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ACOUSTICAL INTERIOR CONSTRUCTION

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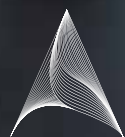
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PRESIDENT'S MESSAGE

CISCA just dropped the mic! Were you there to experience it? If you weren't, let me share some of the excitement you missed.

CISCA hosted the Fall Conference in Denver, CO this year where we kicked off the inaugural Ceiling Product Showcase. 37 vendors displayed at the show. 6 vendors gave hands-on product demonstrations. The best part? CISCA set a record breaking attendance of 150. This shattered the previous record attendance of 60. Thanks to all who attended, sponsors who made this possible and exhibitors who put on one heck of a show making this all a success.

During the Conference, the Board met to discuss the strategic plan and how it could be accomplished through modern modes of communication, offering a 24/7/365 experience and decided on implementing an App. The CISCA App will support the current work process of the association, allowing the Board of Directors, Councils and Task forces to interact on initiatives and carry through continuity from year to year on progress. The Board of Directors agreed to the requirements for use and are in search for the best app to deliver this new association experience. The Council Chairs have been nominated and met to set the vision and expectations for the year ahead.

Directly following the Board of Directors meeting, the Emerging Leaders met with the Board for a panel discussion, Q&A on the association and shared strategies for the future. This was another first for CISCA, and certainly a new forum which needs to continue! The Emerging Leaders are an energized group of CISCA members!

Education sessions were well attended and consisted of 3 speakers over 2 days. Merit Gest covered sales mindset, technique and action. She spoke about sales being a continual process and that satisfaction is the silent killer of success. Winners do the extra credit, even when they have an A.

Jeff Sample showed us his enthusiasm for apps that allow multiple workflows and break down barriers, making our work life easier and more effective. Jeff shared his view on how critical cyber security is and will increasingly affect our businesses.

Randy Emelo talked about Mentoring as learning through the experiences of others. Effective mentors are generous with sharing personal experiences and empathetic in understanding the position of their mentee. Randy shared a statistic that most Mentors learn more than their Mentees (Leaners).

Next year, we'll continue the Fall Conference and Ceiling Product Showcase tradition in Nashville, TN. Start planning now to be a part of this energizing group. Mark your calendars for September 18-20, 2019 at the Sheraton Grand Nashville Downtown. For a limited

BY GARRETT LARSON,
GOLDEN VALLEY SUPPLY CO.,
2018-2019 PRESIDENT



time, we are offering a 10% discount on registrations if you sign up now. Contact the CISCA office to register and mention this discount. Don't forget to pack your cowboy boots and belt buckles!

In spring 2019, the CISCA Convention will be held at the National Harbor in Maryland, located a short distance from the Nation's capital, Washington DC. Experience the national monuments, tours, museums and harbor. From the Gaylord National Resort and Convention Center you can look across the Potomac River and see Washington and Virginia. We have revamped the One on One Manufacturer meetings, no appointments are necessary for the first half of the sessions. Manufacturers will be on the ready to meet you and discuss shared interests. The Convention will be held the week of April 22-26 on the East Coast and no better time as the Northern Hemisphere Transitions into spring. Look for more information soon and mark your calendars now; our room block is already filling up fast!

The 2019 Construction Excellence Awards are now open for submissions! Check out the CISCA website for more information on the updated award categories. We're excited to offer all projects a level playing field to compete for the best of the best in the Ceilings and Interior Systems Construction Association. Start gathering progress pictures, videos and a good story to tell about what made your work stand out from the rest. You might just win Gold!

Check out the new publications now available on the CISCA website. Challenging Applications was recently developed to address installations in pools, cruise ships, data centers and medical facilities. The Seismic Construction Handbook was also recently updated to address code changes and updated resources.

CISCA is always looking for people to volunteer. As the Board and Councils work to improve your Association experience, we will ask for your input and ideas. To be a volunteer takes bravery, passion for a greater goal than self, time and commitment. Thank you to all the volunteers of CISCA; you are appreciated! To those who would like to make a difference, please contact cisca@cisca.org.

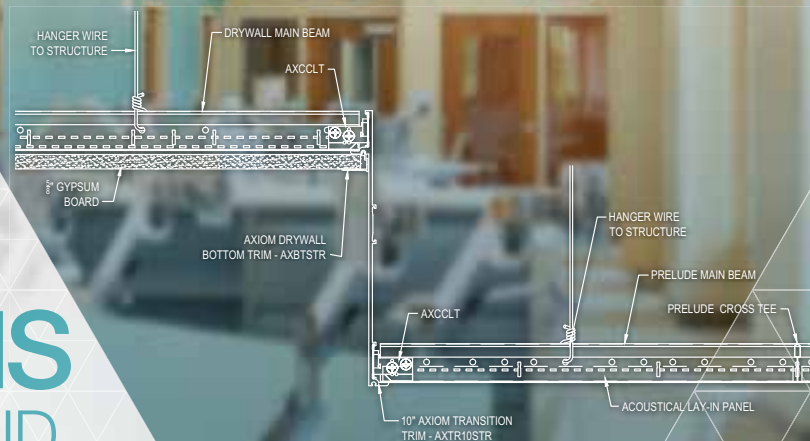
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VISION

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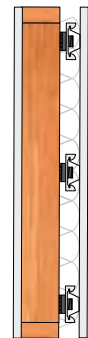


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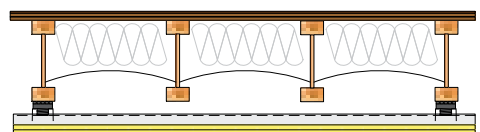
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ROOM





A VIEW

E&K OF CHICAGO BRINGS HOTEL FEEL TO HYATT'S OFFICE WORKERS

BY NICK FORTUNA



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Most of the 1,100 employees at the Hyatt Hotel Corp.'s global headquarters in Chicago don't visit the company's hotel properties as part of their job and aren't using their vacation time to try out every location in its portfolio. So, to ensure that its employees always keep the guest experience top of mind, Hyatt wanted to bring the hotel into the office. The result was an ultramodern office setting with a striking view of the Chicago River and a unique ceiling design that is sure to impress employees and visitors alike.

The global architecture firm Gensler drew up plans for a ceiling that used approximately 5,000 parts, including about 3,000 custom-made by Commerce, California-based Ceilings Plus. Using a laser layout system, E&K of Chicago handled the complex task of putting together the jigsaw puzzle to reveal a stunning finished product.

Gensler's design called for a folded series of surfaces each composed of an array of vertical slat bars. The nonrepeating nature of the design and variable folded planes presented a challenge to E&K of Chicago. The contractor spent several weeks measuring the space so it could use the QML laser layout system by Hilti to determine the precise spots to set the holds and then plumb hang the whole ceiling. Spray insulation was then applied to the exposed ceiling surface to reduce sound reverberation.

Kelly Dubisar, a design director in Gensler's workplace practice area, said the original design called for wood and metal to be used in a way that would essentially mimic the ripples of the Chicago River, but wood proved cost-prohibitive, so the architect went with aluminum parts made by Ceilings Plus.

"It's actually an entirely metal ceiling, but it looks like parts of it are wood brace," Dubisar said. "To have that balance between the crispness of the metal and its machined look with the warmth of the wood was pretty important to achieve."

The office is modeled after Hyatt's own seven "touch points" of guests' hotel experience: arrival, social spaces, drinking and dining, guest rooms (in this case, work suites for teams of 12 to 20), activities and services, meetings and events, and departure. Visitors enter an expansive arrival area that feels like the lobby of a high-end hotel.



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There are various distinct gathering areas, including couches, marble or wood tables, a bar that sells coffee and pastry during the day and wine and beer at night, and an event stage. But the ceiling ties together all these different areas and makes it feel like a single space.

