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

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

Mike Kovacs received his award at Milwaukee Valve's 2023 Nation Sales Meeting from Brian Isaac, industrial product manager, who launched Milwaukee Valve's ball and butterfly product lines with Stockstell in the late 1980's.

In 2021, EPS was able to increase quarter-turn sales by more than 13% over 2020. But in 2022, EPS raised their performance, increasing sales by more than 39%. Led by Kovacs, 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 receives recognition for again winning the 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. This was the second consecutive year for Kovacs and EPS.

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 an emphasis 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, including Brian Isaac, charging them to focus on the needs and requirements of the specifying engineering community and the installing contractors.



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