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033005	Underslab Vapor Barrier	<a href="#">Stego</a>	Paul George	<a href="mailto:paulgeorge@stegoIndustries.com">paulgeorge@stegoIndustries.com</a>	949-241-6563
033005	Underslab Vapor Barrier	<a href="#">WR Meadows</a>	James Loupe	<a href="mailto:JLoupe@wrmeadows.com">JLoupe@wrmeadows.com</a>	714-240-6935
033517	Polished Concrete	<a href="#">RetroPlate</a>	Mike Pitcher	<a href="mailto:lbmpitcher5@gmail.com">lbmpitcher5@gmail.com</a>	562-715-2773
042000	Unit Masonry	<a href="#">Angelus Block</a>	Roger Beckett	<a href="mailto:rbeckett@angelusblock.com">rbeckett@angelusblock.com</a>	818-454-6566
			John Surratt	<a href="mailto:jsurratt@angelusBlock.com">jsurratt@angelusBlock.com</a>	714-318-1156
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057000	Decorative Metal	<a href="#">Cambridge Architectural</a>	Sherilyn Hopkins	<a href="mailto:Sher@westportinnovations.net">Sher@westportinnovations.net</a>	562-690-3797
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064023	Architectural Woodwork	<a href="#">LG Hausys</a>	Bill Harris	<a href="mailto:wharris@LGhausys.com">wharris@LGhausys.com</a>	310-351-6171
064023	Architectural Woodwork	<a href="#">Marlite</a>	Susan Thompson	<a href="mailto:sthompson@marlite.com">sthompson@marlite.com</a>	330-260-7609
064023	Architectural Woodwork	<a href="#">Woodwork Institute (WI)</a>	Mitch Taylor	<a href="mailto:mitch@woodinst.com">mitch@woodinst.com</a>	310-833-0571
071326	Sheet Waterproofing	<a href="#">American Hydrotech</a>			
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071326	Sheet Waterproofing	<a href="#">Pacific Polymers</a>	Douglas Vitale	<a href="mailto:dougvy@itwsealants.com">dougvy@itwsealants.com</a>	760-583-0185
071326	Sheet Waterproofing	<a href="#">Tremco</a>	Octavian Vlaga	<a href="mailto:OVlaga@tremcoinc.com">OVlaga@tremcoinc.com</a>	562-413-7982
071326	Sheet Waterproofing	<a href="#">Hydro-Gard</a>	Chris Tuzzeo	<a href="mailto:ChrisT@hydro-gard.com">ChrisT@hydro-gard.com</a>	562-201-0694
			Emily Massey	<a href="mailto:emilym@hydro-gard.com">emilym@hydro-gard.com</a>	213-713-6688
071616	Crystalline waterproofing	<a href="#">Xypex</a>	Bryan Jones	<a href="mailto:bryan@xypexcal.com">bryan@xypexcal.com</a>	415-883-8221
071910	Concrete finishing	<a href="#">Prosoco</a>	Dane Olson	<a href="mailto:Dane.Olson@prosoco.com">Dane.Olson@prosoco.com</a>	714 330 5110

