

alliedgroupsales

The Southwest's Leading Electrical & Lighting Sales Agency Since 1997



CELEBRATING 25 YEARS OF SALES & SERVICE

Helping the Southwest build commercial buildings, residential housing, industrial facilities and our communities since 1997!





CELEBRATING 25 YEARS OF SERVICE!



The AGS Team has always been united by a passion for excellence and a desire to serve.

After 25 years, two generations of leadership, and small beginnings, we have grown into one of the Southwest's leading electrical and lighting agencies.

**Electrical and Lighting May Be Our Products,
But Our Business Is People!**

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More Than A Business: A Company That
Gives Back

25 YEARS of
partnership
and service



4

TERRITORIES

Arizona, Las Vegas
New Mexico, El Paso



3 KEY
PRINCIPLES

People, Partnerships and
Technology



32,000
Square feet of
warehouse space



Going **BEYOND**
BUSINESS serving
our communities

AGS BY THE NUMBERS



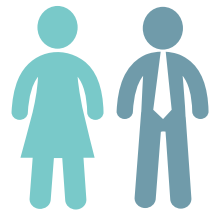
1997

Founded
July 1

A tradition of excellence

40

Qualified
and dedicated
employees



5

CORE VALUES
Integrity,
Respect, Passion,
Expertise, and
Results



1000

Square foot
product training
center



#1

The Southwest's
Leading Electrical &
Lighting Sales Agency

A Brief History of AGS



ALLIED GROUP SALES, Inc.

Arizona - Las Vegas - New Mexico - El Paso

July 1998

AGS implements 401K and introduces the 1st Employee Handbook

February 2006

Mick Upchurch purchases 50% of AGS, buying out Dave Mehrer.

August 2015

Tim Klei joins AGS as VP Sales and purchases the company from Don Kaminski and Mick Upchurch on March 1, 2016.

January 2018

AGS acquires Total Lighting and Control, which becomes its full line lighting division, called TLC, a division of Allied Group Sales.

January 2020

Nick Hobbs, Partner and VP Sales Legrand, joins AGS.

May 2022

AGS opens a sales office in Albuquerque, New Mexico.

July 2022

AGS turns 25 and celebrates all year, culminating with an open house celebration in December for employees and their families, customers, manufacturers and all of our local professional service partners that help AGS operate successfully.

July 1997

Founder, Don Kaminski, and his partner, Dave Mehrer, purchases the Allied Geis Agency and renames the company to Allied Group Sales, Inc.

October 2002

AGS opens resident sales office in Albuquerque

May 2006

AGS opens resident sales office in Las Vegas.

January 2017

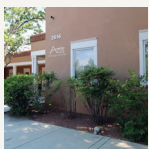
Michael Knoblock, Partner and VP Sales Lighting & Controls, joins AGS.

January 2019

AGS rebrands all business lines under the Allied Group Sales name: the electrical division, the lighting & controls division and the Beyond Business initiative was born.

February 2020

Allied Group Sales completes office renovation and addition of Training Center.



25 YEARS STRONG!





OUR STORY

Since 1997, Allied Group Sales (AGS) has represented the top electrical manufacturing companies. Beginning in 2017 AGS has represented many of the industry's top lighting manufacturing companies. A proud member of NEMRA, AGS has been laser focused on the residential, commercial, and industrial electrical markets in the Southwest United States for 25 years. Currently Allied Group Sales employs 40 dedicated professionals led by its three principal partners, Tim Klei, Michael Knoblock and Nick Hobbs. With their corporate office and warehouse located in Phoenix, Arizona, AGS also has an office in Albuquerque, New Mexico and multiple resident sales offices in Las Vegas, Nevada. The Allied Group Sales team is united by a passion for excellence, as defined by the AGS Vision, Mission, Core Values and Key Principles.

AGS opened its doors on July 1, 1997 with 9 employees when founders Don Kaminski and Dave Mehrer purchased the Allied Geis Agency and renamed the company Allied Group Sales, Inc. In February 2006, Mick Upchurch purchased Dave's 50% of the company and became Don's partner for the next 10 years. Current President & CEO, Tim Klei, has been with AGS since August 31, 2015. He initially served as the Vice President of Sales, until becoming the sole owner on March 1, 2016. Tim leads the overall business and focuses sales time on distribution and contractors. Tim's ownership structure strategy included eventually bringing on partners to help drive growth and realize the agency's full potential. On January 1, 2017, Tim brought on partner Michael Knoblock, VP Sales Lighting & Controls, to build and lead the lighting side of the business. On January 1, 2018, Allied Group Sales acquired Total Lighting & Control, bringing 7 new employees and many top lighting manufacturers to AGS, more than doubling the size of the agency's lighting business. Michael continues to lead what is now a team of 15 dedicated lighting and controls team members and is thrilled to be able to offer our customers a complete, and different, lighting & control solution than what our markets have historically experienced. While leading the overall lighting business for AGS, Michael spends his time calling on distributors and contractors. On January 1, 2020, Tim brought on Nick Hobbs, partner and VP Sales Legrand. While leading our Legrand inside sales team and working closely with each of the factories for all six Legrand EWS brands, Nick works with each of our outside salespersons and our Legrand customers daily in every territory to drive sales growth and mutual success. The primary focus of all team members at AGS is to provide our manufacturers with the most aggressive and professional sales & marketing channel in the Southwest, while providing our local electrical distributors, contractors, and specifiers a value based, trustworthy and local partnership with the industry's premier electrical and lighting manufacturers.



VISION

Be the leading and preferred sales representative choice of Electrical & Lighting Manufacturers, Electrical Distributors, Electrical Contractors and Electrical Specifiers in the Southwest United States.