"It was really important for us to have an entryway that wasn't just a reception area and wasn't just like walking into a café," Dubisar said. "It was really about the idea of walking into a hotel, a hospitality-imbued environment, and so the idea was that we opened up the entire front half of the building. Having a giant, open space like that, with all of these individualized settings, it was really important to have one super-large statement that really connected all of it together, so we knew we needed a strong ceiling design."

Dubisar said Gensler considered several designs for the ceiling, but a lightbulb moment came when the architects were touring the building and caught a glimpse of the Chicago River, which had chunks of ice in it during the middle of winter.

"The river had this faceted look to it, and that was something that we wanted to try to mimic, to really pay homage to their location at the convergence of the Chicago River and this specific location," she said. "It's right at the point where the river divides, so the idea to create this organic element that stretched from one side of the building to the other and really connected the two ends of the building was important."

Using the measurements supplied by E&K of Chicago, Ceilings Plus's computational engineering group used sophisticated algorithms to generate the parts. Erik Luhtala, computational research director for Ceilings Plus, estimated that it might take a manufacturer several years to engineer 3,000

unique parts using two-dimensional modeling software, but Ceilings Plus wrote a computational script that allowed it to generate as many as 500 parts per day.

"We did a significant amount of engineering on the back end to make it look like there was very little engineering done in the field," Luhtala said. "It's a straight line down the system, and everything sort of follows with each other, and in order to create that aesthetic, we're actually creating each one of those unique bars as a different slope. It has different end conditions, and there are compound miters on the end of each one, but instead of being cut, they're folded. In the end, they run nice, straight and true. We wanted to make it look like it was very simple to put together, but it actually had a fair amount of complexity on the engineering side."

One major challenge for E&K of Chicago was the grid install and making sure the crew hit the designated heights for the penetrations. The contractor had to work closely with all the ceiling trades involved, including Chicago-based Power Construction, to avoid conflicts such as sprinkler heads falling between the metal baffles, and to ensure that audio/visual equipment was sitting at the correct heights and that mechanical ductwork was properly placed to allow for easy access for maintenance workers.

"Overall, the project definitely went well," said E&K of Chicago foreman Nick Gaspari. "We obviously had some issues with certain angles and dimensions because everything was custom-made – all the dimensions of the spacing and the height, everything was to the exact T. The main problem we had was just getting all the slopes to match so that the reveals between all of the openings would be correct, so when we put everything up

with the panels, we kind of had to adjust the slopes and raise and lower some things to get it going, but overall, it finished up great."

Working in a busy metropolitan setting posed another challenge. The building has many dock restrictions, and the final baffle panels were not shipped in on one truck. E&K of Chicago made arrangements with drivers to either meet at the contractor's warehouse so the baffles could be transferred to a smaller truck that would fit within the dock, or to unload the baffles in the alley next to the building so they could be wheeled up to the freight cars.

This process alone took several days. To streamline the installation process, the baffles underwent final inspection at Ceilings Plus's manufacturing plant then immediately went out the door to the tenant space.

During the installation process, E&K of Chicago was just one of many trades trying to meet a hard deadline, so the crew had to work around other workers who were installing stone countertops and the large decorative brick fireplace and prepping furniture. But thanks to coordination between architect, manufacturer and installer, the installation process hummed along, and E&K of Chicago completed it on time.

"My initial reaction was to say that this is crazy, there is no way this is going to work because everything had to hit certain points and line up perfectly," Gaspari said. "But I was probably one of the last guys to touch it before we turned it over, and it looked awesome. Everything worked out perfectly. It was pretty cool how everything was just perfectly cut to size. All the holes were already predrilled where they needed to be, so it was just basically putting together a big puzzle. It was a long, slow process, but with the final result, I was definitely proud of having my hands on that thing." ■



ACOUSTICS AT LARGE: Don't Get Baffled by Baffles

BY KEITH PETERSON, K. PETERSON ASSOCIATES, INC.

If you are working on a project with a client that is looking to use ceiling baffles for aesthetics and acoustics, the question of correct baffle spacing is sure to come up. How do we know what the spacing should be for optimal acoustical performance? Is there a recommended spacing or rule of thumb? With so many possible module sizes and spacings it is impossible to have acoustical test data for all of the possible layouts, so how do

we accurately predict NRC for different layouts and communicate this to the acoustical consultants?

The first step is knowing the absorption coefficients of the material we are using for the baffle. For example: if the baffles are constructed out of 2" fabric wrapped fiberglass, you will need the acoustical test report of that material (baffle material). Once we have that data we can use the table below

to predict absorption, regardless of what the baffle material is made out of. You will need to pull the absorption coefficients for the following octave band center frequencies to determine a predicted NRC – 250Hz, 500Hz, 1000Hz, and 2000Hz:

By dividing the on center spacing by the height of the baffle you come up with the related baffle spacing (a'). Alfa_B is the known absorption coefficient

Absorption coefficient $\alpha_{K,W}$ of a baffle system with plates characterized by an absorption coefficient α_B and with a height related spacing of a' suspended under a reflecting ceiling with diffuse sound field in the room.

α_B	Related baffle spacing a'								
	0.4	0.6	0.8	1	1.2	1.4	1.6	1.8	2
0.1	0.35	0.26	0.21	0.17	0.15	0.13	0.11	0.10	0.9
0.2	0.54	0.43	0.35	0.30	0.26	0.23	0.21	0.19	0.17
0.3	0.67	0.56	0.47	0.41	0.36	0.32	0.29	0.27	0.25
0.4	0.76	0.65	0.57	0.50	0.45	0.40	0.37	0.34	0.31
0.5	0.82	0.73	0.65	0.58	0.52	0.48	0.44	0.40	0.37
0.6	0.87	0.79	0.71	0.64	0.59	0.54	0.50	0.46	0.43
0.7	0.90	0.83	0.76	0.70	0.65	0.60	0.55	0.52	0.48
0.8	0.93	0.87	0.81	0.75	0.70	0.65	0.60	0.57	0.53
0.9	0.95	0.90	0.85	0.79	0.74	0.69	0.65	0.61	0.58
1	0.96	0.92	0.88	0.83	0.78	0.74	0.69	0.65	0.62



data that you pulled from the report on the baffle material; it is easy to calculate an approximate absorption value by using the table. Once you have calculated predicted absorption for all four frequency bands, simply add them together and divide by (4) to get a predicted NRC value.

NRC goes up with the more baffles that you have, but this also increases the overall price of the system. The key is to find the happy medium. For optimal acoustics we want the height of the baffle to be equal to or greater than the on center spacing. As you can see from the table above, this spacing usually results in the predicted absorption being reasonably close to the absorption coefficient of the baffle material.

Here is a link to the full paper from which I referenced the table. This will come in handy if you need to share this information with an acoustical consultant on one of your projects.

http://www.datakustik.com/fileadmin/user_upload/PDF/Papers/Paper_SoundAbsorptionBaffleSystems_Probst_ZFL08n2.pdf ■



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SALES SYSTEMS

BY TOM WOODCOCK

O

key, ready to get into some deep sales water? I'm regularly consulted about the use of sales systems for training as opposed to coaching and mentoring. It's quite a debate and can get very costly. Full disclosure, I AM a sales trainer and mentor. But, I've taken many of the sales system courses that have been available. The bottom line is: what truly produces business? Not what is most organized or enjoyable. The issue is that as business gets more and more technical in measuring analytics, the personal

aspect of selling gets lost. Companies focus on matrixes, formulas and reporting than true customer connection. It's much more tangible to have a rote, digitally monitored sales system than tracking a strong relational sales individual. The problem is you're usually measuring disappointment.

