

Tom Hart

Region Vice President
Northeast Region

Tom Hart is the Northeast Region Vice President reporting directly to President Steve LeClair. In his current role since 2011, Tom has full P&L responsibility for sales growth, vendor/customer relationships and operational excellence for the states of Connecticut, New Hampshire, Maine, Vermont, Rhode Island, Massachusetts, Virginia, West Virginia, Maryland, Delaware, Pennsylvania and New York.

Since joining the organization in 1988, Tom has experienced nine acquisitions and has held positions of increased responsibility such as General Manager, District Manager, Director of Purchasing, Region Director of Operations, and Vice President of Operations & Sourcing. His early career experience included warehouse, retail management and wholesale sales roles.

Tom and his team have achieved double-digit growth by successfully expanding the business into New England, securing large multi-year contracts in New Jersey, Virginia and other areas, offering new product lines and growing business with existing customers. He excels in leadership, business development, attracting talent, new product introduction, finance, operations, and analytics. He has deep experience with water meters and the municipal customer base. He played an integral role in the creation and facilitation of Operations Leadership training for the Waterworks business.

Tom is a 1984 graduate of University of Wisconsin-Milwaukee where he earned a B.A. in Communication. Since 2015, he has served on the Board of Directors for the Cleveland Print Room, a non-profit organization supporting the photographic community.

