

June 26, 2024

Shyne & Associates Shines in the Rockies for Milwaukee Valve

Shyne & Associates of Denver are the 2023 recipients of Milwaukee Valve's **Terry Sherman Memorial Award**. Shyne is Milwaukee Valve's sales representative agency for Colorado, Wyoming and Montana.

The award is named for Terry Sherman, who was renowned for his enthusiasm and positivity, as well as his "Valve Schools" which were directed at sales representative agencies, specifying engineers, installing contractors and distribution partners.



Steve Stone accepts the 2023 Terry Sherman Memorial Award from Milwaukee Valve's director of outside sales Jeff Kiefer.

Shyne & Associates earned their distinction during a year of transition. Owner Steve Stone began implementing his succession plan, preparing the next generation to manage and grow his business. Stone made critical hires, selecting the next generation of his company and putting them through the paces of learning and growing, training them much like Terry Sherman would have.



Shyne & Associates entire team receives the 2023 Terry Sherman Memorial Award from Milwaukee Valve.

Terry Sherman's legacy is training and educating. Stone appears to have chosen his successors on the same model, focusing his time and efforts on providing the training necessary to educate and train the key decision-makers in the engineering, installation and distribution communities. And while implementing changes to his workforce, Shyne was able to increase sales by more than 13% over the previous year.



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