I've been selling and teaching people to sell for over 30 years. I've witnessed every sales course, CRM and sales testing resources there is. I've watched dozens of intelligent business

SALES
COACHING



VS COACHING

owners invest thousands of dollars only to be left scratching their heads when numbers do not improve. They're left with manuals that are never used again or video training modules that sit on a shelf. They're guaranteed success on the front end IF their people follow the steps. The problem is, customers see the steps and know they're being manipulated.

Have you ever gotten one of those sales calls where the sales rep immediately begins moving you into their presentation? They are so trained that there's no room for customer connection. It's a hello, how are you, do you need siding, kind of presentation – impersonal and mechanical. The justification is consistency in the sales approach. Well, that'll work because all customers are the same, right?! First problem, they're not. Sales is still a people-related responsibility. You can't have a canned presentation for a canned customer base. If it was that simple, anyone could sell.

The advancement of technology doesn't automatically mean incorporating selling into it will reap success. Often that technology has been developed by someone who sits in a cube all day eating chips while they work. There's an old saying; "Those that can't sell, measure!" If you want a pure analysis of the effectiveness of a sales person only 2 numbers count, revenue and profitability...period!

Close rates, call volume and bids sent will always follow someone producing in those two areas. The key to getting there from scratch is high activity leading into

high productivity. Simplified, see and talk to people. The more people, the more customers. The more customers, the more opportunities. The more opportunities, the more sales. Fish, bigger fish, biggest fish. Boom! There's your sales system. How do you make it work? Teach sales people how to connect with customers. How to read people. How to work a networking event. How to develop customer loyalty. These are relational skills that a system does not teach. What good is a CRM program if there's no personal customer information to put into it? Worse, no sales! Most good sales reps know their close rate off the top of their head. They don't necessarily need a sales system to tell them. Mentoring a rep with another successful rep or trainer allows a new or underperforming rep to actually see how it's done. They learn body language and communication skills. They learn how to "hear" the customer as opposed to speak at the customer.

This is accomplished through dynamic coaching. Really getting into the behavior patterns of your typical customers and learning what they respond to, and then discussing the successes and failures all to become more adept at connecting with a customer base. It's just too simplistic to think you can buy a sales system, implement it and watch the money roll in. These programs are usually developed by more administratively bent individuals so they appeal to administratively bent individuals, who see the value because they're ADMINISTRATIVE! That's the second big issue; most of these systems have not been developed by true sales people – often not even presented by truly successful sales pros. They've been trained to be trainers of

the system. I often come in behind a sales system that was used by a company and I'm hired to either motivate the team or fix the mess. The key to a good coaching trainer is twofold. Is the information verifiably effective and is the presenter entertaining enough to listen to.

People retain more information when they feel the trainer is passionate and enjoyable. They take the information as fact and a good presenter makes that information easily transferrable. The trainer can handle questions with ease as opposed to referring to page 7 in your training manual. They understand the challenges and frustrations of being in front of the customer. They can prompt trainees to believe in their own ability rather than the machine. I've been recruited by the biggest training firms in the country to be a trainer for them. Even to start a train the trainer program. No thanks, I'd rather help and inspire people to succeed in their own skin. I have resources and materials I've created but it is not some mechanical system and that burns through people. I very much believe in training, I'm a trainer, but when we lose the human aspect of sales the only guaranteed definer is price. Sales systems are by the numbers and so is price. A system doesn't teach you how to shake a hand, read eyes, or recognize voice inflections over the phone. I do use a CRM and love to read about sales, but if you try to teach me I must do left foot here, right foot there, I'll probably do the opposite. I know some will email me telling me I'm old school and I'm ill informed. Nope! As the 45 year old sales system trainer of the course my boss sent me to told me at 19; "Dang son, you're better than me already!" I never read the manual. ■

CONTRACTING FOR Liquidated Damages

BY LAURYN E. PARKS

When drafting or negotiating an agreement, each party should consider what will happen if the other party breaches the contract. What damages will the non-breaching party be able to recover in such a situation?

One solution may be to negotiate and include a liquidated damages clause in your agreements. When parties to an agreement include a liquidated damages clause in their contract, they are agreeing to a certain computation of potential damages before a breach of the contract ever occurs.

A liquidated damages clause in a construction agreement between a contractor and owner might look something like the following:

"The parties agree and understand that, if the project is not completed within the time specified in the contract, it would be very difficult to ascertain the actual damages sustained by the Owner because of the delay. Thus, the parties estimate in good faith that the reasonable use value of the completed project to the Owner would be a certain sum per day, and agree that the Contractor shall pay that amount daily as liquidated damages to the Owner for each day's delay in fully completing this project beyond the time specified in the Contract and any permitted extensions."

A liquidated damages clause like this would save the owner from the difficulty of quantifying its damages if there is a delay in completing the project. This is useful because quantifying damages can often

be the most difficult, time-consuming, and expensive aspect of a lawsuit. In order to quantify and prove the amount of damages during litigation, it is often necessary to hire an expert witness, provide the expert with documentation related to the breach and the resulting damage to evaluate, and then allow the expert to conduct a damages analysis. Normally, the other side will depose the expert and then will name its own competing expert. This expert discovery phase of litigation will typically cost the parties many thousands of dollars.

An enforceable liquidated damages provision may allow a prevailing party to circumvent the headache and expense of determining damages during litigation and instead have an agreed amount of damages recoverable in the event of a breach. But there are challenges to drafting an enforceable liquidated damages clause.

Generally, a liquidated damages provision will be enforceable if (1) it appears that the parties intended to liquidate damages; (2) at the time of contracting, the amount of damages specified was a reasonable estimate of the presumed actual damages that would result from a breach; and (3) at the time of contracting, it was difficult to ascertain the amount of damages that would result from a breach of the agreement.¹

The more difficult it is to quantify damages before the breach occurs, the more likely a liquidated damages provision will be considered reasonable and enforceable. In most states, however, the liquidated damages provision must not be a "penalty."

When evaluating liquidated damages, courts often require evidence of the actual (or potential) damages to ensure that the liquidated damages are not disproportionate to the actual damages.²

Some courts apply a "prospective" approach to analyze liquidated damages provisions. This prospective approach requires a court to look only at the reasonableness of a liquidated damages provisions at the time of contracting, not at the time of breach or delayed completion. This means that courts consider whether, at the time the contract was entered into and based upon what the parties knew at the time, the liquidated damages constituted a reasonable assessment as to the damages that would be suffered in the event of delays.

However, in some cases, the courts have applied a "retrospective" approach to liquidated damages. That is, the courts in those cases took a second look at the liquidated damages provision in light of the actual damages suffered to determine whether or not the clause is enforceable (rather than considering the time of contracting only).³

Although liquidated damages clauses are not universally enforced by the courts, if you believe that your damages will be difficult to calculate if the other contracting party fails to timely perform, a liquidated damages clause could reduce some of the uncertainty and cost associated with litigation. ■

1. Restatement (Second) of Contracts §356(1); *Circle B Enters., Inc. v. Steinke*, 584 N.W.2d 97 (N.D. 1998).
2. *Wasserman's Inc. v. Twp. of Middletown*, 645 A.2d 100 (N.J. 1994).
3. *Claudill v. Keller Williams Realty, Inc.*, 828 F.3d 575 (7th Cir. 2016).