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073216	Concrete Roof Tiles	<a href="#">Eagle Roofing</a>	Michele Morse	<a href="mailto:michelem@eagleroofing.com">michelem@eagleroofing.com</a>	714-981-3605
073216	Concrete Roof Tiles	<a href="#">Boral</a>	Rita Torres	<a href="mailto:Rita.Torres@boral.com">Rita.Torres@boral.com</a>	562 400-9634
074113	Metal Panels	<a href="#">Metal Sales</a>	Frank Saldaña	<a href="mailto:fsaldana@metalsales.us.com">fsaldana@metalsales.us.com</a>	840-217-1270
074113	Metal Panels	<a href="#">Taylor Metal</a>	Ethan Johnson	<a href="mailto:Ethan.johnson@taylormetal.com">Ethan.johnson@taylormetal.com</a>	714-371-7715
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074113	Metal Panels	<a href="#">Alucobond</a>	Jim Vann	<a href="mailto:Jim.Vann@3acomposites.com">Jim.Vann@3acomposites.com</a>	916-427-8811
074113	Metal Panels	<a href="#">Centria</a>	Daniel Carlson	<a href="mailto:Daniel.Carlson@centria.com">Daniel.Carlson@centria.com</a>	650-369-9400
074113	Metal Panels	<a href="#">MBCI</a>	Jay Duval	<a href="mailto:JDuval@ncilp.com">JDuval@ncilp.com</a>	800-829-9324
074113	Metal Panels	<a href="#">Kingspan</a>	Murphy Cox	<a href="mailto:Murphy@PAC-SoCal.com">Murphy@PAC-SoCal.com</a>	310-883-4614
074113	Metal Panels	<a href="#">McElroy</a>	Paula Grider	<a href="mailto:paulagrider@usa.net">paulagrider@usa.net</a>	310-977-3665
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075113	Built-Up Roofing	<a href="#">GAF</a>	Erin Andes	<a href="mailto:erin.andes@gaf.com">erin.andes@gaf.com</a>	925-808-0264
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079500	Expansion Control	<a href="#">InPro</a>	Karen Zieba	<a href="mailto:kzieba@inprocorp.com">kzieba@inprocorp.com</a>	323-243-0323
081510	Integrated Metal Door Opening System	<a href="#">WonDoor</a>	Tom Nordquist	<a href="mailto:tnordquist@wondoor.com">tnordquist@wondoor.com</a>	801-718-0620
081510	Integrated Metal Door Opening System	<a href="#">Door Systems</a>	Sal Perez	<a href="mailto:salvador@doorsysinc.com">salvador@doorsysinc.com</a>	714-586-7281
083328	Elevator Door Smoke Containment System	<a href="#">Door Systems</a>	Sal Perez	<a href="mailto:salvador@doorsysinc.com">salvador@doorsysinc.com</a>	714-586-7281
084126	Sliding Glass Doors	<a href="#">Klein</a>			
085113	Aluminum Windows	<a href="#">All Weather</a>	Sam Dickson	<a href="mailto:sam@allWeather.com">sam@allWeather.com</a>	949-510-5696

