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Melfred Borzall welcomes new distributors to the family.

Santa Maria, CA 06/23/2016—Melfred Borzall added five new distributors to their team making it easier for their customers to get the tools they need, when they need them.

“We expanded our network of distributors to ensure the HDD contractor is able to get the right tools at the right time. Local availability of tooling allows the customer to get the what they need as early as the same day and keep on drilling,” says MB Marketing Director Peter Melsheimer.

Central and Southern Florida

Representing central and southern FL is the Galloway Group, located in Fort Myers, FL. The Galloway Group joined MB in March 2016 to expand their HDD line of tools and service. With over three decades of underground construction experience, Galloway has a team of industry experts ready to solve HDD challenges for their customers.

Utah

Located in Salt Lake City and covering UT, B & B Supply, Inc. boasts a 12,000 square foot warehouse and a large yard to stock product for a variety of drilling applications. With years of drilling experience focused on delivering the best product and excellent customer service, B & B is dedicated to customer satisfaction. They joined with Melfred because they saw it as a chance to grow their own business.

“We feel Melfred Borzall has the best HDD tooling line, period. Couple that with their customer service and attention to detail and you are dealing with one of the best,” says Pete Brannon of B & B. “We plan to grow our business with Melfred Borzall being a huge player in our success. We see ourselves working with the MB team for many successful years to come.”

South Texas

Established in 1988 by Lance Clayton, C & O Equipment is a full service equipment company providing a variety of products and services, from sales and rentals, to parts and an in-house service center. Moving into the ever-growing HDD industry, C & O joined MB in June this year, adding HDD products to their inventory.

Alabama, Mississippi, Northern Florida and Panhandle

Founded in 1987, Atlantic Supply is a prominent distributor of drilling equipment and supplies for HDD, geotechnical drilling and environmental drilling. With a variety of suppliers they're able offer the best products available, along with a knowledgeable staff and resources to meet their customer's needs. Atlantic Supply started with Melfred in early 2015 with AL and MS territories and in 2016 added northern FL and the Panhandle.

Minnesota

FS3 began in July of 2003 as a material supplier to the utility industry focusing on underground products and supplies. As the industry grew, FS3 added HDD tooling and accessories to their inventory. FS3 has a staff with years of combined utility industry experience, offering on site demonstrations and visits to take care of their clients drilling requirements. They joined the Melfred distributorship in 2015 and cover all of Minnesota.

“Our relationship is positive and growing,” says Marty Ferguson, FS3 owner and president. “We came on with Melfred Borzall because of the quality and reputation of their tooling. We also like that they are family owned and the tools are made in the U.S.”

To learn more, call 800-558-7500 or visit our website at www.melfredborzall.com.