

CEPro

July 2012
www.cepro.com

INTEGRATION | AUDIO/VIDEO | NETWORKING | CONTROL | BUSINESS

2012 GUIDE TO DISTRIBUTION

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BY

AVAD

A subsidiary of Ingram Micro





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|---------------------------------|---|
| HEADQUARTERS | 16333 Raymer Street, Van Nuys, CA 91406 |
| PHONE | 866-FOR-AVAD |
| FAX | 800-570-3013 |
| BRANCH LOCATIONS | 21 US locations; Three Canadian locations |
| GEOGRAPHIC CONCENTRATION | North America |
| EMAIL | info@avad.com |
| WEBSITE | www.avad.com |

As providers of leading-edge solutions for the residential and commercial markets, integrators see rapid evolution of products and services that their customers are demanding each day.

As the industry evolves with advances in technology and products, the competition and level of distraction also increases within each category. Now, more than ever, integrators require a distribution partner that provides easy access to the tools necessary to grow their business and help enable them to deliver complete solution services. Among the unique services and advantages customers receive when partnering with AVAD include access to:

- AVAD Experience Centers and Local Product Availability
- AVAD System Design Group
- AVAD Technical Support Group
- AVAD Product Exchange Policy
- AVAD National Freight Program
- AVAD University
- AVAD Vendopalooza and Local Industry Events

AVAD is committed to delivering leading products backed up by best-in-class sales support, customer service, technical support and a clear blueprint to success. While most of the industry focuses exclusively on price, AVAD has invested in people and resources to provide dealers' businesses with competitive pricing and a sophisticated set of tools to enable success. Whether a dealer is just starting out, or looking for new areas of opportunity or growing existing business, AVAD is committed to being a partner in their success.





DISTRIBUTION IN U.S. AND CANADA

AKG
Altronix
APC by Schneider Electric
Aprilaire
Arlington Industries
Artison
AT&T/VTech
Atlantic Technology
Bell'O
Bogen Communications
Bose
Boston Acoustics
Burton Wire & Cable
Calrad Electronics
Carlson
Chief
Creston
Crown International
Current Audio
DataComm Electronics
DBX
Denon
DoorBell Fon
Draper (Home Theater Sales)

DYMO
Elevar
Furman Sound
Gefen
Global Caché
GRI
Hosa Technology
H-P Products/Dirt Devil
iPort
JBL Professional
Just Lamps
JVC Professional
Key Digital
Kramer Electronics USA
Labor Saving Devices
Leviton Manufacturing Co.
Linear
Lutron Electronics Co.
Luxul
Marantz
MartinLogan
Middle Atlantic Products
MIDLITE
Monster

MusicLites
MuxLab
NEC
NETGEAR
Niles Audio
Onkyo USA
On-Q/Legrand
Optoma Technology
Panamax
Panamorph
Panasonic
Panasonic Professional
Parasound Products
Peerless Industries
Platinum Tools
Polk Audio
PROConnect
Pro Control
ProFlex
QSC
Rainbow Fish
RepairMaster
Rip-Tie
RTI

Russound
Salamander Designs
Sanus
Samsung
Samsung Professional
Screen Innovations
Sharp Electronics
Sharp Professional
Sirius/Terk
Soundcraft
Speco Technologies
Structured Cable Products
SunBriteTV
Techflex
Thomas & Betts (Augat)
Tivo
Transformative Engineering, Inc.
Triplett
Universal Remote Control
XM Satellite Radio
ZeeVee



A subsidiary of Ingram Micro

Connect with AVAD





How Are You STAYING RELEVANT?

Distributors tackle retail and eetail challenges by focusing on superior education, technical expertise and customer service. *by CE Pro Editors*

IT'S A CHALLENGING TIME for both integrators and distributors alike. In our annual State of the Industry report in January, *CE Pro* noted that its readership survey found 22 percent of products are being purchased from online (12.4 percent) and brick-and-mortar (9.6) retailers. Meanwhile, low-voltage and electrical distributors as go-to product purchasing destinations dropped from about 45 percent to 41 percent year over year.

Integrators themselves already are battling the web when it comes to customers who surf for the best prices on electronics ... and then tell a CE pro, "Why should I buy from you when I can get it cheaper online?" For distributors, the same could be asked only substituting the installer as the customer.

How that question is answered may determine how successful you are at staying in business. And for both integrators and distributors examining their own answers to such queries, the answer often includes the word value.

Both pieces of the custom industry puzzle need to dem-

onstrate value to their customers. For CE pros, it's usually through delivering technical expertise, design creativity and customer service that homeowners cannot obtain at big-box retailers or online purchases. For distributors, it's arming installers with product knowledge and training, convenient ordering and shipping, great working relationships, top-notch customer service and more.

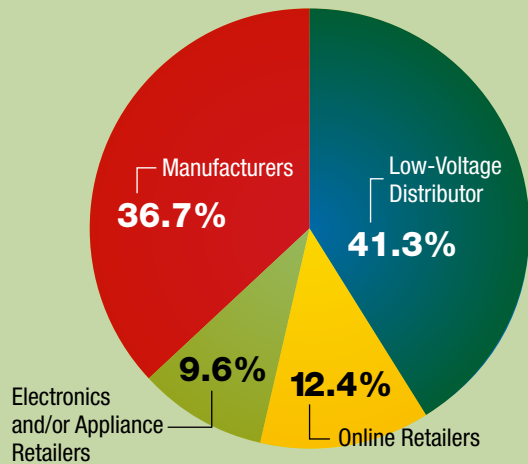
From the responses we received from integrators in our Quest for Quality Awards survey back in April, many distributors are managing to keep pace with the competition, and keep their place in the supply chain. Some comments from installers:

"Capitol Sales has been there every single time we've needed them to be. Their attitude is always 'take care of the customer first,' and that's refreshing."

