



# PINNACLE SALES

## Representing in Western Pennsylvania & West Virginia



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Formed in 1991 in Pittsburgh, Pinnacle Sales has grown to be one of the country's leading manufacturers' rep agencies.

Our corporate headquarters remain in Pittsburgh, where we also have a 10,000-square-foot warehouse for both buy/sell and consigned inventory. From there, we deliver within a 2.5-hour radius of Pittsburgh. Our Pittsburgh office also holds a training room for up to 20 people. With 6 full-time outside salespeople based in Pittsburgh, we are able to deeply cover primary and secondary markets in Western Pennsylvania, Western Maryland, and West Virginia.





# Representing in Ohio



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In 2006, Pinnacle Sales expanded into the Ohio market with one of our key manufacturers and have served them well for the last 17 years. In 2018, Pinnacle acquired J Davis Sales, who represented Legend Valve, General Pipe Cleaners, and JC Whitlam, all of which have awarded Pinnacle Sales additional territory since 2018. As we have grown in Ohio, so has our sales force, among which we have salespeople based in each major market. In 2022, we expanded our Columbus warehouse and office to over 18,000 square feet. In 2023, we added a second warehouse to our Ohio territory, located in Cleveland. From both locations, we are able to service the whole state daily with delivery, LTL, and parcel service.





# Representing in Upstate NY



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Upstate New York was the first market Pinnacle Sales was asked to expand into back in 2001.

Since then, we have grown our line card to represent leading plumbing, HVAC, and hydronics brands across the entirety of the Upstate market.

With salespeople based across the wide breadth of the market, Pinnacle can service wholesalers, contractors, specifiers, and end users for all of our brands. We have a warehouse in Syracuse from which we LTL and UPS products weekly to Albany, Syracuse, Rochester, and Buffalo. This year, we added a mobile training unit to bring product demonstrations and troubleshooting training straight to contractors, engineers, and distributors.

