

POTENTIAL MANUFACTURERS' REPRESENTATIVES  
FOR LOW PRESSURE WASHERS

CHEMICALS AND CHEMICAL PRODUCTS/MAINTENANCE

| COMPANY NAME,<br>ADDRESS AND PHONE   | WAREHOUSING |    | TERRITORY<br>COVERED                                    | PRODUCT EMPHASIS  |
|--|-------------|----|---|---|
|  | YES         | NO |   |   |
| Riching & Wood Associates,<br>Inc.<br>P.O. Box 272<br>Lake Orion, MI 48035<br>- No phone - |             | X  | MI  | Maintenance supplies  |
| Horowitz Associates<br>24261 Kenosha St.<br>Oak Park, MI 48237<br>(313) 569-7766           |             | X  | MI, OH, IN,<br>KY, Western<br>WV                        | Janitorial paper and<br>products, restaurant<br>supplies  |
| Defriest Sales Co., R.E.<br>509 W. Fayette<br>Syracuse, NY 13204<br>(315) 474-5900         | X           |    | NY:<br>Excluding<br>Manhattan,<br>Westchester<br>County | Food service,<br>janitorial supplies  |
| Romanis & Associates,<br>5181 W. 161st St.<br>Cleveland, OH 44142<br>(216) 267-1730        | X           |    | No terri-<br>tories<br>listed                           | Steam cleansers,<br>chemicals, welders,<br>linements, buffers<br>and cleaners, auto<br>products |
| Lundardini Inc., Michael J.<br>Industrial Park<br>Canonsburg, PA 15317<br>- No phone -     | X           |    | Western PA,<br>MD, WV                                   | Blast cleaning<br>equipment and<br>supplies   |