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PM

▶ Domestic hot water recirc – no longer an obscure technology

▶ Tiny house plumbing requirements

PLUMBING & MECHANICAL



The team at Maloney & Curcio is the embodiment of professional sales and customer service.



2020 PLUMBING & MECHANICAL REP OF THE YEAR: MALONEY & CURCIO

Mountainside, New Jersey-based Maloney & Curcio takes this year's honor as *PM's* Manufacturers Rep of the Year.

Since its inception in 1934, Maloney & Curcio has held onto the tradition that the customer always comes first. Under the leadership of third-generation President **Joe Curcio**, the company is supported by loyal staff members whose dedication to their manufacturer clients, distributors/wholesalers and installers has earned the Mountainside, New Jersey firm the title of *Plumbing & Mechanical's* 2020 Manufacturers Rep of the Year.

A LONG HISTORY

M&C was founded by Joe Curcio's maternal grandfather, **Joseph Maloney**, who had worked for a supply house in Newark, New Jersey. Manufacturer's reps were coming into fruition back then, and Josam Manufacturing was looking for a representative in New Jersey. The owner of the supply house suggested they speak with Maloney, who was a counterman at the time, and the Joseph A. Maloney Co. was born.

Joe Curcio's father joined the company in 1957 after marrying his mother. Then, after the death of his grandfather in 1966, the name was changed to Maloney & Curcio.

"I had always worked for the company growing up in high school and during summers in college," Joe Curcio says. "After school, I joined the company in the capacity of outside sales in 1982. I took over as principle in 1987



The leadership team at Maloney & Curcio. From right to left: **Bill Morris**, general manager; **Angie Matos**, finance/HR; **Joe Curcio**, president; **Rob Curcio**, vice president; and **Jordan Westra**, sales manager.

after the unexpected death of my father from cancer when I was 26 years old."

Though 26 may seem a little young to take control of a family business, Joe Curcio says he was ready to go.

"I had excellent training — from my father and from the vendors — and here we are today," he says.

M&C has grown to represent 14 key lines in the plumbing industry with 16 full time employees. The company has represented Elkay Manufacturing for 61 years. Other lines represented include: PVI, Charlotte Pipe, Sloan, Navien, Jay R. Smith, Acorn Engineering, AcornVac, Chronomite Laboratories, Elmdor Stoneman, Milwaukee Valve, Western-Williams and Whitehall Manufacturing.

M&C's territory includes the Northern two-thirds of New Jersey and the Hudson Valley in lower New York state. The territory differentiates within itself with all types of work, ranging from commercial, industrial, multi-family housing in urban settings, single family in suburban setting as well as upscale estate homes in rural areas.

"Existing housing inventory along with mature commercial and institutional infrastructure provide tremendous renovation opportunities," Joe Curcio notes.



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Congratulations
Maloney & Curcio

**2020 Manufacturers
Rep of the Year**

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