"AVAD not only has classes from manufacturers, but they also have classes where they bring in manufacturers to show what they have and what they will have, before it's even

2011 Product Purchasing Sources

This may be the most dramatic development from this year's survey. CE pros report buying 22 percent of their products from online retail and brick-and-mortar retail combined.



SOURCE: CE PRO READERSHIP STUDY

announced. Not just like a class, but a discussion.”

“On more than one occasion we needed an unexpected part for an install. Every time we’ve called AllNet we’ve been fortunate. Not only have the parts been in stock, but four times someone from their team has delivered it to the job site — no charge, just a ‘thank you for your business.’”

Distributors realize they need to emphasize their quality service as much as integrators do to clients.

Capitol Sales, for example, noted the relationship aspect to its dealings with installers: “Like others, we engage in email blasts, social media and product-focused announcements, but, more than that, we are available every day for direct dialogues with our customers. From technical input to installation assistance, our customers rely on our team for as much hand-holding as they need, from the initial sale through installation and final run-through. As much as we take pride in our exceptional promotional programs and relationships with top-shelf vendors, ultimately it’s our commitment to customer service that has built and reinforced our relationship with an ever-growing customer base.”

ADI, for example, stressed that its website also offers ways for integrators to stay up to date on technology, and illustrates its convenience: “The website is loaded with new features and functionality to improve the online experience and make shopping at ADI much easier. The site offers more advanced search capabilities, which gives dealers instant access to check inventory, see available stock for delivery or pickup, explore product information and specs, check pricing, manage their account and more.”

We’ve included an A-to-Z listing, both national and by region, of distributors that custom integrators can turn to for their purposes. So will you be prepared to answer their call?

NATIONAL DISTRIBUTORS



ADI

Headquarters: Melville, NY

Phone: 631-692-1000

Toll Free: 800-233-6261

Number of Locations: 97

States Served: National

Online Ordering Capability: No

Website: adiglobal.com

Key Shipping Policies: 24/7 PickUp AnyTime Convenience, Rapid Next-Day Delivery, Credit Cards Accepted, Email Delivery Notification.

Key Credit Terms: Available Credit, Payment Plans, COD, Pay Off the Balance.

Product Categories Carried:

Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT

Training Calendar: adiglobal.us/Events/Pages/Events.aspx

AAMP of America

800-477-2267

aampofamerica.com

Accu-Tech

770-740-2240

accu-tech.com

Advanced Wire Group

626-839-8812

awgcables.com

Alarmax

412-921-8330

alarmax.com



AllNet

Headquarters: Elk Grove Village, IL

E-mail: sales@allnetdistributing.com

Phone: 847-860-0082

Fax: 847-860-0083

Number of locations: 1

(Elk Grove Village, IL)

States Served: National

Online Ordering Capability: Yes

Website: allnetdistributing.com

Facebook: allnet

Distributor Network: AES

Benefits Statement: AllNet

distributes premium products backed by premium service and support. We have a highly experienced field sales force dedicated to servicing your account. Award-winning training offered to our dealers along with our Design Center with active products ensures you are up to date on new products and technologies.

Key Shipping Policies: Free freight on all web ground freight orders. \$750 minimum on phone orders. Local two-hour courier service. All orders in by 4 p.m. ship the same day. Special orders welcome and processed same day.

Key Credit Terms: Open Term Available

Product Categories Carried:

Commercial A/V, Residential A/V Components, Networking/Storage/IT, Other, Video

Almo

800-345-2566

almo.com

AMD

408-749-4000

amd.com

Anixter Wire Cable

800-264-9837

anixter.com

ArchBrook Laguna

800-482-3370

archbrooklaguna.com

Arlington Industries

800-233-4717

aifittings.com

Arrowmounts

213-488-1200

arrowmounts.com

Artech Electronics

800-631-6448

artech-electronics.com

Audio Plus Services

800-663-9352

audiopluservices.com

Audio Video Export

Headquarters: Miami, FL

E-mail: info@av-export.com

Phone: 305-885-3821

Number of locations: 1 (Miami, FL)

States Served: Latin America / Caribbean Region exclusively

Online Ordering Capability: No

Website: av-export.com

Key Shipping Policies: We can deliver to Miami-area freight forwarders, or direct shipping to your country via FedEx (for smaller packages).

Key Credit Terms: Payment accepted by bank wire transfer, credit cards and bank cheques in USD. Credit available for qualified international customers.

