



the raynor group

Rep Group

Territory

Advantage Sales Associates

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Puerto Rico & Caribbean

Allor Group

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Dick Allor – Cell: 313-330-6600 – e-mail: dick@allorgroup.net

Bob Babcock – Cell: 616-437-3176 – e-mail: bob@allorgroup.net

Rick Allor III – Cell: 313-258-1727 – e-mail: rick@allorgroup.net

For Literature:

Bob Babcock – 1779 Watermark Dr SE, Grand Rapids, MI 43546

Michigan

South West Michigan

B3W, Inc. (Byram Tri-West)

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Sante Fe Springs, CA 90670

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

Fax: 562-903-7091

Rick Bartlett, VP Sales – Ext 231

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

Southern California

Inside Office

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Terry Otero – Administrative Sales Support – Santa Fe Springs Office - totero@b3w.com

562-903-7090 ext 100



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B3W, Inc. (Byram Tri-West) – (continued)

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Cell: 858-805-1094 Ext 30

Randy Ares – Rares@B3W.com

562-903-7090 ext 241 – Cell: 310-283-6470

Los Angeles & Orange counties

B3W/Norcal LLC

Northern California

Scot Ferguson – sferguson@b3w.com

106 Caro Lane, Orinda, CA 94563

925-788-1775 Fax: 925-262-2326

Jean Ferguson – jferguson@b3wnc.com

925-575-0693

**San Jose, Sacramento, Fresno
San Joaquin Valley San
Francisco, Santa Rosa &
Reno, NV**

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**

The Compass Group

Frank Mendell – frank@thecompassgroupwest.com

2227 Meade Street, Denver, CO 80211

720-934-7429 – Fax: 303-296-3454

Colorado, Utah, Wyoming



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The Compass Group (continued)

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720-934-2664 – Fax: 303-296-3454

Colorado, Utah

DCG Group

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5094 Lerch Drive, Shadyside, MD 20764
301-717-9918 – Fax: 410-867-6464

Maryland, Virginia, DC

Shane Boland

2405 Stanwick Rd, Phoenix, MD 21131
410-627-0397 – sales@midatlanticfurnituregroup.com

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

Jackie White – Manufactures Representative Wilson Associates

jackieatwilson@yahoo.com or jackiewhite@thewilsonteam.us
21 Glenn Road, Lowell MA 01852
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Wilson Associates

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Cell: 508-450-2882

Michael Elster – michaelester@thewilsonteam.us

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Jim Ryan – jimryan@thewilsonteam.us

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Kelly Butler – Wilson Associates

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14 Honeoye Commons, PO Box 746 Honeoye, NY 14471
585-229-7063 – Cell: 585-703-5189 – Fax: 585-229-7065

Upstate New York



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John Motley Associates Enterprises
124 Lori Lane, Broomall, PA 19008
Phone: 800-562-2554

Billing:

c/o Donna Sheridan – PO Box 298, Pasadena, MD 21123 – Phone: 410-570-5518

Richard J Flounders – President – rickflounders@jmainc.com

124 Lori Lane, Broomall, PA 19008

Phone: 800-562-2554 Ext. 450 – Fax: 610-356-3712

Anthony C Flounders – Manufacturers Rep – Anthonyflounders@jmainc.com

210 South Snowdon Ct., Exton, PA 19341

Phone: 610-353-9440 – Cell: 267-664-1056

Mary Lou Callahan – Manufacturers Rep – Marylou@jmainc.com

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Kevin Smyth – Sr Vice President – kevin@jaminc.com

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Phone 412-854-2094 – Fax: 412-854-0197

Territory

Southern NJ & Pennsylvania

J.L. Musgrave Co., Inc.

