

RME NEWS AND VIEWS

A New Team Member

August 15, 2004

The Roberts Mechanical Equipment Company is excited to announce the addition of Dennis Malkin to our team! Dennis will help to spearhead the growth and development of the new equipment sales department.

Dennis is our sales consultant and is responsible for assisting both contractors and engineers on the proper application and selection of mechanical equipment for their projects. Dennis is also available to meet with our contractors and engineers customers if desired, to assist both a profitable and accurate project. We realize that educating your customer and managing their expectations will go a long way in assuring your success.

Dennis brings RME a wealth of knowledge and experience as he has spent many years in this specific field. Dennis began his career in January 1984 working for his father Sandy Malkin who at the time owned one of Cleveland's most well known mechanical contractors (Commercial Gas Boiler & Heating Company). Commercial was known for specializing in the repair and replacement of boiler room equipment and also had an extensive fleet of rental boilers. After Sandy's retirement and the sale of Commercial Gas, Dennis moved on to spend 8-1/2 successful years as a direct sales representative for The PM Equipment Company. In February of 2003, Dennis moved on to round out his experience as a the outside heating salesman for Woodhill Supply Company. He sold heating equipment, accessories, and parts as well as pipe, valves and fittings to local contractors.

This experience and knowledge combined with Dennis' loyal following of contractors, engineers, and manufacturers brings Roberts Mechanical Equipment the expertise to move forward in the development of what we expect will be the largest and most successful representative firm in the area. Dennis not only brings our customers a firm background in equipment sales, but brings them vast experience in application and installation issues drawing on his days as a contractor. Dennis truly is a perfect fit for RME which bases it's concept on being a single source for mechanical room solutions.

Welcome aboard Dennis!



*Picture provided by Dennis Malkin
(from 2002)*