

June 2008/Volume 26, Number 4

# PM

Plumbing & Mechanical

- ▶ Tankless Water Heaters
- ▶ 2008 Manufacturers Rep Directory



## COMPANY PROFILE



**History:** Scott Dellon's great, great grandfather worked as a plumber in czarist Russia. His great grandfather, **George**, came to America in 1892 and held NY Master License No. 1. He did a huge amount of plumbing work as the industry exploded in NYC at the turn of the century, but lost everything in the Great Depression. Scott's grandfather, **Earl**, was an oil burner parts wholesaler who later started Dellon Sales in 1949, along

with Scott's father, **Gene Dellon**, and his twin brother, **Stan**. Scott received an MBA in industrial marketing management, joined Dellon Sales in 1977, and became the sole owner in 1988.

**Headquarters:** Roslyn (Albertson), N.Y. Warehouse has 46,000 and 4,000 square feet, nine loading docks, 26-foot high ceilings.

**Territory:** Metro New York, northern New Jersey.

**Market segments served:** plumbing, radiant heating, HVAC, waterworks, fire protection.

**Employees:** 60. Outside sales: 21; inside sales: 18; warehouse: 15; accounting: 4; drivers: 2.

**Top management:** **Scott Dellon**, owner and CEO; **David Dellon**, executive vice president; **Ken Shwab**, vice president, fixture sales; **Ron Barba**, vice president, cabinet/retailer division; **Sean O'Connor**, vice president, contractor/builder division; **Brent Brake**, director of marketing; **Joseph Knott**, heating manager; **Dennis Stephan**, fire protection manager; **Brittany Stansberry**, showroom, high-end residential and hospitality manager; **Dennis Zervos**, mechanical/HVAC sales manager; **Bruce Wolk**, commodities sales manager; **Andrew Meisner**, commercial plumbing; **Arthur Brendell**, warehouse manager.

**Vehicles:** Two delivery trucks, a display trailer, van.

**Lines represented:** Anaco, Anvil International, Crane/Fiat, Coyne & Delany, ECR International, Eemax, Elkay, Husky, InSinkErator, Maax, McGuire, Mr. Steam, Mueller Copper, Olsonite, Plumberex, Rockford Separators, Roth Radiant, Sioux Chief, Symmons Industries, T&S Brass, Tyler Pipe, Wade Drains, Watco, Woodford.

**Trade group affiliations:** ASPE, ASSE, ASHRAE, PMCA, NKBA, AIM/R, ASA, AIA, MPCA, ASME, MCA, NFPA, Plumbing Foundation of NY, Westchester Plumbers Association, Associated Builders and Owners, National Association of the Remodeling Industry, NY State of Association of Plumbing Heating and Cooling Contractors, Professional Women in Construction, New Jersey State League of Master Plumbers, Sales Representative Association.

**Web Site:** [www.dellonco.com](http://www.dellonco.com).