



PINNACLE SALES

Representing in Western Pennsylvania & West Virginia



Darren Belajac
President
Darren.Belajac@pinnaclereps.com



Chad Conley
Western PA & WV
Business Development Manager,
Principal
Chad.Conley@pinnaclereps.com



Bryan Barrett
Western PA & WV
Account Manager
Bryan.Barrett@pinnaclereps.com



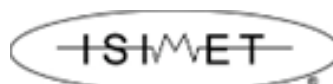
Eric Boyd
Residential Business Development
Eric.Boyd@pinnaclereps.com



Richard Casey
Commercial Business Development
Richard.Casey@pinnaclereps.com



Formed in 1991 in Pittsburgh, Pinnacle Sales has grown to be one of the country's leading manufacturers' rep agencies. Our corporate headquarters remain in Pittsburgh, where we also have a 10,000-square-foot warehouse for both buy/sell and consigned inventory. From there, we deliver within a 2.5-hour radius of Pittsburgh. Our Pittsburgh office also holds a training room for up to 20 people. With 5 full-time outside salespeople based in Pittsburgh, we are able to deeply cover primary and secondary markets in Western Pennsylvania, Western Maryland, and West Virginia.





Representing in Ohio



Jeff Papania
Southwest Ohio
Account Manager, Principal
Jeff.Papania@pinnaclereps.com



Josh Herrman
Central Ohio
Account Manager, OH Area Leader
Josh.Herrman@pinnaclereps.com



Phil Errington
Northern Ohio
Business Development Manager
Phil.Errington@pinnaclereps.com



Rick Monroe
Northern Ohio
Account Manager
Rick.Monroe@pinnaclereps.com



Michael Wandling
Northern Ohio
Account Manager
Michael.Wandling@pinnaclereps.com



In 2006, Pinnacle Sales expanded into the Ohio market with one of our key manufacturers and have served them well for the last 17 years. In 2018, Pinnacle acquired J Davis Sales, who represented Legend Valve, General Pipe Cleaners, and JC Whitlam, all of which have awarded Pinnacle Sales additional territory since 2018. As we have grown in Ohio, so has our sales force, among which we have salespeople based in each major market. In 2022, we expanded our Columbus warehouse and office to over 18,000 square feet. From there we are able to service the whole state daily with delivery, LTL, and parcel service.





Representing in Upstate NY



Jason Hauck
Western NY
Business Development Manager
Jason.Hauck@pinnaclereps.com



Craig Sakolish
Eastern NY
Business Development Manager
Craig.Sakolish@pinnaclereps.com



John Bishop
Eastern NY
Account Manager
John.Bishop@pinnaclereps.com



Upstate New York was the first market Pinnacle Sales was asked to expand into back in 2001. Since then, we have grown our line card to represent leading plumbing, HVAC, and hydronics brands across the entirety of the Upstate market. With salespeople based across the wide breadth of the market, Pinnacle can service wholesalers, contractors, specifiers, and end users for all of our brands. We have a warehouse in Syracuse from which we LTL and UPS products weekly to Albany, Syracuse, Rochester, and Buffalo.

