



Davenport Associates

A Northeast Marketing and Sales Team

Mission Statement: Davenport Associates focuses on a small number of quality manufacturers, devoting the proper time and energy to make each line successful.

Our Values:

At Davenport Associates, we are committed to the highest standards of ethics and integrity. We are responsible to our employees and their families, to our manufacturers, our customers, and the industry we serve. Our interactions with all segments of our industry must reflect the high standards we profess.

Our Vision:

Davenport Associates' growth is directly attributed to gains in market share and expansion of territory. The market demands a rep that can handle the consolidation of the wholesale chain while simultaneously providing a total source of sales, marketing, and service for the manufacturer throughout the downstream supply chain. Our growth plan is based on earning a fair market share in a territory and carrying that success into new territories. We are cognizant of our resources – we do not dilute them. We encourage our manufacturers to grow with us.

Company Profile: Davenport Associates is a family-owned, third generation, sales and marketing firm.

We are unique in our ability to warehouse and distribute product with next day service. Continual reinvestment in advanced warehouse technology gives us the ability to accurately control inventory, process purchase orders, and track shipments. We offer a manufacturer three gateways into a market. We can provide high level sales & marketing for manufacturers that sell directly into the wholesale channel. We can accommodate manufacturers that prefer a consigned inventory in the territory and we are the solution for a manufacturer that prefers a buy/sell arrangement with us.

We are unique in our narrow focus. We have a 14 member outside sales team and 10 member inside sales support team yet we have partnered with only 12 manufacturers. We are a company of “entrepreneurs.” We have the skill sets to bring new life to a product line and/or drive sales into new and untapped markets. Davenport Associates is the perfect ally to the company that is looking to revolutionize their place in the North East market.

The Davenport outside sales team is comprised of goal oriented, motivated, organized, athletes (or ex-athletes.) Many members of our sales team have competed nationally or internationally over a myriad of sports and bring that competitive drive to our company. Our outside sales team thrives on competition.

The Davenport inside sales team is comprised of 10 highly trained customer service agents. We continually invest in education for our inside team (both product knowledge and customer service expertise.) Davenport employees retire from our company. We have a very low turn over rate which allows us to invest heavily in our employees. Our employees are our greatest asset and a key part of our success in the North East market.

Leadership Team:

Davenport Associates is spear headed by Ryan and Dan Davenport. They are mentored by Jim Davenport, Chuck Regan, and Don Regan (combined 125 years of experience in the industry.) Davenport is also unique in the establishment of our collaborative management “key man” group that gives key members a voice in policy and direction of the company. Our succession plan insures that manufacturers are partnering with a company prepared for the future and its challenges.