Territory	Products	Firm Name	Phone	Email	Web	Address	Fax
Alabama	EMI	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Alabama	Thermal	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Arizona	EMI	WEST Electronic Sales	480 831 2151	debbie@westelec.com	www.westelec.com	1414 W. Broadway Road, Suite 221 Tempe, AZ 85282	480.968.2803
Arizona	Thermal	WEST Electronic Sales	480 831 2151	debbie@westelec.com	www.westelec.com	1414 W. Broadway Road, Suite 221 Tempe, AZ 85282	480.968.2803
Arkansas	EMI	Kruvand Associates, Inc.	972-437-3355	kruvand@kruvand.com	www.kruvand.com	1202 Richardson Dr, Suite 113, Richardson, TX 75080-4611	972-680-8854
Arkansas	Thermal	Kruvand Associates, Inc.	972-437-3355	kruvand@kruvand.com	www.kruvand.com	1202 Richardson Dr, Suite 113, Richardson, TX 75080-4611	972-680-8854
Brazil	EMI	HE Lay Line Comércio e Representações LTDA	55 (48) 33331425 / 33331856	contato@laylinerep.com.br	WWW.laylinerep.com.br	Rua Lauro Linhares, 589, Andar 2, Sala 10. Trindade, Florianópolis, Santa Catarina, Brasil CEP 88036002	55 (48) 33337108
Brazil	Thermal	HE Lay Line Comércio e Representações LTDA	55 (48) 33331425 / 33331856	contato@laylinerep.com.br	WWW.laylinerep.com.br	Rua Lauro Linhares, 589, Andar 2, Sala 10. Trindade, Florianópolis, Santa Catarina, Brasil CEP 88036002	55 (48) 33337108
California (North, Zip Codes 93600 and up, plus 93204 and 93257)	EMI	O'Donnell Associates North	408-456-2950	sales@odonnell.com	www.odonnell.com	2240 North First St., San Jose, CA 95131	408-943-8243
California (North, Zip Codes 93600 and up, plus 93204 and 93257)	Thermal	O'Donnell Associates North	408-456-2950	sales@odonnell.com	www.odonnell.com	2240 North First St., San Jose, CA 95131	408-943-8243
California (South, inc. LA & Orange County)	EMI	O'Donnell Associates South	310-781-2255	sales@odas.com	www.odas.com	2501 Cherry Ave. Signal Hill, CA 90755	310-781-9174
Canada	SIP	eCubed	905-791-0812	ecubed@rogers.com		19 Badger Ave, Brampton, ON L6R 1Z2	905-791-1036
Canada (East of Calgary)	EMI	Matera Technologies	416-679-9835	ibryson@materatech.com	www.materatech.com	240d Humberline Dr., Rexdale, Ontario, Canada M9W 5X1	416-679-9836
Canada (East of Calgary)	Thermal	Matera Technologies	416-679-9835	ibryson@materatech.com	www.materatech.com	240d Humberline Dr., Rexdale, Ontario, Canada M9W 5X1	416-679-9836
Canada (West, BC only)	EMI	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Canada (West, BC only)	SIP	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Canada (West, BC only)	Thermal	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Colorado	EMI	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300
Colorado	SIP	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300
Colorado	Thermal	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300
Connecticut	EMI	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Connecticut	SIP	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Connecticut	Thermal	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Delaware	EMI	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
Delaware	Thermal	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
Florida	EMI	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Florida	Thermal	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Georgia	EMI	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Georgia	Thermal	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Idaho	EMI	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Idaho	SIP	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Idaho	Thermal	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Illinois (North, Zip codes 60000-61799)	EMI	Brainard Nielsen Marketing	847-734-8400	Arthur@bnmsales.com	www.bnmsales.com	180 Crossen Avenue, Elk Grove Village, IL 60007	847-734-8633
Illinois (North, Zip codes 60000-61799)	Thermal	Brainard Nielsen Marketing	847-734-8400	Arthur@bnmsales.com	www.bnmsales.com	180 Crossen Avenue, Elk Grove Village, IL 60007	847-734-8633
Illinois (South, 61800-62999)	EMI	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Illinois (South, 61800-62999)	SIP	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Illinois (South, 61800-62999)	Thermal	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Indiana	EMI	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Indiana	SIP	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Indiana	Thermal	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Iowa	EMI	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
Iowa	Thermal	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
Kansas	EMI	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Kansas	SIP	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Kansas	Thermal	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Kentucky	EMI	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Kentucky	SIP	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Kentucky	Thermal	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Louisiana	EMI	Kruvand Associates, Inc.	972-437-3355	kruvand@kruvand.com	www.kruvand.com	1202 Richardson Dr, Suite 113, Richardson, TX 75080-4611	972-680-8854
Louisiana	Thermal	Kruvand Associates, Inc.	972-437-3355	kruvand@kruvand.com	www.kruvand.com	1202 Richardson Dr, Suite 113, Richardson, TX 75080-4611	972-680-8854
