

# 2010 Distributor Profiles

## ADI

263 Old Country Rd.  
Melville, N.Y. 11747  
Phone: (800) 233-6261

Web site: [www.adiglobal.com](http://www.adiglobal.com)

ADI is a global wholesale distributor of security and low-voltage products, with over 200 branch locations worldwide. ADI's product offering, convenient locations, knowledgeable staff and training opportunities are designed to help your business grow. ADI solutions include Intrusion, Fire, CCTV, IP Networking, Access, A/V, Tools & Hardware, Home Solutions and Wire & Cable.

### Services:

- Education and Training Opportunities
- A/V Demo Rooms
- Best-in-Class Design & System Integration Support
- Flexible Return & Repair Policies
- Powerful Online Shopping & Account Management
- Available Credit
- 24/7 PickUp AnyTime Convenience
- Rapid Next-Day Delivery
- Largest One-Day Training Expo & Vendor Meeting
- Product Catalogs & Monthly Sales Promotions

## Almo Distributing

2709 Commerce Way  
Philadelphia, Pa. 19154  
Phone: (215) 698-4000  
Toll free: (800) 345-2566  
Fax: (215) 698-4080

Web site: [www.almo.com](http://www.almo.com)

Locations served: 11 warehouses nationally

Almo Corporation is an independent distributor of appliances, consumer electronics and professional A/V equipment. Known for its Rapid Ship services and other customer service, Almo distributes over 50 of the industry's top brand names. Eleven strategically located distribution centers provide same-day shipments and

next-day delivery of its inventory to almost anywhere in the country.

The company also provides drop-ship and fulfillment distribution services for retailers, including processing, customized packaging and delivery with complete security.

### Services:

- Same-day or next-day shipments
- Drop-ship and fulfillment for retailers and e-tailers
- Processing, packaging and merchandising delivery and transaction security
- Almo Access provides 24-hour real-time inventory, product catalog, ordering, tracking and account control.
- Local sales teams available for consultation

## ArchBrook Laguna

350 Starke Rd., Suite 400  
Carlstadt, N.J. 07072  
Phone: (800) 482-3370

Fax: (201) 559-6700

Contact e-mail: [sales@esend.com](mailto:sales@esend.com)

Web site: [www.archbrooklaguna.com](http://www.archbrooklaguna.com)

Locations served: Nationwide

ArchBrook Laguna distributes consumer electronics, computer products and housewares to retailers through warehouses located in New Jersey, Nevada and Georgia. The distributor offers a full range of technology products, including desktop and notebook computers, digital cameras, plasma displays, LCD projectors, large-screen televisions, GPS and handheld devices.

### Services:

- Customer fulfillment with 99 percent fill-in rate, 100 percent on promotional items
- Management of Toshiba's In-direct Retail Accounts program
- Rent-to-own
- Logistical services with freight management, multi-mode shipping and EDI capability
- Tailored marketing and sales programs

## Argraph

111 Asia Place  
Carlstadt, N.J. 07072  
Phone: (201) 939-7722  
Fax: (201) 939-7782

Contact e-mail: [sales@argraph.com](mailto:sales@argraph.com)

Web site: [www.argraph.com](http://www.argraph.com)

Locations served: Nationwide and International

Argraph and its subsidiaries manufacture and distribute more than 7,000 photographic and imaging products. Brands: MemoryKick, Samigon, Marumi. Sandisk, Fuji, Transcend, Lexar, PanaVue, QPCards, Pantone and others

## AVAD

16333 Raymer St.  
Van Nuys, Calif. 91406

Phone: (866) FOR-AVAD

Fax: (818) 742-4801

Web site: [www.avad.com](http://www.avad.com)

With 26 locations throughout the U.S., two Canadian branches, training opportunities, dealer programs and a wide roster of brands, AVAD focuses on the needs of the custom installer. AVAD provides home theater, home automation, distributed audio/video, commercial AV, security, lighting controls, HVAC and central vacuum products to dealers. With showrooms at all 26 branches, AVAD houses experience centers where dealers can see the latest technologies and present product demonstrations for their clients.

## Brightpoint

7635 Interactive Way, Suite 200  
Indianapolis, Ind. 46278

Phone: (800) 952-2355

Investor Relations: (877) 447-2355

Fax: (317) 707-2512

Contact e-mail: [info@brightpoint.com](mailto:info@brightpoint.com)

Web site: [www.brightpoint.com](http://www.brightpoint.com)

Locations served: Nationwide and international, with a presence in more than 25 countries

Brightpoint is a provider of supply chain solutions and customized logistic services to the wireless industry.

### Services:

- Logistics and supply chain services
- Channel development
- Subscriber services
- Product sourcing, procuring, storing, marketing, selling and shipping
- Web site management
- Customer service calls
- Order fulfillment
- Retailer training
- Product sales and distribution

## Capitol

1245 Trapp Rd.  
Eagan, Minn. 55121-2234

Installers call: (800) 467-8255

Retailers call: (800) 447-5196

Fax: (800) 440-4077

Contact e-mail: [info@capitolsales.com](mailto:info@capitolsales.com)

Web site: [www.capitolsales.com](http://www.capitolsales.com)

Capitol is a national distributor of leading technologies, offering a complete line of CE, telephone systems and commercial AV products to residential electronic system contractors and commercial system integrators, small retailers and incentive program providers. The company distributes more than 5,000 products out of its 40,000-square-foot-plus warehouse. Through a broad product selection, technical support, and the Capitol Learning Institute (CLI)—Capitol's extensive training program that is offered on campus, on line, and throughout the country—Capitol shares its extensive industry knowledge and expertise.

### Services:

- Design and integration of multi-branded systems
- Application-based education including annual education event and online training
- Technical support
- Free UPS shipping for online orders or if order totals \$900 or more
- Same-day shipping for orders placed by 6 p.m. CST, Monday through Friday

## Cardinal Electronics

300-2B Route 17 South  
Lodi, N.J. 07644

Phone: (973) 471-5557

Fax: (973) 471-2536

Contacts:

Bill Lyons, President

Morey Gottesman, Director of Sales & Marketing

Web site: [www.cardinalelectronics.com](http://www.cardinalelectronics.com)

Cardinal Electronics is a regional distributor of consumer electronics with some lines available for nationwide distribution. Cardinal has more than 25 franchised lines aimed at the consumer electronics and custom installation industry. Key lines include Philips, Yamaha, BDI, NuVision, JVC, Infinity, Sanus, CPS warranties, Denon, Jobsite by Niles and Monster. All orders in by 9 a.m. are on the truck the same day.

## Centronics

325 Log Canoe Circle  
Stevensville, Md. 21666

Phone: (800) 638-0741

Web site: [www.centronics.com](http://www.centronics.com)

Centronics is a distributor of A/V, DBS, off-air, high-definition, home the-

# 2010 Distributor Profiles

ater speakers and A/V accessories and mounting solutions, and satellite and antenna products.

#### Services:

- Same-day shipping on orders received by 4 PM Eastern
- Free Technical support on all products
- Keep large stock on all lines
- Vendor training throughout the year

#### ConnectHome

Main Office:  
8525 Redwood Creek Lane  
San Diego, Calif. 92126  
Phone: (800) 422-4024  
Fax: (858) 693-8892

Web site: [www.connecthome.com](http://www.connecthome.com)  
Locations served: Nationwide

ConnectHome serves custom installers of residential networking, control and entertainment systems.

