

## Jack Schaller

President, Waterworks

Jack Schaller is President of the Waterworks business, reporting directly to CEO Steve LeClair. In this position since January 2018 he is responsible for leading the field sales organization for the core business.

As Senior Region Vice President — Central Region since September 2015, Jack had full P&L responsibility for sales growth, vendor/customer relationships and operational excellence for all of Waterworks.

A 38-year career veteran, Jack began his career at Sidener Supply Company where he advanced through the ranks from Warehouse/ Inside Sales, Outside Sales, Branch Manager and Director of Purchasing, culminating as President in 1996. He orchestrated the sale of the company in 1997 to U.S. Filter and became Vice President of the Central Region. Jack led the organization through multiple integrations as U.S. Filter sold the waterworks business to Vivendi, which was later spun off to private equity as National Waterworks. In 2005, The Home Depot purchased National Waterworks.

Jack is a well-respected industry leader with strong vendor and customer relationships. Throughout his tenure, he has been a front-runner in mentoring and developing talent across Core & Main. Jack is a disciplined operator and has served as a thought leader throughout significant integration and change.

Jack earned an M.B.A. in Business Management from Webster University and holds a B.S. from University of Missouri Columbia. He is an active member of industry organizations including American Water Works Association, National Utility Contractors Association and Water and Sewer Distributors of America, where he was on the Board for three years.

