

Kimball Architectural Sales expands territory to serve Wausau customers across New England and upstate N.Y.

Wausau, Wis. -- Based in Rensselaer, N.Y., Kimball Architectural Sales has expanded its sales territory beyond upstate New York and Connecticut to serve Wausau Window and Wall Systems' customers in Vermont, Rhode Island, New Hampshire, Massachusetts and Maine.

John and Mary Kimball draw from more than three decades of experience working with Wausau and the building owners, architects, and contractors who specify these high-performance window and curtainwall systems. "We like to work closely with the design team, getting involved at the early stages of a project's development. This helps ensure the proper product is selected to meet a project's requirements such as thermal performance and energy codes, humidity and condensation considerations, historically-styled renovations or high-end, customized designs," says John Kimball.

John Kimball graduated from Buffalo State College and immediately began his career in sales working as representative with Wausau's extended team. In 1994, he founded Kimball Architectural Sales and was named as Wausau's independent sales representative for upstate New York and Connecticut. Successfully following her own path and 30-year career, Mary Kimball joined John in 2000. Prior to their partnership, her various roles with Wausau included acting as the company's representative in Maryland and D.C., and leading Wausau's college and university marketing initiatives.

University, college and K-12 educational projects remain a core part of the Kimballs' work with Wausau. Examples include Syracuse University's S.I. Newhouse School of Public Communications and Yale University's Art Gallery's Louis Kahn building, Peabody Museum of Natural History, Department of Anthropology's building expansion, School of Engineering and Applied Science, and police department's campus headquarters at Rose Center. In addition to academic projects, Kimball Architectural Sales also notes several New York healthcare facilities that feature Wausau's products such as the University of Rochester's Strong Memorial Hospital and Buffalo's Roswell Park Cancer Institute.

Other recent and recognizable regional building projects showcasing Wausau's window and curtainwall products include renovations to the Mount Washington's Summit Building and the Norris Cotton Federal Building in New Hampshire, expansions to the Maine Coast Memorial Hospital and the Northern Maine Medical Center, historic retrofits for Harvard University and dozens of Massachusetts' schools, and new construction for condominiums in Boston, Rhode Island, and The Renaissance's luxury residences in Shelton, Conn.

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