Product Categories Carried: Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT

Audio Video Supply

800-284-2288

avsupply.com

AV Partners

805-496-7054

avpartners.com



AVAD

Headquarters: Van Nuys, CA

E-mail: info@avad.com

Phone: 818-742-4800

Toll Free: 866-367-2823

Fax: 866-640-2800

Number of Locations: 24 (ARI-ZONA: Scottsdale 480-609-0453; CALIFORNIA: Irvine 949-595-4434, Livermore 925-245-1473, San Diego 858-650-0728, San Jose 866-633-0437, Van Nuys 818-781-4434; COLORADO: Centennial 303-928-1000; FLORIDA: Ft. Lauderdale 954-358-4434; GEORGIA: Smyrna

770-434-7242; ILLINOIS: Elk Grove Village 847-434-0888; MARYLAND: Gaithersburg 800-760-4707; MASSACHUSETTS: Woburn

781-938-0475; MINNESOTA: Edina 888-339-9338; MISSOURI: Chesterfield 636-898-0306; NEW JERSEY: Pine Brook 800-760-4707; NEW YORK: Plainview 800-760-4707; NORTH CAROLINA: Charlotte 888-295-1125; TENNESSEE: Nashville 888-845-9550; TEXAS: Dallas 800-320-3006, Houston 713-255-5200; WASHINGTON: Bellevue 425-372-1999; CANADA (avadcanada.ca): ALBERTA: Calgary 866-203-4550; ONTARIO: Mississauga 866-523-2823; BRITISH COLUMBIA: Richmond 866-203-4550

States Served: National

Online Ordering Capability: Yes

Website: avad.com

Twitter: [@avad_llc](https://twitter.com/avad_llc)

Facebook: facebook.com/avadllc

Blog: avad.com/Profile/blog.aspx

Distributor Network: AVAD

Benefits Statement: With 24

locations throughout North America, in-depth training opportunities, unique dealer programs, free system design and the industry's most respected roster of brands, AVAD is focused on the needs of the custom installer. AVAD serves as its dealers' go-to resources for all integrated technology solutions for residential and commercial applications.

Key Shipping Policies: AVAD offers residential delivery; will-call pickup and same-day shipping available; overnight delivery available in most locations.

Key Credit Terms: Credit cards accepted; open lines are available to qualifying dealers.

Product Categories Carried: Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT, Alternative Energy, Electrical

Training Calendar: avad.com

AVParts.com

949-279-4333

avparts.com

Baran-Harper Group

905-294-6473

baranharper.com

Bay Distributing

610-375-6480

baydistributing.com

BTX Window Automation

214-340-2800

btxinc.com

Cable Plus

888-888-8045

cableplusinc.com

Cablewholesale.com

888-212-8295

Cablng-Design.com

cablng-design.com

Calrad

323-465-2131

calrad.com



Capitol Sales Company

Headquarters: Eagan, MN

E-mail: info@capitalsales.com

Phone: 651-688-6833

Toll Free: 800-467-8255

Fax: 800-440-4077

Number of Locations: 1 (Eagan, MN)

States Served: National

Online Ordering Capability: Yes

Website: capitalsales.com

Twitter: [@Capitol_Sales](https://twitter.com/Capitol_Sales)

Facebook: facebook.com/CapitolSalesFanPage

LinkedIn: linkedin.com/company/141095

Benefits Statement: Capitol is a national distributor of leading technologies, offering a complete line of CE, telephone systems

and commercial A/V products to residential electronic system contractors and commercial system integrators. Through a broad product selection, technical support, and the Capitol Learning Institute, Capitol shares its extensive industry knowledge and expertise.

Key Shipping Policies: Free UPS

Parcel for orders placed on web and shipped to primary business address. Free truck freight for qualifying orders. Energy Star discount program. UPS orders received by 7 p.m. Eastern time will ship same day. Truck orders received by 4 p.m. Eastern time will ship same day. 98% fill rate and all products shipped from one warehouse. Email confirmation of online order placement and shipment plus easy online order tracking. Direct shipment to job site available.

Key Credit Terms: Capitol accepts major credit cards including Visa, MasterCard, American Express and Discover; check by phone, floor planning and offers Open Account to qualifying customers.

Product Categories Carried:

Gaming, Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT

Training Calendar: capitalsales.com

CCTV Imports

888-315-1219

cctvimports.com

Christy Industries

800-472-2078

christy-ind.com

Cleerline Technology Group

866-469-2487

custominstallsupply.com

comCables/Communication Cables

303-296-1000

comcables.com

**Communications
Supply Corp.**

gocsc.com

Contractors AV

888-848-4228
contractorsav.com

Crest Electronics

888-50-CREST
crestelectronics.cc

Crutchfield

888-955-6000
crutchfield.com

Custom Essentials

614-889-9935
custessen.com

D&H Distributing

800-340-1007
dandh.com

DAS

717-964-3642
das-roadpro.com

Davis Distribution System

800-746-5331
daviddistribution.com

DBL Distributing

480-596-8636
dbldistributing.com

Digital Delivery Group

509-995-1203
digitaldeliverygroup.org

Direct Connect

800-531-3224
directconnecthome.com

DPC Distributors

480-991-9338
dpcdist.com

DSI Systems

800-888-8876
dsisystemsinc.com

DVE Distribution

888-383-9698
dvedist.com

DVR Distributors

888-833-4237
DVRdistributors.com

eDist

Headquarters: Mahwah, NJ
E-mail: *sales@edist.com*
Toll Free: 800-800-6624
Fax: 800-391-5078
Number of locations: 6 (NJ & FL)
States Served: NJ, NY, CT, CA, SC, TX
Online Ordering Capability: Yes
Website: *edist.com*
Key Shipping Policies: Same Day Shipping. Free Shipping based on order amount.