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L&W Supply – Hialeah

6969 W 20th Avenue
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L&W Supply – Indianapolis

5970 South Belmont Avenue
Indianapolis, IN 46217
317-781-1102 | Fax: 317-781-1170

L&W Supply – Jackson (MS)

108 River Pines Road
Flowood, MS 39232
601-932-6116 | Fax: 601-932-8266

L&W Supply – Jacksonville

2919 Dawn Road
Jacksonville, FL 32207
904-731-4407 | Fax: 904-737-6524
Randy Thompson
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L&W Supply – Jefferson – New Orleans

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L&W Supply – Joplin

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Steve Russell
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L&W Supply – Lafayette

3565 US 52 South
Lafayette, IN 47905
765-471-7070 | Fax: 765-474-7507

L&W Supply – Lexington

164 Trade Street
Leestown Industrial Pk
Lexington, KY 40511
859-231-6150 | Fax: 859-254-7567
Dan Buis
Member Since: 03/14/1980

L&W Supply – Louisville

4300 Chefs Way, Suite 106
Louisville, KY 40209
502-368-2556 | Fax: 502-368-2565

L&W Supply – Macon

2250 Barnes Road
Macon, GA 31216
478-781-9760 | Fax: 478-874-9075

L&W Supply – Madison

1458 E Wright Street
Madison, WI 53704
608-244-4495 | Fax: 608-244-4615

L&W Supply – Marysville

15102 Smokey Point Boulevard
Marysville, WA 98271
360-653-5006 | Fax: 360-653-7078

L&W Supply – Metairie

4400 York Road
Metairie, LA 70001
504-855-2562

L&W Supply – Milwaukee

1707 S 101st Street
Milwaukee, WI 53214
414-774-4100 | Fax: 414-774-4812

L&W Supply – Mobile

661 Western Drive
Mobile, AL 36607
334-476-4455 | Fax: 334-476-9005
Lincoln Glasscock
lglasscock@lwsupply.com
Member Since: 04/29/2001

L&W Supply – Montgomery

520 George Todd Drive
Montgomery, AL 36117
334-272-7200 | Fax: 334-272-1998

L&W Supply – Nampa

400 E. Karcher Road
Nampa, ID 83687
208-467-9339 | Fax: 208-467-9901

L&W Supply – Nashville

843 Cowan Street
Nashville, TN 37207
615-457-2433
Bob Bowser
Member Since: 07/07/1992

L&W Supply – Ocala

1435 SW 15th Avenue
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L&W Supply – Orlando

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L&W Supply – Port St. Lucie

1771 S.W. Biltmore Street
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772-871-6796 | Fax: 772-871-6083
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L&W Supply – Portland

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503-761 6556 | Fax: 503-761-4353

L&W Supply – Punta Gorda

250 Carmalita Street
Punta Gorda, FL 33951
941-639-2116 | Fax: 941-639-6653
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L&W Supply – Redmond

14980 NE 90th Street
Redmond, WA 98052
425-882-3116 | Fax: 425- 881-5830

L&W Supply – Santa Rosa

3995 Sebastopol Road
Santa Rosa, CA 95407
707-525-8775 | Fax: 707-924-3001

L&W Supply – St. Augustine

2210 Dobbs Road
St. Augustine, FL 32086
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L&W Supply – Tampa

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L&W Supply – Terre Haute

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812-232-6155 | Fax: 812-234-0364

L&W Supply – Tigard

7220 SW Bonita Road
Tigard, OR 97224
503-684-3187 | Fax: 503-684-9876

L&W Supply – Warrenville

30W386 Butterfield Road
Warrenville, IL 60555
630-393-1901

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300 S Riverside Plaza
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Member Since: 01/31/1964

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720 Pellegrino Court
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**Lone Star Materials – San
Antonio (A GMS Company)**
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Member Since: 10/14/2014

**Lonestar Materials – Austin
(A GMS Company)**
11111 Bluff Bend
Austin, TX 78753
512-834-8611
Dustin Noles
Member Since: 10/14/2014

**Louisiana Acoustical & Drywall
Materials – Shreveport
(A GMS Company)**
2601 Samford Avenue
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Member Since: 10/14/2014

M

M&S Drywall Supply – Andover
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Member Since: 10/07/2014

M&S Drywall Supply – Burnsville
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Marjam Supply Co.
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885 Conklin Street
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Marjam Supply Co.
639 Oakwood Avenue
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Marjam Supply Co.
Railroad Avenue & Fuller Road
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MARLITE
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330-343-6621 | Fax: 330-343-7298
Diana Hibbs
Member Since: 06/30/2015

Metro Interior Distributor Corp
175 Kennedy Drive
Hauppauge, NY 11788
631-673-8420 | Fax: 631-673-7276
Joe Olivieri
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**Missouri Drywall Supply –
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Rick Metter
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Negwer Materials
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**New England Gypsum Supply –
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O

**Ohio Valley Drywall Supply –
Meadowlands (A GMS Company)**
313 Country Club Road
Meadowlands, PA 15347
724-222-8079
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Member Since: 05/08/2018

**Ohio Valley Drywall Supply –
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2700 Commerce Circle
Trafford, PA 15085
412-646-1936
Sam Watts
Member Since: 07/01/2017

**Olympia Building Supplies –
Miami (A GMS Company)**
3490 NW 71st Street
Miami, FL 33147
786-866-0061
Tito Morales

**Olympia Building Supplies – Palm
Beach (A GMS Company)**
5415 N Australian Avenue
Mangonia Park, FL 33407
561-612-6745
Joshua Tinney
Member Since: 05/09/2018

**Olympia Building Supplies –
Pompano Beach
(A GMS Company)**
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Pompano Beach, FL 33069
954-782-7772
Mike Ferrante

**Olympia Building Supplies –
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Jessica Oettinger
Member Since: 05/09/2018

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Member Since: 11/03/2014

Pacific Source
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Honolulu, HI 96819
808-450-2400 | Fax: 808-842-0301
Rob Bruce
Member Since: 09/21/2015

Pacific Source
20321 Broadway Avenue
Snohomish, WA 98296
888-343-1515 | Fax: 800-343-1520
Mark Mason
Member Since: 09/21/2015

**Pioneer Materials – Wichita
(A GMS Company)**
1916 South Kessler
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316-943-2281
Mike Hamel
Member Since: 10/14/2014

**Pioneer Materials West –
Berthoud (A GMS Company)**
188 Gateway Circle
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Brian Woods
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**Pioneer Materials West –
Centennial (A GMS Company)**
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**Pioneer Materials West – Grand
Junction (A GMS Company)**
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**Pioneer Materials West – Gypsum
(A GMS Company)**
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970-328-1210
Paul Taylor
Member Since: 10/14/2014

**Pioneer Materials West –
Silverthorne (A GMS Company)**
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970-468-8808
Paul Taylor
Member Since: 10/15/2014

**Pioneer Materials West –
Steamboat Springs
(A GMS Company)**
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970-870-1800
Bobby Yeager
Member Since: 10/15/2014

**Pioneer Materials West – Casper
(A GMS Company)**
6757 Wildcat Road
Evansville, WY 82636
307-232-4077
Bobby Yeager
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**Professional Handling &
Distribution (A GMS Company)**
5386 Newburg Road
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815-332-4240
Kevin O'Conner
Member Since: 07/01/2017



Professional Handling & Distribution (A GMS Company)

635 Plum Street
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R

Reinke Supply Co

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Member Since: 09/28/2004

Rew Materials

901 S 12th Street
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Rew Materials

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Des Moines, IA 50317
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Rew Materials

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Rew Materials

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Rew Materials

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Member Since: 09/28/2004

Rew Materials

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Rew Materials

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LaVista, NE 68128-5729
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Member Since: 09/28/2004

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972-221-8722 | Fax: 972-221-4942
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Rew Materials

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Topeka, KS 66608-1770
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Rew Materials

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River Bend Materials – Chattanooga (A GMS Company)

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River City Materials – Little Rock

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River City Materials – Memphis

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River City Materials – Rogers

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Robert N. Karpp Co. Inc. Building Materials (A GMS Company)

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Rocky Top Materials (A GMS Company)

2707 John Deere Drive
Knoxville, TN 37917
865-522-0060
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Rocky Top Materials – Pigeon Forge (A GMS Company)

1806 Middle Creek Road
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865-453-3723
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Ryan Building Materials (A GMS Company)

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Ryan Building Materials, Inc. (A GMS Company)

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Ryan Building Materials, Inc. (A GMS Company)

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Clarkston, MI 48348
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S

Scientific Lighting Products – Headquarters & International Sales

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Fenton, MO 63026-0718
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Craig Gravatte
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Member Since: 01/19/1993

Scientific Lighting Products – North East

62-70 Myrtle Avenue
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800-248-0224 | Fax: 636-600-4108
Member Since: 10/01/2014

Scientific Lighting Products – UK

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011-441-296-428-822
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Member Since: 10/01/2014

Scientific Lighting Products – Western States

16423 Berwyn Road
Cerritos, CA 90703
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Star Sales & Distributing Corp.

