

Michigan's EPS Receives Stockstell Award For Quarter-Turn Sales

Sales representative firm Exceptional Product Sales (EPS), Inc. of Sterling Heights, Michigan has been awarded Milwaukee Valve's 2022 Ron Stockstell Memorial Award for quarter-turn sales growth in 2021.

Led by Mike Kovacs, EPS was able to increase 2021 quarter-turn sales by more than 13%. EPS enjoyed this impressive success because of years of dedication to specification work, as well as building relationships and trust with the engineering and contractor markets.



Michael Kovacs of Exceptional Product Sales unveils his plaque for the 2022 Ron Stockstell Memorial Award. The award goes to the Milwaukee Valve rep agency showing the greatest increase in quarter-turn valve

sales over the previous year.

The Ron Stockstell Memorial Award was created to celebrate the agency with the greatest sales growth in quarter-turn products over the past year. Named for Milwaukee Valve's first quarter-turn valve product manager, Stockstell was hired in 1986 to supervise the development of the company's bronze and brass ball valves and iron butterfly valves. Prior to his arrival, Milwaukee Valve imported a few brass ball valves and a very limited offering of iron butterfly valves. Under Stockstell's guidance, Milwaukee Valve designed and manufactured its own valves, and he spearheaded the projects adding the industrial offering of carbon and stainless-steel ball valves.

Before the design process was completed, Stockstell lost a difficult battle with cancer in 1994. In his short tenure with Milwaukee Valve (only 8 years), Stockstell radically changed the focus of the company from commodity valves sold on price, to a focus on the specification market, which changed how Milwaukee Valve products went to market and how sales representatives serviced their prospects. Stockstell also served as a mentor to the engineering team, charging them to focus on the needs and requirements of the specifying engineering community and the installing contractors, an effort that continues today.



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