Key Credit Terms: Net 30 and terms and we accept all major credit cards

Product Categories Carried:

Commercial A/V, Security, Car audio/security, Residential A/V components, Networking/storage/IT, Electrical, Digital Home Health

Training Calendar: *edist.com*

**Electronic Custom
Distributors**

800-392-5156
ecdc.com

FDW

800-828-0509
fulldiscount.com
fdwcorp.com

Focused Technology

888-686-0551
focusedtechnology.com

Gepco International

847-795-9555
gepco.com

Grace Motif

480-463-4248
gracemotif.com

Graybar Electric Co.

800-472-9227
graybar.com

Have

518-828-2000
haveinc.com

Home Controls

Headquarters: San Diego, CA
E-mail: *kenkerr@homecontrols.com*
Phone: 619-693-8887
Toll Free: 800-266-8765
States Served: National
Online Ordering Capability: Yes
Website: *homecontrols.com*
Blog: Home Controls

Key Shipping Policies: Same-day shipping on most items with automatic email confirmation of shipping with tracking number. Free shipping on orders over \$1,000.

Key Credit Terms: Easy ordering with credit card or Net 30 trade account terms. Friendly, helpful customer service reps to make sure your shipment meets your requirements.

Product Categories Carried:

Security, Residential A/V Components, Networking/Storage/IT, Alternative Energy, Electrical, Digital Home Health, Other, Residential and Commercial Automation



Home Depot, The

Headquarters: Atlanta, GA
E-mail: *Elizabeth_Rogers@Homedepot.com*

Toll Free: 800-466-3337

States Served: National

Online Ordering Capability: Yes

Website: *homedepot.com*

Product Categories Carried:

Security, Residential A/V components, Networking/storage/IT, Electrical

Iavi

888-999-6564
iavi.com

Ideal

800-435-0705
idealindustries.com

Ingram Micro

714-566-1000
ingrammicro.com

**Intermountain Lock
& Security Supply**

801-486-0079
imlss.com

International Supplies

800-999-1984
internationalsupplies.com

Jenne Distributors

800-422-6191
jenne.com

**Jensen Distribution
Services**

800-234-1321
jensenonline.com

Just Lamps

866-99-LAMPS
justlamps.net

K-Sun Corporation

800-622-6312
ksun.com

**Kevro International/
Monitor Audio**

800-667-6065
kevro.com

Lashen Electronics

800-552-7436
lashen.com

Lesco Distributing

lescodistributing.com

Liberty Wire & Cable

800-530-8998
libertycable.com

M. Rothman & Co.

800-227-7491
mrothman.com

MACO Security Products

510-655-1043
macosecurity.com

Martco

800-233-7769
martcoinc.com

**McCarten Installation
Devices**

800-530-3979
mccartenco.com

MCM Electronics

888-235-4692
mcmelectronics.com

Milestek

800-958-5173
milestek.com

Mouser Electronics

800-346-6873
mouser.com

Music Supply Company

800-527-1522
musicsupply.com

Newtech Industries

800-822-2604
newtechindustries.com

**North American Cable
Equipment**

610-429-1821
northamericacable.com

North American Video

800-714-0717
navcctv.com

**North East Gate
Operators Supply**

888-634-2837
northeastgate.com

Parts Express

800-338-0531
parts-express.com

Petra Industries

Headquarters: Edmond, OK
E-mail: *petrainfo@petra.com*
Phone: 405-216-2100
Toll Free: 800-443-6975
Fax: 800-997-3872
Number of Locations: 1
States Served: National
Online Ordering Capability: Yes
Website: *petra.com*
Twitter: *@Petra_Specials*
Facebook: *facebook.com/Petra.Industries*

Key Shipping Policies: Lowest-price guarantee on any item; same-day shipping on orders received by 6 p.m. CDT; free freight on orders of \$800 or more; no minimum order
Key Credit Terms: Special orders accepted; 24-hour online ordering

from website or mobile website; drop-ship fulfillment program available; email confirmation of orders and shipments; accept all major credit cards. Petra offers very flexible payment choices including C.O.D., credit card (Visa, MasterCard, American Express and Discover), and net terms to qualified accounts. EFT and wire transfers also accepted.

Product Categories Carried:

Gaming, Commercial A/V, Security, Car audio/security, Residential A/V Components, Networking/Storage/IT, Digital Home Health, Other, Consumer Electronics Accessories

Pirate Wire & Supply

800-590-0115
piratewire.biz

Plasma.com

877-722-8948
plasma.com

PowerHouse Alliance

412-973-7974

powerhousealliance.com

**ProAudio.com, a
Crouse-Kimzey Company**

800-433-2105

proaudio.com

Projector People

888-248-0675

projectorpeople.com

QVS

East: 800-622-9606

West: 800-344-3371

qvs.com

Rexel

972-387-3600

rexelusa.com

RJ Throckmorton

636-227-7222

rjthrockmorton.com

RNJ Electronics

800-645-5833

rnjelectronics.com

ScanSource Security

800-964-8994

scansourcesecurity.com

Security Design Services

877-719-2288

securityideas.com

**Security General**

Headquarters: San Antonio, TX

E-mail: cvickers@securitygeneral.com

Toll Free: 888-292-5390

Fax: 888-292-5390

Number of Locations: 12 (Orange, CA; Phoenix, AZ; Albuquerque, NM; Tulsa, OK; Oklahoma City, OK; Fort Worth, TX; Dallas, TX; McAllen, TX; Austin, TX; San Antonio, TX; Houston North, TX; Houston West, TX)

States Served: National

Online Ordering Capability: Yes

Website: securitygeneral.com

Twitter: [@securitygeneral](https://twitter.com/securitygeneral)

Facebook: facebook.com/SGI.Ltd

Key Shipping Policies: Deliver product directly to job sites, accept major credit cards, send email confirmation of shipment, same-day shipping/pickup.