29 Commerce Way
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6410 S. Sossaman Road
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Sun Valley Supply, Inc. (A GMS Company)

2450 N. Flowing Wells Road
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3737 W Buckeye Road
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Tamarack Materials – Minot
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320-363-4442
Brian Kisor
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319-337-3033
Member Since: 06/30/2015

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Paul Gloeck
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Tejas Building Materials –
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Cris Robertson
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Texarkana Materials – Texarkana
(A GMS Company)
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770-447-0890
Mark Greene
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Tucker Materials – Anderson
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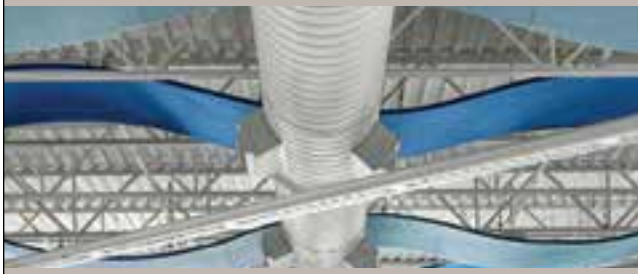
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F

Fabri Trak Systems, Inc.

Mount Laurel, NJ (Manufacturer)

Federated Insurance

Owatonna, MN (Service Associate)

Fellert North America Inc.

Olathe, NE (Distributor)

Fisher Lath and Plastering, Inc.

San Jose, CA (Contractor)

FL Crane & Sons, Inc.

Fulton, MS (Contractor)

Floor to Ceiling/Carpet One

Fargo, ND (Contractor)

Fogleman Builders Supply

Jacksonville, FL (Distributor)
St. Augustine, FL (Distributor)
Valdosta, GA (Distributor)

Formglas Products Ltd.

Vaughan, ON CANADA
(Manufacturer)

Forrest Sound Products, LLC

Redmond, WA (Contractor)

Foundation Building Materials

Akron, OH (Distributor)
Avondale, AZ (Distributor)
Beaumont, TX (Distributor)
Belmont, MI (Distributor)
Bloomington, IN (Distributor)
Burlington, ON CANADA
(Distributor)
Calgary, AB CANADA
(Distributor)
Cambridge, ON CANADA
(Distributor)
Camden, NJ (Distributor)
Carnegie, PA (Distributor)
Clarksville, TN (Distributor)
Collingwood, ON CANADA
(Distributor)
Cookeville, TN (Distributor)
Dallas, TX (Distributor)
Dallas, TX (Distributor)
Deland, FL (Distributor)
Denver, CO (Distributor)
Edmonton, AB CANADA
(Distributor)
Escondido, CA (Distributor)
Fort Wayne, IN (Distributor)
Fort Worth, TX (Distributor)
Gaylord, MI (Distributor)
Grand Rapids, MI (Distributor)
Greensburg, PA (Distributor)
Hayward, CA (Distributor)
Hialeah Gardens, FL (Distributor)
Hillside, NJ (Distributor)
Holland, MI (Distributor)
Houston, TX (Distributor)
Houston, TX (Distributor)
Indianapolis, IN (Distributor)
Indianapolis, IN (Distributor)
Indianapolis, IN (Distributor)
Itasca, IL (Distributor)
Jacksonville, FL (Distributor)
Kamloops, BC CANADA
(Distributor)
Kansas City, KS (Distributor)
Kelowna, BC CANADA
(Distributor)
Kokomo, IN (Distributor)
Lafayette, IN (Distributor)
Lancaster, PA (Distributor)
Lansing, MI (Distributor)
Lexington, KY (Distributor)
Lincoln, NE (Distributor)
Little Suamico, WI (Distributor)
Livonia, MI (Distributor)
London, ON CANADA (Distributor)
Louisville, KY (Distributor)
Manhattan, KS (Distributor)
McFarland, WI (Distributor)
Medford, OR (Distributor)
Mensha, WI (Distributor)
Meridian, ID (Distributor)
Midland, MI (Distributor)
Murfreesboro, TN (Distributor)
Muskegon, MI (Distributor)
Naples, FL (Distributor)
Nashville, TN (Distributor)
Negaunee, MI (Distributor)
Nixa, MO (Distributor)
Norcross, GA (Distributor)
Norcross, GA (Distributor)
North Hollywood, CA (Distributor)
Oakdale, MN (Distributor)
Omaha, NE (Distributor)
Orange, CA (Distributor)
Orlando, FL (2 Locations)
(Distributor)
Oxnard, CA (Distributor)
Parma, OH (Distributor)

Petoskey, MI (Distributor)
Pflugerville, TX (Distributor)
Phoenix, AZ (4 Locations)
(Distributor)
Pico Rivera, CA (Distributor)
Portage, MI (Distributor)
Portland, OR (Distributor)
Riverside, CA (Distributor)
Rockford, IL (Distributor)
Salt Lake City, UT (Distributor)
San Diego, CA (Distributor)
San Jose, CA (Distributor)
Sarasota, FL (Distributor)
South Bend, IN (Distributor)
Surrey, BC CANADA (Distributor)
Tampa, FL (2 Locations)
(Distributor)
Traverse City, MI (Distributor)
Tucson, AZ (2 Locations)
(Distributor)
Tustin, CA (Distributor)
Tyler, TX (Distributor)
Vaughan, ON CANADA
(Distributor)
Victoria, BC CANADA
(Distributor)
Wausau, WI (Distributor)
Wichita, KS (Distributor)
Wilkes-Barre, PA (Distributor)
Windsor, ON CANADA
(Distributor)
Winnipeg, MB CANADA
(Distributor)
Youngstown, OH (Distributor)

Franklin International

Columbus, OH (Manufacturer)

Freas Plastering

Concord, CA (Contractor)

FreeAxez, LLC

Delran, NJ (Manufacturer)

Freudenberg Performance Materials LP

Durham, NC (Manufacturer)

Frey Plastering

Novato, CA (Contractor)

Fry Reglet Architectural Metals

Alpharetta, GA (Manufacturer)

G

Gator Gypsum (A GMS Company)

Clearwater, FL (Distributor)
Gainesville, FL (Distributor)
Lakeland, FL (Distributor)
Ocala, FL (Distributor)
Orlando, FL (Distributor)
Sarasota, FL (Distributor)
Tampa, FL (Distributor)

G & S Drywall, Inc.

