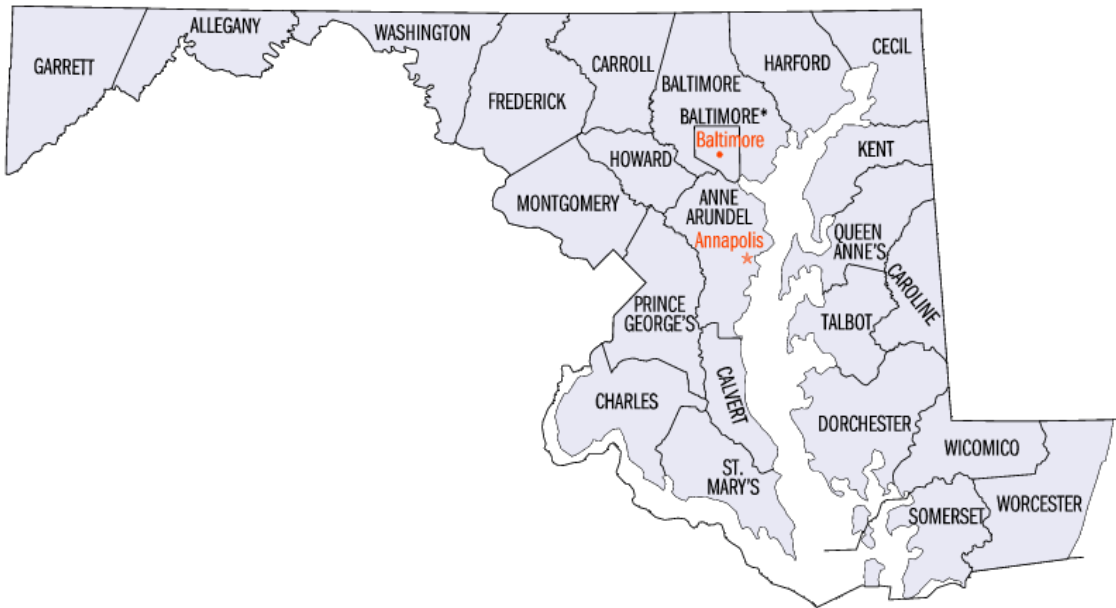


Territory Maps

Phoenix Sales & Marketing, Inc.

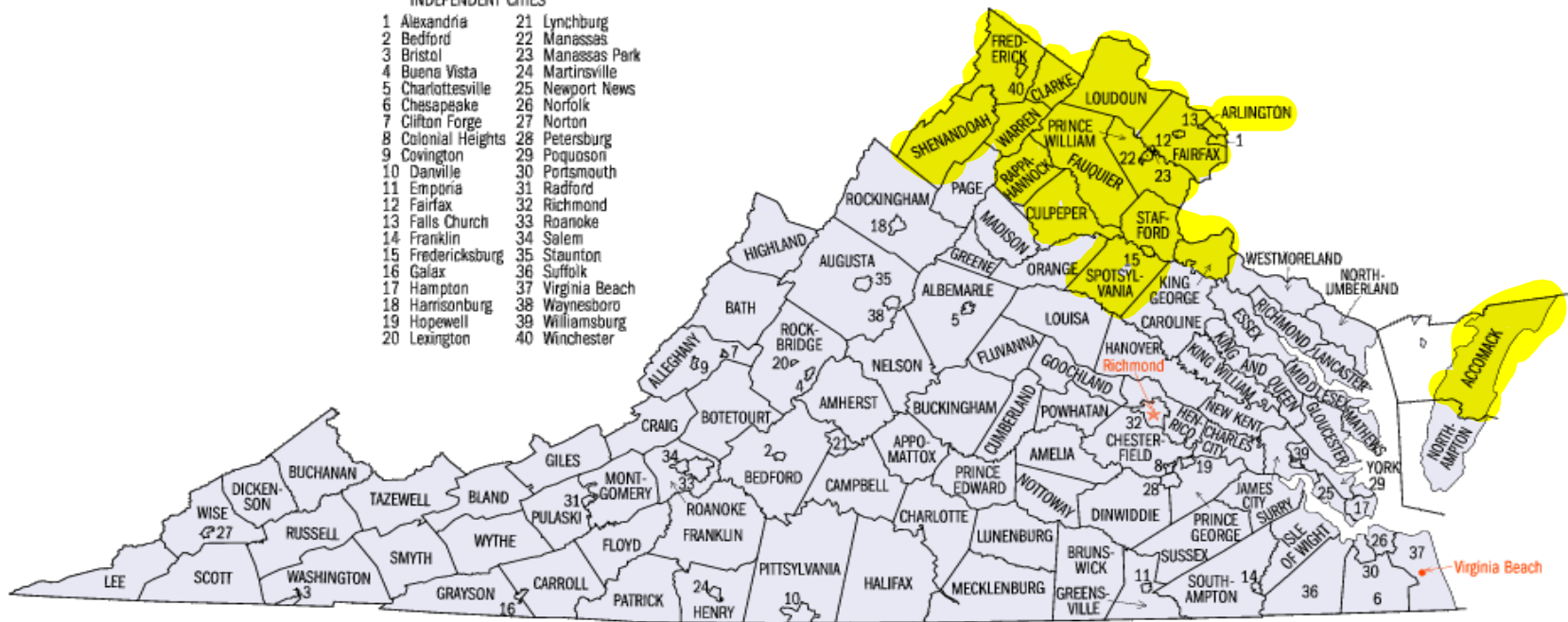
State of Maryland



State of Virginia

INDEPENDENT CITIES

1 Alexandria	21 Lynchburg
2 Bedford	22 Manassas
3 Bristol	23 Manassas Park
4 Buena Vista	24 Martinsville
5 Charlottesville	25 Newport News
6 Chesapeake	26 Norfolk
7 Clifton Forge	27 Norton
8 Colonial Heights	28 Petersburg
9 Covington	29 Poquoson
10 Danville	30 Portsmouth
11 Emporia	31 Radford
12 Fairfax	32 Richmond
13 Falls Church	33 Roanoke
14 Franklin	34 Salem
15 Fredericksburg	35 Staunton
16 Galax	36 Suffolk
17 Hampton	37 Virginia Beach
18 Harrisonburg	38 Waynesboro
19 Hopewell	39 Williamsburg
20 Lexington	40 Winchester



Northern Counties ONLY:

Loudoun, Fairfax, Arlington, Frederick, Fauquier, Clarke, Prince William, Rappahannock, Warren, Shenandoah, Accomack
 Warren, Culpeper, Spotsylvania, King George and Stafford & Cities of Alexandria, Manassas, Fairfax, Manassas Park, Falls Church
 Winchester and Fredericksburg.

Electrical Distributors based in Northern Virginia w/ Locations in VA, MD & DC: Dominion Electric Supply, Dulles Electric Supply, Alexandria Lighting, CED Sterling.

Electrical Distributors in MD w/ Locations in the above mentioned Northern Virginia counties & cities along with MD & DC: Capital Tristate, Maurice Electric Supply, Rexel, Shepherd Electric Supply, United Electric Supply, Noland Supply.

Graybar Electric is part of Richmond District BUT the 3 locations have autonomy and are under a separate District Manager based out of the mini CDC in Sterling VA.

District of Columbia

