

Carlton Sales & Marketing, Inc.

Sales & Service for the Manufacturer

CSM Resume

Jim and Nancy Carlton established Carlton Sales and Marketing, Inc. in June of 2003 in Temecula California, after being in the Manufacturer's Representative business for over 12 years with various independent agencies in the California territory.

CSM currently employs 2 sales people with over 40 years of experience and 1 office support, customer service person. CSM's territories include the California, Nevada, and Arizona markets with limited coverage in the Oregon, Washington and Alaska and Hawaii markets. All service and training is performed by CSM sales staff with merchandising meetings held regularly to ensure the quality of service that has been expected by our principles.

CSM customers include Dunn-Edwards Paint, Vista Paint, Kelly-Moore Paint, Miller Paint, Rodda Paint, Sherwin Williams Paint, PPG Paint, Mallory Paint, ProBuild Dixieline Lumber, Ganahl Lumber, California Do-it Centers, Fred Meyer, Jerry's, McClendon's Hardware, Imperial Hardware, HD Supply Contractor Warehouse, Friedman Bros., Santa Rosa Wholesale, Paint Sundries Solutions, Lancaster Distribution, Janco Distribution, Emery-Jensen Ace Distribution, Horizon Distribution, and L&D Distributors.

Jim Carlton has been in the Home Center, Hardware, Paint, and Lumber Industry since 1969 with positions in Retail Sales, Merchandising, Wholesale Distribution, Purchasing, Store Planning, and currently as a Manufacturer's Representative for over 28 years. Jim manages a sales force that covers California, Nevada, Alaska and Hawaii, and currently covers the Pacific Northwest himself.

Kyle Atkins joined CSM in March of 2018. He has several years of experience in the home improvement industry and covers all paint and hardware dealers and distributors in the central and northern California and northern Nevada territories.

Nancy Carlton takes care of customer service and Office Support and all data processing and financial issues, and has been in the hardware/paint industry since 1979.