San Jose, CA (Contractor)

G&S Acoustics

St Louis, MO (Manufacturer)

General Ceilings of IL

Chicago, IL (Distributor)

Giampolini Contractors

Emeryville, CA (Contractor)

Glasteel

Moscow, TN (Manufacturer)

Golden Gate Drywall

Burlingame, CA (Contractor)

Golden Valley Supply

Des Moines, IA (Distributor)
Fargo, ND (Distributor)
Minneapolis, MN (Distributor)
Sioux Falls, SD (Distributor)

Golder Acoustics

West Jordan, UT (Contractor)

Gordon Incorporated

Bossier City, LA (Manufacturer)

Grabber Construction Products

Capitol Heights, MD (Distributor)
Chantilly, VA (Distributor)
Conover, NC (Distributor)
Dallas, TX (Distributor)
Duluth, GA (Distributor)
East Windsor, CT (Distributor)
Fairfield, OH (Distributor)
Fort Myers, FL (Distributor)
Frederick, MD (Distributor)
Highland, UT (Distributor)
Houston, TX (Distributor)
Jacksonville, FL (Distributor)
Kansas City, MO (Distributor)
Langley, BC CANADA (Distributor)
Linthicum, MD (Distributor)
Maumee, OH (Distributor)
Miami Lakes, FL (Distributor)
Murray, UT (Distributor)
Olive Branch, MS (Distributor)
Orlando, FL (Distributor)
Pennsauken, NJ (Distributor)
Pittsburg, CA (Distributor)
Pompano Beach, FL (Distributor)
Portland, OR (Distributor)
San Diego, CA (Distributor)
Santa Fe Springs, CA (Distributor)
Tampa, FL (Distributor)

Grani Installation Inc.

Huntington Beach, CA
(Contractor)

Las Vegas, NV (Contractor)

Vista, CA (Contractor)

Grant & Associates

San Diego, CA (Independent
Manufacturers Representative)

Great Lakes Gypsum & Supply

Auburn Hills, MI (Distributor)
Jackson, MI (Distributor)
Livonia, MI (Distributor)
Perrysburg, OH (Distributor)
Port Huron, MI (Distributor)
Saginaw, MI (Distributor)
Wyoming, MI (Distributor)

Green Country Interiors

Oklahoma City, OK (Contractor)

Gripple, Inc.

Aurora, IL (Manufacturer)

Groupe Piche

Rocky View, AB CANADA
(Contractor)

Grunau Metals

Oak Creek, WI (Contractor)



**GTS Interior Supply
(A GMS Company)**

Anchorage, AK (Distributor)
Bend, OR (Distributor)
Billings, MT (Distributor)
Boise, ID (Distributor)
Eugene, OR (Distributor)
Everett, WA (Distributor)
Ferndale, WA (Distributor)
Idaho Falls, ID (Distributor)
Kent, WA (Distributor)
Kirkland, WA (Distributor)
Lakewood, WA (Distributor)
Medford, OR (Distributor)
Missoula, MT (Distributor)
Portland, OR (Distributor)
Poulsbo, WA (Distributor)
Rathdrum, ID (Distributor)
Richland, WA (Distributor)
Salem, OR (Distributor)
Spokane Valley, WA (Distributor)
Tumwater, WA (Distributor)
Vancouver, WA (Distributor)
Seattle, WA (Distributor)

Guy C. Long, Inc.

Downingtown, PA (Contractor)

GW Killebrew AMS

Honolulu, HI (Distributor)

Gypsum Association

Silver Spring, MD
(Service Associate)

**Gypsum Management &
Supply, Inc.**

Tucker, GA (Distributor)

Gypsum Products Inc.

Fort Collins, CO (Distributor)
Denver, CO (Distributor)
Colorado Springs, CO (Distributor)

**Gypsum Supply Company
(A GMS Company)**

Ann Arbor, MI (Distributor)
Byron Center, MI (Distributor)
Holland, MI (Distributor)
Kalamazoo, MI (Distributor)
Lansing, MI (Distributor)
Traverse City, MI (Distributor)
Zeeland, MI (Distributor)

H

H. Carr & Sons Inc.

Providence, RI (Contractor)

Halstead C&W Corporation

Norwalk, CT (Manufacturer)

Halstead Drywall, Inc.

San Jose, CA (Contractor)

Harrison Drywall, Inc.

San Francisco, CA (Contractor)

Hartley Construction, Inc.

Oakland, CA (Contractor)

**Hathaway Building Materials
(A GMS Company)**

Palm Desert, CA (Distributor)

**Heartland Acoustics and
Interiors, Inc.**

Austin, TX (Contractor)
Carlsbad, CA (Contractor)
Englewood, CO (Contractor)

Heartland Finishes, Inc.

Des Moines, IA (Contractor)

Henderson-Johnson Co Inc.

Syracuse, NY (Contractor)

Henley & Company

West Sacramento, CA (Contractor)

Hilti, Inc.

Plano, TX (Distributor)
Plano, TX (Manufacturer)

Hoelscher Interiors, Inc.

Aviston, IL (Contractor)

Holmes Drywall Supply

Kansas City, MO (Distributor)

Huggett-Betten Corp.

Stevensville, MI (Contractor)

Hughes Group

Naperville, IL (Independent
Manufacturers Representative)

Hunter Douglas Architectural

Norcross, GA (Manufacturer)

I

ICF Group

Norwich, CT (Distributor)

Icon Interiors Inc.

Cleveland, OH (Contractor)

Indianapolis Drywall Supply

Indianapolis, IN (Distributor)

Integrated Interiors

Ft Worth, TX (Contractor)

Interior Distributors

Charlotte, NC (Distributor)
Durham, NC (Distributor)
Greenville, NC (Distributor)
Raleigh, NC (Distributor)

**Interior Products Supply, Inc.
(A GMS Company)**

Fort Wayne, IN (Distributor)

Interior Specialty

Construction Inc.

Providence Forge, VA (Contractor)

Interior Supply

Akron, OH (Distributor)
Brooklyn Heights, OH (Distributor)
Cincinnati, OH (Distributor)
Columbus, OH (Distributor)
Duncansville, PA (Distributor)
Holland, OH (Distributor)
Lima, OH (Distributor)
Morraine, OH (Distributor)
Pittsburgh, PA (Distributor)
Youngstown, OH (Distributor)

Interior Systems International

LaCrosse, WI (Manufacturer)

Interior/Exterior Building Supply

Birmingham, AL (Distributor)
Gainesville, FL (Distributor)
Jacksonville, FL (Distributor)
Longview, TX (Distributor)
New Orleans, LA (Distributor)

Ironwood Commercial

Builders, Inc.

Concord, CA (Contractor)

ISEC, Inc.

Bothell, WA (Contractor)
Fulton, MD (Contractor)

J

J&B Materials (A GMS Company)

Concord, CA (Distributor)
El Cajon, CA (Distributor)
El Centro, CA (Distributor)
Escondido, CA (Distributor)
Honolulu, HI (Distributor)
Perris, CA (Distributor)

J&J Acoustics, Inc.

Santa Clara, CA (Contractor)

J.E. Abercrombie, Inc.

Jacksonville, FL (Contractor)

Jacobson & Company Inc.

Elizabeth, NJ (Contractor)

JD Traditional Industries

Huntington Station, NY
(Contractor)

John C. Lowery, Inc.

Freeville, NY (Contractor)

Johns Manville

Denver, CO (Manufacturer)

K

K & K Acoustical Ceilings Inc.

Tewksbury, MA (Contractor)

K. Peterson Associates

Kingstons, MA (Independent
Manufacturers Representative)

K.D. Christian Construction Co

Stillwell, KS (Contractor)

Kamco Supply Corp

Brooklyn, NY (Distributor)

Kamco Supply of New England

Wallingford, CT (Distributor)

Karsyn Construction, Inc.

Fresno, CA (Contractor)

KBA, Inc.

Langhorne, PA (Independent
Manufacturers Representative)

Keel Manufacturing Inc.