Key Credit Terms: Pre-pay discounts available, leasing available

Product Categories Carried:

Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT

Training Calendar: securitygeneral.com

**Security Lock
Distributors**

800.847.5625

securitylockdistributors.com

SED International

800-444-8962

sedonline.com

SET Net

888-773-8638

setnetpro.com

Shoreview Distribution

781-784-1144

shoreviewdistribution.com

**Signal Relay &
Communications/
The Installer Shop**

619-477-2444

theinstallershop.com

Signature Wire

888-715-1555
signaturewire.com

Silmar Electronics

305-513-0484
silmarelectronics.com

Skywalker Communications

skywalker.com

SmarthomePRO

949-221-9200
smarthomepro.com

Smart Home Systems/ Smart Home USA

888-843-9103
smarthomeusa.com

SnapAV

800-782-2410
snapav.com

Specialized Products

800-866-5353
specialized.net

SRO Supply

800-997-8720
srosupply.com

Stampede

800-398-5652
stampede-usa.com

Starin

219-929-4127
starin.biz

Structured Cable Products

866-470-5742
scpcat5e.com

Sumiko

510-843-4500
sumikoaudio.net

Synnex

800-756-1888
synnex.com

Systems Depot

877-254-2172
sdepot.com

Systems Distributors

800-452-8588
sdlink.com

TAG - The Advantage Group

tadvantageg.com

Target Distributing

800-873-5528
targetdist.com

TecNec Distributors

Headquarters: Saugerties, NY
E-mail: sales@tecne.com
Phone: 845-246-0428
Toll Free: 800-543-0909
Fax: 845-246-0626
Number of locations: 1 (812 Kings Highway Saugerties, NY 12477)
States Served: National
Online Ordering Capability: Yes
Website: tecne.com
Key Shipping Policies: We accept all major credit cards, Net 20 open account terms for credit qualified, send email confirmation of shipment, same-day shipping/pickup, drop shipping available.
Key Credit Terms: Net 20 open account terms for credit qualified.
Product Categories Carried: Commercial A/V, Security

Tech Data

800-237-8931
techdata.com

TeleDynamics

Headquarters: Austin, TX
E-mail: info@TeleDynamics.com
Phone: 512-928-1533
Toll Free: 800-847-5629
Fax: 800-847-5675
Number of Locations: 1 (2200 Wheless Lane, Austin, TX 78723)
States Served: National
Online Ordering Capability: Yes
Website: TeleDynamics.com

Twitter: @teledynamics_TX

Facebook: facebook.com/teledynamics

Linked In: linkedin.com/company/teledynamics

Key Shipping Policies: Same-day shipping; email confirmation of shipment; fulfillment and drop shipping services; no minimum orders; credit cards accepted

Key Credit Terms: Net 30 with approved credit; credit card; wire transfer

Product Categories Carried: Security, Other, Telecom

Tri-Ed / Northern Video Distribution

888-874-3336
tri-ed.com

Wesco

412-454-2200
wesco.com



Windy City Wire

Headquarters: Bolingbrook, IL
E-mail: info@smartwire.com
Phone: 630-633-4500
Toll Free: 800-379-1191
Fax: 630-296-8100
Number of Locations: 8 (Bolingbrook, IL; Wilmington, MA; Secaucus, NJ; Tampa, FL; Plano, TX; Tempe, AZ; Santa Fe Springs, CA; Kent, WA)

States Served: National

Online Ordering Capability: Yes

Website: smartwire.com

Twitter: @WindyCityWire

Facebook: facebook.com/WindyCityWire

Linked In: linkedin.com/groups?about=&gid=4280693

Benefits Statement: Distributor of low-voltage multimedia, CCTV and video intercom system cables, assemblies, connectors and wall plates. Used in conjunction with our patented RackPack Field Systems Solution, which offers increased

productivity and improved jobsite safety. You'll install more wire in less time. Submit more competitive quotes. Secure more projects. Realize greater profits.

Key Shipping Policies: Deliver product directly to job sites, accept credit cards, send email confirmation of shipment, same-day shipping/pickup, etc.

Key Credit Terms: Net 30 payment arrangements can be made for other terms, contact a sales rep to discuss.

Product Categories Carried: Commercial A/V, Security, Residential A/V Components

Wireworld Cable Technology

954-680-3848
wireworldcable.com

Wm. B. Allen Supply Co. Inc.