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085113	Aluminum Windows	<a href="#">CR Laurence</a>	Lou Joella	<a href="mailto:lou_joella@crlaurence.com">lou_joella@crlaurence.com</a>	323-253-3988
085113	Aluminum Windows	<a href="#">Kawneer</a>	Andy Guerrero	<a href="mailto:andy.guerrero@arconic.com">andy.guerrero@arconic.com</a>	559-909-1545
085113	Aluminum Windows	<a href="#">Wausau</a>	Craig Monroe	<a href="mailto:craig@monroearchitecturalconcepts.com">craig@monroearchitecturalconcepts.com</a>	714 524-2550
085113	Aluminum Windows	<a href="#">Weather Shield</a>	Richard De La Hoya	<a href="mailto:richard.delahoya@weathershield.com">richard.delahoya@weathershield.com</a>	715-965-3840
086210	Tubular Skylights	<a href="#">Solatube</a>	Kim Cahners	<a href="mailto:Kcahners@solatube.com">Kcahners@solatube.com</a>	310-415-3177
087100	Door Hardware	<a href="#">Assa Abloy</a>	David L. Blair	<a href="mailto:dblair@assaabloydss.com">dblair@assaabloydss.com</a>	714-779-3030
087100	Door Hardware	John Elmore	John Elmore	<a href="mailto:ahsjde@earthlink.net">ahsjde@earthlink.net</a>	626-852-8802
087100	Door Hardware	<a href="#">Allegion</a>	Tony Tronccone	<a href="mailto:Tony.Troncone@allegion.com">Tony.Troncone@allegion.com</a>	626-390-0596
			Stephen Bellingham	<a href="mailto:stephen.bellingham@allegion.com">stephen.bellingham@allegion.com</a>	949-543-9514
087100	Door Hardware	<a href="#">Stanley</a>			714-814-8320
088000	Glazing	<a href="#">Guardian</a>	Kreg Hatfield	<a href="mailto:khatfield@guardian.com">khatfield@guardian.com</a>	810-964-0074
			Amanda Vert	<a href="mailto:amanda.vert@guardian.com">amanda.vert@guardian.com</a>	
088000	Glazing	<a href="#">Vitro</a> (formerly PPG)	Trevor Hall	<a href="mailto:TRHALL@vitro.com">TRHALL@vitro.com</a>	657.243.6267
088000	Glazing	<a href="#">Viracon</a>	Jeff Robson	<a href="mailto:jeff@bpaproducts.net">jeff@bpaproducts.net</a>	714-300-3755
088000	Glazing	<a href="#">Vetrotech</a>	Jeff Robson	<a href="mailto:jeff@bpaproducts.net">jeff@bpaproducts.net</a>	714-300-3755
088000	Glazing	<a href="#">SaftiFirst</a>	Craig Monroe	<a href="mailto:craig@monroearchitecturalconcepts.com">craig@monroearchitecturalconcepts.com</a>	714 524-2550
088836	Electronically Controlled Switchable Glass	<a href="#">Halio</a>	Crystal Petersen	<a href="mailto:cpetersen@haioinc.com">cpetersen@haioinc.com</a>	916-8388598
092216	Steel Studs	<a href="#">Cemco</a>	Akira Usami	<a href="mailto:ausami@cemcosteel.com">ausami@cemcosteel.com</a>	808-291-9087
092400	Plastering	<a href="#">Flannery</a>	Gary Jayne	<a href="mailto:gary@flannerytrim.com">gary@flannerytrim.com</a>	818-837-7585
092400	Plastering	<a href="#">Foam Concepts</a>	Bud Maloney	<a href="mailto:bud@foamConcepts.net">bud@foamConcepts.net</a>	714-863-9452
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092400	Plastering	<a href="#">Senergy</a>			
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092400	Plastering	<a href="#">Parex/LaHabr/Merlex</a>			
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093000	Tiling	<a href="#">American Olean</a>	Michelle Wilson	<a href="mailto:Michelle_wilson@americanOlean.com">Michelle_wilson@americanOlean.com</a>	714-420-7541
093000	Tiling	<a href="#">Crossville</a>	Monica Farley	<a href="mailto:mfarley@crossvilleinc.com">mfarley@crossvilleinc.com</a>	714-501-7693
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093000	Tiling	<a href="#">MAPEI</a>	Lisa Fyke	<a href="mailto:LFyke@mapei.com">LFyke@mapei.com</a>	909-247-5324
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095113	Acoustical Ceilings	<a href="#">USG</a>	Justin Castillo	<a href="mailto:jusc Castillo@usg.com">jusc Castillo@usg.com</a>	714-501-7201
			Travis Dunville	<a href="mailto:tdunville@usg.com">tdunville@usg.com</a>	626-818-6660
096400	Wood Flooring	<a href="#">Armstrong</a>			
096466	Athletic Wood Flooring	<a href="#">Aacer</a>	Troy Kelley	<a href="mailto:troyk@aacerflooring.com">troyk@aacerflooring.com</a>	774-217-1379
096466	Athletic Wood Flooring	<a href="#">Action</a>	Matt Lyman	<a href="mailto:matt@actionfloors.com">matt@actionfloors.com</a>	503-466-4248
096519	Resilient Flooring	<a href="#">Armstrong</a>			
096519	Resilient Flooring	<a href="#">Forbo</a>	Richard Pleis	<a href="mailto:Richard.Pleis@forbo.com">Richard.Pleis@forbo.com</a>	818-679-9536
096519	Resilient Flooring	<a href="#">Lonseal</a>	Dottie Greaney	<a href="mailto:dottie@lonseal.com">dottie@lonseal.com</a>	310-502-4433
096519	Resilient Flooring	<a href="#">Mannington</a>	Elise Ozawa	<a href="mailto:elise.ozawa@mannington.com">elise.ozawa@mannington.com</a>	714-801-3620
096519	Resilient Flooring	<a href="#">Tarkett</a>	Ron Rodriguez	<a href="mailto:Ron.Rodriguez@Tarkett.com">Ron.Rodriguez@Tarkett.com</a>	949-562-0397
096519	Resilient Flooring	<a href="#">Gerflor</a>	Erik Hanson	<a href="mailto:ehanson@gerflorusa.com">ehanson@gerflorusa.com</a>	916-996-3398
096519	Resilient Flooring	<a href="#">Mondo</a>	Micah Robert Walters	<a href="mailto:mwalters@mondousa.com">mwalters@mondousa.com</a>	
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096723	Resinous Flooring	<a href="#">Dur-A-Flex</a>			
096723	Resinous Flooring	<a href="#">Polycoat</a>	Anthony Perez	<a href="mailto:anthony@polycoatusa.com">anthony@polycoatusa.com</a>	562 309-3085
096723	Resinous Flooring	<a href="#">Crown Polymers</a>	Mike Pitcher	<a href="mailto:lbpitcher5@gmail.com">lbpitcher5@gmail.com</a>	562-7152773
096723	Resinous Flooring	<a href="#">Westcoat</a>	Gary Dunn	<a href="mailto:Gary.Dunn@westcoat.com">Gary.Dunn@westcoat.com</a>	213-440-7513
096723	Resinous Flooring	<a href="#">Stonhard</a>	Elisa Contreras	<a href="mailto:elisa.contreras@stonhard.com">elisa.contreras@stonhard.com</a>	949-205-6758
096813	Carpeting	<a href="#">Patcraft</a>	Valary Bral	<a href="mailto:Valary.bral@patcraft.com">Valary.bral@patcraft.com</a>	562-826-2434
096813	Carpeting	<a href="#">Tandus</a>	Blake Petty	<a href="mailto:Blake.Petty@tarkett.com">Blake.Petty@tarkett.com</a>	949-230-6778
097200	Wall Coverings	<a href="#">Koroseal</a>	Mary D'Alvia	<a href="mailto:mdalvia@koroseal.com">mdalvia@koroseal.com</a>	562-522-2693
097200	Wall Coverings	<a href="#">InPro</a>	Karen Zieba	<a href="mailto:kzieba@inprocorp.com">kzieba@inprocorp.com</a>	323-243-0323
097200	Wall Coverings	<a href="#">Momentum</a>	Lauren Thompson	<a href="mailto:lthompson@momtex.com">lthompson@momtex.com</a>	949-217-4868
099100	Painting	<a href="#">Benjamin Moore</a>	Gus Maseba	<a href="mailto:Gus.Maseba@Benjaminmoore.com">Gus.Maseba@Benjaminmoore.com</a>	925-640-8101
099100	Painting	<a href="#">Dunn Edwards</a>	Kim Hampton	<a href="mailto:Kim.Hampton@DunnEdwards.com">Kim.Hampton@DunnEdwards.com</a>	949.576.8835
099100	Painting	<a href="#">Kelly-Moore</a>	All stores closed 2024		
099100	Painting	<a href="#">PPG</a>	Susan L. Giampietro	<a href="mailto:Giampietro@PPG.com">Giampietro@PPG.com</a>	949-410-2452
099100	Painting	<a href="#">Sherwin Williams</a>	Rocky Berlanga	<a href="mailto:Rocky.M.Berlanga@sherwin.com">Rocky.M.Berlanga@sherwin.com</a>	657-269-0922
099100	Painting	<a href="#">Vista Paint</a>	Racquel McGee	<a href="mailto:rmcgee@vistapaint.com">rmcgee@vistapaint.com</a>	714-797-2776

