

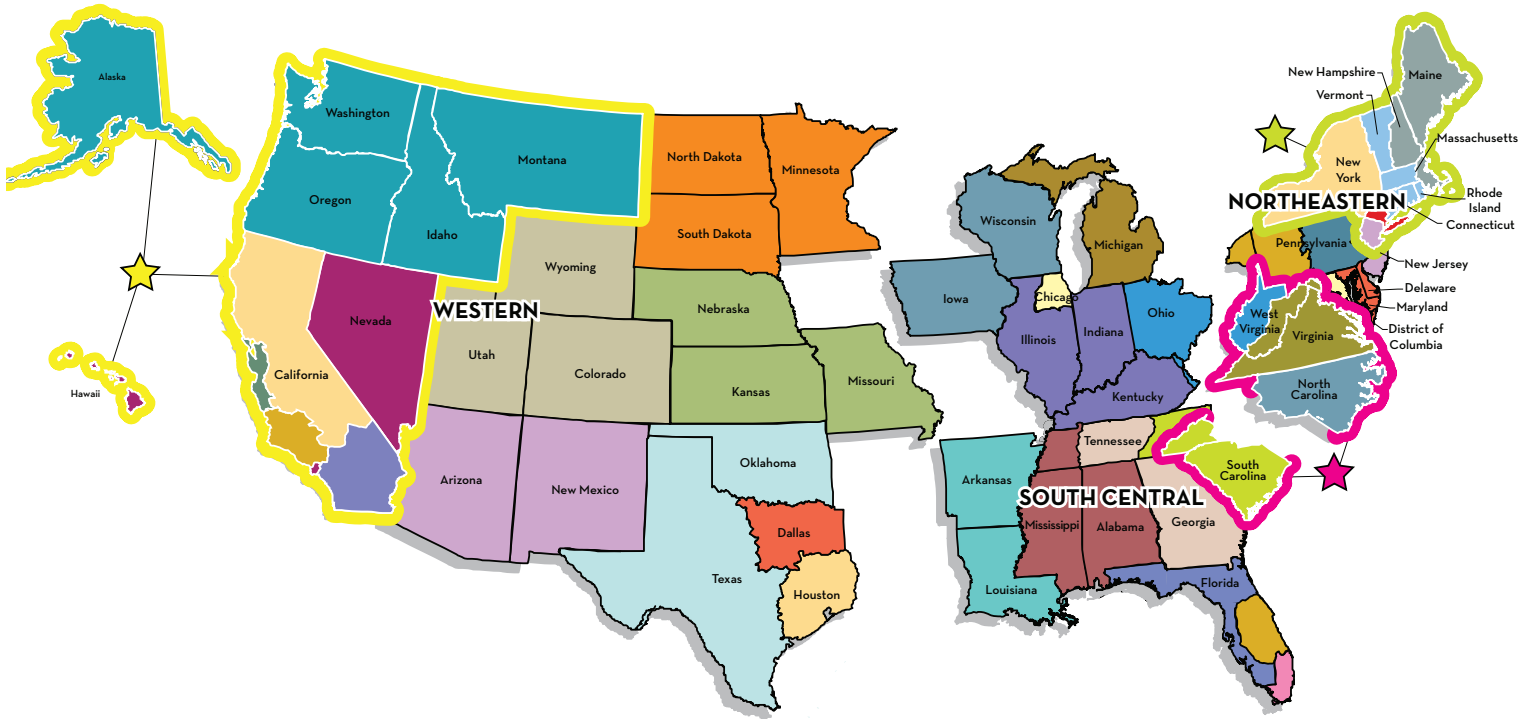
# Wirehouse Wholesaler Territory Map



**Wirehouse Channel Management**

Jon Cressman, Senior Vice President, National Sales Manager - 339-236-0135  
 Ivan Potje, Director, National Sales Desk - 203-402-1253  
 Lesley Mann, Senior Vice President, Channel Director/National Accounts - 203-402-1344

**Sales Desk Number: 800-513-0805**



**Western Division: Mark Delton, Divisional Vice President 559-917-1893**

**Kevin Rose**  
Sales Desk Manager 215-658-7900

★ **Griff Dow**  
Wells Fargo | AG Edwards | Raymond James Western 415-999-0548

- Ascencios, Alex  
Houston 281-794-9323
- Benton, Thomas  
S. CA 760-464-1018
- Carvalho, Robert  
E. CA, NV, HI 310-308-8650
- Copeland, Carissa  
San Francisco 415-320-4945
- Kuehn, Richard  
AK, WA, OR, ID, MT 206-697-0154
- Lanham, Don  
CO, UT, WY 801-349-9278
- Marquis, Austin  
N. CA 916-956-5557
- O'Connell, Casey  
AZ, NM 480-363-0330
- Paschall, Dusty  
Central & W. TX, OK 512-636-4994
- Paulson, James  
Los Angeles 949-244-5021
- Riley, Pete  
MN, ND, SD 612-353-7999
- Tanton, Jason  
KS, MO, NE 816-668-8575
- Winn, Kelly  
Dallas 214-563-0639

**South Central Division: Rick Fritz, Divisional Vice President 740-816-4674**

**Tracy Weiss**  
Sales Desk Manager 203-402-1441

★ **Chris Snyder**  
Wells Fargo | AG Edwards | Raymond James Atlantic 704-953-2713

- Brooks, Dan  
GA, Central TN 404-422-6838
- Bueche, Robyn  
LA, AR 479-252-0025
- Burns, Chad  
SC, W. NC, E. TN 919-723-0261
- Cantin, Pauline  
Chicago 847-420-0565
- Cialone, Kathy  
S.E. FL 561-818-6037
- Dickey, Craig  
MS, AL, W. TN 901-355-2626
- Foglesong, Jo  
WI, IA 262-957-4007
- King, Emerson  
N. FL 352-262-2279
- Mangiello, Jack  
MI 248-320-1663
- Mangold, Scott  
OH, E. KY 614-364-2900
- Mason, Sean  
IL, IN, W. KY 317-408-7100
- Panagio, Michelle  
Central FL 407-902-7383

**Northeastern Division: Tim Letter, Divisional Vice President 804-517-1284**

**Daniel Sparks**  
Sales Desk Manager 203-944-5392

★ **Jack Root**  
Wells Fargo | AG Edwards | Raymond James New England 203-736-7533

- Antorino, Anthony  
Long Island, Westchester 631-796-8550
- Hart, Dennis  
E. MA, NH, ME 339-927-6553
- Hunter, Tony  
DC, W. MD 703-405-8016
- Inglis, Kyle  
VA, S. WV 804-477-4103
- Lastrina, Michael  
E. PA 610-212-6993
- O'Brien, Shane  
CT, MA, RI, VT 860-575-5058
- Phillips, Herb  
Metro Philadelphia, E. MD, DE 610-742-0454
- Scheurer, Joe  
NYC 908-566-6568
- Scudiero, Sal  
W. PA, N.E. OH 412-576-0504
- Wagner, Karl  
NJ 610-213-7655
- Wambach, Joe  
E. NC 704-562-4204
- Westervelt, Kyle  
Upstate NY 617-285-0699