800-535-9593
wmballen.com

Worthington Distribution

Headquarters: Tafton, PA
E-mail: sales@worthdist.com
Phone: 570-451-4700
Toll Free: 800-282-8864
Fax: 570-451-4770
Number of Locations: 1 (Tafton, PA)
States Served: National
Online Ordering Capability: Yes
Website: worthdist.com
Twitter: @worthdist
Facebook: facebook.com/worthdist
Blog: www2.worthingtondistribution.com/blog/

Key Shipping Policies: Same-day shipping, drop ship

Product Categories Carried: Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT, Electrical, Digital Home Health

WYNIT

315-437-7617
wynit.com

Z. Reiss & Associates

800-943-2000

zreiss.com

Zortek Systems

954-840-7854

zortek.net

NEW ENGLAND DISTRIBUTORS

AV LV

603-491-3395

av-lv.com

Easy Access

Distribution.com

781-893-3999

easyaccessdistribution.com



MRI

Headquarters: Plainville, CT

E-mail: Sales@MRIdirect.com

Phone: 860-747-0003

Toll Free: 888-824-9569

Fax: 860-793-5599

Number of locations: 2

(Marlborough, MA; Plainville, CT)

States Served: MA, CT, RI, ME,
NH, VT

Online Ordering Capability: Yes

Website: MRIdirect.com

Distributor Network: PowerHouse
Alliance

Key Shipping Policies: Pick-up at
both locations, same-day/overnight
shipping, deliveries available, and
more.

Key Credit Terms: Various credit
terms available for easy purchasing.

Product Categories Carried:
Commercial A/V, Security, Car

audio/security, Residential A/V
Components, Networking/Storage/IT

Power & Tel

800-451-4381

ptsupply.com



Professional Audio Associates

Headquarters: Woburn, MA

E-mail: Ifreedman@proaudioinc.com

Phone: 781-939-5630

Toll Free: 800-356-6004

Fax: 781-933-1870

Number of Locations: 1 (Mass.)

States Served: ME, NH, VT, MA,
RI, CT

Online Ordering Capability: No

Website: proaudioinc.com

Linkedin: Yes

Benefits Statement: New England's
ultimate distributor for one-stop

shopping for all your A/V, home
theater, multi-room and commer-
cial audio needs.

Key Shipping Policies: Same-day
shipping, until 5 p.m., next-day
delivery to most of New England,
drop ships allowed, pick-up.

Key Credit Terms: MasterCard/Visa,
net 30 terms with approved credit

Product Categories Carried:

Commercial A/V, Residential A/V
Components, Electrical, Other,
CEDIA channel.

MID-ATLANTIC DISTRIBUTORS

AAC Distribution

732-968-7545

aacdistribution.com

Alarm Components Distributing

585-461-4440

alarmcomponents.com

Alarm Systems Distributors

518-463-4000
alarmsystemsdist.com

All Around Distributors

718-692-3673
allarounddistributors.net

Audio Associates Corporation

732-968-9711
audioassoc.com

AVAD Metro East

800-760-4707
avadme.com

B. Rich Company

800-439-4924
brichco.com

Capital Lighting & Supply

capitallighting.com

Cardinal Electronics

973-471-5557
cardinalelectronics.com

Communicator Tel

800-777-1036
communicatortel.com

Custom Partners

516-352-7533
custompartners.com

d.a.v.i.d. (Digital Audio Video Integrated Distributors)

516-693-0200
meetdavid.com

Fesco Distributors

212-260-0666
fescony.com

GCI Connected Technologies

800-365-6533
gciconnectedtech.com

Jayso Electronics Corp.

718-798-1050
jayso.com

New York Edge

516-352-7533
custompartners.com

Specialty Marketing

800-446-9820
specialtymarketing.com

Tech Source Distributors

215-654-1552
techsourcedist.com

Tristate Telecom

800-223-4534
tristatetelecom.com

Warshauer Automation

732-741-6400
warshauerelectric.com

SOUTH DISTRIBUTORS



21st Century Distributing

Headquarters: Raleigh, NC
E-mail: sales@21stcenturydist.com
Phone: 919-779-0273
Toll Free: 800-849-0647
Fax: 919-779-8994
Number of Locations: 4 (Raleigh, NC; Charlotte, NC; Orlando, FL; Atlanta)
States Served: VA, NC, SC, GA, FL, AL, TN
Online Ordering Capability: Yes
Website: 21stcenturydist.com
Twitter: @21stcenturydist
Facebook: 21st Century Distributing
Distribution Network: Powerhouse Alliance
Key Shipping Policies: Free UPS on \$500 orders; free freight on \$1,000 orders; same-day ship-

ping; free next-day delivery to most areas; StarPoints Rewards Program

Key Credit Terms: Visa, MC, AmEx, Check-by-Fax, COD, 21st Century Credit Card

Product Categories Carried: Commercial A/V, Security, Residential A/V Components

Training Calendar: 21stcenturydist.com/seminar.cfm

A1 Security Supply

800-345-9231
a1alarm.com

Audio America

Headquarters: Jupiter, FL
E-mail: rmunder@audioamerica.com
Phone: 561-863-7704
Toll Free: 800-432-8532
Fax: 561-842-1041
Number of Locations: 3 (Marietta, GA; Jupiter, FL; Miami)
States Served: FL, GA, AL, MS, TN, NC, SC

Online Ordering Capability: Yes
Website: audioamerica.com

Distributor Network: Powerhouse Alliance

Key Shipping Policies: Same-day shipping with next-day delivery throughout most of the Southeast. Both UPS and truck, dependent on order sizes. We accept credit cards, check by phone, and offer terms to qualified businesses. Pick-up counter is available for obtaining product on same day. Email notifications on order shipped via UPS.

Key Credit Terms: Flexible terms dependent on customer qualifications and credit approval.