#### The Crosley Corporation

Main Office:  
111 Cloverleaf Dr.  
Suite 200  
Winston Salem, N.C. 27103  
Phone: (336) 761-1212  
Fax: (336) 721-0685

Contact e-mail: [jcolbert@crosley.com](mailto:jcolbert@crosley.com)  
Web site: [www.crosley.com](http://www.crosley.com)  
Locations served: United States and Canada

Crosley serves about 16,000 small-to medium-sized retailers in the U.S. and Canada through its two-million-square-foot of warehouse space, 35 distribution points and 400-plus sales people.

#### CWR Electronics

18 Butler Ave.  
Bayville, N.J. 08721  
Phone: (800) 527-3306  
International Phone: (732) 237-9300  
Fax: (732) 237-0484

Web site: [www.cwrelectronics.com](http://www.cwrelectronics.com)  
Locations served: Nationwide and international

CWR Electronics is a distributor of wholesale electronics. In addition to its general wholesale electronics division, CWR is a consumer electronics distributor of navigational aids for specific markets, including marine, camping, sporting goods, training/fitness, golf, aftermarket auto and recreational vehicles.

#### David (digital.audio.video.integration.distributors)

750 Shames Dr.  
Westbury, N.Y., 11590  
Phone: (516) 693-0200  
Fax: (516) 693-0201  
Contact e-mail: [dsilkin@meetdavid.com](mailto:dsilkin@meetdavid.com)

Web site: [www.meetdavid.com](http://www.meetdavid.com)  
Locations served: United States

Based in Westbury, N.Y., David (digital\*audio\*video\*integration\*distributors) offers dealers and installers custom audio/video solutions.

Our inventory of home theater products and accessories are available for quick pick-up or delivery to your job site or your office. David also offers a showroom outfitted with home theater products and accessories. We encourage installers and dealers to bring their clients by and demonstrate specific products. We also have a fully operational classroom where you'll receive expert training by many of the manufacturers whose lines we carry.

#### DBL Distributing

16648 N. 94th St.  
Scottsdale, Ariz. 85260  
Phone: (800) 733-6766  
Fax: (800) 388-9636  
Web site: [www.dblistributing.com](http://www.dblistributing.com)  
Locations Served: Nationwide

DBL Distributing is a wholesale distributor of consumer electronics accessories and related products, with more than 32,000 retail customers across the country. DBL customers are served through a combination of direct marketing and inbound/outbound tele-sales efforts. The company's marketing initiatives include Web site promotions, daily e-mail specials, a catalog mailed three times a year, and sale flyers mailed every 30 days. Covering more than 60 CE categories, DBL's 1,200-plus page catalog features more than 21,000 products from more than 600 product lines. In addition to the core business of servicing the independent retailer, DBL also serves as a fulfillment partner for hundreds of third-party direct marketers, from publicly traded e-commerce retailers to privately held catalog companies.

#### Services:

- No minimum order
- Multiple Warehouses
- Same-day shipping
- One-price policy
- Pre-paid freight options
- Fulfillment services drop shipping

#### D&H Distributing

2525 North Seventh St.  
P.O. Box 5967  
Harrisburg, Pa. 17110  
Phone: (800) 340-1007  
Web site: [www.dandh.com](http://www.dandh.com)  
Locations served: Nationwide and Canada

D&H delivers a multi-divisional product assortment, spanning the areas of consumer electronics, home entertainment, home networking and automation, small office/home office, video surveillance, digital imaging, video gaming and more. D&H has been serving the retailer, dealer and reseller community for 92 years. The company focuses on emerging technologies and a personalized service model with dedicated account reps, flexible credit programs including \$40M in expanded credit issued to customers in 2009, and accurate order fulfillment from five North American distribution centers with custom-shipping capabilities.

Offerings like [dandh.com](http://dandh.com) give dealers tools to keep them competitive, such as a green products identifier and educational presentations like the "D&HTV," streaming media Webisodes on new solutions and sales strategies. In addition, D&H has implemented an ongoing "Go Green" program to promote ecologically conservative products and policies, including events that encourage the proliferation of "green" technologies in the marketplace, and energy-efficient equipment in its facilities. See [www.dandh.com/gogreen](http://www.dandh.com/gogreen).

D&H's warehouse locations include its U.S. headquarters in Harrisburg, Pa.; its Canadian headquarters in Mississauga, Ontario; and a new distribution center in Atlanta, Ga. Additional U.S. warehouses are located in Chicago, Ill., and Fresno, Calif.

#### Services:

- Extensive product selection from all major CE and IT brands
- Account-dedicated sales representatives
- Wide assortment of credit and payment options
- Online services, including research, ordering and tracking; plus a new on-line presence on Twitter
- Five nationwide shipping locations with same-day shipping and one- to two-day ground service
- Trade shows and virtual events
- Free technical support
- Incentives reseller rewards program
- Drop-shipping, custom-delivery branding

**Interactive Demo Systems**  
TAKE YOUR SHOWROOM TO THE NEXT LEVEL

See more photos of Sherman's sound room:  
[www.audioauthority.com/page/shermans](http://www.audioauthority.com/page/shermans)

"...to see 10 receivers all light up with a Dolby TrueHD™ signal was just awesome. We can now do even better demonstrations than ever, and it's all because of Audio Authority® products."  
—Doug Lehr, Manager of Sherman's Homeworks

Audio Authority  
EXPERT AUDIO / VIDEO SOLUTIONS SINCE 1976

Call to design your demo:  
**800-322-8346**  
[www.audioauthority.com](http://www.audioauthority.com)

# 2010 Distributor Profiles

## Digital Delivery Group (DDG)

2829 West View Place  
Seattle, Wash. 98199-1742

Phone: (509) 995-1203

Fax: (206) 260-6413

Contact: David Kaplan, Executive Director

Web site: [www.digitaldeliverygroup.org](http://www.digitaldeliverygroup.org)

Digital Delivery Group, a consortium of regional CE distributors, is a source for sales and education of digital systems and convergence products. The members of DDG focus on networking products, whole-house control, content storage and management, and new technology.

## Digital Delivery Group Profiles by Region:

### Digital Delivery Group

#### Upstate New York

Sound Product Marketing and Distributing

12 Petra Lane

Albany, N.Y. 12205

Phone: (518) 869-2599

Fax: (518) 869-3795

Web site: [www.spmreps.com](http://www.spmreps.com)

Locations served: Upstate New York

### Digital Delivery Group Metro New Jersey

Custom Audio Video Distributing (CAVD)

3586 Kennedy Rd.

South Plainfield, N.J. 07080

Phone: (908) 757-5400

Fax: (908) 757-7578

Web site: <http://www.cavdnjny.com>

Locations served: Northern Jersey, including Mercer and Monmouth counties

### Digital Delivery Group

#### Metro New York

BDC Distributors

2500 Shames Dr.

Westbury, N.Y. 11590

Phone: (516) 334-2399

Fax: (516) 334-2398

Web site: [www.bdcistributors.com](http://www.bdcistributors.com)

Locations served: New York City, Long Island and New York's Rockland and Westchester counties

