

## **YES DISTRIBUTING ALWAYS HAS THE RIGHT ANSWER!**

*Master-Bilt Brings Aboard New Sales Rep Firm*

**MENDOTA HTS, MN (July 2004) – Master-Bilt**, manufacturer of a full line of premier commercial refrigeration systems for 65 years, proudly announces the addition of **YES Distributing**, an equipment dealer for Master-Bilt for the Minnesota, North Dakota and South Dakota territories.

YES has been a distributor in the foodservice industry since 1990. Starting out as distributors of select pieces of merchandise, they now work as manufacturers' representatives for several different brands that outfit the foodservice sector. Their decision to focus on Master-Bilt refrigeration fits seamlessly into their strategy to extend and increase current offerings, as Master-Bilt offers a broader scope of refrigeration products.

YES recently hired Mike Skelton as the sales manager for all Master-Bilt equipment. Skelton's expertise in refrigeration, particularly in walk-in coolers, will be of help to customers in the decision-making process. Rounding out YES Distributing are owners Jack Hays, Kim Oskey, Jim Thompson and Justin Thompson.

"Master-Bilt is a well defined company which produces durable equipment that is well respected in the industry," said Jack Hays, President, YES Distributing. "We are excited to not only have the opportunity to sell their equipment, but also to do so through a knowledgeable and resourceful person like Mike Skelton."

"We feel we have found a good fit with YES Distributing," said Bill Huffman, Vice President Sales and Marketing at Master-Bilt. "Their diligence and knowledge is evident in all that they do, including customer service and territory sales."

Established in 1990, YES has grown to become one of the leading foodservice equipment sales organizations in the upper Midwest. YES Distributing is a manufacturers rep and wholesale distributor focusing on foodservice equipment for hospitals, government, QSR and other foodservice outlets.

Master-Bilt, a member of the Standex Foodservice Group, has been delivering premier refrigeration solutions to the commercial marketplace for 65 years. Their markets of specialty include: supermarkets, restaurants, convenience stores, dairies, warehousing and drug stores. For more information on Master-Bilt's full product line, or literature call Mary Lowstuter at 1-800/647-1284, extension 203, or e-mail to [m\\_lowstuter@master-bilt.com](mailto:m_lowstuter@master-bilt.com).