

Desert Distribution Sales and Incentive Sales Merge

Jo Morris, Managing Partner at Desert Distribution Sales, LLC, and Karen Ardizone, owner of Incentive Sales, are today announcing that they are combining their manufacturer's representative agencies. Effective March 1, 2023, they will conduct business as Desert Distribution Sales and cover the territories of California, Arizona, New Mexico, Nevada, Colorado, and Utah.

John Wachman, Founder and Partner at Desert Distribution, expressed his appreciation for the work Karen and Jo did to bring this agreement forward. He also noted the long and accomplished careers that both these women have had in the fastener business.

Karen Ardizone says she looks forward to working with the new team and to continue servicing the needs of their customers and principals. She adds that the fastener business and its people have been her life's passion for 50-plus years!

Desert Distribution Sales, LLC is a multi-line manufacturer's representative agency with locations in Arizona, California, Nevada, and Colorado. Desert Distribution Sales provides professional sales representation to engineered fastener and component manufacturers and suppliers. We offer sales support, product training and OEM development to distributors and end users throughout the Southwest and Rocky Mountains. Our approach is to aggressively promote the products and services of our principals. We strive to both increase market share and to grow the overall business. We provide services including value analysis and value engineering to help drive down assembly costs and improve product quality. We service most major manufacturing sectors including aerospace, automotive, appliance, solar, wind-power, and telecommunications industries.

Please visit www.DesertDistribution.com for our complete line card.