

What is Division 10?

There are 50 divisions of construction defined by the Construction Specifications Institute (CSI). These were set up to organize specifications for commercial building projects and ensure better communication. Division 10 is the **"Specialties" Division**. This typically includes the installation of products later in the construction project such as, closet racking, stall and urinal partitions, fire extinguishers, mirrors, and many more items.

Our Division 10 Team and Opportunities:

Although our Customer Services & Division 10 Team has been around for years many of us aren't familiar with the wide array of work they do.

One of the biggest opportunities we have to grow our business is through the education and cross-selling of all the products and services we offer. When quoting the PHVAC to a customer for a job we should also be asking, "Who is doing the closets and shower doors?", "Who is installing the partitions?", and although it isn't Div10, "Who is installing the appliances?"

We should make it our goal to be familiar with and introduce these other areas we are involved in to our customers.

Areas Our Division 10 Team is Involved In:



Division 10

Our Customer Services Team specializes in installing all your Division 10 needs.

Some the things we install are Partitions, Bath Accessories, Fire Extinguishers, Access Panels, Cubicle Tracks, Projection Screens, Medicine Cabinets, Lockers, Ironing Boards, Shower Seats and more! Recently we have done Partitions and other Division 10 work at Nestle and Nine on the Canal.



Closets & Shelving

Our Team is great at installing Shelving for Closets and elsewhere. Whether it's Wire Shelving or Laminate our Team is sure they can install exactly what you're looking for.

Recently we have completed the Shelving at the following locations: Ball State Village Building, Nine on the Canal and Iron Works Apartments.



Shower Doors: Framed or custom

Our Team can install all levels of Shower Doors. From standard framed doors to beautiful custom glass shower doors our Team has years of experience.

We are sure our team will be able to help you with any of your Shower Door needs!



Commercial Water Heater Conversions

Our Team is UL Certified to do Bradford White Commercial Water Heater Conversions. Years of experience will make sure you can get exactly the heater you need quickly.

Don't like long lead times waiting for product? Our Team can do same day conversions on Bradford White Commercial Water Heaters to get you exactly what you need fast!

Customer Services & Division 10 Training Flyer



Commercial or Residential Mirrors

To go along with your other Division 10 needs our team is also experienced in installing Mirrors of any size.

Whether it's a Residential or Commercial Bathroom Mirror our Team is eager to help you with whatever you need!

Water Softening • Reverse Osmosis • Water Filtration



The Professional's
Choice

Water Softener and Filtration Repair

Our Team knows Water Softeners and RO Systems inside and out and can help quickly repair yours if you have a breakdown.

Call today to see how we can help you or your business service and problem shoot Water Softeners and RO.



Pre-Fab Tub Shower Valves

Save time on the job by having our team Pre-Fabricate all of your Tub or Shower valve installs.

Once you get to the job all you'll need to do is hang it and connect the water supply!



Miscellaneous Install

Our Team is not only great at all of the things above. They are Handymen through and through. They can install a very wide array of products for almost any of your Commercial or Residential needs.

A few examples include: Baby Changers, Paper Towel Holders, Grab Bars, Toilet Tissue Holders, Shower Rods, Hand Dryers, Soap Dispensers and more! They can even install Bike Racks and Flag Poles!

Who is on our Customer Services & Division 10 Team?

Brandon Payne is the Manager of the Team

Bruce Volkel is Division 10 Quotations

Dan Herner has responsibilities outside of Division 10 but is heavily involved in the Sales and Management of the Department.

James Henke is Division 10 Sales as well as Division 10 Quotations

Mike Weimer is an Installation Specialist with a Background in Division 10 Construction & Softeners

Mikel Neff is an Installation Specialist with a Background in Division 10 Construction

Donnie Mack is an Installation Specialist with a Background in Division 10 Construction

Jeff Hayes is an Installation Specialist with a Background in Appliances

Russell Prater is an Installation Specialist with a Background in Appliances

Brent Prater is an Installation Specialist with a Background in Appliances

What is the next step?

Start bringing up Division 10 with our customers and letting them know the wide variety of products our team can install. You can also mention the projects they have been involved in. By doing this we can not only increase our sales dollars but our value proposition to our customers as well.