### Digital Delivery Group Northeast

Easy Access Distribution

141 Middlesex Turnpike

Burlington, Mass. 01803

Phone: (781) 547-5557

Fax: (781) 547-5818

Web site: <http://www.easyaccessdistri>

bution.com

Locations served: Massachusetts, New Hampshire, Vermont, Connecticut, Rhode Island

### Digital Delivery Group Mid-Atlantic Bay Distributing

618 Gregg Avenue, Reading, Pa. 19611

Phone: (610) 375-6480

Fax: (610) 675-6481

Web site: <http://www.baymarketing.biz>

Locations served: Delaware, Maryland,

Virginia, Washington DC, Southern

New Jersey (including the counties of

Ocean and Burlington), and Eastern

Pennsylvania (including the counties of

Potter, Clinton, Center, Mifflin, Juniata,

Perry & Franklin)

### Digital Delivery Group Southeast

Vickers Southeast

329 Freys Gin Road.

Marietta, Ga. 30067

Phone: (770) 980-1405

Fax: (770) 794-1054

Web site: <http://www.vickerssoutheast.com>

Locations served: Tennessee, Alabama, Mississippi, Georgia, North Carolina, South Carolina

### Digital Delivery Group Florida

Shifting Sands Stereo Distribution

10850 NW 27th St., Miami, Fla. 33127

Phone: (813) 926-5138

Fax: (813) 926-5318

Web site: <http://www.mag-ce.com>

Locations served: Florida

### Digital Delivery Group South Central

Integral Marketing and Distribution

4747 Westpark, Houston, Texas 77027

Phone: (800) 666-5365

Fax: (713) 525-3220

Web site: <http://www.integralmktg.com>

Locations served: Texas (excluding the counties of El Paso and Hudspethe),

Arkansas, Louisiana and Oklahoma

### Digital Delivery Group

#### Arizona/Las Vegas

Audio Video Warehouse

Main Office and Scottsdale Warehouse:

9170 East Bahia Dr. #105

Scottsdale, Ariz. 85260

Phone: (480) 443-1134

Fax: (480) 443-1135

Las Vegas Address: 4040 East Post Rd.,

Building F-5 Suite 105, Las Vegas, Nev.

89120

Phone: (702) 363-1134

Locations served: Arizona and Southern Nevada (Clark County)

Web site: <http://www.av-warehouse.com>

### Digital Delivery Group Great Plains

AUTCO

Main Office and St. Louis Warehouse:

10900 Midwest Industrial Blvd.

St. Louis, Mo. 63132

Phone: (800) 777-6524

Fax: (314) 426-7378

Kansas City Warehouse Address: 9936

West 62nd Terrace, Merriam, Kans.

66203

Phone: (800) 298-6262

Wichita Warehouse: 901 East 45th

Street North, Wichita, Kans. 67219

Phone: (316) 712-1000

Web site: <http://www.autco.com>

Locations served: Serving retailers and custom installation dealers in Missouri,

Iowa, Nebraska, Kansas and Southern

Illinois

### Digital Delivery Group Northern Midwest

SDI Distributors (Solutions Development Inc.)

410 W. 78th Street

Chanhassen, Minn. 55317

Phone: (952) 906-1700

Fax: (952) 906-1800

Web site: [www.solutionsdevelop](http://www.solutionsdevelopmentinc.com/)

[mentinc.com/](http://www.solutionsdevelopmentinc.com/)

Locations served: Minnesota, North

Dakota, South Dakota

Solutions Development Inc. was

founded as a sister company to compli-

ment Slamco in 2006.

### Digital Delivery Group

#### Central Industrial

Online AV Distributing

150 Quadral Dr., Suite A

Wadsworth, Ohio 44281

Phone: (330) 336-7504

Fax: (330) 335-9061

Web site: <http://www.onlinerep.com>

Locations served: Ohio, West Virginia,

Western Pennsylvania, Indiana and

Kentucky

### Digital Delivery Group Michigan

Progressive Automated Distributing

Main office and Warehouse:

400 76th St., Suite 3, Byron Center,

Mich. 49315

Phone: (616) 878-3500

Fax: (616) 878-4500

Detroit Address: 32600 Dequindre,

Warren, Mich. 48092

Phone: 586-264-3444

Web site: [www.teamprogressive.com](http://www.teamprogressive.com)

### Digital Delivery Group Rocky Mountains

### Excel Distributing

Main office and Denver Address:

4570 Ivy St., Suite B-200

Denver, Colo. 80216

Phone: (303) 572-9292

Fax: (303) 572-2970

Salt Lake City Warehouse:

3401 South 1400 West

West Valley City, Utah 84119

Phone: (801) 886-9001

Web site: <http://www.exceldistributing.com>

Locations served: Wyoming, Utah,

Colorado, New Mexico, Montana, Texas

(Hudspethe and El Paso counties) and

Eastern Idaho (Lemhi, Custer, Blaine,

Camas, Gooding and Twin Falls coun-

ties)

### Digital Delivery Group

#### Pacific Northwest

Custom Plus Distributing

4310 B Street NW

Auburn, Wash. 98001

Phone: (253) 859-9568

Fax: (253) 859-9603

Web site: [http://www.customplusdis](http://www.customplusdistributing.com)

[tributing.com](http://www.customplusdistributing.com)

Locations served: Washington, Oregon,

Alaska and Western Idaho

### Digital Delivery Group

#### Northern California

Profit Line Distributing

830 Sweetser Ave., Unit B

Novato, Calif. 94945

Phone: (415) 898-1617

Fax: (415) 898-1885

Web site: [http://www.profitlinemarket](http://www.profitlinemarketing.com)

[ing.com](http://www.profitlinemarketing.com)

### Digital Delivery Group

#### Southern California

AV Products/MK Marketing

Main Office and Irvine Warehouse:

9590 Research Drive

Irvine, Calif. 92618

Phone: (949) 465-9700

Fax: (949) 465-9701

Van Nuys Warehouse:

6735 Valjean Avenue

Van Nuys, Calif. 91406

Phone: (818) 375-1933

Web site: [www.myavp.com](http://www.myavp.com)

Locations served: Southern California

and Hawaii

### Direct Distributing

2514 E. Mohawk Lane, Suite 106

Phoenix, Ariz. 85050

Phone: (877) 393-3615

Web site: [www.directdistributinginc.com](http://www.directdistributinginc.com) ►

# 2010 Distributor Profiles

Direct Distributing is a consumer electronics accessory distributor focused on the independent retailer, e-tailer and custom installer. Our growth is based on delivering quality service, quality products, competitive pricing and customer service.

#### Categories:

- iPod Accessories, Portable Accessories
- Computer Accessories
- Gaming Accessories
- Bluetooth Accessories
- Cellular Accessories
- Headphones
- Batteries/Flashlights
- Cables
- Custom Installation

#### DSI Systems

11338 Aurora Ave.  
Des Moines, Iowa 50322  
**Phone:** (800) 888-8876  
**Contact e-mail:** dsi.sales@dsisystem sinc.com  
**Web site:** www.dsisystemsinc.com  
**Locations served:** 30 locations nationwide

DSI Systems distributes televisions, satellite equipment and custom integration accessories to independent dealers.

