

## Don Taylor

Senior Region Vice President  
North Region

Don Taylor is the Senior Region Vice President — North, reporting directly to Waterworks President, Jack Schaller. In this role since 2015, he has full P&L responsibility for sales growth, vendor/customer relationships and operational excellence in the states of Michigan, Wisconsin, Minnesota, Iowa, Nebraska, North Dakota, South Dakota, Montana, Colorado, Wyoming, Idaho and Northern Illinois.

Don joined the company in 1983. He has spent his entire career with Core & Main and its predecessor organizations including HD Supply Waterworks and Hughes Supply. He started in inventory control progressing up through the organization as Inside Sales Representative, Outside Sales Representative, Branch Manager and District Manager. In 1999, Don was named West Region Vice President, in addition to leading the Fire Protection business unit. In 2007, Don transitioned to the North Region Vice President role.

Don successfully led the North Region through the 2008 economic downturn regaining sales, EBITDA and all vital metrics by 2014. He has maintained consistent sales growth since then. Don initiated and integrated seven business acquisitions while with HD Supply. He played an instrumental role in the start-up of the Fire Protection business in the 1990s, while simultaneously leading the West Region. Through acquisition, Fire Protection now has a national footprint serving customers coast to coast. Don developed the vision for Product Knowledge and Fusible Pipe training classes and was integral in the roll-out of these courses.

Don attended University of Central Florida. He is an active member of industry organizations including National Utility Contractors Association, Association of General Contractors and Water and Sewer Distributors of America.