Tim Klei, CPMR

PRESIDENT & CEO



Tim joined the electrical industry in 1993, at Fife Florida Electric Supply in Tampa, FL. Six years later when Fife was purchased by Hughes Supply, a large regional electrical distributor, Tim became branch manager for the 9-person Lakeland, FL branch, and gained his first real world experience leading a team and running a business. Tim's 22 year distribution career ultimately took him through 4 acquisitions, and through each Tim has taken on roles with increasing levels of responsibility up to becoming the Executive VP of Sales & Operations for HD Supply Electrical. In August 2015, Tim joined Allied Group Sales and six months later purchased the already successful electrical sales agency. Tim graduated from the University of South Florida in 1994 with a bachelor's degree, completed the Dale Carnegie course in 1996, earned an MBA from the University of South Florida in 2002, and is a 2018 CPMR graduate from the University of Texas. A proud and dedicated member of NEMRA, Tim is in his final year of a 6 year commitment serving on the NEMRA Board of directors, including serving as Chair for the 2021/2022 term.

As I reflect back on what we have accomplished as a team over the past 25 years, I am most proud of the consistent service and sales growth from the AGS team. It is truly an honor to lead this team of caring, driven, hard working professionals. While I am proud of all that has been accomplished by the team in the first 25 years, I am even more optimistic about what can be accomplished in the next 25 years. This does not happen without a company-wide commitment to a shared VISION. At AGS, we ALL want our company to be the leading and preferred sales representative choice of electrical & lighting manufacturers, electrical distributors, electrical contractors, and electrical specifiers in the Southwest United States and it is this shared VISION that makes it become a reality. I also highly value and am grateful for the many deep relationships we have built with our customers and manufacturer partners, many of which we call friends. For me, this 25 year anniversary milestone is more than a number; it's about longstanding partnerships and having the opportunity to serve others. The number 25 reflects that our employees, customers and manufacturer partners believe that what we do here at AGS has great value. We have done our best to put others' needs first and problem solve along the way. We have experienced continued growth and success and I want to thank every individual and company that has made this journey possible. We would not be where we are without such a dynamic team of employees at AGS, industry leading manufacturer partners and faithful customers.



MISSION

Provide our manufacturer partners with the most aggressive and professional sales & marketing channel in the Southwest electrical industry, while providing our local electrical distributors, electrical contractors, and electrical specifiers, a value based, trustworthy and local partnership with the industry's premier electrical and lighting manufacturers. While doing so, take time to go **BEYOND BUSINESS**, and help “build up” the communities we live and work in.

Michael Knoblock

CPMR, LC

PRINCIPAL, VP SALES LIGHTING & CONTROLS



Michael started his career in the electrical industry in 1996 with Philips Lighting in Somerset, New Jersey. After moving to Arizona, he spent the next 12 years in the lighting agency world, followed by 4 years as the Regional Lighting Manager for WESCO. Prior to joining AGS, he spent 2 years as the Regional Sales Manager for Dialight. Michael graduated from Rutgers University in 1995, and earned his Lighting Certification (LC) in 2014. He is a 2020 CPMR graduate from the University of Texas, and he completed the Dale Carnegie course in 2021. As an active member of the Illuminating Engineering Society, Michael is dedicated to the advancement of technology in the lighting industry.

Here at Allied Group Sales, we believe that a company only thrives when it takes into account the success of its stakeholders including its employees, customers, and manufacturers. Our MISSION, every day, is to be the most aggressive and professional sales & marketing channel for our manufacturers and to bring our customers a value-based, and trustworthy, local partnership. As we continue to provide premium products and services, AGS is now hyper-focused on reinventing the way manufacturer's rep businesses are run in the Southwest. We aim to innovate and inspire in every aspect of our business – from our professional relationships to the communities in which we live. Likewise, we emphasize teamwork and strive to go above and beyond in supporting our employees so that they may exceed the expectations of our customers on a daily basis. Personally, as it relates to lighting, I receive great satisfaction from seeing a lighting project through from start to finish...walking the empty space, analyzing, proposing, and then seeing the installation. One of the most rewarding things for me has been building and training our fantastic lighting team, as well as seeing their growth as individuals. Many thanks to all our lighting manufacturer partners for their continued support and to our faithful customers for giving us the opportunity to earn their business. We are truly grateful for all of you.



CORE VALUES

The following five
CORE VALUES are inherent
in all of our daily actions:

INTEGRITY

We are trustworthy, honest
and reliable.

RESPECT

We appreciate each other,
and all those we serve.

PASSION

We love what we do, and
how we contribute to each
of our territories, local
economies and markets.

EXPERTISE

We are technical experts
in the products, services
and solutions we offer.

RESULTS

We are results oriented, and
always strive for the mutual
success of AGS, our
manufacturers and our
local customers.

Nick Hobbs

PRINCIPAL VP SALES ELECTRICAL LEGRAND



Nick started his career in the electrical industry in 2009 with Bergen Industries, a temporary lighting manufacturer. After nine years of working for them with increasing roles of responsibility, the company was acquired in 2017 by ECM Industries, a large platform electrical manufacturer with numerous brands Nick was then responsible for sales and rep management over the 17-state western region until joining AGS. Since joining Allied Group Sales in January 2020, Nick has spent considerable time focused on gaining deep product knowledge and application experience in all of our Legrand brands but has also had the opportunity to learn about and gain exposure to all the manufacturers AGS represents. Nick has a Bachelor's degree from the University of Nevada, Las Vegas, completed the Dale Carnegie Course in 2021, and is currently enrolled in the CPMR program at the University of Texas.

Prior to joining AGS, I had the great opportunity to work with the AGS team as a Regional Manager for a manufacturer. While there were many attractions to a potential career with AGS the CORE VALUES the AGS team lives by each and every day were not what closed the deal for me, but they were what started the deal. The culture of the company radiates the 5 core values that hang on the main wall in the office. For me, I knew that would be the culture I could personally and professionally align with for a long term career! I am passionate about people and getting to know and help others whether it is at work, at home, or within the community. I love meeting people, learning their stories, and getting to know their interests and passions. Individuals' differences are a beautiful thing and I love that no two people are exactly alike. The sum is always greater than its parts and I love seeing that in action when working with others. The 5 Core Values at AGS, inherent in all our daily actions, enable me to truly "live" that passion in my professional life!