#### Eastern Marketing

24 Eisenhower Parkway  
Roseland, N.J. 07068  
**Phone:** (800) 966-8300  
**Fax:** (800) 966-8304  
**Contact e-mail:** info@easternmarketing corp.com  
**Web site:** www.easternmarketingcorp.com

Eastern Marketing is a distributor of luxury appliance brands, selling through a network of more than 550 retailers, builders, distributors, interior designers and architects in the Northeast and Mid-Atlantic states from Maine to South Carolina.

**Brands:** Bertazzoni, AGA Marvel, Lynx, VentAHood, XO, Blomberg, Diva, Waste King and OCI.

#### The EDGE Distributors Group

P.O. Box 276  
Montgomeryville, Pa. 18936  
**Phone:** (866) 396.6531  
**Contact e-mail:** ronh@edgegroup.org  
**Web site:** www.edgegroup.org  
**Contact:** Ron Harker, director  
**Locations served:** Nationwide

The EDGE Distributors Group is a nationwide partnership of nine regional custom distributors. It serves the U.S. custom installation market, including

residential value-added installers, systems integrators and specialty retailers.

#### Services:

- Same-day deliveries and will-call pickups are available at many locations
- Payment options include open accounts COD, CIA and credit card
- Manufacturer and customer support services to help maximize sales and minimize returns
- Product training sessions and exhibitions
- Expert customer support for all technology and integration solutions
- Step-by-step bid assistance and walk-throughs

#### Member Companies:

**B. Rich Company**  
847 Holt Road, Webster, N.Y. 14580  
**Phone:** (585) 872-2250  
**Fax:** (585) 872-2251  
**Contact:** Bill Richards  
**Web site:** www.brichco.com  
**Locations served:** Upstate New York

**The New York Edge**  
151 Fairchild Avenue, Ste. 4  
Plainview, N.Y. 11803  
**Phone:** (516) 352-7533  
**Fax:** (516) 448-1737  
**Contact:** Rich Radimer  
**Web site:** www.custompartners.com  
**Locations served:** New York metropolitan and northern New Jersey

#### Tech Source

120A Keystone Dr.  
Montgomeryville, Pa. 18936  
**Phone:** (215) 654-1552  
**Fax:** (215) 654-1559  
**Contact:** Brett Neiderman  
**Web site:** www.techsourcedist.com  
**Locations served:** Eastern Pennsylvania, Virginia, Maryland, Delaware, Washington D.C. and southern New Jersey

#### B&H Distributing

2058 Kilman Drive, Tucker, Ga. 30084  
**Phone:** (770) 938-3001  
**Fax:** (770) 939-8706  
**Contact:** Ben and Honey Van De Kreke  
**Web site:** www.b-hdistrib.com  
**Locations served:** Mississippi, North Carolina, South Carolina, Tennessee, Alabama, Georgia

#### Dorrance Supply Company

1140 Hubbard Road  
Youngstown, Ohio 44505  
**Phone:** (330) 746-6533  
**Fax:** (330) 746-6536  
**Contact:** John Dorrance

**Web site:** www.dorrancesupply.com

**Locations served:** Ohio, West Virginia, Pennsylvania

#### Radio and TV Equipment (RTE)

3317 Fiechtner Dr., Fargo, N.D. 58103  
7434 Washington Ave. South  
Eden Prairie, Minn. 55344  
**Phone (Fargo):** (800) 288-9134  
**Phone (Eden Prairie):** (877) 545-1338  
**Fax:** (701) 232-0502  
**Contact:** Bruce Holtan  
**Web site:** www.rteinc.net  
**Locations served:** Minnesota, South Dakota, North Dakota, Wisconsin

#### Electronic Lane

2709 Electronic Lane  
Dallas, Texas 75220  
**Phone:** (214) 350-4222  
**Fax:** (800) 932-2960  
**Contact:** Woody Taylor  
**Web site:** www.electroniclane.com  
**Locations served:** Oklahoma, Arkansas, Texas, Louisiana

#### Cutting Edge Distributing

10703 East Bethany Drive  
Aurora, Colo, 80014  
**Phone:** (303) 671-8901  
**Fax:** (866) 329-2330  
**Contact:** Michael Levy  
**Web site:** www.cuttingedgedist.com  
**Locations served:** Montana, Utah, Colorado, Idaho, Wyoming, New Mexico

#### LK Stockroom

3850 SW 30th Ave.  
Fort Lauderdale, Fla. 33312  
**Phone:** (954) 792-3572  
**Fax:** (954) 792-3576  
**Contact:** Seth Kaplan  
**Web site:** www.lkstockroom.com  
**Locations served:** Florida

#### Electronic Custom Distributors

4747 Westpark  
Houston, Texas 77027  
**Phone:** (800) 392-5156  
**Fax:** (713) 528-1046  
**Contact e-mail:** sales@eccdcom.com  
**Web site:** www.eccdcom.com  
**Locations served:** Nationwide

ECD is a distributor of AV, automation, security, wire and telecommunication products, serving the U.S. custom installation industry with over 150 vendors and 4,000 stocked items. The company has a new 2.5-acre facility with the latest in RF computer technology and an e-commerce site that enables shipping anywhere in the U.S. in three days and most places in one to two

days.

#### Services:

- In-stock products
- Same-day shipping

#### Electronic Stockroom

47 Mark Dr.  
San Rafael, Calif. 94903  
**Phone:** (877) 785-7666  
**Web site:** www.electronicstockroom.com

Electronic Stockroom is a distributor of electronic equipment and supplies for the A/V, custom installation and home theater industry. We cover the West Coast with four will-call locations.

#### Services:

- Expert, highly-knowledgeable sales team
- Technical support available on all our product lines
- Over 50 top-tier, best-in-category product lines
- Huge on-hand inventory
- Flexible financing through Capital Solutions
- Next-day delivery on the West Coast
- Informative monthly vendor training seminars

#### Encompass Parts Distribution

1655 Lakes Parkway NW  
Lawrenceville, Ga. 30043  
**Phone:** (954) 723-9191  
**Toll free:** (800) 347 3295  
**Fax:** (678) 377-7599  
**Contact e-mail:** customerservice@encompassparts.com

Encompass specializes in the distribution and logistics of parts and accessories, and is the largest CE parts distributor in the U.S. Encompass has more than 300,000 square feet of distribution space throughout the country with over seven million parts in our database. Product components are maintained in inventory, and can also be tracked in real time as well, giving service organizations on-the-fly access to our parts availability, delivery status, core tracking, return services and even trouble-shooting assistance.

#### Services:

- Core competencies: Parts and product distribution, Fulfillment outsourcing, Procurement
- Outsourcing: Returns and core management, Product Fulfillment, Field service
- Parts Support: Parts identification, Call center support, Parts & product
- Sourcing: Custom integration, JIT delivery, Consumer support program

# 2010 Distributor Profiles

## Fesco Distributors

1 Rewe St.  
Brooklyn, N.Y. 11211  
**Phone:** (212) 260-0666  
**Toll free:** (888) 88-FESCO  
**Web site:** www.fescony.com

Fesco distributes consumer electronics, home entertainment, digital cameras, accessories, mobile audio, telephones, DJ products, TV and custom installation products. The company has an inside sales force to answer questions and place orders, and an outside sales force to meet with partners on a weekly basis.

