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Nashville, TN- Electrical Sales Associates, a premier manufacturers' representative agency in the Southeast, announced it has closed on a transaction to acquire Georgia-based KAM Sales. KAM Sales is a stocking manufacturers' representative agency that operates in Georgia, Alabama, and the Florida Panhandle.

This deal allows the enhanced ESA (Electrical Sales Associates) to provide customers with greater access to great manufacturers and adds 30,000 square feet of warehousing capabilities to ESA's solution services portfolio. ESA started out in 1983 as a sales agency with the best people, and now is moving on to the next phase - to be the best agency in the business.

"It is an exciting time in the electrical industry and at Electrical Sales Associates. This acquisition is a result of good timing, as it provides a path of succession for KAM Sales and supplies the building blocks for future growth for Electrical Sales Associates" said Chris Templeton, ESA President.

ESA will continue to operate under its partner-led management team. The partner management team will be supported by the operational and sales experience of Clay Martin and Charlie Tedder. "We know the KAM Sales business is in great hands with ESA and we are excited to now be a part of Team ESA," said Clay Martin, President of KAM Sales.

Electrical Sales Associates will continue to serve its customers in Georgia, Alabama, the Florida Panhandle, and Tennessee. As a result of the acquisition, ESA now proudly represents these great manufacturers: Air King, American Fittings, Poly Water, BRK, Engineered Products, Federal Pacific, Harger, King Staples, Lew Electric, Mag-Bit, Mulberry, National Pipe, PHD, and Shamrock.

We welcome our new teammates, customers, and manufacturers from KAM Sales to Team ESA. "ESA's plan is to be the best, and we stay committed to achieving success responsibly, by striving for excellence one day, one opportunity, and one customer at a time," said Josh Masters, Managing Partner of ESA.

Sincerely,

Electrical Sales Associates (ESA)



Electrical Sales Associates (ESA) is a sales, marketing, and solutions provider that delivers innovative and labor-saving products to our partners, distributors, contractors, engineers, and end users. Founded in 1983, ESA has grown to be a best-in-class agency selling superior electrical products to electrical distributors located in Alabama, Georgia, Tennessee, the Florida Panhandle, South Carolina, and North Carolina.

Powered by our people.

