

# Who We Are / Meet the Team

## Rubber Inc. Core Customers & Products

Rubber Inc. is a warehouse distributor selling to the automotive, commercial, and off-the-road industries. We provide the tools, equipment, tire repair materials and supplies to these industries. Rubber Inc. has been in business since 1939 with locations in Chicago, IL., Durand, WI., St. Louis, MO., and Charlotte, NC.

Chicago, IL location unknown

Durand, WI location unknown

St. Louis, MO location unknown

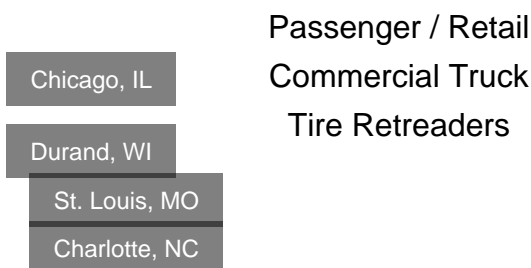
St. Louis, MO location unknown

We have a trained customer service department and outside sales force to help provide the right products to solve today's service problems. We look forward to becoming a partner with you and your business!

Our belief is that the true measure of a business partner is defined by how quickly and correctly people react when there is a problem to be solved.

## Our Core Customer is the Tire Dealer.

This can break down into a variety of specialties, including but not limited to:



Tire Wholesalers  
Agricultural & OTR

## Core Products

Wheel Weights & Balancing

Tire Valves & TPMS

Tire Repair Materials

Equipment

Retread Products

Tire and Automotive Service Tools (hydraulic jacks, impact tools, chemicals, etc.)

Rubber Inc team members

## Benefits of Doing Business with Rubber Inc.

**Working with Rubber Inc. comes with many benefits that can boost your business. This includes, but is not limited to the following:**

- Consultation - Product Knowledge and Technical Support
- Inventory Control Service - On-Site Maintenance and Dynamic Usage Reporting
- Relationship Development - Integrity / Validation
- Infrastructure - Customer Service, Empowered Decision Makers, and Online Information System
- Timely & Accurate Order Fill Rate
- On-Hand Inventory (Multiple Facilities)
- Products Sourced Globally
- Program Development - Personalized to Each Customer
- Product Training (both virtual and in person)

## About Us

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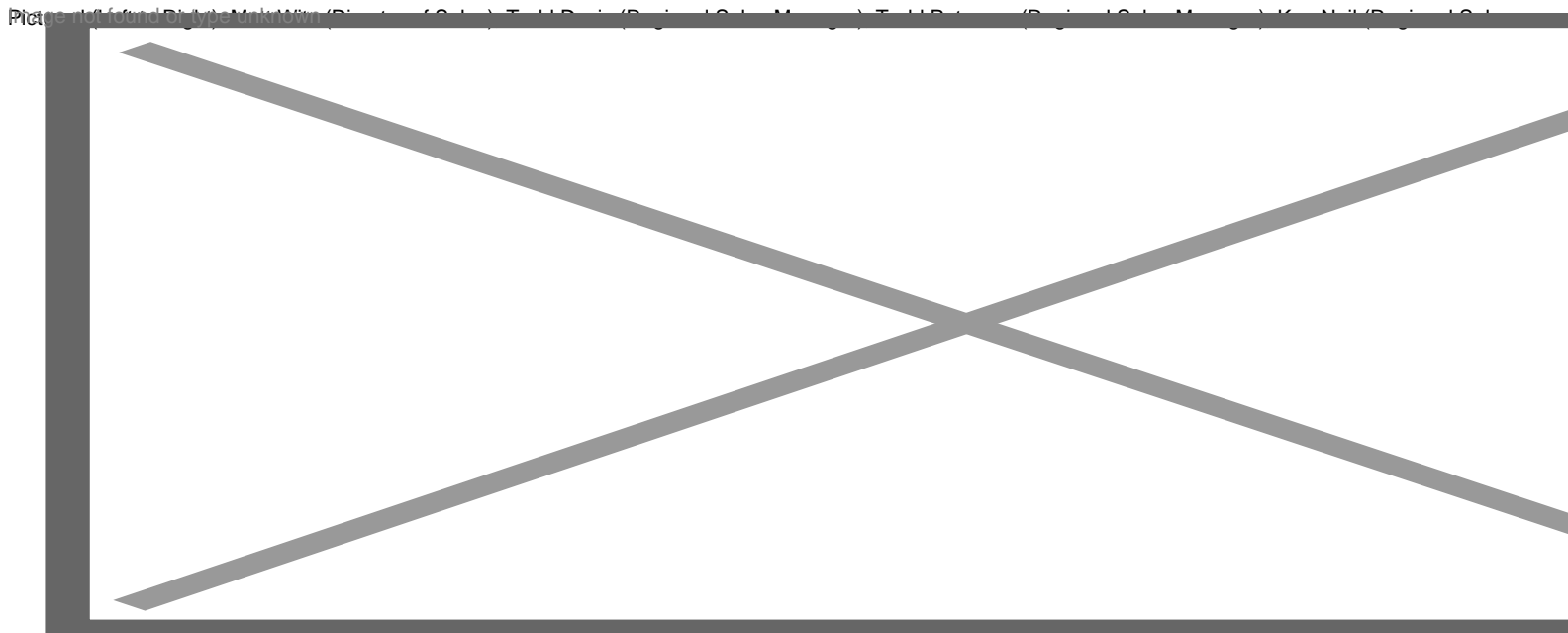