Columbus, WI (Manufacturer)

Kenpat

Apopka, FL (Contractor)

KHS&S Contractors

Anaheim, CA (Contractor)

Concord, CA (Contractor)

Kinetics Noise Control

Dublin, OH (Manufacturer)

King Company LP

New Orleans, LA (Contractor)

Kirei

Solana Beach, CA (Distributor)

Kirk Builders

San Francisco, CA (Contractor)

Klover Contracting, Inc.

Quakertown, PA (Contractor)

Knauf Insulation

Shelbyville, IN (Manufacturer)

Kohler Building Specialties Inc.

Madisonville, LA (Independent
Manufacturers Representative)
Kole Construction Co Inc

L

L&W Supply

Alpharetta, GA (Distributor)
Appleton, WI (Distributor)
Arbndale, FL (Distributor)
Atlanta, GA (Distributor)
Bend, OR (Distributor)
Benicia, CA (Distributor)
Bloomington, IN (Distributor)
Boca Raton, FL (Distributor)
Bowling Green, KY (Distributor)
Bradenton, FL (Distributor)
Charlotte, NC (Distributor)
Chicago, IL (Distributor)
Chico, CA (Distributor)
Cincinnati, OH (Distributor)
College Station, TX (Distributor)
Columbus, IN (Distributor)
Columbus, OH (Distributor)
Dayton, OH (Distributor)
Elizabethtown, KY (Distributor)
Elk Grove Village, IL (Distributor)
Englewood, FL (Distributor)
Eugene, OR (Distributor)
Evans, GA (Distributor)
Evansville, IN (Distributor)
Flowood, MS (Distributor)
Ft Myers, FL (Distributor)
Grosse Pointe, MI (Distributor)
Hialeah, FL (Distributor)
Hyattsville, MD (Distributor)
Indianapolis, IN (Distributor)
Jacksonville, FL (Distributor)
Jefferson, LA (Distributor)
Lafayette, IN (Distributor)
Lexington, KY (Distributor)
Louisville, KY (Distributor)
Macon, GA (Distributor)
Madison, WI (Distributor)
Marysville, WA (Distributor)
Metairie, LA (Distributor)
Milwaukee, WI (Distributor)
Mobile, AL (Distributor)
Montgomery, AL (Distributor)
Nampa, ID (Distributor)
Nashville, TN (Distributor)
Ocala, FL (Distributor)
Orange, CA (Distributor)
Orlando, FL (Distributor)
Owensboro, KY (Distributor)
Port St. Lucie, FL (Distributor)
Portland, OR (Distributor)
Punta Gorda, FL (Distributor)
Redmond, WA (Distributor)
Santa Rosa, CA (Distributor)
Rogers, AR (Distributor)
St. Augustine, FL (Distributor)
Tallahassee, FL (Distributor)
Tampa, FL (Distributor)
Terre Haute, IN (Distributor)
Tigard, OR (Distributor)
Warrenville, IL (Distributor)

**L.A.M.B. Oxford Management and
Consultant, Inc. dba Lamb**

Oxford MTC, Inc.

Pleasanton, CA
(Service Associate)

L.D. Peters & Sons Inc.

New Rochelle, NY (Distributor)

Lamvin Inc.

Oceanside, CA (Manufacturer)

Lanton Associates, LLC

Tempe, AZ (Independent
Manufacturers Representative)



MEMBER CROSS REFERENCE

Leek Building Products, Inc.
Norwalk, CT (Independent
Manufacturers Representative)

Lindner USA

Tucker, GA (Manufacturer)

Lone Star Materials (A GMS Company)

Laredo, TX (Distributor)
San Antonio, TX (Distributor)
Austin, TX (Distributor)

Lotspeich Co of Florida

Ft Lauderdale, FL (Contractor)
Miami, FL (Contractor)
Riviera Beach, FL (Contractor)

**Louisiana Acoustical & Drywall
Materials (A GMS Company)**
Shreveport, LA (Distributor)

M

M&S Drywall Supply

Andover, MN (Distributor)
Burnsville, MN (Distributor)

**M. R. Lee Building Materials Inc.
(A GMS Company)**
Alsip, IL (Distributor)

Madrid, Inc.

Pico Rivera, CA (Manufacturer)

Magnum Drywall

Fremont, CA (Contractor)

Manganaro Midatlantic, LLC

Beltsville, MD (Contractor)

Marek Brothers Systems

Houston, TX (Contractor)

Marino/Ware Industries

East Chicago, IL (Manufacturer)
Griffin, GA (Manufacturer)
Pasadena, TX (Manufacturer)
South Plainfield, NJ (2 Locations)
(Manufacturer)

Marjam Supply

Albany, NY (Distributor)
Brooklyn, NY (Distributor)
Farmingdale, NY (Distributor)
Kearny, NJ (Distributor)
Manchester, NH (Distributor)
Newburgh, NY (Distributor)
Stoneham, MA (Distributor)
W. Hartford, CT (Distributor)

MARLITE

Dover, OH (Distributor)

Martin Integrated

Orange, CA (Contractor)

Mau, Inc.

Mt. Prospect, IL (Independent
Manufacturers Representative)

MBI Products Company, Inc.

Elyria, OH (Manufacturer)

Metro Interior Distributor Corp
Hauppauge, NY (Distributor)

Midatlantic Sales Group, Inc.
Stevensville, MD (Independent
Manufacturers Representative)

Midwest Drywall

Oklahoma City, OK (Contractor)
Denver, CO (Contractor)
Harrison, AR (Contractor)
Wichita, KS (Contractor)

Midwest Group

Calgary, AB CANADA
(Contractor)

**Millard Drywall &
Acoustical Construction**
Austin, TX (Contractor)

Minnesota Acoustics

Maple Grove, MN (Contractor)

Missouri Drywall Supply (A GMS Company)

Hazelwood, MO (Distributor)

MSM Solutions Inc.

Elmhurst, IL (Contractor)

N

Navy Island

West St. Paul, MN (Manufacturer)

Negwer Materials

St. Louis, MO (Distributor)

Nelmar Drywall Company Limited
Concord, ON CANADA (Contractor)

Netfloor, Inc.

Pittsboro, NC (Manufacturer)

Nevell Group, Inc.

Brea, CA (Contractor)

**New England Gypsum Supply
(A GMS Company)**

Hartford, CT (Distributor)

Nicholas Acoustics & Specialty
Jackson, MS (Contractor)

North Counties Drywall, Inc.

Sonoma, CA (Contractor)

Northwest Wall & Ceiling Bureau

Seattle, WA (Service Associate)

Norton Industries, Inc.

Lakewood, OH (Manufacturer)

Novawall Systems, Inc.

Alexandria, VA (Manufacturer)

O

Odenwald Faserplattenwerk GmbH
Amorbach, DE (Manufacturer)

O'Donnell Plastering

Santa Clara, CA (Contractor)

Offsite Integrated Structures
Thornton, CO (Manufacturer)

**Ohio Valley Drywall Supply
(A GMS Company)**

Meadowlands, PA (Distributor)

Trafford, PA (Distributor)

Olea Plastering

San Francisco, CA (Contractor)

**Olympia Building Supplies
(A GMS Company)**

Miami, FL (Distributor)
Mangonia Park, FL (Distributor)
Pompano Beach, FL (Distributor)
Port St. Lucie, FL (Distributor)

On Center Software

The Woodlands, TX
(Service Associate)

Ontario Acoustic Supply
Toronto, ON CANADA
(Distributor)

Owens Corning NA Non Wovens
Dallas, NC (Manufacturer)

Owens Corning World HQ
Toledo, OH (Manufacturer)

P

P & A Drywall Supply, Inc.
St. Louis, MO (Distributor)

Pabco Construction

Farmingdale, NY (Contractor)

PAC International, LLC

Wilsonville, OR (Manufacturer)

Pace, Inc. (dba Pace Drywall)

Concord, CA (Contractor)

Pacific Acoustics-North Inc.

