

THE WHOLESALER®



Our 36th annual Wholesaling 100

Volume up 25% despite slowing economy

The *Wholesaler* appreciates the tremendous response to this year's Wholesaling 100 survey. The survey ranks the 100 largest wholesalers of plumbing, PVF and HVACR products in the U.S. and Canada, along with separate top-50 listings for each of the three product segments.

Despite a sluggish economy — especially in the res-

idential housing market — the total volume done by the 100 largest wholesalers gained approximately 25% in 2007, to nearly \$55 billion. In 2007, 12 of the wholesalers topped the \$1-billion mark compared to 11 the previous year.

Among the wholesalers gaining 10 or more spots in this year's survey were: Robert James Sales (#83 to

#58), Macomb Group (#76 to #60), Granite Group (#60 to #48) and Auer Steel & Heating Supply (#69 to #59). The remainder of the listings remained fairly steady, with most wholesalers moving only a few spots up or down.

On the following pages, you will find valuable information on each company and their markets served. ■

42. Top 100 Wholesalers: Ranking

•THE WHOLESALER® — JULY 2008

	RANK	COMPANY	CITY, STATE, ZIP	OUTLETS	SHOWROOMS	EMPLOYEES	PVF (%)	HVAC/R	P&H	OTHER
Greater than \$1 Billion	1	FERGUSON ENTERPRISES, INC.	Newport News, VA	1400+	300+	21146	30	8	35	27
	2	HD SUPPLY	Atlanta, GA	900		19000				
	3	MCJUNKIN RED MAN CORPORATION	Charleston, WV	250		3300	96		4	
	4	WINWHOLESALE, INC.	Dayton, OH	572	147	5300	15	10	51	24
	5	WILSON, A BUSINESS UNIT OF SMITH INT'L, INC.	Houston, TX	250	128	2800	100			
	6	WATSCO INC.	Miami, FL	425	425	3800		100		
	7	HAJOCA CORP.*	Ardmore, PA				10	10	80	
	8	JOHNSTONE SUPPLY, INC.	Portland, OR	330	330	3119		78	16	6
	9	WOLSELEY CANADA, INC.	Burlington Ontario	248	25	2800	10	20	70	
\$500M to \$999.9M	10	INTERLINE BRANDS*	Jacksonville, FL	77	38	3800		12	35	53
	11	EMCO LTD.*	London, Ontario	230		2200	17	9	47	27
	12	EDGEN MURRAY	Baton Rouge, LA	26		500	100			
	13	F.W. WEBB CO.	Bedford, MA	70	25	1250	35	30	35	
	14	MORRISON SUPPLY CO.	Fort Worth, TX	75	28	1099	5	15	75	5
	15	R.E. MICHEL COMPANY, INC.	Glen Burnie, MD	211		1530		80	17	3
	16	GROUPE DESCHENES, INC.	Montreal, Quebec	65	16	1130				
	17	US AIR CONDITIONING DISTRIBUTION, INC.	City of Industry, CA	53	52	750		95	5	
	18	CONSOLIDATED PIPE AND SUPPLY CO. INC.	Birmingham, AL	16		580	50			50
\$200,000,000 to \$499,999,000	19	KELLER SUPPLY CO.	Seattle, WA	63	22		10	10	80	
	20	N.B. HANDY CO.	Lynchburg, VA	19		512		50		50
	21	KELLY PIPE CO.	Santa Fe Springs, CA	14		204	100			
	22	LOCKE SUPPLY CO.	Oklahoma City, OK	157	40	700+		33	33	34
	23	COBURN SUPPLY CO., INC.	Beaumont, TX	39	22	685	3	29	48	20
	24	SLAKEY BROTHERS, INC.	Sacramento, CA	32	3	447		54	46	
	25	CHICAGO TUBE AND IRON CO.	Romeoville, IL	9		480	67	10	14	9
	26	SOUTHERN PIPE & SUPPLY*	Meridian, MS	90				5	95	
	27	MINGLEDORFF'S INC.	Norcross, GA	21	21	323		95	5	
	28	FIRST SUPPLY, LLC	Madison, WI	27	9	540	26	8	43	23
	29	UNITED PIPE & SUPPLY CO., INC.	Portland OR	35		420	35	5		60
	30	COLUMBIA PIPE & SUPPLY CO.	Chicago, IL	19		366	76	7	17	
	31	FAMOUS SUPPLY CO.	Akron, OH	27	13	500+	10	45	45	
\$100,000,000 to \$199,999,000	32	THOS. SOMERVILLE CO.	Upper Marlboro, MD	23	8	456	17	6	74	3
	33	CRANE SUPPLY, DIV. OF CRANE CANADA*	Toronto, Ontario	33		384	60		38	2
	34	BARTLE & GIBSON CO.	Edmonton, Alberta	30	6	400	4		84	12
	35	RUSSELL SIGLER, INC.	Tolleson, AZ	11	11	238		100		
	36	G.W. BERKHEIMER CO., INC.	Portage, IN	22		300		100		
	37	GUSTAVE A. LARSON CO.	Pewaukee, WI2	47	45	400		90	10	
	38	UNITED REFRIGERATION INC.	Philadelphia, PA	300		270		75	25	
	39	BLACKMAN PLUMBING SUPPLY CO., INC.*	Bethpage, NY		11			10	88	2
	40	C. C. DICKSON CO.	Rock Hill, SC	111	111	550		70	20	10
	41	CONSOLIDATED SUPPLY CO.	Portland, OR	18	11	325			65	35
	42	INDUSTRIAL PIPING SPECIALISTS*	Tulsa, OK	5			100			
	43	ETNA SUPPLY	Grand Rapids, MI	16	7	297			45	55
	44	HEATING & COOLING SUPPLY, INC.	Chula Vista, CA	25		250		100		
	45	STANDARD PLUMBING	Sandy, UT	65	50	320		10	90	
	46	GOODIN CO.	Minneapolis, MN	10	10	356	23	20	53	4
	47	GRANITE GROUP WHOLESALERS LLC	Concord, NH	26	10	400	15	10	70	5
	48	THE HABEGGER CORP.*	Cincinnati, OH	23	23	258		77	19	4
	49	KOCH AIR LLC	Evansville, IN	6	6	210		98	2	

