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Press Release

Encircle Products Receives *2020 Vendor Partner of the Year Award* from Fishman Flooring Solutions

BALTIMORE, MD., January 18, 2021 – Fishman Flooring Solutions, a leading distributor of flooring and flooring installation products, has presented Encircle Products with its *2020 Vendor Partner of the Year Award*, recognizing the company for its contributions to Fishman’s sales growth. Encircle Products, headquartered in The Villages, Florida, is a flooring industry leader in the manufacture of premium moldings and trims. Fishman has been a distributor for Encircle Products since 2018.

Recipients of the *Vendor Partner of the Year Award* must demonstrate the highest standards for training Fishman’s sales team, its customers and general contractors in the proper use of the vendor’s products. The vendor must also provide superior marketplace support for those products.

“2020 was obviously a year of great challenges for the flooring installation marketplace,” said Greg Vale, Fishman vice president of sales. “The training and marketplace support provided by Encircle last year ensured that our customers derived the most value from Encircle’s products and enabled Fishman to consistently delight customers and grow our moldings and trims business in a very difficult economy.”

Fishman also named Eric Zelten its *2020 Salesperson of the Year* for his exceptional performance in exceeding his sales goals and other metrics last year. Zelten joined Fishman in 2012 as manager of Fishman’s Columbia, South Carolina branch. In 2018, he was named territory business manager in Fishman’s Carolinas Region.

Both awards were presented at Fishman’s recently-concluded annual sales meeting, which was held virtually January 11-12, 2021. The event featured more than 30 vendors exhibiting flooring and flooring installation products, with several vendors providing virtual training in the use of their products.

Fishman Flooring Solutions, headquartered in Baltimore, Maryland, is the “Solutions Provider” distributor of flooring and flooring installation products. It has approximately 240 employees and 37 branches serving Delaware, Georgia, Indiana, Kentucky, Maryland, New Jersey, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Virginia, West Virginia and the District of Columbia. The firm, a division of L. Fishman & Son, Inc., distributes more than 36,000 products for approximately 75 vendor partners. For more information, please go to www.lfishman.com.