Product Categories Carried: Security, Car audio/security, Residential A/V Components, Networking/Storage/IT, Electrical, Digital Home Health

AVR Distributing

Headquarters: Marietta, GA
E-mail: mick@av-rep.com
Phone: 770-419-2150

Toll Free: 877-287-5100

Fax: 770-792-6264

Number of locations: 1

States Served: NC, SC, GA, MS, AL, TN

Online Ordering Capability: Yes

Website: avrddg.com

Blog: AVR

Distributor Network: DDG

Key Shipping Policies: Same-day shipment of in-stock items

Key Credit Terms: Check, COD, E-Check, Credit Cards

Product Categories Carried: Commercial A/V, Security, Car Audio/Security, Residential A/V Components

B & H Distributing

800-554-5556
b-hdist.com

BAI Distributors

352-732-7009
baionline.com



Blue Star Distributors

Headquarters: Miami, FL
E-mail: sales@bluestardist.com
Phone: 305-406-1636
Toll Free: 877-406-1636
Fax: 305-406-1690
Number of locations: 2 (Miami, FL; Orlando, FL)
States Served: FL and Caribbean
Online Ordering Capability: Yes
Website: bluestardist.com
Distributor Network: Independent distributor
Benefits Statement: Florida's one-stop solution with more than 75 audio, video, home automation and security brands. Easy order pickup. Monthly trainings done on site by industry professionals. Manufacturer's promotional offers are passed on to you. Two locations with extensive inventory. Knowledgeable sales team with integration experience. Product research done by our staff to

provide reliable solutions to help reduce your installation time and maximize your profits. Online orders available 24/7.

Key Shipping Policies: Same-day shipping on orders before 2 p.m., free shipping on orders over \$699, next-day delivery in Florida.

Key Credit Terms: We offer 30 days terms, accept credit cards and discount price level.

Product Categories Carried: Security, Residential A/V Components

Training Calendar: Dealer-only access.

Custom Distributing Company

770-439-6888
customdistributing.com

DB South

770-795-1414
dbsouth.com

Eagle Distributors

504-464-5991
eagledistributors.com

Electronics Source

877-885-1732
electronics-source.com

Erikson Consumer

514-457-6674
eriksonconsumer.com

FireFold

704-979-7100
firefold.com

GCI Connected Technologies

800-365-6533
giconnectedtech.com

iAutomate

877-306-2940
iautomate.com

InterlectCID.com

800-652-8786
interlectcid.com

LK Stockroom

954-792-3572
lkstockroom.com

Norfolk Wire & Electric

757-631-8500
norfolkwire.com

PGW/PMA Distribution

800-940-9384
pgwdistribution.com

Seabreeze Security Distributors

407-629-2338
seabreezesecurity.com

Security Engineering

336-766-9902
secusa.com

Shifting Sands Stereo Distribution / C & E Marketing

800-633-5312
mag-ce.com

Southern Electronics

800-447-0444
southernele.com

Vickers DDG-Southeast/Southeastern Sales

770-980-1405
vickerssoutheast.com



WAVE

Headquarters: Houston, TX
E-mail: wbreaux@waveinc.net
Phone: 713-466-9283
Toll Free: 866-328-1552
Number of locations: 7 (Houston Southwest, Houston North, Dallas, Austin, San Antonio, New Orleans, Baton Rouge)
States Served: TX, LA, OK, AR, MS
Online Ordering Capability: Yes
Website: wave-electronics.com
Facebook: facebook.com/wave-electronics

Blog: WAVE

Benefits Statement: WAVE

Electronics offers the highest level of customer service and support of any distributor. With seven convenient locations and 24/7 web ordering, we offer value added services that no other distributor can match.

Key Shipping Policies:

Delivery service, web ordering, freight programs, AMEX gift card program, dealer marketing services, in-house tech support, simple return policy, on-site trainings, dealer show-rooms, hand pick shopping areas.

Key Credit Terms: Terms accounts, AMEX gift card program

Product Categories Carried: Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT

Training Calendar: wave-electronics.com/calendar/

MIDWEST DISTRIBUTORS

Alarm Products Distributors

Headquarters: Saint Paul, MN
E-mail: apdsales@apdmn.com

Phone: 651-647-0234
Toll Free: 800-783-1552
Fax: 651-647-0816

Number of locations: 1

States Served: National

Online Ordering Capability: Yes

Website: apdmn.com

Benefits Statement: Alarm Products

Distributors is a wholesale distributor of low-voltage equipment. Home Automation, Security, CCTV, Fire Alarm, Access Control, Central Vac and more. We provide technical support and system design for the systems we sell.

Key Shipping Policies: Same-day shipping until 4 p.m. CST, local courier.

Key Credit Terms: Flexible credit terms

Product Categories Carried:

Gaming, Commercial A/V, Security, Networking/Storage/IT

Autco

314-426-6524
autco.com

AM Distributors

888-345-1300
amdistributors.com

Bright Star Distributors

847-836-7100
brightstardist.com

C.E.D.

847-656-8900
goced.com

CTD Marketing Professionals

800-777-4856
ctdmarketing.com

Dorrance Supply

800-321-0403
dorrancesupply.com

Group Madsen

612-706-9250

IndyAV.com

indyav.com

JH Fagan

800-242-0935
thefagancompany.com

Midstate Security

616-257-1100
midstatesecurity.com

Online AV / Online Reps

330-336-7504
onlinerep.com

Progressive Group, The

616-878-3500
teamprogressive.com

SDI Distributors / SLAMCO

952-906-1700
solutionsdevelopmentinc.com

Security Products Co.