* Editor's Estimate

44. Top 100 Wholesalers: Ranking

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RANK	COMPANY	CITY, STATE, ZIP	OUTLETS	SHOWROOMS	EMPLOYEES	PVF (%)	HVAC/R	P&H	OTHER		
\$100,000,000 to \$199,999,000	50	PEIRCE-PHELPS INC.	Philadelphia, PA	15	1	250		97	3		
	51	DAVIS & WARSHOW, INC.	Maspeth, NY	9	9	290	31		64	5	
	52	SID HARVEY INDUSTRIES, INC.	Garden City, NY	75	71	370		60	30	10	
	53	HIRSCH PIPE & SUPPLY	Van Nuys, CA	13	2	285			83	17	
	54	DAVIDSON PIPE SUPPLY CO.*	Brooklyn, NY	8		210	87			13	
	55	TRUMBULL INDUSTRIES, INC.	Warren, OH	6	4	271	29		49	22	
	56	AMERICAN REFRIGERATION SUPPLIES, INC.	Phoenix, AZ	33	33	234		100			
	57	ROBERT JAMES SALES INC.	Tavernier, FL	10		130	100				
	58	AUER STEEL & HEATING SUPPLY CO.	Milwaukee, WI	7		203		70	15	15	
	59	THE MACOMB GROUP	Sterling Heights, MI	12	12	205	77		19	4	
	60	CONNOR CO.	Peoria, IL	24	12	233	9	35	46	10	
	61	EXPRESS PIPE & SUPPLY CO., INC.	Culver City, CA	13	2	230	2		98		
	62	CENTURY HOLDINGS	Houston, TX	21	20	210		92	7	1	
	63	CRAWFORD SUPPLY CO.	Morton Grove, IL	24	18	215		25	65	10	
	64	REDLON & JOHNSON	Portland, ME	15	5	250	10		75	15	
	65	J.H. LARSON COMPANY	Minneapolis, MN	10	6	77	1	13	15	71	
	66	JOHNSON SUPPLY & EQUIPMENT CORP.	Houston, TX	24	24	260		90		10	
	67	IRR SUPPLY CENTERS INC.	No. Tonawanda, NY	28	6			35	60	5	
	\$50,000,000 to \$99,999,000	68	WOLFF BROTHERS SUPPLY	Medina, OH	9	3	262	15	3	27	55
		69	CENTRAL SUPPLY CO., INC.	Indianapolis, IN	4	3	180	15	1	48	36
		70	THE PORTLAND GROUP	No. Billerica, MA	12	5	280	3	22	23	3
		71	THE BEHLER-YOUNG CO.	Grand Rapids, MI	16	15	185		92	8	
		72	ROBERTSON HEATING SUPPLY CO.	Alliance, OH	28	5	253		43	53	4
		73	KENNY PIPE & SUPPLY	Nashville, TN	9	2	145	15		85	
		74	ACES A/C SUPPLY INC.	Houston, TX	14	14	123		100		
		75	SMARDAN-HATCHER CO.	Gardena, CA	6	1	115	50		20	30
		76	PLUMB SUPPLY CO.	Des Moines, IA	17	11	219		29	43	28
		77	ED'S SUPPLY CO. INC.	Nashville, TN		13	170		100		
		78	COLONIALCOMMERCIAL CORP.	Hawthorne, NJ	20	6	193		42	58	
		79	PACIFIC PLUMBING SUPPLY	Seattle, WA	17	3	186			100	
		80	AMERIPIPE SUPPLY INC.	Dallas, TX	9		175	100			
		81	CREGGER CO. INC.	Cola, SC	20	10	172	2		97	1
		82	HARRY COOPER SUPPLY CO.	Springfield, MO	3	2	188	5	11	31	53
		83	FARNSWORTH WHOLESALE CO.	Gilbert, AZ	3	1	115		5	95	
		84	WHOLESALE SUPPLY GROUP, INC.	Cleveland, TN	35	33	325	10	10	75	5
		85	REFRIGERATION SALES CORP.	Valley View, OH	9	9	120		90	5	5
		86	HINKLE METALS & SUPPLY CO.	Birmingham, AL	11	7	110		89		11
		87	SW ANDERSON SALES CORP.	Farmingdale, NY	8		140		94		6
		88	YOUNG SUPPLY CO.	Chesterfield Twp, MI	16	16	160		85	10	5
		89	AARON AND COMPANY, INC.	Piscataway, NJ	6	3	171		21	77	2
		90	TEMPERATURE SYSTEMS INC.	Madison, WI	2	2	114		74	11	15
		91	INDEPENDENT PIPE & SUPPLY CORP.	Canton, MA	6		96	85	10	5	
		92	WOOL PLUMBING SUPPLY	Sunrise, FL	7	7	135			100	
		93	MSI HVAC	Fontana, CA	4	4	173		100		
		94	GATEWAY SUPPLY CO., INC.	Columbia, SC	12	7	145		30	70	
		95	RIDGEWOOD CORP.	Harriaman, NY	17	6	127	8	15	74	3
		96	ALL-TEX PIPE & SUPPLY	Dallas, TX	4		104	100			
		97	PUGET SOUND PIPE & SUPPLY CO.	Kent, WA	7		100	100			
		98	C & L SUPPLY, INC.	Vinita, OK	8	4	96		31	20	49
		99	TORRINGTON SUPPLY CO., INC.	Waterbury, CT	9	4	115	25	5	68	2
		100	DEALERS SUPPLY COMPANY, INC.	Forest Park, GA	15	3	101		100		