Don Kaminski

FOUNDER



Looking back some 25 plus years ago, Dave and I thought long and hard about the 3 Key Principals that would guide our decision making at AGS and enable us to grow the company. We would strive to attract and hire the best possible PEOPLE in our industry. We would strive to develop long term strategic PARTNERSHIPS with our manufacturers, employees, and all customer groups. We would make continuous investments in the utilization of leading edge TECHNOLOGY to guide us through the scary new "world wide web" and all the ecommerce technologies that would follow. I'm proud to say that we successfully accomplished most of our goals as principals at AGS, by staying committed to these three key principles, which even to this day guide the decision making of the current generation of leadership at AGS. I personally want to thank all of our manufacturers, customers and employees, without whom we would not be celebrating a 25 year anniversary.

After moving to Arizona in 1979, Don began working with a local manufacturer rep firm as a warehouseman. He quickly advanced into sales for the agency and 7 years later he joined Hubbell Wiring Devices as a field sales rep. Later he was promoted to Regional Manager for the 10 mountain states. Enjoying success as a Regional Manager for Hubbell, but inspired with an entrepreneurial spirit, a "can do" attitude, and a desire to not have to move from Arizona in order to further his career, Don took a risk in 1997 with partner Dave Mehrer and purchased an electrical manufacturer rep firm and never looked back.

KEY PRINCIPLES

We are committed to three
KEY PRINCIPLES
that guide our long term
decision making:
BEST PEOPLE
LASTING PARTNERSHIPS and
LEADING EDGE TECHNOLOGY

PASSION
LEAD
US
HERE

3 KEY PRINCIPLES



LEADING EDGE TECHNOLOGY

Along with employee training, AGS continually prioritizes investing in technology. We utilize leading edge solutions such as Adopt Technologies, Oasis Solutions, Bluebeam, and Trade Tech Solutions to manage information for the best advantage of our manufacturers, customers and our company.

Our cloud-based IT infrastructure provides AGS, our team members, and all of our partners the power to grow together utilizing the best possible business technology and cybersecurity for small & medium sized businesses. Within our cloud environment we utilize the industry's top electrical sales agency ERP to run our electrical business (Tradetech Solutions) and the industry's top lighting sales agency ERP (Oasis Solutions) to run our lighting business. These investments demonstrate to all of our partners that AGS is "living" our key principle of implementing leading edge technology and that we are not only on the leading edge today, but we are technologically ready for the new IT solutions that will be part of all of our businesses in the future.

BEST PEOPLE

Allied Group Sales will consist of the best people in the industry. This starts with having a culture of excellence across the organization that people want to be a part of.

Each of us will be subject matter experts in our area of responsibility and will be committed to continuous learning, just as AGS is committed to prioritizing investments in training. We will willingly share our knowledge with all those we serve. We will be responsive and attentive to details. We will be eager to serve and will gladly solve problems. We will demonstrate friendliness and radiate positivity. At all times we will do what we say we will do. A culture of excellence puts tremendous value on the team members that represent the company, and as such, AGS will always strive to provide the best in class working environment, pay and company benefits for all its team members.



LASTING PARTNER- SHIPS

We form lasting and loyal partnerships with the manufacturers we represent, and the electrical distributors, electrical contractors, and specifiers we serve. Long-term profitable growth of each organization is our common objective.



Edwards Signaling | Federal Pacific | Galvan Electrical | G-Strut (Gregory Industries) | Heritage Plastics | Kidde | Legrand Pass & Seymour | Legrand/Cablofil | Legrand Connectrac | Legrand Wattstopper | Legrand Wiremold | Legrand On-Q | NSi Industries | NSi Platinum Tools | NSi Polaris | NSi Tork | Picoma Industries | Southwire | Southwire Tools & Equipment | Unity Manufacturing | Western Tube & Conduit | Absolutx | Advantage Environmental Lighting | Advantage Lighting Solutions | Atlantic Lighting | Barron Lighting Group | Barron EXITRONIX | Barron Growlite | Barron specialtyLED | Barron Tracelite | Calive | Elite Lighting | Enlighted | Envoy Lighting | ESL Vision | Filamento | FSC Lighting | I G&G LED | Graffiti Lighting | Howard Lighting Products | LEDscape Lighting | Lite the Nite | LSI Industries | Lumencia Lighting | Lux Illuminaire | Luxlogic Lighting | LVS | Lyte Poles | Marlin Controls | Mojo Illumination | N2M Outdoor Lighting Solutions | National Specialty Lighting | No. 8 Lighting | Pemco | Performance iN Lighting | Portor Lighting | Precise LED Inc. | Purelight | QuantaLight | Roberts Step-Lite Systems | Self Electronics | Signify | Advance by Signify | Alkco by Signify | Chloride by Signify | Colorkinectics by Signify | Day-Brite CFI by Signify | Gardco by Signify | Genlyte Solutions by Signify | Hadco by Signify | interact by Signify | LEDALITE by Signify | LIGHTOLIER by Signify | Lumec by Signify | Philips by Signify | Philips dynalite by Signify | STONCO by Signify | SLG Lighting (Spring Lighting Group) | Soltech Lighting | Specialty Lighting Industries | Starfire Lighting | techoled | Topaz-Lighting, A Southwire Company | Voigt Lighting | Wattstopper (Legrand) | WF Harris Lighting | Atlas Lighting Products | Dals Lighting | FME Lighting | Legion Lighting Co. | Utopia Lighting

THIS IS AGS COUNTRY

**Las
Vegas**



Arizona



**AGS
New
Mexico**

PHOENIX CORPORATE OFFICE
201 S 28th Street
Phoenix AZ 85034

ALBUQUERQUE OFFICE
2616 Mesilla Street NE, Suite 1
Albuquerque NM 87110



El Paso

PHOENIX

CORPORATE SALES OFFICE

The AGS Corporate sales office is located in Phoenix, Arizona. Not only is it the headquarter location for our office staff and sales team, but it also provides a dedicated local warehouse facility to service the Southwest.

We recently completed an extensive renovation of the entire office facility with a brand new, completely re-designed workplace that dramatically increased

efficiency and improved the work environment for all employees. In addition, we expanded the office area adding a new 1,000 sq ft state of the art training facility. Investing in the future for many years to come, we installed the latest in technology on all fronts to securely support the cloud environment we operate in, including the best possible network infrastructure, VOIP phones, and premium hardware and accessories for each employee to have the best technology available.