Maine	EMI	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021

Territory	Products	Firm Name	Phone	Email	Web	Address	Fax
Maine	SIP	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Maine	Thermal	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Maryland	EMI	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
Maryland	Thermal	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
Massachusetts	EMI	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Massachusetts	SIP	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Massachusetts	Thermal	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Mexico (excluding Baja California)	EMI	Kruvand-Mexico	+52-33-3671-4159	kruvand@kruvand.com	www.kruvand.com	Aries 4058, Col. Juan Manuel Vallarta, Zapopan, Jal Mexico CP 45120	+52-33-3671-9010
Mexico (excluding Baja California)	SIP	Kruvand-Mexico	+52-33-3671-4159	kruvand@kruvand.com	www.kruvand.com	Aries 4058, Col. Juan Manuel Vallarta, Zapopan, Jal Mexico CP 45120	+52-33-3671-9010
Mexico (excluding Baja California)	Thermal	Kruvand-Mexico	+52-33-3671-4159	kruvand@kruvand.com	www.kruvand.com	Aries 4058, Col. Juan Manuel Vallarta, Zapopan, Jal Mexico CP 45120	+52-33-3671-9010
Mexico (inc. Baja, Tecate, Mexicali, Tijuana (zip codes 21000-21452 and 22000-22427)	Thermal	O'Donnell Associates South	310-781-2255	sales@odas.com	www.odas.com	2501 Cherry Ave. Signal Hill, CA 90755	310-781-9174
Mexico (Nogales, Sonora)	EMI	WEST Electronic Sales	480 831 2151	debbie@westelec.com	www.westelec.com	1414 W. Broadway Road, Suite 221 Tempe, AZ 85282	480.968.2803
Mexico (Nogales, Sonora)	Thermal	WEST Electronic Sales	480 831 2151	debbie@westelec.com	www.westelec.com	1414 W. Broadway Road, Suite 221 Tempe, AZ 85282	480.968.2803
Michigan	EMI	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Michigan	SIP	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Michigan	Thermal	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Minnesota	EMI	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
Minnesota	Thermal	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
Mississippi	EMI	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Mississippi	Thermal	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Missouri	EMI	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Missouri	SIP	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Missouri	Thermal	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Montana	EMI	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300
Montana	Thermal	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300
Nebraska	EMI	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Nebraska	SIP	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Nebraska	Thermal	Dy-Tronix, Inc.	314-291-4777	martin@dy-tronix.com barb@dy-tronix.com	www.dy-tronix.com	12165 Bridgeton Square Dr., Bridgeton, MO 63044	314-291-3861
Nevada (Clark County only (Las Vegas))	EMI	O'Donnell Associates South	310-781-2255	sales@odas.com	www.odas.com	2501 Cherry Ave. Signal Hill, CA 90755	310-781-9174
Nevada (Clark County only (Las Vegas))	Thermal	O'Donnell Associates South	310-781-2255	sales@odas.com	www.odas.com	2501 Cherry Ave. Signal Hill, CA 90755	310-781-9174
Nevada (North, Zip Codes 89701, 89450, 89423, 89501, 89439, and 89431)	EMI	O'Donnell Associates North	408-456-2950	sales@odonnell.com	www.odonnell.com	2240 North First St., San Jose, CA 95131	408-943-8243
Nevada (North, Zip Codes 89701, 89450, 89423, 89501, 89439, and 89431)	Thermal	O'Donnell Associates North	408-456-2950	sales@odonnell.com	www.odonnell.com	2240 North First St., San Jose, CA 95131	408-943-8243
New Hampshire	EMI	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
New Hampshire	SIP	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
New Hampshire	Thermal	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
New Jersey	EMI	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563
New Jersey	SIP	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563
New Jersey	Thermal	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563
New Mexico	EMI	WEST Electronic Sales	480 831 2151	debbie@westelec.com	www.westelec.com	1414 W. Broadway Road, Suite 221 Tempe, AZ 85282	480.968.2803
New Mexico	Thermal	WEST Electronic Sales	480 831 2151	debbie@westelec.com	www.westelec.com	1414 W. Broadway Road, Suite 221 Tempe, AZ 85282	480.968.2803
New York (South, inc. Long Island, zip codes 10001-11980, Rockland, Westchester Counties zip codes 10501-10994)	EMI	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563
New York (South, inc. Long Island, zip codes 10001-11980, Rockland, Westchester Counties zip codes 10501-10994)	SIP	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563

Territory	Products	Firm Name	Phone	Email	Web	Address	Fax
New York (South, inc. Long Island, zip codes 10001-11980, Rockland, Westchester Counties zip codes 10501-10994)	Thermal	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563
New York (Upstate Zip codes 12000-14999)	EMI	Allied Enterprises (Liberty)	315-437-8100	tricia@libertyelectricsales.com	www.libertyelectricsales.com	6602 Joy Road, East Syracuse, NY 13057	315-437-0681
New York (Upstate Zip codes 12000-14999)	SIP	Allied Enterprises (Liberty)	315-437-8100	tricia@libertyelectricsales.com	www.libertyelectricsales.com	6602 Joy Road, East Syracuse, NY 13057	315-437-0681
