

The More You Know



June 19, 2024

Tennessee's Hydro Spec Honored With Stockstell Award For Quarter-Turn Sales

Hydro Spec, Inc. of Nashville, Tennessee has again been recognized with Milwaukee Valve's Ron Stockstell Memorial Award for quarter-turn sales growth in 2023.

Hydro Spec was able to increase quarter-turn sales by more than 61% over 2022. Led by Eddie Agee and Chris Mendell, Hydro Spec dedicated years of building relationships and trust with the engineering and contractor markets, resulting in this impressive success. Hydro Spec also won the Stockstell award in 2019.



Eddie Agee of Hydro Spec celebrates 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. Hydro Spec previously won the award in 2019.

The Ron Stockstell Memorial Award was created to celebrate the Milwaukee Valve sales representative agency with the greatest sales growth in quarter-turn products over the previous year. Named for Milwaukee Valve's first quarter-turn valve product manager, Ron Stockstell was hired to supervise the development of the

company's bronze and brass ball valves and iron butterfly valves. Under his guidance, Milwaukee Valve designed and manufactured its own valves, and he spearheaded the projects to add the Company's industrial offering of carbon and stainless-steel ball valves.

In 1994, before the design process was completed, Stockstell lost a difficult battle with cancer. But 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. This dramatically 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.

**Congratulations again to Hydro Spec
for an outstanding effort and year!!**

For more information on Milwaukee Valve's complete lines of ball and butterfly valves, visit www.MilwaukeeValve.com or contact your Milwaukee Valve customer service rep today. A complete listing, by territory, can be searched at our website, at www.MilwaukeeValve.com/Find-Sales-Rep/.



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