ALBUQUERQUE

SALES OFFICE

AGS has had a resident sales office in Albuquerque for 20 years now. In 2022, as our New Mexico employee count grew, the need for a brick & mortar commercial office also grew. In May 2022, AGS opened an office centrally located in the heart of Albuquerque, with room for future growth and expansion.

LAS VEGAS

RESIDENT SALES OFFICES

Since 2006 AGS has had a resident sales office in Las Vegas. We continue to grow and now have 4 employees in Las Vegas with resident sales offices and look forward to continuing to invest in the Las Vegas marketplace.



OUR MARKETS

As a full-service manufacturer's rep agency, we represent a strategic balance of top electrical + lighting manufacturers in the commercial, residential, and industrial markets.

COMMERCIAL

Our corporate office and distribution warehouse serves as a regional and local resource for our distributor partners. With over 32,000 square feet of storage and yard space, we deliver thousands of products from top-tier manufacturers. Located in the heart of Phoenix, picking up will call orders is fast and easy and many of our on-hand items are available to ship within 24 hours. We are also leveraging the distribution and operational expertise of Trade Tech to drive even greater value to our customers. Fast, convenient, and accurate service is key.



RESIDENTIAL

AGS has solutions for both single-family developments and multi-family projects including apartment buildings and condominiums. We offer a complete line of electrical and lighting products to meet the various needs of making a home personal and unique, as well as allowing for a more unified and cost effective approach to single-family or multi-family living.



INDUSTRIAL

When it comes to improving, powering and networking your industrial facilities, we offer a variety of solutions to meet your project's needs including automation, industrial control, lighting, power distribution, power protection and more.





SERVICES

Providing industry expertise and solutions as well as local warehousing and logistical solutions to electrical distribution, contracting, and the specification communities.



ELECTRICAL DIVISION

Increase job productivity and industry competitiveness with comprehensive & customized solutions that encompass the latest technology in the electrical industry's ever-changing landscape.



Accurate, timely information is more important and more valuable now than ever... we strive to always be proactively communicating with our partners!

Jeff Subject
Inside Sales Electrical

legrand®
CABLOFIL®

legrand®
ON-Q®

legrand®
PASS & SEYMOUR®

legrand®
WIREMOLD®

CONNECTRAC.
A brand of **legrand®**

Southwire®





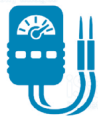


Southwire™

TOOLS & EQUIPMENT

Western Tube
A DIVISION OF ZEKELMAN INDUSTRIES

picoma®
A DIVISION OF ZEKELMAN INDUSTRIES



- | | | |
|---|---|---|
|  TAKE-OFF SERVICE/COUNTS |  LABOR- SAVING SOLUTIONS |  CABLE SELECTION |
|  SUBMITTALS |  CONDUIT FILL CALCULATIONS |  AMPACITY CALCULATIONS |
|  MAXIMUM SHORT-CIRCUIT |  CABLE CHARACTERISTICS |  CABLE TESTING QUESTIONS |
|  RGA REQUESTS |  PRICING |  PRODUCT AVAILABILITY |
|  SHIPMENT INFORMATION |  CHANGE ORDERS |  NEW ORDERS |

Almost from the time a new project breaks ground, until the very end when a building, home or industrial facility is energized, electrical products are needed. We have solutions from the time dirt is turned including PVC and temporary power products, all the way to performing a controls start-up after the building is actually energized. Allied Group Sales is a strategic connection for our customers to the best-in-class electrical manufacturers and electrical products the industry has to offer. We have invested in and built many strong relationships over the years. We work hard every day to increase our value by maximizing all our relationships for the most efficient and synergistic sales and service experience possible. By attracting and retaining top-notch professionals who are subject matter experts in their field, the Southwest electrical marketplace can count on our experience and expertise for consultative conversations, relevant new product and technology introductions, customer product training, as well as application-specific assistance and problem solving.

Atkore
Heritage
Plastics

**Edwards
Signaling**

FEDERAL  PACIFIC


**GREGORY
STRUT**

 **GALVAN INDUSTRIES, INC.**

 **Kidde**

 **NSI**

**POLARIS
TORK
PLATINUM TOOLS**

 **Unity
MANUFACTURING**



LIGHTING & CONTROLS

Our team is always interested in new projects no matter how big or small. We welcome the opportunity to assist you in providing preliminary design plans, layout solutions to complement existing designs, or time-saving product suggestions to increase productivity.



Need ideas? Need Alternates? We are here every day to make certain you have a solution!

Chase Breedlove
Sales Manager Lighting & Controls

Atlas
Lighting Products

CALIVE
ARCHITECTURAL LIGHTING SOLUTIONS

BARRON
lighting group

EXITRONIX
emergency lighting

growlite
horticultural lighting

specialtyLED
commercial & decorative lighting

TRACE•LITE
commercial & industrial lighting

dals

elite
YOUR CHOICE FOR LIGHTING

enlighted
A Siemens Company

Envoy
LIGHTING
Your Commercial & Industrial Lighting Superstore

FILAMENTO

fsc lighting
for beyond efficiency

lp

G&G
INDUSTRIAL LIGHTING

GRAFFITI
LIGHTING

UTOPIA
LIGHTING

ESL
VISION

HOWARD
LIGHTING PRODUCTS

LEDscape
LIGHTING

Life the Nite

ISI
Industrial

Lumencia
Multi-Unit Residential Lighting

LUX ILLUMINAIRE

LUX LOGIC
LIGHTING

LVS

Marlin
controls

MOJO
ILLUMINATION

PURELIGHT

N2M
LIGHTING

N⁸
eight
LIGHTING

PORTOR
LIGHTING
a PORTAL INDUSTRIES brand

RSL

LEGION
LIGHTING CO., INC.



SPECIFICATION

From the most efficient to the most visually pleasing lighting solution, our team is skilled and disciplined to assist our specifier partners in their light fixture selection as well as helping with code-compliant lighting controls and solutions.