800-321-1070

securityproductscsco.com



SES

Headquarters: St. Louis, MO

E-mail: sales@sesonline.com

Phone: 314-298-8930

Toll Free: 800-325-0221

Fax: 314-298-9501

Number of locations: 12 (St. Louis, MO; Detroit, MI; Mt. Prospect, IL; Bolingbrook, IL; Kansas City, KS; Memphis, TN; Nashville, TN; Waukesha, WI; Louisville, KY; Omaha, NE; Colorado Springs, CO)

States Served: National

Online Ordering Capability: Yes

Website: sesonline.com

Key Shipping Policies: Deliver product directly to job sites.

Key Credit Terms: Credit cards,

same-day shipping/pickup

Product Categories Carried:

Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT

Training Calendar: sesonline.com/Calendar.html

Summit Distributing

605-334-5215

summitdistributing.com

SOUTHWEST DISTRIBUTORS

Audio Video Warehouse, The / Innovative Consulting and Marketing

480-443-1134

av-warehouse.com

Automated Outlet

214-245-4594

automatedoutlet.com

Channel Master

877-746-7261

channelmaster.com

CyberSmart

480-893-7618

cybersmart.com



DNA Distributors

Headquarters: Los Alamitos, CA

E-mail: sales@dnadist.com

Phone: 714-229-2053

Toll Free: 800-385-1575

Fax: 714-527-0640

Number of locations: 1

(10752 Noel St., Los Alamitos, CA 90720)

States Served: California, Arizona, Nevada

Online Ordering Capability: Yes

Website: dnadist.com

Benefits Statement: Distributing,

Centralite, Epson, Kenwood, MTX, Severtson Screens, United Leather

Product Categories Carried:

Commercial A/V, Car audio/security, Residential A/V components, Electrical

Electronic Lane

888-584-5678

electroniclane.com

Icon Distributing

480-607-6616

icondistributing.net

Integral Marketing

800-666-5365

integralmktg.com

Mountain West Distributors

801-487-5694

mountainwestdistributors.com

Security General International

800-292-5390
securitygeneral.com



Wave Electronics

Headquarters: Houston, TX
E-mail: wbreaux@waveinc.net
Phone: 713-466-9283
Toll Free: 866-328-1552
Number of Locations: 7 (Houston Southwest, Houston North, Dallas, Austin, San Antonio, New Orleans, Baton Rouge)
States Served: TX, LA, AR, OK, MS
Online Ordering Capability: Yes
Website: wave-electronics.com
Facebook: [facebook.com/wave-electronics](https://www.facebook.com/wave-electronics)
Blog: WAVE

Benefits Statement: WAVE Electronics offers the highest level of customer service and support of any distributor. With seven convenient locations and 24/7 web ordering, we offer value added services that no other distributor can match.

Key Shipping Policies: Delivery service, web ordering, freight programs, AMEX gift card program, dealer marketing services, in-house tech support, simple return policy, on-site trainings, dealer showrooms, hand pick shopping areas.

Key Credit Terms: Terms accounts, AMEX gift card program.

Product Categories Carried: Commercial A/V, Security, Residential A/V Components, Networking/Storage/IT

Training Calendar: wave-electronics.com/calendar/

WEST DISTRIBUTORS

AEI Components

562-809-8262
aeicomp.com

Arrow Wire & Cable

800-659-3655
arrowwire.com

AVParts.com

949-269-6562
avparts.com

AV Products

949-333-2900
myavp.com

Cal West

714-527-1397
calwestrep.com

Custom Plus Distributing

253-859-1159
customplusedistributing.com

Cutting Edge Distributing

303-671-8900
cuttingedgedist.com



DNA Distributors

Headquarters: Los Alamitos, CA
E-mail: sales@dnadist.com
Phone: 714-229-2053
Toll Free: 800-385-1575
Fax: 714-527-0640
Number of locations: 1 (10752 Noel St., Los Alamitos, CA 90720)
States Served: California, Arizona, Nevada
Online Ordering Capability: Yes
Website: dnadist.com
Benefits Statement: Distributing, Centralite, Epson, Kenwood, MTX, Severtson Screens, United Leather
Product Categories Carried: Commercial A/V, Car audio/secu-

city, Residential A/V components, Electrical

EDI

503-226-4044
www.edinw.com

Electronic Stockroom

877-785-7666
electronicstockroom.com

Excel Distributing

303-572-9292
exceldistributing.com

Fairfax Electronics

800-447-0387
at-fairfax.com

Group One N.W.

425-454-9900
grouponenw.com

HCA Distributing

877-785-7666
hcadist.com

HomeTech Solutions

408-257-4406
hometech.com

Mountain West Distributors

mountainwestdistributors.com

PCA Distributing

714-891-8333
pcadistributing.com

Profit Line

415-898-1617
profitlinemarketing.com

Smart Tech Wholesale

425-869-8800
smartechnwholesale.com

Tri-Signal Integration

818-566-8558
tri-signal.com

Volutone

800-795-5111
Volutone.com

VSSI

800-546-8774
vsscctv.com

Walters Wholesale Electric

714-784-1900
walterswholesale.com

Western Distributing

949-261-8504
westerndistributing.net

CE Pro

cepro.com

For a free download of this 2012 Ultimate Guide to Distribution, please go to www.cepro.com.