099600	High-Performance Coatings	<a href="#">Tnemec</a>	Tony Hobbs Ashleyann McLeish	<a href="mailto:thobbs@tnemec.com">thobbs@tnemec.com</a>	310-804-2326 626-656-0407
102113	Toilet Compartments	<a href="#">Santana/Scranton</a>			
102226	Operable Panel Partitions	<a href="#">Moderco</a>	Gilbert Aguirre	<a href="mailto:Gilbert@L2Specialties.com">Gilbert@L2Specialties.com</a>	818-519-8854
102226	Operable Panel Partitions	<a href="#">Skyfold</a>	George Sayeg	<a href="mailto:gsayeg@partitionspecialties.com">gsayeg@partitionspecialties.com</a>	562-577-1933
115213	Projection Screens	<a href="#">Da-Lite</a>	Jennie Guida	<a href="mailto:jagdalite@aol.com">jagdalite@aol.com</a>	714-321-9639
115213	Projection Screens	<a href="#">Draper</a>	Kathy Greenway	<a href="mailto:kgreenway@DraperInc.com">kgreenway@DraperInc.com</a>	714-396-9732
122413	Roller Window Shades	<a href="#">Rollease</a>	Geremie Giancola	<a href="mailto:geremie.giancola@rolleasemed.com">geremie.giancola@rolleasemed.com</a>	413-221-5949
122413	Roller Window Shades	<a href="#">Lutron</a>	Bret Stall	<a href="mailto:bstall@lutron.com">bstall@lutron.com</a>	949-481-8580
122413	Roller Window Shades	<a href="#">MechoShade</a>	Carlos D. Herrera	<a href="mailto:carlos.herrera@mechoshade.com">carlos.herrera@mechoshade.com</a>	626-221-0944
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122413	Roller Window Shades	<a href="#">Somfy</a>	Justin Fransila	<a href="mailto:Justin.fransila@somfy.com">Justin.fransila@somfy.com</a>	714-271-8451
123553	Lab casework	<a href="#">Kewaunee</a>	Reg Hiebert	<a href="mailto:rhiebert@isecinc.com">rhiebert@isecinc.com</a>	714-715-3262
129200	Planter walls	<a href="#">LiveRoof</a>	Tom Hawkins	<a href="mailto:tom@florasourceltd.com">tom@florasourceltd.com</a>	949-498-1131
134900	Radiation Protection	<a href="#">Ray-Bar</a>	Vince Wohler	<a href="mailto:vince@raybar.com">vince@raybar.com</a>	800-444-9729
142100	Elevators	<a href="#">Kone</a>	Becca Gillmore	<a href="mailto:Becca.Gillmore@kone.com">Becca.Gillmore@kone.com</a>	562-843-4145
142100	Elevators	<a href="#">Otis</a>	Bryan Anderson	<a href="mailto:bryan.anderson@otis.com">bryan.anderson@otis.com</a>	714-833-1338
142100	Elevators	<a href="#">Schindler</a>	Scott Fitzsimons	<a href="mailto:scott.fitzsimons@us.schindler.com">scott.fitzsimons@us.schindler.com</a>	949-471-5221
263100	Photovoltaic Collectors	<a href="#">SolarWorld</a>	Roxie Brown	<a href="mailto:Roxie.brown@SolarWorldUSA.com">Roxie.brown@SolarWorldUSA.com</a>	805-388-6291