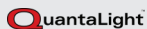
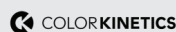
CONTROLS

We offer assistance with design-build, code-compliant systems while paying special attention to project requirements and timelines. We can provide you with a detail-oriented design and technical assistance for all levels of lighting control systems.

CONSTRUCTION

We have spent the last 25 years cultivating relationships with our industry distribution channel partners and contractors to understand the design.

A key aspect of every building project is the lighting and controls. It can make or break the overall vision of a project. Allied Group Sales can help bring your vision into a reality from the product specification to the bidding process, to its negotiation and ordering, and onto the final installation. We are well acquainted with product finishes, color temperature, lighting output and more. Let us assist you with fixture and control systems design and layouts, product selections, photometric studies, submittals, etc. ... all the way to performing the control system start-up. Whatever your project needs require, our qualified team of experts is equipped to help you save time and money on the design and installation of your next lighting & controls project.



AGS Sales

WITH A CONSISTENT HISTORY IN PROVIDING SMART, SENSIBLE, AND COST-EFFECTIVE SOLUTIONS, OUR TEAM HAS A TRUE COMMITMENT TO **SALES EXCELLENCE.**



Excellence

Our diverse set of backgrounds in working directly for manufacturers, local distributors, local contractors, and local specifiers, allows us to collectively deliver the best products and solutions needed for each application.



Tim Klei
President & CEO



GOOD BUSINESS STARTS...

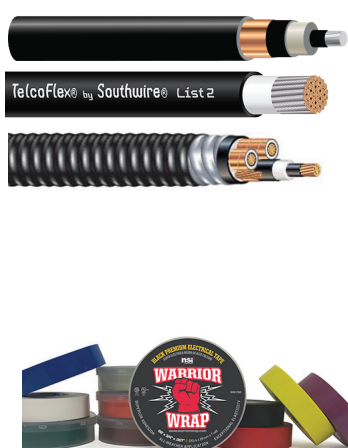
We have a passion for what we do! Our goal is to make every interaction a positive experience which is why we continually pursue ways to deliver you more, through a commitment to specialized subject matter experts, personalized assistance, on-going professional development and training for our team, continuous investment in new technologies to exchange data, and a strong desire by every team member to always go the extra mile for you.

We've intentionally developed our inside sales team into subject matter experts to assure you a consistent level of service and know-how. Our experienced team strives to deliver you the highest level of customer support with the most current products and solutions available.

INSIDE ELECTRICAL TEAM



ERIK DWYER
Inside Sales Electrical
602.437.1158
4 YEARS OF SERVICE



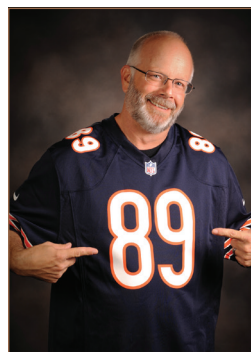
SUE FEGEBANK
Inside Sales Electrical
602.422.9674
24 YEARS OF SERVICE



CARL HARRIS
Inside Sales Electrical
602.422.9663
7 YEARS OF SERVICE



BRIAN PAWLAK
Inside Sales Electrical
602.422.9666
4 YEARS OF SERVICE



JEFF SUBJECT
Inside Sales Electrical
602.422.9665
6 YEARS OF SERVICE



ERIC ASH
Inside Sales Electrical
602.244.8500
1 YEAR OF SERVICE

FROM THE INSIDE OUT

INSIDE LEGRAND TEAM



LINDSAY ELLIOT
Inside Sales Legrand
602.422.9675
1 YEAR OF SERVICE



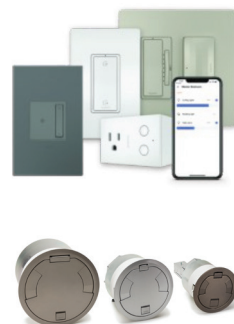
JOHN MARCKSTEIN
Inside Sales Legrand
505.239.1706
20 YEARS OF SERVICE



TONY MONTANO
Inside Sales Legrand
702.498.5895
1 YEAR OF SERVICE



TERRI SHOOP
Inside Sales Legrand
602.422.9676
20 YEARS OF SERVICE



INSIDE LIGHTING & CONTROLS TEAM



CHASE BREEDLOVE
Sales Manager Lighting & Controls
602.875.5890
17 YEARS OF SERVICE



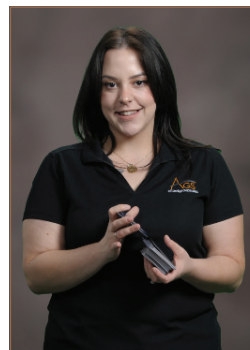
ERIN BOWER
Inside Sales Lighting & Controls
602.612.5183
1 YEAR OF SERVICE



COLLIN DWYER
Customer Service
602.244.8500
2 YEARS OF SERVICE



BETHANI MELLO
Inside Sales Lighting & Controls
602.454.2637
21 YEARS OF SERVICE



MALLARY PALENCIA
Inside Sales Lighting & Controls
602.275.1168
9 YEARS OF SERVICE



RICH RUELAS
Inside Sales Lighting & Controls
602.422.9662
11 YEARS OF SERVICE

A TEAM UNITED BY A...