**Brands:** Sony, Samsung, Panasonic, JVC, JBL, Casio and Yamaha and more.

### Services:

- Next-day deliveries with our own trucks to the New York metro area
- Same-day and nationwide shipping
- Inside and outside sales force
- Up-to-minute inventory
- Inventory feeds
- Dealer Web site

## Gamla Enterprises North America

875 Avenue of the Americas  
Suite # 205  
New York, N.Y. 10001  
**Phone:** (800) 442-6526  
**Fax:** (212) 947-3559 or (212) 563-0153  
**Web site:** www.gamlaphoto.com  
**Contact e-mail:** info@gamlaphoto.com  
**Locations served:** Nationwide

Gamla is a supplier of optical, imaging and mobile technology products. Through its computerized 40,000-square-foot warehouse and logistics facility, Gamla services retail, government and corporate clients.

## Home Controls

Main office: 8525 Redwood Creek Lane  
San Diego, Calif. 92126  
**Phone:** (800) 266-8765  
**Fax:** (858) 693-8892  
**Web site:** www.homecontrols.com  
**Locations served:** Nationwide

Home Controls is a distributor of residential automation and structured wire products to homeowners and dealers, with more than 5,500 products available for lighting and appliance control, security, computer automation, telephone communication, video surveillance, distributed audio, IR and RF controls, temperature controls and central vacuum. Home Controls offers free phone support and advice about product selection, system design, integration and installation.

## Ingram Micro

1600 E. St. Andrew Place  
P.O. Box 25125  
Santa Ana, Calif. 92799-5125  
**Phone:** (714) 566-1000  
**Web site:** www.ingrammicro.com

Ingram Micro Inc. is the world's largest technology distributor and a technology sales, marketing and logistics company. Ingram Micro creates sales and profit opportunities for vendors and resellers through marketing programs, outsourced logistics services, technical support, financial services and product aggregation and distribution. The company offers a broad array of solutions and services to nearly 170,000 resellers by distributing and marketing hundreds of thousands of IT products worldwide from nearly 1,300 suppliers. Through Ingram Micro Logistics, the company provides customizable services for order management and fulfillment, contract manufacturing, contract warehousing, product procurement, product pack out and cartonization, reverse logistics, transportation management, customer care, credit and collection management services, and other value chain services. Ingram Micro serves 150 countries and is the only global IT distributor with operations in Asia.

## Jasco Products Company

10 E Memorial Rd.  
Oklahoma City, OK 73114  
**Phone:** (800) 654-8483  
**Web Site:** www.jascoproducts.com

As an exclusive GE licensee, Jasco Products Company develops, markets and distributes GE-branded consumer electronic accessories, computer accessories, home electric products and home automation products. Jasco Products Company develops cutting-edge consumer products for all distribution channels internationally, including mass merchants, electronic superstores, home improvement stores, food and drug retailers, military installations, distributors and direct marketers.

## Jenne Distributors

33665 Chester Rd.  
Avon, Ohio 44011  
**Phone:** (800) 422-6191  
**Web site:** www.jenne.com

Jenne is a distributor of converged communication solutions, including voice, data, security and video technology products, with more than 100 employees, in-house technical services department and a training facility, Jenne

University. The company provides more than 25,000 dealers and value-added resellers with a broad selection of products, competitive pricing, fast delivery, technical support and sales training. Jenne's field and inside sales teams help clients navigate and position themselves in today's converging communication market. Each sales representative is required to complete more than 200 hours of training on all supported platforms and peripherals.

### Services:

- Field and inside sales teams
- Online ordering 24/7
- Web site for registered customers that features product literature, pictures, promotions, rebate forms, training class schedules, pricing and newsletters
- Logistics support
- In-house, pre- and post-sales technical support 8 a.m. to 8 p.m. EST
- Staging services
- Same-day shipping on all orders received before 7 p.m. EST
- Blind drop-shipments directly to install sites with custom-branded packing slips
- Automated e-mail tracking of all orders
- Annual catalog of more than 150 manufacturers
- Fulfillment services

## MCM, an InOne company

650 Congress Park Dr.  
Centerville, Ohio 45459  
**Phone:** (800) 543-4330  
**Fax:** (800) 765-6960

**Web site:** www.mcmone.com

**Locations served:** Nationwide

MCM is a broad-line distributor of replacement parts, components and accessories for electronic equipment, including computer hardware and peripherals, security and surveillance systems, wire and cable, home theater/home automation, tools and test equipment. The company carries brand-name manufacturers in all product lines, including Philips, RCA, 3M, TechSpray, Pelco and others. MCM also supports several in-house brands, including Defender Security, Duratool, MCM Custom Audio, Tenma Test Equipment, and Stellar Labs Wire and Cable. MCM produces one full-line catalog each year with supplemental catalogs and flyers published throughout the year.

### Services:

- Quotations Department
- Dealer/Installer Program
- Free technical support

- Personalized customer service
- 24-hour online ordering capability

## Navarre

7400 49th Ave. North  
New Hope, Minn. 55428  
**Phone:** (763) 535-8333  
**Fax:** (763) 533-2156

**Web site:** www.navarre.com

**Contact e-mail:** info@navarre.com

**Locations served:** U.S. and Canada

Navarre is a publisher and distributor of home entertainment and multimedia software products. The company operates under two business segments: distribution, which includes PC software; video games; CD audio and DVD video; and publishing, which includes California-based subsidiaries Encore and BCI Eclipse. Encore, a majority-owned subsidiary of Navarre, is an interactive publisher in the PC CD-ROM and videogame markets. BCI Eclipse, a wholly owned subsidiary of Navarre, provides niche DVD video and audio products. Navarre's client-specific delivery systems allow its product lines to be distributed to more than 18,000 retail locations throughout North America. Navarre has built distribution partnerships with a broad base of leading retailers across the mass merchant, music, computer and office specialty, wholesale club and military PX channels, as well as software content developers from all categories of the industry and independent record labels encompassing all musical genres.

### Services:

- Fulfillment
- Inventory management
- Marketing
- Web-based ordering
- EDI customer and vendor services
- Customized product stickers
- Tray packs and pre-packs
- Pallet displays
- Virtual warehouse services
- Acquisition, licensing and management

## NDA Distributors

1281 Puerta Del Sol  
San Clemente, Calif. 92673  
**Phone:** (800) 344-3382  
**Fax:** (949) 361-3166 or (949) 361-2251  
**Contact e-mail:** info@ndaonline.net  
**Web site:** www.ndaonline.net

NDA supplies major appliance installation parts and accessories to mass merchandisers, retail stores, relocation companies and appliance installers. We also sell moving supplies such as dollies ►

# 2010 Distributor Profiles

and moving blankets. Our product lines include USA-made water connectors for refrigerator/icemaker supply, dishwashers and washing machines. We also provide venting, appliance and extension cords, gas connectors and trash compactor bags. NDA accepts orders via EDI, e-mail, and fax. For phone orders our knowledgeable sales managers are available Monday to Friday, from 8 a.m. to 5 p.m. PST.

## New Age Electronics

21950 Arnold Center Rd.  
Carson, Calif. 90810  
Sales (West): (800) 234-0300  
Sales (East): (800) 947-5974  
Fax: (310) 549-6931  
Web site: [www.newageelectronics.com](http://www.newageelectronics.com)  
Locations served: Nationwide

New Age Electronics, a division of SYNEX, serves consumer technology retailers and hundreds of smaller independent and online merchants. New Age strives to be a one-stop-shop for digitally converged solutions, including consumer electronics, home theater, networking and computing, imaging and printing, digital photography, gaming, mobile audio, handhelds, GPS, security, small appliances, supplies, peripherals and warranties. New Age also accepts inventory risks by providing a four-week to 12-month rolling forecast-based model, and controlling costs associated with door-to-door supply chain. New Age accepts shipments into one of its 11 regional warehouses directly from manufacturers and can ship directly to the retail store or the consumer's home. New Age also conducts blind fulfillment services and Web site hosting/management for online merchants.