Pictured: Tony (L), Joe (R)

Rubber Inc. was founded in 1939 but has been in our family since 1965 when it was acquired by Joe Nolan. His stepson, Tony Maffia, came into the business full-time in 1977, and Tony's son, Joe Maffia, joined full-time in 2004. Both Tony (CEO) and Joe (President) serve active roles in the company today and believe in a servant-leadership approach to business. With the efforts of the Rubber Inc. Team, our goal is providing the highest level of service possible so our customers can focus on what makes their business a success - their customer!

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## Service Strategy



Manager), Juan Rodriguez (Regional Sales Manager), Colt Adams (Special Projects Coordinator), Jim Mills (Regional Sales Manager), Eric Stridde (VP of Sales)

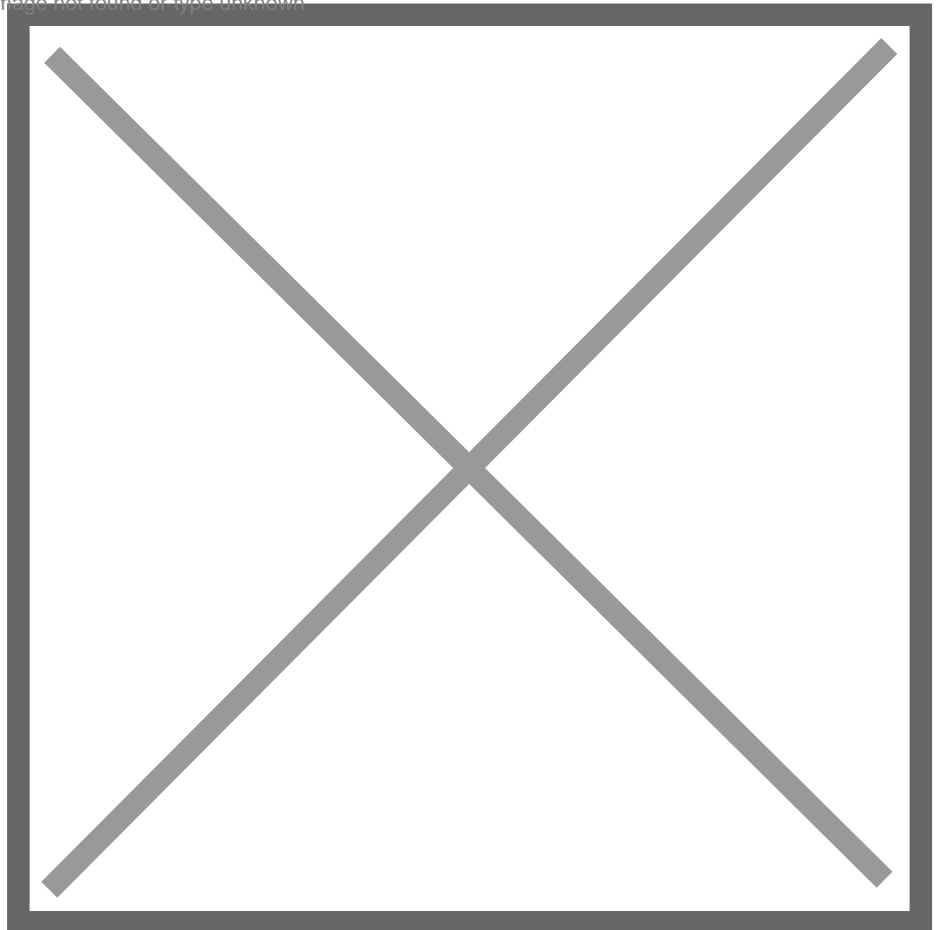
We believe the keys to quality service can only be achieved through quality relationship building. As such, we spend a great deal of time and effort on service-oriented culture, training and team building. Our Sales Strategy is to feature a local sales representative in each market to make repeatable calls for both consultative

services and stock room replenishment. Those sales representatives report to Regional Sales Managers who help coach and develop their team, in addition to working with customers to help ensure their needs are being met.