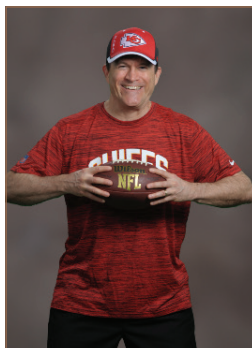
OUTSIDE SALES TEAM



GENE MARTINDALE
Account Manager
Las Vegas/NW Arizona
702.423.9430
16 YEARS OF SERVICE



RICK TODD
Account Manager/Contractor
Sales - Arizona
480.212.2286
3 YEARS OF SERVICE



MATT HISLE
Channel Manager
602.738.6956
1 YEAR OF SERVICE



MICHAEL MOFFETT
Specification Sales
Arizona
602.373.4831
1 YEAR OF SERVICE



DON KAMINSKI
Account Manager
Las Vegas
602.615.2100
25 YEARS OF SERVICE



JOHN QUERUBIN, LC
Specification Sales
Arizona
480.758.7580
1 YEAR OF SERVICE



CHRIS COWLES, CPMR
Account Manager
New Mexico/El Paso
505.321.2284
1 YEAR OF SERVICE



JARRAD REDWINE
Specification/Roadway
Sales - Arizona
480.229.1041
1 YEAR OF SERVICE



PAUL ROACH
Account Manager
Arizona
602.244.8500
1 YEAR OF SERVICE



GENEVIEVE BIRCH
Lighting Controls
Specialist
602.422.9667
3 YEARS OF SERVICE



NANCY WILBER
Contractor Sales
Arizona
602.410.3403
4 YEARS OF SERVICE



NICK HOBBS
Principal, VP Sales
Electrical Legrand
702.427.1189
2 YEARS OF SERVICE



MICHAEL KNOBLOCK
Principal, VP Sales
Lighting & Controls
480.229.1041
5 YEARS OF SERVICE



TIM KLEI
President & CEO
480.466.9609
7 YEARS OF SERVICE

PASSION FOR EXCELLENCE

Excellence is about being passionate; giving your best in all that you do and evoking others to do the same. At AGS, we really love what we do and that makes us the best at what we do.

Excellence is about contribution and honoring others as we move forward towards our vision. Our team has a history of longevity both in the industry and with AGS. We work hard to be subject matter experts in our areas of responsibility and we are committed to continuous learning.

Excellence is about knowing who we are; understanding where we fit and making our mark in the world, as we attempt to make it a better place. We strive to demonstrate friendliness, radiate positivity and at all times do what we say we will do.

Excellence lies in the hearts of all who evoke it in others by mentoring, supporting, exemplifying, and giving back. We're eager to serve through problem solving, listening to your needs and willingly sharing our knowledge.

BUSINESS OPERATIONS TEAM



ERIK DWYER
Operations Manager
602.437.1158
4 YEARS OF SERVICE



CHRISTIE HUMPHREY
Strategic Marketing
602.369.6691
4 YEARS OF SERVICE



EMILY KNOBLOCK
Administration
602.437.3777
4 YEARS OF SERVICE



JILL KLEI
Administration
602.244.8500
7 YEARS OF SERVICE



DIANE "CHUCK" KAMINSKI
Administration
602.881.8914
9 YEARS OF SERVICE

WAREHOUSE OPERATIONS



DEAN BROWN
Warehouse Manager
602.244.8500
10 YEARS OF SERVICE



JON CHOLEFSKY
Warehouse Associate
602.244.8500
1 YEAR OF SERVICE



MARCUS GIPSON
Warehouse Associate
602.244.8500
1 YEAR OF SERVICE



STRATEGIC MARKETING

As we strive to be the industry consultant of choice, our goal at AGS is to make sure we regularly connect and communicate effectively between our team members and our manufacturer and distributor partners in a timely and relevant manner.

We realize everyone has their own unique way to gather information in different places and in different ways. Whether you prefer personal messages, in-person visits, social media or use a variety of digital assets, our goal is to effectively deliver relevant content to our partners regarding the latest products and solutions as well as current promotions. We strive to increase brand and product awareness so you have access to the newest technology and solutions at your fingertips. We also work hard to integrate our manufacturers' tools and resources into our marketing platform making AGS a one-stop approach to gathering the information you need.



