



AT A GLANCE

Established 1974

Covering Indiana & Kentucky

Serving the Plumbing, Heating & Industrial Markets

16 Employees

7 Outside Salespeople

HISTORY

The agency has evolved following the 1998 merger of P-M & Associates, Inc. and G.E. Meyer & Associates, Inc. P-M & Associates, Inc., founded in 1974 by Fred L. Munds Jr. and Joe Q. Pindell, was involved in Commercial Plumbing and Fire Protection. G.E. Meyer & Associates, Inc., on the other hand, was founded in 1959 by G.E. "Bud" Meyer with a focus on residential plumbing and water well products. The merging of the two agencies has culminated into a diversified representative firm with seven outside salespersons traveling Indiana and Kentucky. Many of the original manufacturers represented by these individual firms remain with P-M & Associates today giving us some principal relationships of more than 50 years.

SALES TEAM

Our sales team consists of 7 outside salespeople, 4 Inside Salesmen, Commercial Quotations, Sales Support, 2 Warehouse specialists and our controller. This team ranges in experience from 2 years to 35+ and our average tenure is more than 15 years.

FACILITIES

P-M & Associates relocated to our current site in December 2011. This facility was originally built in 1912 and most recently served as the St. Clair Press. Located in the heart of downtown Indianapolis, the Cottage Home District, this facility provides easy access for our customers and associates. With over 40,000 square feet of warehouse, 63,000 square feet total and sitting on 3 acres of property, this facility provides all the space necessary to accommodate our current business and provide for future growth.



MANAGED GROWTH

Since the economic downturn beginning in 2008, P-M & Associates has worked hard to strengthen our company by solidifying our principal relationships, continue providing value to our customer base and enabling our team to grow both professionally and personally. This philosophy, combined with hard work has allowed us to grow our team by 33% in the last four years and has grown our sales 43% since 2009! With sales people in key positions throughout our territory, we have grown sales organically and gained market share for our principal partners.

INDUSTRY PARTICIPATION

P-M & Associates is very active in both national and local trade associations. Our COO & President both are CPMR graduates and our VP is currently undertaking the CPMR classes. We participate in ASPE, ASA YE, PHCC, MCAI, AIM/R and ASHRAE. We support these associations by sponsoring events, offering training classes, attending trade shows and contributing to publications.

FUTURE SUCCESS

P-M & Associates has been blessed over the last 38 years to represent great principals and enjoy the prosperities of our hard work. Currently in our second generation of leadership, we also know it is important for our principals to do all we can to ensure the long term success of these relationships and continue to grow our business. The current leadership has a formal succession plan in place that will transition the operation and ownership of the company at the appropriate time to allow for a smooth transition and continued success.