Ship to Address:

801 Core Street, Suite A, Dallas, Texas 75207

214-382-5998 – Fax: 214-382-5999

Mailing Address:

PO Box 293388, Lewisville, Texas 75209

Lynn Lehmann – Lehmann@satx.rr.com

20007 Standish Road, San Antonio, TX 78258

210-863-4238 – Fax: 210-481-0490

Nick Fain – nick@musgraveassociates.com

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1400 Moccasin Trail, Suite 22, Lewisville, TX 75077

214-382-5998 – Fax: 214-382-5999

Patti Hogan – phogan35@gmail.com

13936 Tanglewood Pl, Dallas, TX 75234

Cell: 214-906-9993 – Office 214-382-5998

San Antonio & South Texas

Texas, Oklahoma, Arkansas

Dallas & East Texas Area

Arkansas & Louisiana

Oklahoma & Northern Texas

MBS (MyersBrazell & Associates)

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**



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Territory

MBS (MyersBrazell & Associates) (continued)

Scott Kor – Sales Management - skor@mba-mbs.com

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

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John Hagan - jhagan@mba-mbs.com

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Mail to: P.O. Box 629, Milledgeville, GA 31059-0629

Fax: 478-986-0195 – Cell: 404-219-2958

Louis Munoz - lmunoz@mba-mbs.com

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Chuck Staggs

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cstaggs@mba-mbs.com

John Doles

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Cell: 615-739-8354 – jdoles@mba-mbs.com

Blaire Smith

14525 Ballantyne Lake Road – Apt 708 Charlotte, NC 28277

980-207-3238 – Cell: 803-553-0938 - bsmith@mba-mbs.com

Central FL based in Orlando

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

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

Alabama, central & So MS Western FL panhandle plus Chattanooga, TN

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

Selected accounts in Central & Western North Carolina

NWA Office Products, Inc.

dba Northwest Associates

Ken Guptill – kguptill@att.net

2112 Peregrine Ct.

West Linn, OR 97068

503-703-8383 – Fax: 503-353-8693

Oregon, Washington, Montana Idaho & Alaska



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NWA Office Products, Inc. (continued)

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Reps in Black

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205.482.5731

205.680.3741 Fax

Terry Phillips, Principal - Terry@RepsinBlack.com

7530 Mossy Oak Drive, Montgomery, AL 36117

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

Ryan Phillips - ryan@repsinblack.com

7530 Mossy Oak Drive, Montgomery, AL 36117

334-476-0580

Wes Phillips (Reps & does install work) Wes@RepsInBlack.com

3300 E Avalon Parkway, Pike Rd, AL 36064

Cell 205-310-3475 Fax: 334-279-6356

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

Rep Group, Inc. www.repgroupinc.com

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Carolyn Swanson – cswanson@repgroupinc.com

Minnesota, North Dakota,

**South Dakota, Nebraska, Iowa
Missouri, Kansas**

**Western Wisconsin (Superior,
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Siok Contract Reps, Inc.

Dennis Siok, Principal DennisSiok@yahoo.com

PO Box 1045 Elk Grove Village, IL 60009-1045

Showroom: 1020 Bonaventure, Suite 200 Elk Grove, Illinois 60007

847-923-1302 – 800-323-0288 Fax: 847-923-1320

siokassoc@aol.com Showroom Manager: Fran Bertolini

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,
(Porter & Lake Counties)**



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Siok Contract Reps, Inc (continued)

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Nick Bertolini – njbertolini@yahoo.com

210 Ryan Court, Arlington Heights, IL 60005

Home: 847-640-9616 – Fax: 847-427-1305 – Cell: 708-212-7663

All Literature & Mailings for Wisconsin to:

Butch Finney – thefinneygroup@charter.net

W10991 Lake View Drive, Lodi, WI 53555

Home: 608-592-5113 – Cell: 608-516-3413

All Literature & Mailing for Indiana to:

Dan Baldauf – danbaldauf@comcast.net

846 N Senate Ste #100, Indianapolis, IN 46202

Home: 317-466-1008 – Cell: 317-847-7989

Jenny Moore Cell 317-690-8375

Stemle & Associates, Inc.

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551 Schuetter Road, Jasper, IN 47546

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

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

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Cell: 317-403-9538

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615-294-2500

Sales Support:

Grace Stemle

Tonya Sander – tonya.sander@stemle.com

Indiana & Western Kentucky

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

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

Central & Northern Indiana



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Raynor Corporate Office

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Penny Cooper – pcooper@raynorgroup.com
382 North Mount Zion Road, Lebanon, IN 46052-0608
765-483-0954 – Fax: 765-483-0962 – Cell 765-427-5293

National Accounts

**New York some Bronx &
Downstate (Rockland &
Westchester counties)
Rockland counties, Bronx**

National Accounts – Dealers

Mail Order National Accounts

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

New Jersey