E-NEWSLETTER

PRESENTATIONS

WEBSITE

SAMPLES

LITERATURE

E-BLAST

DIGITAL

MARKETING

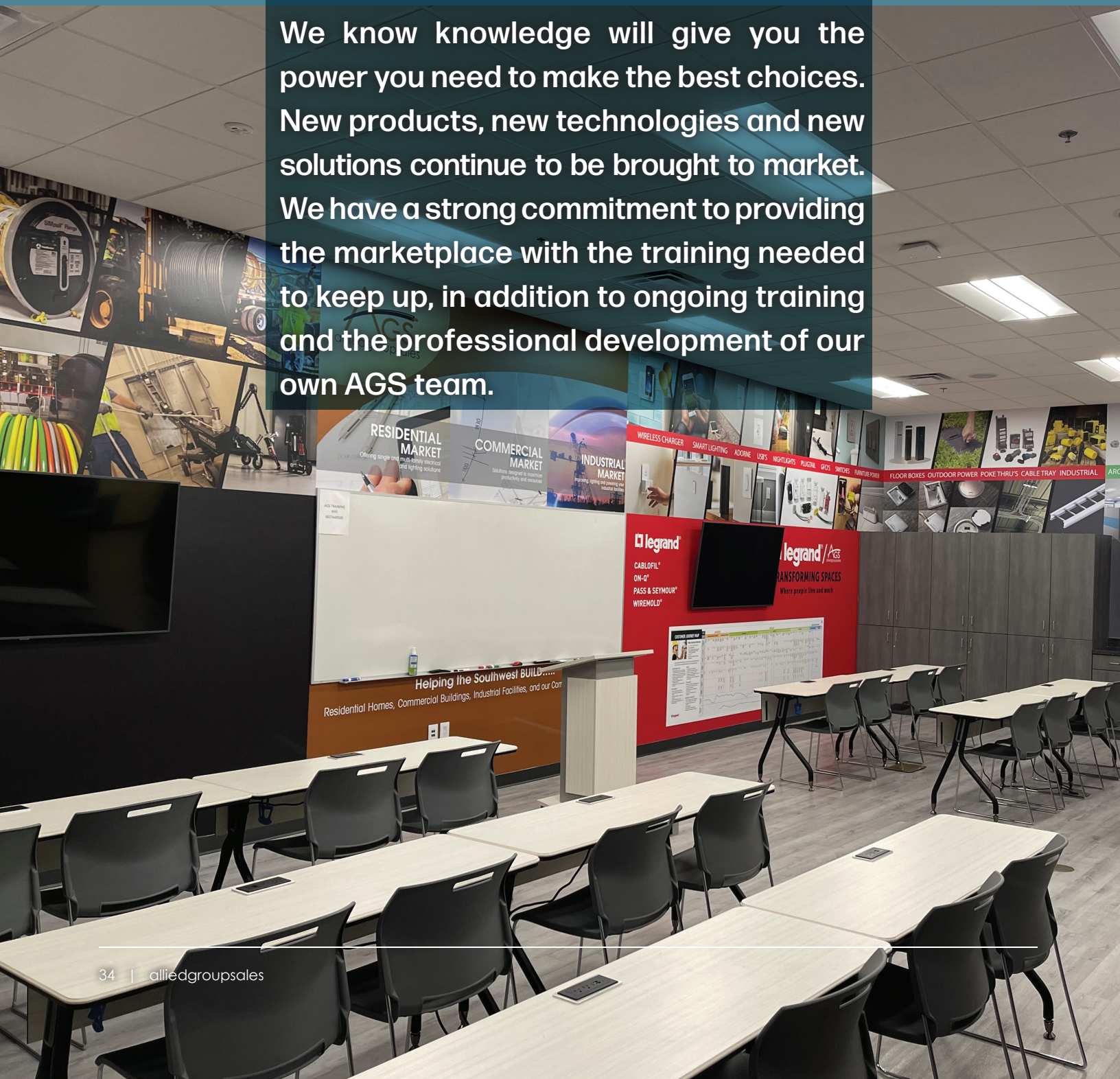
TRADE SHOWS

ELECTRIC TIMES



TRAINING & EDUCATION

We know knowledge will give you the power you need to make the best choices. New products, new technologies and new solutions continue to be brought to market. We have a strong commitment to providing the marketplace with the training needed to keep up, in addition to ongoing training and the professional development of our own AGS team.



COMMITMENT TO TRAINING

- Manufacturer product training at AGS training center
- Factory tours and in-plant training
- Lunch & Learn training sessions at distributors, contractors and specifiers' offices
- NEMRA University training for AGS employees
- Dale Carnegie sales training for AGS employees
- CPMR business leadership training for AGS leaders
- LC training for AGS lighting team members



WAREHOUSING LOGISTICS

Our corporate office and distribution warehouse serves as a regional and local resource for our distributor partners. With over 32,000 square feet of storage and an equal amount of yard space, we warehouse and deliver thousands of products from top-tier manufacturers. Located in the heart of Phoenix, picking up will call orders is fast and easy and many all of our items are available to ship within 24 hours.



Our dedicated warehouse team is always ready to serve you! We understand just how important it is to get the right product delivered...on time.

Dean Brown
Warehouse Manager

INDUSTRY ASSOCIATIONS

The AGS team actively participates in many electrical and lighting organizations. Our team maintains memberships in the following associations, holds board seats and are active or past officers in several organizations as well.



NEMRA REPS ARE THE WINDOW TO THE MARKETPLACE.

NEMRA reps spend their day marketing products to all verticals within the electrical industry, with the purpose of sharing their knowledge of product, local markets and experience to the electrical community. They also advocate customer issues with their manufacturers and distributors to ensure that the customer is receiving exactly what they are demanding. They are the specialists that the users and consultants rely upon as they execute their work. Some of the core functions of NEMRA include: Networking, Education/Training, Mentorship, Industry Research, and Advocacy for the construction industry on Capitol Hill.

AGS takes full advantage of being a NEMRA member in order to advance its team with training & professional development opportunities and to bring better business solutions that make doing business with us easier.

AGS team members are enrolled in NEMRA University, and AGS actively participates in the annual sales conference and the professional development opportunities it presents. In fact, AGS has been an active participant in shaping the direction of NEMRA. Our founder, Don Kaminski was a member of the board for 3 years, and Tim Klei, current owner of AGS, has been involved as a board member for 6 years including the position of Chairman of the Board for the 2021/22 term.



BEYOND BUSINESS

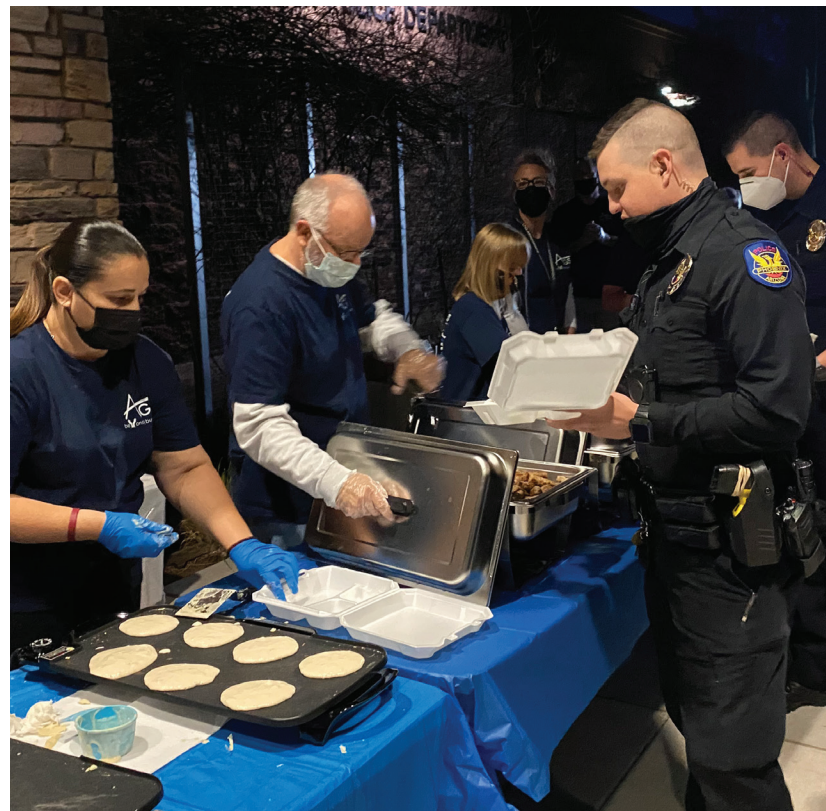
Having a vision
and a passion that
goes **BEYOND**
profit gives our
company a
broader sense
of purpose.