### Services:

- Dedicated Account Management
- Forecasting/demand planning
- Online ordering
- Unique packaging and bundling options
- Just-in-time inventory
- White Glove Service
- Configuration capabilities
- Consignment services

**Warehouse Locations:** Fremont and Ontario, Calif.; Miami, Fla.; Atlanta, Ga.; Glendale, Ill.; Olive Branch, Miss.; Keasbey, N.J.; Grove City, Ohio; Portland, Ore.; Dallas, Texas; Chantilly, Va.

## O'Rourke Sales Company

3885 Elmore Avenue, Suite #100  
Davenport, Ind. 52807  
Phone: (800) 523-4730

Fax: (563) 823-1535  
Web site: [www.orourkesales.com](http://www.orourkesales.com)  
Locations served: Continental United States and Puerto Rico

O'Rourke Sales Company provides distribution and fulfillment for appliances, high-end appliances and consumer electronics. O'Rourke Sales Company offers just-in-time inventory from Davenport, Ind.; Denver, Colo.; Atlanta, Ga.; Orlando, Fla.; Lewisville and San Antonio, Texas; Omaha, Neb.; Morrisville, N.C.; Lenexa, Kans.; Chesterfield, Mo. and Puerto Rico.

**Brands:** LG Electronics, LG Appliances, Mitsubishi, Dell, Philips, RCA, JVC, Haier, Marvel Industries, Heartland, Northland, AGA, Vent-A-Hood, Independent Hood, FiveStar, Kenmore, Speed Queen, Sharp, Whirlpool, Amana, Crosley, Aficionado, American Range, Planet 3, OSC Designs, Pinnacle Designs, Denon, iSymphony, Yamaha, Monster Cable, Ashley Furniture, Omega and Sanus

### Services:

- Over-The-Road sales professionals providing sales, training and support
- Dealer training seminars and expos
- Value-added dealer programs and Club O trip promotions
- Diverse financing programs and options
- Mix-and-match inventory shipments of Appliances and Consumer Electronics
- Same-day shipping on orders received by 2 p.m.
- Automated shipment tracking and electronic invoicing
- Marketing services to provide customized catalogs, pricing and promotional binders, targeted eSider e-mail specials and updates
- Focus on customer service, training and support
- National presence with regional sensitivity

## Parts Express

725 Pleasant Valley Dr.  
Springboro, Ohio 45066  
Phone: (866) 366-4909  
Contact e-mail: [sales@pewholesale.com](mailto:sales@pewholesale.com)  
Web site: [wholesale.parts-express.com](http://wholesale.parts-express.com)

Parts Express is a distributor of audio, video and consumer electronic installation and accessory products. Thousands of residential, commercial audio/video, and custom installers rely on our in-depth inventory of more than 12,000 items, on the shelf, ready to ship to their door or job site. The company

offers confidential discounted pricing structures for installers, OEMs and resellers.

**Brands:** Dayton Audio, JBL, Behringer, Channel Vision, Eminence, Crown and others

## Petra Industries

2101 S. Kelly Ave.  
Edmond, Okla. 73013  
Phone: (405) 216-2100  
Toll free: (800) 443-6975  
Fax: (800) 997-3872 or (405) 216-2102  
Web site: [www.petra.com](http://www.petra.com)

**Locations served:** Nationwide

Petra is a national distributor of consumer electronics, custom installation products, mobile audio/video accessories and appliance connection supplies. Petra carries more than 20,000 products from more than 500 manufacturers at a low price guarantee, and offers a free freight program for its dealers. Petra also offers flexible payment options from COD and credit cards to net terms. Products can be purchased through the Petra Web site or from its 1,110 page catalog mailed twice annually to retailers, e-tailers, installers and integrators across the U.S. CONTACT: 1-800-443-6975 or visit [www.petra.com](http://www.petra.com) for more information.

### Services:

- Petra's low-price guarantee will beat any competitor's advertised price.
- Easy account setup via Petra's new online application system for fast and secure approval.
- Orders can be placed by phone or fax or on the Web 24/7.
- Petra has a huge selection and offers same-day shipping for orders placed by 6 p.m. CDT plus now has a free three-day shipping upgrade.
- No-minimum orders lets dealers stock a little or a lot.
- Easy payment choices lets customers choose from C.O.D., credit card or net terms.

## The PowerHouse Alliance

2880 West Liberty Ave.  
Pittsburgh, Pa. 15216  
Phone: (412) 973-7974  
Contact: Dennis Holzer, Executive Director, [dholzer@powerhousealliance.com](mailto:dholzer@powerhousealliance.com)  
Web site: [www.powerhousealliance.com](http://www.powerhousealliance.com)

The PowerHouse Alliance is a national consortium of regional distributors that provides high-tech products and value-added services to its partners. Each member of the PowerHouse Alli-

ance provides all electronic and custom dealers a one-stop solution in each of our 31 warehouses.

## PowerHouse Alliance members:

**21st Century Distributing**  
529 Dynamic Dr.  
Garner, N.C. 27529  
Phone: (919) 779-0273  
Toll free: (800) 849-0647  
Web site: <http://www.21stcenturydist.com/>

**Locations served:** Southeast

21st Century Distributing has been connecting custom retailers/installers and our vendor partners for over 25 years. We have customers throughout the entire Southeast Region, and have full-service distribution locations as well as outside sales reps all across our territory.

24/7 online ordering, tracking and live inventory is available via our Web site as well as a rewards program, offering points for every dollar spent. Points are redeemable toward tools, gift cards, gas cards and even Caribbean vacations.

## AUTCO/Vision Marketing

Main Office and St. Louis Warehouse:  
10900 Midwest Industrial Blvd, St. Louis, Mo. 63132  
Phone: (800) 777-6524  
Fax: (314) 426-7378  
Kansas City Warehouse Address: 9936 West 62nd Terr., Merriam, Kans. 66203  
Phone: (800) 298-6262  
Wichita Warehouse: 901 East 45th Street North, Wichita, Kans. 67219  
Phone: (316) 712-1000

Web site: <http://www.autco.com>

**Locations served:** Serving retailers and custom installation dealers in Missouri, Iowa, Nebraska, Kansas and Southern Illinois

## Consumer Electronic Distributors

(C.E.D.)  
3075 Commercial Ave.  
Northbrook, Ill. 60062  
Phone: (847) 656-8900  
Fax: (847) 656-8989  
Contact e-mail: [sales@goced.com](mailto:sales@goced.com)  
Web site: [www.goced.com](http://www.goced.com)

**Locations served:** Main headquarters in Northbrook, Ill., Wisconsin and another location planned for Minnesota.

C.E.D. serves custom installers, retailers, corporate accounts and e-commerce sites. With a new-and-improved Web site, our customers now have full access to our entire inventory and complete specification sheets on every

# 2010 Distributor Profiles

product we have 24/7. We also have an outside sales team that works with our dealers. C.E.D. offers competitive shipping rates, with no minimum order. C.E.D. also has a new training facility in our Northbrook, Ill., location.

