



OSTERMAN FOX
AND ASSOCIATES



Apogee Solutions Group

03/31/2023

Osterman Fox and Associates and Apogee Solutions Group Merger

We are excited to announce that Osterman Fox and Associates New England Territory and Apogee Solutions Group have permanently merged their sales and marketing teams for better synergies, improved territory coverage and increased sales opportunities for our partners.

The combined company will be the New England Division of Osterman Fox and Associates and will operate under the name Osterman Fox - Apogee LLC. The new company will have four owner/partners Frank Kaduc, Chris Fox, Dan Murphy and V.J. Ladd.

Under Osterman Fox - Apogee LLC. Dan Murphy, Frank Kaduc and V.J. Ladd will run the division as Managing Partners. Headquarters for the combined company will be in Syracuse NY.

Dan Murphy said “The merger of both companies in New England allows us to remain customer centric, while providing the highest level of service to our distributor partners and manufacturers we represent.” V.J Ladd said “This merger puts both of us in a much better position to take market share for our partners and grow to new levels.”

“This is really an exciting moment for both companies,” said Chris Fox. “We've built incredible relationships over the years and now being partners is very exciting.”

The companies formed a strategic partnership that is beneficial for both companies, their customers, manufacturers, and distributors. Beyond the name change, customers should see significant improvement in sales coverage and improved services they will receive from both companies.

New England Sales Team

Dan Murphy - Managing Partner

V.J. Ladd - Managing Partner

Jim Crudele - Outside Sales Representative

John Deluca - Outside Sales Representative

Jeff Tryon - Outside Sales Representative

Lou Tessier - Commercial Contractor Specialist

Scott Koziak - Inside Sales

Patrick Mitchell - Inside Sales

Osterman Fox and Associates

Osterman Fox and Associates is a full-service stocking of products for optimum customer service and support. They provide territory coverage for Upstate NY, and the New England territory covers Maine, New Hampshire, Vermont, Massachusetts, Connecticut, and Rhode Island. Osterman Fox has served the industrial, commercial, residential, and OEM electrical markets of Upstate New York for over 80 years and New England for 5 years. Our line card includes high quality enclosures, devices, raceway, tools, conduits, fittings, lighting, wire and cable from a wide range of leading manufacturers.

With corporate offices and warehouse facilities in Syracuse, Osterman Fox and Associates offers rapid response and on time delivery of products for optimum customer service and support.

Apogee Solutions Group

Apogee Solutions Group is cross-industry manufacturers' representative agency servicing the electrical and electronic markets in the New England area. Apogee brings over 75 years of local, national and international industry experience and access to market, delivering solutions across all verticals in the electrical and electronic space.

Apogee's approach is customer centric and performance driven, delivering the highest level of value and relevance to both the end-users they serve and the manufacturers they represent. Apogee understands Their customer's needs and their business to bring unmatched experience in delivering the best solutions while creating customer preference for our manufacturers.

Sincerely

Frank Kaduc, Chris Fox, V.J. Ladd, Dan Murphy