New York (Upstate Zip codes 12000-14999)	Thermal	Allied Enterprises (Liberty)	315-437-8100	tricia@libertyelectricsales.com	www.libertyelectricsales.com	6602 Joy Road, East Syracuse, NY 13057	315-437-0681
North Carolina	EMI	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
North Carolina	Thermal	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
North Dakota	EMI	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
North Dakota	Thermal	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
Ohio	EMI	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Ohio	SIP	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Ohio	Thermal	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Oklahoma	EMI	Kruvand Associates, Inc.	972-437-3355	kruvand@kruvand.com	www.kruvand.com	1202 Richardson Dr, Suite 113, Richardson, TX 75080-4611	972-680-8854
Oklahoma	Thermal	Kruvand Associates, Inc.	972-437-3355	kruvand@kruvand.com	www.kruvand.com	1202 Richardson Dr, Suite 113, Richardson, TX 75080-4611	972-680-8854
Oregon	EMI	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Oregon	SIP	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Oregon	Thermal	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
PA (Western, Zip Code 15001 - 16750)	EMI	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
PA (Western, Zip Code 15001 - 16750)	SIP	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
PA (Western, Zip Code 15001 - 16750)	Thermal	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Pennsylvania (East, zip codes 16900-11980)	EMI	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563
Pennsylvania (East, zip codes 16900-11980)	SIP	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563
Pennsylvania (East, zip codes 16900-11980)	Thermal	Technical Applications & Marketing	973-575-4130	kathy@tamweb.com	www.TAMweb.com	91 Clinton Road, Suite 1D, Fairfield, NJ 07004	973-575-4563
Puerto Rico	EMI	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Puerto Rico	Thermal	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Rhode Island	EMI	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Rhode Island	SIP	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Rhode Island	Thermal	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
South Carolina	EMI	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
South Carolina	Thermal	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
South Dakota	EMI	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
South Dakota	Thermal	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
Tennessee	EMI	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Tennessee	Thermal	South Atlantic Component Sales (S.A.C.S.)	813-855-6542	kabonucchi@sacs-rep.com	www.sacs-rep.com	334 East Lake Road # 294, Palm Harbor, FL 34685-2427	800-673-6902
Texas	EMI	Kruvand Associates, Inc.	972-437-3355	kruvand@kruvand.com	www.kruvand.com	1202 Richardson Dr, Suite 113, Richardson, TX 75080-4611	972-680-8854
Texas	Thermal	Kruvand Associates, Inc.	972-437-3355	kruvand@kruvand.com	www.kruvand.com	1202 Richardson Dr, Suite 113, Richardson, TX 75080-4611	972-680-8854
Utah	EMI	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300
Utah	Thermal	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300
Vermont	EMI	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Vermont	SIP	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Vermont	Thermal	Norris Associates	781-749-5088	levers@norrisrep.com	www.norrisrep.com	175 Derby Street, Unit 23, Hingham, MA 02043	781-749-5021
Virginia	EMI	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
Virginia	Thermal	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
Washington	EMI	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Washington	SIP	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Washington	Thermal	WESCO Sales Group, Inc.	206-352-7356	sales@wesco-sales.com	www.wesco-sales.com	10323 NE 194th St., Bothell, WA 98011	206-599-7356
Washington, DC	EMI	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
Washington, DC	Thermal	South Atlantic Component Sales (S.A.C.S.)	704-525-0510	dclark@sacs-rep.com	www.sacs-rep.com	5200 Park Road, Suite 103, Charlotte, NC 28209	704-525-9714
West Virginia	EMI	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
West Virginia	SIP	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
West Virginia	Thermal	Allied Enterprises	440-808-8760	nganor@aereps.net	www.alliedenterprisesinc.com	26021 Center Ridge Road, Westlake, OH 44145	440-808-8761
Wisconsin (Eastern)	EMI	Brainard Nielsen Marketing	847-734-8400	Arthur@bnmsales.com	www.bnmsales.com	180 Crossen Avenue, Elk Grove Village, IL 60007	847-734-8633
Wisconsin (Eastern)	Thermal	Brainard Nielsen Marketing	847-734-8400	Arthur@bnmsales.com	www.bnmsales.com	180 Crossen Avenue, Elk Grove Village, IL 60007	847-734-8633
Wisconsin (Western)	EMI	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
Wisconsin (Western)	Thermal	ArKco Sales, Inc.	651-777-7454	srooker@arkco-sales.com	www.arkco-sales.com	12 Long Lake Road, Suite 15, Mahtomedi, MN 55115	651-777-2447
Wyoming	EMI	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300
Wyoming	Thermal	Insync Engineering Services	303-798-8100	sales@iescolorado.com		7794 S. Hill Dr., Littleton, CO 80120	303-798-9300