**CTD Marketing**  
5830 Industrial Rd.  
P.O. Box 5122  
Fort Wayne, Ind. 46825  
284 Gradle Dr.  
Carmel, Ind. 46032  
**Phone:** (800) 777-4856  
**Fax:** (260) 484-8738  
**Contact:** Pat Brames  
**Web site:** www.ctdmarketing.com  
**Locations served:** Michigan, Ohio, Indiana, Kentucky

**Electrical Distributing (EDI)**  
4600 N.W. St. Helens Rd.  
Portland, Ore. 97210  
**Phone:** (503) 226-4044  
**Fax:** (503) 226-4040  
**Contact e-mail:** marty@edinw.com  
**Web site:** www.edinw.com  
Washington office:  
Tukwila, Wash. 98188  
**Phone:** (206) 248-1854  
**Fax:** (206) 248-1867

**Locations served:** Pacific Northwest  
EDI's product categories include indoor and outdoor appliances, cameras, camcorders, car audio, car video, navigation and home entertainment. The company distributes from its two main points in the Northwest—EDI Portland and EDI Seattle—primarily supplying higher-end electronics to specialty retailers. The company houses inventory in a 100,000-square-foot center in Oregon and a 55,000-square-foot center in Seattle.

**Services:**

- Regular specials on purchases, posted online
- Secure online login for dealers
- Stock Check on-line for dealers
- Catalog published three times a year
- Help sales and order desk
- Truck and van delivery; schedules posted online
- Demonstration vehicle for Pioneer products

**M. Rothman & Company**  
50 Williams Dr.  
Ramsey, N.J. 07446  
**Phone:** (201) 818-1600  
**Web site:** www.mrothmanonline.com/mrothman  
**Locations served:** Nationwide  
M. Rothman offers one-stop shop-

ping for consumer electronics and appliances, with 24-hour shipping in most cases. The company has also developed a business-to-business e-commerce center, offering around-the-clock access to inventory, product spec sheets, order status, carrier tracking, vendor rebates, order placement capabilities, order history, auto-notification feature, warranty information, policies and more.

**Services:**

- On-line ordering, 24/7
- Virtual Showroom services
- Sales information support
- Advertising/promotion support programs
- Ad copy programs
- Professional sales staff and training
- Order tracking and returns management
- 5,000-square-foot showroom for dealer shows and seminars

**Mountain West Distributors**  
Main office and Salt Lake City Warehouse:  
2889 South 900 West  
Salt Lake City, Utah 84119  
**Phone:** (801) 487-5694  
**Toll free:** (800) 453-7204  
**Fax:** (801) 467-3006  
Denver Warehouse:  
14135 E. 42nd Avenue #60  
Denver, Colo. 80239  
**Phone:** (303) 371-7777  
**Toll free:** (800) 869-8102  
**Fax:** (303) 371-7787  
Phoenix Warehouse:  
3614 E. Southern Avenue #2  
Phoenix, Ariz. 85040  
**Phone:** (602) 437-1121  
**Toll free:** (866) 437-1121  
**Fax:** (602) 437-1327  
**Web site:** www.mountainwestdistributors.com

**Locations served:** Utah, Montana, Idaho, Nevada, Wyoming, Colorado, New Mexico, Arizona

Mountain West's product categories include custom installation, home theater, commercial audio/video, retail, mobile audio/video and navigation. We offer a variety of products to our dealers, along with the training necessary to help their success.

**MRI Premium Distribution Services**  
Corporate Headquarters:  
74 Northwest Dr.  
Plainville, Conn. 06062  
Boston Area Location:  
398 Cedar Hill Street  
Marlborough, Mass. 01752  
**Phone:** (888) 824-9569

**Fax:** (860) 747-0005  
**Contact e-mail:** info@mridirect.com  
**Web site:** www.mridirect.com  
**Locations served:** Northeastern U.S.

MRI offers an assortment of consumer electronics brands and support services. Each location features product showrooms, including fully integrated whole home/commercial systems and training facilities. MRI System Services helps dealers with system design, sales, installation and programming. As host to the MRI Expo, an annual electronics event in New England, we showcase 60 of the industry's leading manufacturers and offer hundreds of hours of education and training. Courses include CEDIA and MECP, sales and management seminars and extensive vendor trainings. Order 24/7 at www.mridirect.com and find complete product listings, pricing, technical updates and more. Shipments are delivered next day to most of the northeast via regular ground service and same day through MRI's delivery vehicles.

**Volutone Distributing**  
170 West Cochran St.  
Simi Valley, Calif. 93065  
**Phone:** (800) 795-5111  
**Fax:** (805) 520-8515  
**Web site:** www.volutone.com  
**Locations served:** Western U.S.

With six locations in California and Nevada, Volutone serves the custom installation, home entertainment and automation markets. The company carries a wide array of electronics, accessories, theater seating and hard-to-find components and parts. The company maintains 90,000 square feet of warehouse space with more than 60 lines and 12,000 different products in inventory.  
**Brands:** 60 premium brands, including Yamaha, Pioneer, LG, Toshiba, RTI, JVC and Jamo

**Wave Electronics**  
11323-A Tanner Rd.  
Houston, Texas 77041  
**Phone:** (713) 466-9283  
**Fax:** (832) 328-1512  
**Web site:** www.wave-electronics.net  
**Locations served:** Nationwide

Wave Electronics is a national distributor of audio, video, telecommunications and home theater products. Wave services all aspects of the custom installation trade. The company's Web site provides direct access to each of its manufacturer's home pages and allows customers to place orders online and to

create customizable price booklets.

**Services:**

- Same-day shipping
- Pre-paid freight incentives

## Red Peacock International

**Main Office:**  
19859 Nordhoff St.  
Northridge, Calif. 91325  
**Phone:** (818) 407-8822  
**Fax:** (818) 407-8833  
**Web site:** www.redpeacock.com

**Locations served:** International  
Red Peacock is a national distributor of consumer electronics, sporting goods and DJ equipment, including FRS/GMRS two-way radios, handheld GPS, vehicle navigation systems, radar detectors, digital cameras, flash card media, car audio, calculators, translators, data banks, telecommunications and AV products of more than 11,000 SKUs from more than 60 internationally known manufacturers. The company is based in the United States with liaison offices in New York, Tenerife, London, Hong Kong, Moscow, Singapore, Santiago, Bombay and Taipei, serving more than 4,500 retail partners.

**Services:**

- Factory-direct wholesale pricing
- Internet catalog with quote requests
- Fulfillment services for Web partners
- Handheld digital product marketing
- Special agent programs
- 24-hour shipping and same-day rush orders
- Local service liaisons and multilingual reps/customer service
- Free shipping over \$500
- No minimum order policy

## SED International

4916 North Royal Atlanta Dr.  
Tucker, Ga. 30084  
**Phone:** (770) 491-8962  
**Toll free:** (800) 444-8962  
**Fax:** (800) 329-2733  
**Web site:** www.sedonline.com

SED International is a provider of consumer electronics, computer hardware, small appliances and cellular products from more than 150 manufacturers to channel partners throughout the United States, Latin America and the Caribbean.