Santa Barbara, CA (Contractor)

Pacific Source

Snohomish, WA (Distributor)
Honolulu, HI (Distributor)

Pacific West Lath & Plaster, Inc.
Sacramento, CA (Contractor)

Panoram Industries

Shelton, CT (Manufacturer)

Paragon Acoustical Co Inc.
Chino, CA (Contractor)

Patrick Industries

Elkhart, IN (Manufacturer)

Patrick J. Ruane, Inc.

S. San Francisco, CA (Contractor)

Performance Contracting, Inc.

Lake Zurich, IL (Contractor)
Alameda, CA (Contractor)
Anaheim, CA (Contractor)
Ashburn, VA (Contractor)
Carmel, IN (Contractor)
Grandview, MO (Contractor)
Las Vegas, NV (Contractor)
Lenexa, KS (Contractor)
Malta, NY (Contractor)
North Highlands, CA (Contractor)
Tempe, AZ (Contractor)
Tigard, OR (Contractor)
Woodinville, WA (Contractor)

Phase 2 Company

Ft. Collins, CO (Contractor)

pinta acoustic, Inc.

Minneapolis, MN (Manufacturer)

**Pioneer Materials West
(A GMS Company)**

Wichita, KS (Distributor)
Berthoud, CO (Distributor)
Evansville, WY (Distributor)
Centennial, CO (Distributor)
Clifton, CO (Distributor)
Clifton, CO (Distributor)
Silverthorne, CO (Distributor)
Steamboat Springs, CO (Distributor)

Plasterform Inc.

Mississauga, ON (Manufacturer)

Platinum Drywall Inc

Little Rock, AR (Contractor)

Plexxis Software Drywall ERP
Brampton, ON CANADA
(Service Associate)

Pontiac Ceiling & Partition
Pontiac, MI (Contractor)

**Professional Handling &
Distribution (A GMS Company)**

Belvidere, IL (Distributor)
Aurora, IL (Distributor)

Protech Spec

Lancaster, PA (Independent
Manufacturers Representative)

Psi3g, Inc.

(Partition Specialties, Inc.)
Novato, CA (Contractor)

R

R W Dake & Co Inc.

East Rochester, NY (Contractor)

R. Davidson Plastering Inc.

Castro Valley, CA (Contractor)

R.A.M. Metal Industries LLC

Dubai, UAE (Manufacturer)

Radius Track Corporation

Minneapolis, MN (Manufacturer)

Ram Acoustical Corp

Beaver Falls, PA (Contractor)

Raymond-Northern California, Inc.

Martinez, CA (Contractor)

Reinke Supply

Des Plaines, IL (Distributor)

Rew Materials

Baltimore, MD (Distributor)
Columbia, MO (Distributor)
Columbus, OH (Distributor)
Des Moines, IA (Distributor)
El Paso, TX (Distributor)
Kansas City, KS (Distributor)
LaVista, NE (Distributor)
Lenexa, KS (Distributor)
Lewisville, TX (Distributor)
Lincoln, NE (Distributor)
North Las Vegas, NV (Distributor)
Phoenix, AZ (Distributor)
Salina, KS (Distributor)
Salisbury, MD (Distributor)
Topeka, KS (Distributor)
Wichita, KS (Distributor)

RFJ Meiswinkel Company

San Francisco, CA (Contractor)

Rice Associates, Inc.

Farmington, MI (Independent
Manufacturers Representative)

Rieger Architectural Products Ltd.

Winnipeg, MB, Canada
(Independent Manufacturers
Representative)

River Bend Materials

(A GMS Company)
Chattanooga, TN (Distributor)

River City Materials

Memphis, TN (Distributor)
Rogers, AR (Distributor)

Robert Boeger Plastering, Inc.

Applegate, CA (Contractor)

Robert D. Young Construction, Inc.

Indianapolis, IN (Contractor)

**Robert N. Karpp Co. Inc. Building
Materials (A GMS Company)**

Boston, MA (Distributor)
Attleboro, MA (Distributor)
Wilmington, MA (Distributor)
Abington, MA (Distributor)

Rockfon, LLC

Chicago, IL (Manufacturer)

Rocky Top Materials

(A GMS Company)
Pigeon Forge, TN (Distributor)
Knoxville, TN (Distributor)

Rosema Construction, Inc.

Fort Wayne, IN (Contractor)

Rulon International

St Augustine, FL (Manufacturer)

Russell Hinton Co. Inc.

San Francisco, CA (Contractor)



**Ryan Building Materials
(A GMS Company)**

Clarkston, MI (Distributor)
Harrison Township, MI (Distributor)
Southfield, MI (Distributor)
Troy, MI (Distributor)

S

S&S Resources Inc.

Newtown Square, PA
(Independent Manufacturers
Representative)

SAS International

Reading, Berks, England
(Manufacturer)

Sbi Interiors Inc.

San Jose, CA (Contractor)

Schell Acoustical and Drywall Co

Macon, GA (Contractor)

Schommer Construction LLC

Colorado Springs, CO (Contractor)

Scientific Lighting Products

Buckinghamshire, England
(Distributor)

Cerritos, CA (Distributor)

Fenton, MO (Distributor)

Passaic, NJ (Distributor)

Selleck Architectural Sales Inc.

Owosso, MI (Independent
Manufacturers Representative)

Service Plastering II

San Leandro, CA (Contractor)

Shannon Corporation

Sudbury, MA (Independent
Manufacturers Representative)

Shek Interiors Limited

Red Deer, AB, Canada
(Contractor)

Skinner Interior Systems Inc

Phoenix, AZ (Contractor)

Sonus Interiors, Inc.

Golden Valley, MN (Contractor)

Sorlie Acoustics, Inc.

Duluth, MN (Contractor)

Sound Concepts Inc.

Winnipeg, MB CANADA
(Manufacturer)

Sound Seal

Agawam, MA (Manufacturer)

Sound Solutions (1997) Inc.

Brampton, ON CANADA
(Independent Manufacturers
Representative)

**Southcoast Acoustical
Interiors, Inc.**

Fontana, CA (Contractor)

**Southeastern Architectural
Systems**

Charlotte, NC (Independent
Manufacturers Representative)

Southeastern Interiors

Blues Creek, NC (Contractor)

**Southwest Carpenters
Training Fund**

Los Angeles, CA (Educators)

Spacetone Acoustics, Inc.

Pleasanton, CA (Contractor)

Spec Systems, LLC

Medina, WA (Independent
Manufacturers Representative)

Specified Interiors, Inc.

Houston, TX (Independent
Manufacturers Representative)

**Specified Technologies
Incorporated**

Somerville, NJ (Manufacturer)

Specified.

Houston, TX (Independent
Manufacturers Representative)

Specon Systems Inc.

Birmingham, AL (Contractor)
Huntsville, AL (Contractor)

SRJ Drywall

Palo Alto, CA (Contractor)

Standard Drywall Inc.

Fremont, CA (Contractor)

Star Sales & Distributing Corp.

Woburn, MA (Distributor)

**State Line Building Supply
(A GMS Company)**

Dover, DE (Distributor)
Selbyville, DE (Distributor)

Steel Ceilings, Inc.

Johnstown, OH (Manufacturer)

**Steven Kempf Building Material
Company (A GMS Company)**

King of Prussia, PA (Distributor)

Stockham Construction Inc.

Cotati, CA (Contractor)

**Sun Valley Supply, Inc.
(A GMS Company)**

Mesa, AZ (Distributor)
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