## Ascot Supply Celebrating Over 50 Years

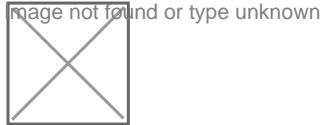
In the late 1960's six tire supply companies came together to create the Ascot Supply Corporation buying group. As a founding member of Ascot, Rubber Inc., was thrilled to help Ascot celebrate 50 years in existence in 2018. With 14 members today, Ascot has become a quality brand name of equipment, tools and supplies for the tire industry. Rubber Inc.'s membership in Ascot Supply increases our ability to source multiple lines of products from all over the globe. This enhances our ability to provide excellent order fill, unique product choice, and competitive pricing to our customer base.

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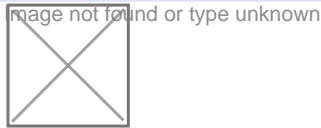
## Meet Our Vendors

**Rubber Inc.** works with 100+ vendors from around the world so that we can provide you with the best products for your business in the tire industry.

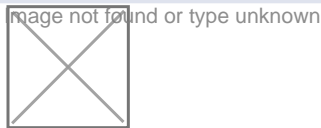


## Meet Our Sales Team

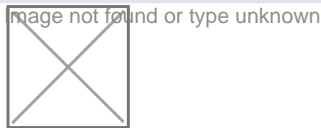
**Rubber Inc.** Sales Team is committed to serving the needs of our customers!



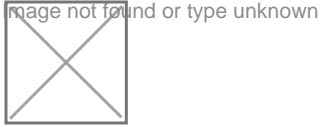
**Colt Adams**  
Strategic Projects Coordinator



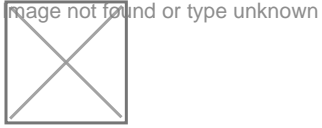
**Derek Brammer**  
IA  
Sales Representative



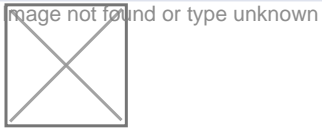
**Matt Bush**  
OH  
Sales Representative



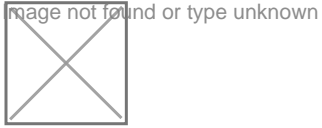
**Kindra Darneal**  
AR / OK  
Sales Representative



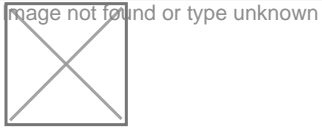
**Michael Davenport**  
TX  
Sales Representative



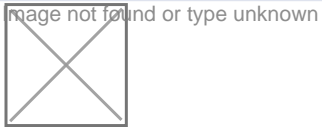
**Ted Forrett**  
WI / IL  
Sales Representative



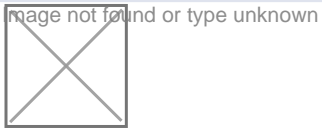
**Dustin Fortune**  
IL  
Sales Representative



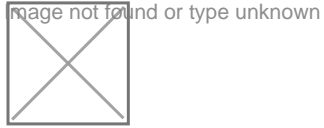
**Bill Fosnaugh**  
IN / MI  
Sales Representative



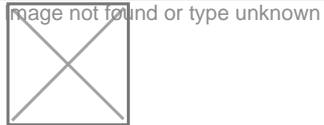
**Ben Franz**  
KY  
Sales Representative



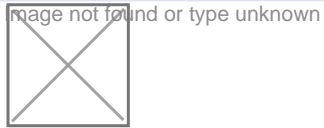
**Steve Fulton**  
GA  
Sales Representative



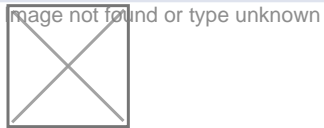
**Pete Georgantas**  
ME / NH  
Sales Representative



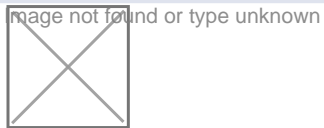
**Larry Golob**  
FL  
Sales Representative



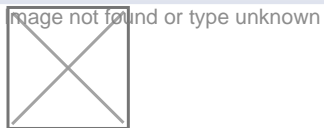
**Frank Harcrow**  
AL  
Sales Representative



**Paul Hartness**  
MN / ND / SD  
Sales Representative



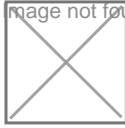
**Kevin Heubner**  
IL  
Sales Representative



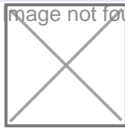
**Charlie Hill**  
OH  
Sales Representative



**Tiffany Hilliard**  
GA  
Sales Representative



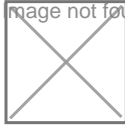
**Mark Holt**  
WI  
Sales Representative



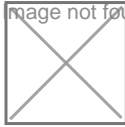
**Jamey Immergluck**  
MO  
Sales Representative