Multi-vendor reps and distributors asked me if I can list all of their lines. In the past, I have limited to top 2 lines as the list will get very long in the table above. No worries, I have created a separate table below to show their complete line.

Bob Paal Architectural Products	Jeff Robson: <a href="mailto:jeff@bpaproducts.net">jeff@bpaproducts.net</a> 714-300-3755	<a href="#">Viracon</a> <a href="#">Pilkington Planar</a> <a href="#">Ellison</a> <a href="#">Vetrotech</a> <a href="#">Bendheim Wall Systems</a> <a href="#">Halio</a>
<a href="#">Element Building Solutions</a>	Dane Olson: <a href="mailto:dane@buildwithelement.com">dane@buildwithelement.com</a> 714-330-5110 Dave Erney: <a href="mailto:david@buildwithelement.com">david@buildwithelement.com</a> 949-413-0444	Cetco CIM Industries J Drain <a href="#">Prosoco</a> Master Builders Inverge
<a href="#">Global Architectural Marketing Group</a>	Kim Grosch: <a href="mailto:kim@kgamg.com">kim@kgamg.com</a> 714-493-4067	<a href="#">Cemco Steel</a> <a href="#">Prosoco</a>

		<a href="#">Koster</a> <a href="#">ITW</a>
<a href="#">Pacific Architectural Concepts</a>	Murphy Cox: <a href="mailto:Murphy@PAC-SoCal.com">Murphy@PAC-SoCal.com</a> 310-883-4614	<a href="#">Kingspan</a> <a href="#">Maxlife</a> <a href="#">Dorken</a> <a href="#">Pac-clad</a> <a href="#">Parklex</a> <a href="#">Stonewood</a> <a href="#">Ceraclad</a> <a href="#">Dizal</a> <a href="#">Geolam</a> <a href="#">Petrarch</a> <a href="#">Steni</a> <a href="#">Agrob Buchtal</a> <a href="#">Proteus</a> <a href="#">SGG</a> <a href="#">AWV</a>
<a href="#">Westport Innovations</a>	Sherilyn Cockroft Hopkins: <a href="mailto:sher@westportinnovations.net">sher@westportinnovations.net</a> 949-244-5158	<a href="#">Americlad</a> <a href="#">Rockwool</a> <a href="#">GE – Silicones</a> <a href="#">Trelleborg</a> <a href="#">Alliance Window</a> <a href="#">Cambridge Architectural Mesh</a>

Lastly, I do make mistakes, a few does sneak through, reps move on or retire. Please send me an email at [David@ByunPartners.com](mailto:David@ByunPartners.com) to report errors that you find, as well as to provide your feedback about this list.

BTW, I can also help create or modify manufacturer’s product CSI 3-part specs. As always, I am available for good Korean BBQ lunch, ice hockey, or round of golf (index of 22) and discuss your product in depth. Happy consulting!

I can help you create Manufacturer’s Submittal Sheet as well.

But wait, there’s more.

Focus on the benefits you provide, not the products and services you currently sell. Be a hard-ass if you are someone who influences people. You're not doing anyone a favor by lowering your standards and expectations in an effort to be kind, gentle, or popular. Don't let people make mistake. At least play the devil's advocate and explain why they might be making one. It's good to cover your ass when you're bending the rules. Communicate with your boss so you know what achievements she's looking for. The rules of the game and the way the score is kept should not surprise you. Reach out and grab opportunities and wrestle them to the ground. If you provide value, you can ask for and receive reciprocation. This is the glue that holds society together. Don't always express your "honest opinion". - From the book Wise Guy: Lesson from a Life by Guy Kawasaki.

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