**Services:**

- Dedicated sales representatives for every customer
- Six worldwide distribution centers
- Same-day shipping
- Free shipping programs
- Flexible financing
- Demo & evaluation programs

# 2010 Distributor Profiles

- SED Rewards
- Extensive fulfillment & logistical services
- Real-time Web ordering, availability, pricing, order tracking and product details

## **Smarthome**

16542 Millikan Ave.  
Irvine, Calif. 92606  
**Phone:** (800) 762-7846  
**Fax:** (800) 242-7329

**Web site:** www.smarthome.com

**Locations served:** Worldwide

Smarthome is a home automation retailer, selling over 5,000 home automation products, including lighting control systems, security systems, smart appliances, home theater systems and home control systems. Smarthome distributes SmartLabs' proprietary lighting control products, including lighting and appliance automation. Smarthome prints millions of catalogs per year and services customers in more than 130 countries. Smarthome provides 24/7 ordering and free lifetime technical and customer support seven days per week. Customers can order through Smarthome's direct mail catalog, at www.smarthome.com, over the phone, at its retail store in Irvine, Calif., or at 8525 Redwood Creek Lane, San Diego, Calif. 92126

**Services:**

- Technical support
- Fulfillment with same-day shipping
- Smarthome research and development subsidiary

## **Stampede**

3332 Walden Avenue, Suite 106  
Buffalo, N.Y. 14043  
**Phone:** (800) 398-5652 (U.S.)  
(888) 459-8181 (Canada)  
(305) 470-1220 (Latin America)  
**Fax:** (716) 635-9484

**Web site:** www.stampedeGLOBAL.com

**Locations served:** United States, Canada and Latin America

Stampede is a value-added distributor of presentation equipment, including LCD/DLP projectors and flat-panel displays. Stampede provides a broad range of brand-name presentation equipment to a variety of AV, computer, and home theater resellers and integrators in the U.S., Canada and Latin America. Stampede's services include distribution, marketing and solution-based sales.

**Services:**

- Nationwide warehouse inventory

- Drop-shipping
- Extended or on-site warranties
- Nationwide plasma display installation service through dealers for commercial and residential markets
- Educational trainings and seminars
- Personalized marketing materials
- Technically trained sales representatives

## **Target Distributing**

19560 Amaranth Dr.  
Germantown, Md. 20874  
**Phone:** (800) 873-5528  
**Fax:** (301) 296-9494

**Web site:** www.targetd.com

**Locations served:** Nationwide

Target sells to interconnects, installers and resellers. The distributor focuses on telecommunication and security products, VoIP, datacom, blank audio, video and data media, AV hardware and conferencing. Target's AV division distributes blank audio, video and computer data media for Sony, Maxell, Fuji and TDK. The company also carries plasma and flat-panel displays, home theater products and DVD players/recorders. The distributor's telecommunication sector focuses on companies including Panasonic, Vertical, NEC, IPECS, Ipitomy and Zultys and is a major distributor of Plantronics headsets, Polycom conferencing and 3Com Datacom products.

**Services:**

- Free 224-page catalog full color catalog
- In-house tech support
- Online catalog
- Same-day shipping on orders received by 4:30 p.m. EST

## **Tessco Technologies**

11126 McCormick Rd.  
Hunt Valley, Md. 21031  
**Phone:** (800) 472-7373 or (410) 229-1000

**Web site:** www.tessco.com

Tessco Technologies (NASDAQ: TESS) is a value-added supplier of products, services and solutions required to design, build, run, maintain and use everything wireless. As a provider of voice, video and data technologies, Tessco carries more than 34,000 products from 350 manufacturers. The company provides guaranteed availability, delivery and training, as well as technical, educational and marketing support. Customers also receive around-the-clock service.

**Services:**

- Training
- Merchandising programs
- Private label packaging

## **Warrens World**

2655 Nostrand Ave.  
Brooklyn, N.Y. 11210  
**Phone:** (718) 258-0004  
**Fax:** (718) 258-7469

**Contact e-mail:** sales@warrensworld.com

**Web site:** www.warrensworld.com

Warrens World of Video and Electronics has been servicing the consumer electronics industry for more than 50 years. Warrens World has built a reputation on its reliability, honesty and service to customers and manufacturers. Key products include plasma and LCD HDTVs, digital cameras, GPS, camcorders, photographic equipment and home entertainment.

**Services:**

- Online application and catalog
- Same-day shipping for orders placed by 5 p.m. EST, Monday through Friday
- Drop-ship and fulfillment programs
- Expert fulfillment with nearly 100 percent order fill rate.
- No minimum order
- Weekly specials

## **Worthington Distribution**

Corporate Headquarters:  
566 Route 390  
HC 1 Box 1748  
Tafton, Pa. 18464

**Phone:** (800) 282-8864

**Fax:** (866) 542-0470

**Contact e-mail:** sales@worthdist.com

**Web site:** www.worthdist.com

**Locations served:** Nationwide

Worthington Distribution is a full-service national distributor specializing in home automation and system integration equipment and supplies. Products offered include lighting and lighting control, home automation, system integration, security, whole house audio, distributed video, access control, telephone and intercom systems, central vac, motorized window treatments and home theater equipment. Worthington is the world's largest HAI distributor.

**Brands:** HAI, Leviton, Russound, SquareD, Coleman Cable, DSC, Key-Digital, Middle Atlantic, Philips Pronto, Panasonic, Proficient, Speco, Xantech, UEI-Nevo and more.

**Services:**

- Technical support for pre-sales design services and post-sales configuration
- True wholesale dealer pricing

- Same-day shipping from huge "stock on hand"
- No minimum order
- No handling fees
- Print and online catalog
- Four-day hands-on training class and free online training; more information on training is available at www.worthingtonu.com

## **WYNIT**

5801 East Taft Rd.

North Syracuse, N.Y. 13212

**Phone:** (800) GO-WYNIT

**Fax:** (315) 437-0432

**Web site:** www.wynit.com

**Locations served:** Nationwide

WYNIT, Inc. is a national distributor with a 20-year history of selling internationally branded products in the consumer electronics, digital photography, wide-format and technical graphics, print and presentation, video editing, outdoor, security and photo ID market categories. The company operates with the core purpose of "Improving the competitive position of our dealers and suppliers," with a passion for continuous improvement.

The company is known for competitive pricing, no minimum-order requirements, same-day shipping, expert sales support and an integrated product mix so important to dealers, resellers and system integrators nationwide. WYNIT operates multiple warehouses providing coast-to-coast coverage.

## **Z. Reiss**

171 47th St.

Brooklyn, N.Y. 11232

**Phone:** (718) 499-6900

**Dealers call:** (800) 943-2000

**Fax:** (718) 499-9057

**Contact e-mail:** sales@zreiss.com

**Web site:** www.zreiss.com

Z. Reiss serves hundreds of electronics, digital imaging and computer retailers nationwide with digital imaging and photographic supplies, computer hardware, TVs, GPS systems, home office equipment and consumer electronics. **Brands:** Olevia, HP, Transcend, Sandisk, Palm, GE, Uniden, Hoya, Impecca, Kingston, Canon, Nikon, Memorex, Sharp, SpectronIQ, Mustek, Fujifilm, RCA, Sanyo, Panasonic, Toshiba, Raynox, AT&T and Vtech.

**Services:**

- Same-day shipping
- Drop shipping