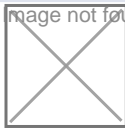
**Tristan Jenks**  
GA  
Sales Representative



**Clay Jones**  
TN  
Sales Representative

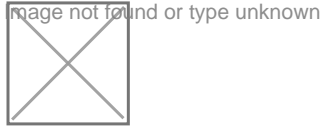


**Bill Keffer**  
KS  
Sales Representative

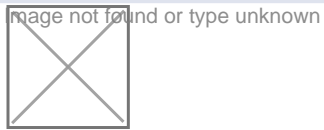




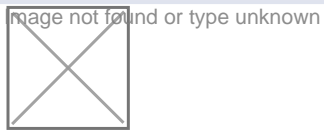
**Tiffany Keiser**  
OH / MI / PA  
Sales Representative



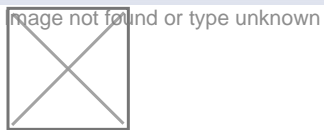
**Ben Kelly**  
Key Accounts Specialist



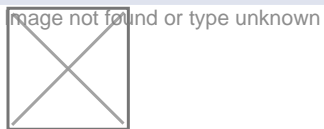
**Kirk Leaphart**  
SC  
Sales Representative



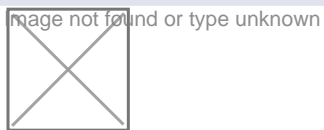
**Chris Lear**  
NC  
Sales Representative



**Ciro Montoya**  
IL / IN  
Sales Representative

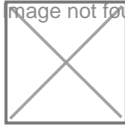


**Pete Muscarella**  
IL  
Sales Representative



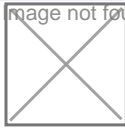
**John Nellinger**  
IN  
Sales Representative

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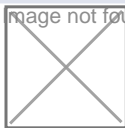
**Matt Newberry**  
MO  
Sales Representative

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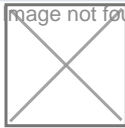
**John O'Barr**  
GA / TN  
Sales Representative

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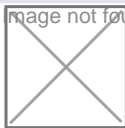
**Scott Robertson**  
FL  
Sales Representative

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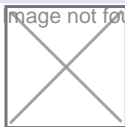
**Paul Saenz**  
CO  
Sales Representative

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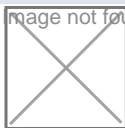
**Brent Schomaker**  
IA / NE  
Sales Representative

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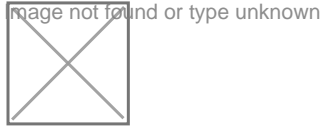


**Ken Schuneman**  
MN / SD  
Sales Representative

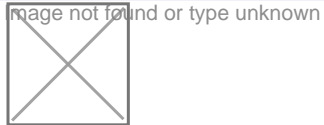
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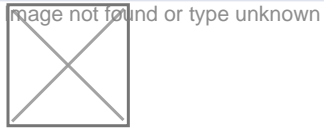
**Steve Sheldon**  
WI  
Sales Representative



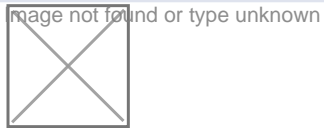
**Bill Slager**  
IL  
Sales Representative



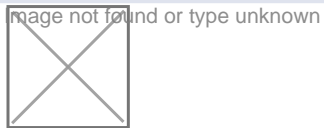
**Kirk Strohm**  
IN  
Sales Representative



**Tommy Williams**  
LA / MS  
Sales Representative



**Candice Wireman**  
IN / MI  
Sales Representative



**Andy Wright**  
TX  
Sales Representative

**Meet Our Management Team**

**Rubber Inc.** team is committed to serving the needs of our customers in the tire industry. We appreciate every opportunity to service your needs and help you achieve your business goals. Please don't hesitate to contact any team member with any questions. Thank You for all your business!

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**Tony Maffia**  
CEO

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**Joe Maffia**  
President

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**Eric Stridde**  
Vice President of Sales

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**Matt Witz**  
Director of Sales Operations

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**Todd Davis**  
Sales Manager

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**Tom Griffin**  
Sales Manager

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**Jim Mills**  
Sales Manager

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**Ken Neil**  
Sales Manager

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**Todd Peterson**  
Sales Manager

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**Juan Rodriguez**  
Sales Manager

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**JJ Bock**  
Director of Operations

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**Kim Mraz**  
Marketing Director

image not found or type unknown



**CK Funderburgh**  
NC Branch Manager

image not found or type unknown



**Ron Jenkins**  
MO Branch Manager

image not found or type unknown



**Greg Lombardi**  
IL Branch Manager

image not found or type unknown



**Brad Olsen**  
WI Branch Manager

image not found or type unknown



**Tony Pellegrino**  
Controller