We believe that when you go Beyond Business, you're actually moving your team and your community forward. Giving back is at the heart of our company, which is why we created the AGS Beyond Business initiative to help build the communities we live and work in.

The four key components of our AGS Beyond Business initiative include: **HONOR, SERVICE, SUPPORT and FUN.**

Our annual community service projects have included the AGS TEAM working with the Andre House in 2021 to feed the homeless, hosting a pancake breakfast for the Phoenix Police Department in 2020, and serving at St. Mary's Food Bank in 2019. Most recently, in 2022, we served the Horses Help organization, which uses horses therapeutically for the special needs community. There are so many opportunities to make an impact on our community when we come together as one!



**NEMRA EMPOWER
TOMORROW** 



Banner.
Health Foundation & Alzheimer's Foundation



**Knights of
Columbus**



AGS BEYOND



HONOR

Honoring Those Who Have Fought For Our Freedom!

Every Friday, AGS employees wear red shirts in recognition of the U.S. servicemen and women serving around the globe. This act to honor deployed military personnel is part of a nationwide movement called RED Shirt Fridays, with RED standing for Remember Everyone Deployed. They are our friends. They are our family. They are our freedom fighters.

WHAT IS IT: Red Shirt Fridays-A movement to Remember Everyone Deployed.

WHY: To honor and support our freedom fighters and those who have served in the Armed Forces.



SERVICE

Serving Our Community One Act at a Time

We enjoy supporting our community through established charities and organizations dedicated to helping others through service projects that impact lives.

WHAT IS IT: Supporting local charities and engaging in service projects as a united team.

WHY: We believe with one simple act of kindness we can change a life, a community and the world. No matter how small, we can make a difference, especially when we do it together!



BUSINESS IS...

SUPPORT

Giving Back is at the Heart of Who We Are

We enjoy supporting our community through established charities and organizations dedicated to helping others. It is a privilege and a joy to support organizations dedicated to building up people and that impact our community.

WHAT IS IT: Supporting local charities and projects through donations.

WHY: We believe that when everyone works together something greater can happen; no donation or gift is too small when we unite as a team to support our local community.



FUN!

Building Our Corporate Community With Fun

We enjoy building Team Spirit at AGS. We plan regular company events and activities designed to build up our team as well as our family community.

WHAT IS IT: Having fun through on site team building activities and hosting company events in local venues.

WHY: A stronger team is a more productive team.





Valued Partners,

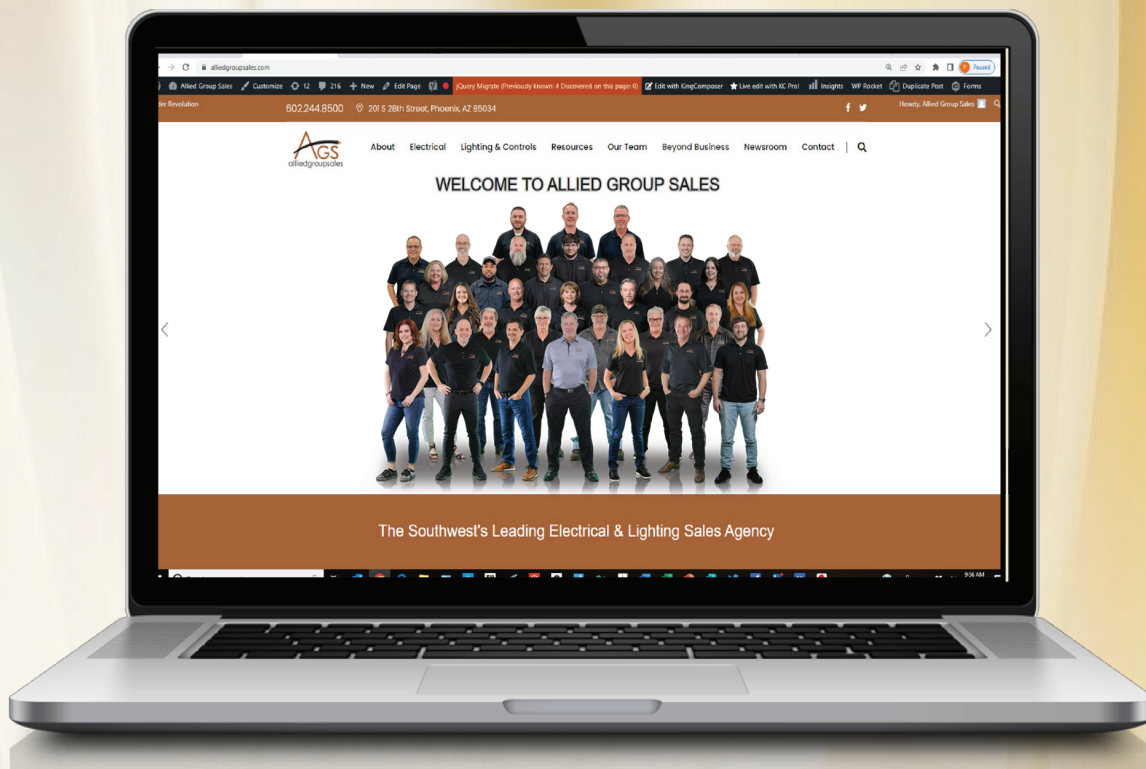
I would like to thank all of our employees, manufacturers and customers for their continued support of AGS and our team members. The investments in people, partnerships, and technology that enabled the first 25 years of success for AGS will continue. Over the past few years our industry and our lives have been riddled with supply chain disruption, material shortages, soaring inflation, and seemingly non-stop pandemic related labor disruptions. Our resolve to overcome has been tested to its core, and together we found ways to adapt and not only survive but come to thrive. As a believer in the human spirit, the American drive, and the will to win, these "circumstances" will eventually be improved. While the nature of business and life is that there are cycles, the long-term outlook is very good indeed. I know I speak for all of the AGS team members when I say Thank You! It is truly our pleasure to continue to work with each of you.

Thank You!

*Sincerely
Tim Klei*



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Manufacturer Design Tools & Resource Links
Stocking Guides & Lighting Codes
Today's Commodity Pricing
Current Industry News



alliedgroupsales.com



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