcnamee@mba-mbs.com
173 Beach Drive, Hartfield, VA 23071
804-776-8065 – Fax: 804-776-0502 – Cell: 804-436-4265

Louis Munoz - lmunoz@mba-mbs.com
1051 NW 192nd Ave., Pembroke Pines, FL 33029
Office/Cell: 954-559-2607 Fax: 954-443-9916

Ernie Panaia - epanaia@mba-mbs.com
1321 Badham Circle, Birmingham, AL 35216
205-979-8049 – Fax: 205-823-5184 - Cell: 205-862-0628

Chuck Staggs
630 Mattison Avenue, Sumter, SC 29150
Office/Cell: 803-983-0905 – Fax: 803-753-9260
cstaggs@mba-mbs.com

Scott Kor – skor@mba-mbs.com

Territory

**Nashville & Memphis, TN and
Northern Mississippi**

Central FL based in Orlando

**Selected accounts in Atlanta,
GA, all of north & south GA
and the Jacksonville
St. Augustine, FL area**

Eastern North Carolina

**Selected accts. central &
western North Carolina**

**So. FL including Ft. Myers,
Naples on the West Coast
& Vero Beach So on the east
coast. Includes Miami &
Key West, Jupiter**

**All of Alabama, central &
Southern MS, the western FL
Panhandle, plus Chattanooga**

**All of SC, selected accts in
western NC, Johnson City,
Bristol, Kingsport &
Knoxville, TN & Augusta, GA**



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Rep Group

Reps in Black

Terry Phillips, Principal - Terry@RepsinBlack.com

7530 Mossy Oak Drive, Montgomery, AL 36117

334-277-0638 – Cell: 205-310-3474 – Fax: 334-279-1462

Mike Bacon - Mike@RepsinBlack.com

118 Golfview Lane, Covington, LA 70433

985-893-9239 – Fax: 985-893-9168 – Cell: 504-782-9890

Ryan Phillips - ryan@repsinblack.com

7530 Mossy Oak Drive, Montgomery, AL 36117

334-476-0580

Greg Roper - Greg@repsinblack.com

1094 Heather Lake Dr, Collierville, TN 38017

901-619-1376

Territory

**Mississippi, Louisiana, Florida
Panhandle, W of Tallahassee
not including Tallahassee**

Rep Group, Inc. www.repgroupinc.com

Scott Hiltgen, Principal - shiltgen@repgroupinc.com

400 American Blvd. East, Bloomington, MN 55420

952-884-3688 – Fax: 952-884-4878

Jim Lynn – jlynn@repgroupinc.com

Carolyn Swanson – cswanson@repgroupinc.com

Minnesota, North Dakota,

South Dakota

Nebraska, Iowa

Siok Contract Reps, Inc.

Dennis Siok, Principal Dennissiok@yahoo.com

P.O. Box 1039, Crystal Lake, Illinois 60039

Showroom: 1034 Bonaventure, Elk Grove, Illinois 60007

847-923-1302 – Fax: 847-923-1320

siokassoc@aol.com

Associate: Jerry Bertolini – berto5@sbcglobal.net

210 Ryan Court, Arlington Heights, IL 60005

847-640-9899 – Fax: 847-427-1305 – Cell: 847-977-0034

**Illinois, Wisconsin, selected
dealers in Indiana**



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Rep Group

Territory

Siok (continued)

Butch Finney – thefinneygroup@charter.net

W10991 Lake View Drive, Lodi, WI 53555

608-516-3413 – Fax: 608-592-5042

Joanne Giannis – A/D Specialist – jgianis@comcast.net

358 Buckingham Court, Lombard, IL 60148

Cell: 630-947-3614 Fax: 630-317-7159

Mike Marelli mjmarelli@comcast.net

7820 Dorchester Lane, Darien IL 60561

Cell: 630-747-3914

Susan Brandt Associates – sba@tm.net

Susan Brandt, Principal

9429 Huron Rapids Drive, Whitmore Lake, MI 48189

Fax: 810-231-9934 – Cell: 586-530-7407

Michigan

Stemle & Associates, Inc.

Steve H. Stemle, President – stemel@stemle.com

551 Schuetter Road, Jasper, IN 47546

812-482-1096 – Fax: 812-482-1237 – Cell: 317-727-7107

corporateoffice@stemle.com

Indiana & Western Kentucky

Stemle & Associates, Inc.

Dan Hamilton, Associate – dan.hamilton@stemle.com

5495 Indian Wells Dr, Medina, OH 44256

Fax: 330-725-4041 – Cell: 216-337-7843

**Central & Northern Ohio
No. W Virginia, W Pennsylvania**

Adam Stemle – adam.stemle@stemle.com

317-727-1095

Todd Downs – Todd.downs@stemle.com

8867 Mansford Place, Indianapolis, IN 46227

317-851-8166 – Cell: 281-935-3802

**Kentucky, Southern Ohio,
Central & Southern W Virginia**

Sales Support:

Grace Stemle

Tonya Sander – tonya.sander@stemle.com



the raynor group

Raynor Corporate Office

Marc Fries – mfries@raynorgroup.com

Harold Gellis – hgellis@raynorgroup.com

Eric Gellman – egellman@raynorgroup.com

Jay Lampert – jlampert@raynorgroup.com

Robert Spector – rspector@raynorgroup.com

Jeff McQueen – jmcqueen@raynorgroup.com
382 North Mount Zion Road, Lebanon, IN 46052-0608
765-483-0954 – Fax: 765-483-0962 – Cell 765-427-6961

Janet Pape – jpape@raynorgroup.com
382 North Mount Zion Road, Lebanon, IN 46052-0608
765-483-0954 – Fax: 765-483-0962

Penny Cooper – pcooper@raynorgroup.com
382 North Mount Zion Road, Lebanon, IN 46052-0608
765-483-0954 – Fax: 765-483-0962

National Accounts

**Upstate New York, New Jersey,
Westchester**

National Accounts – Dealers

Mail Order National Accounts

**NY City, Brooklyn, Queens,
Staten Island, Long Island**