* Editor's Estimate

Alphabetical Index to the Wholesaling 100

COMPANY	2004	2005	2006	2007	2008	Page
A Aaron and Co., Inc.	81	80	88	89	89	98
Aces A/C Supply, Inc.	-	-	-	-	74	88
American Refrigeration Supplies, Inc.	62	62	61	-	56	70
All-Tex Pipe & Supply	-	100	100	-	96	102
Ameripipe Supply, Inc.	-	-	82	-	80	92
Auer Steel & Heating Supply Co.	64	61	69	-	58	70
B Bartle & Gibson Co.	39	41	37	-	34	59
Blackman Plumbing Supply Co., Inc.*	-	35	39	-	39	61
C C&L Supply, Inc.	96	94	100	-	98	102
C.C. Dickson Co.*	45	46	40	-	40	61
Central Supply Co., Inc.	-	-	71	-	69	82
Century Holdings	68	70	70	-	62	74
Chicago Tube and Iron Co.	31	32	31	-	25	54
Coburn Supply Co., Inc.	-	26	24	-	23	54
Colonial Commercial Corp	-	-	-	-	78	90
Columbia Pipe & Supply Co.	37	36	35	-	30	57
Connor Co.	58	63	68	-	60	72
Consolidated Pipe & Supply Co.*	-	16	17	-	18	52
Consolidated Supply Co.	42	42	38	-	41	61
Crane Supply*	30	34	34	-	33	58
Crawford Supply Co.	49	56	58	-	61	72
Cregger Co. Inc.	84	84	84	-	81	92
D Davidson Pipe Supply Co.*	59	69	59	-	54	68
Davis & Warshow, Inc.	63	65	56	-	51	68
Dealers Supply Co., Inc.	99	90	97	-	100	102
E Edgen Murray	-	-	-	-	12	50
ED'S Supply Co. Inc.	85	82	86	-	77	90
EMCO Ltd.*	-	-	8	-	10	50
Etna Supply	-	37	43	-	43	62
Express Pipe & Supply Co., Inc.	-	-	72	-	63	74
F F.W. Webb Co.	15	13	14	-	13	50
Famous Supply Co.	29	31	32	-	31	57
Farnsworth Wholesale Co.	-	81	79	-	83	97
Ferguson Enterprises, Inc.	1	1	1	-	1	48
First Supply LLC	23	25	27	-	28	56
G G.W. Berkheimer Co., Inc.	41	45	44	-	36	60
Gateway Supply Co., Inc.	-	-	93	-	94	100
Goodin Co.	43	50	49	-	48	65
Granite Group Wholesalers LLC	46	54	60	-	47	64
Groupe Deschenes, Inc.	18	17	18	-	16	52
Gustave A. Larson Co.	35	38	42	-	37	60
H Hajoca Corp.*	4	4	6	-	7	48
Harry Cooper Supply Co.	-	-	-	-	82	94
HD Supply	-	-	3	-	2	48
Heating & Cooling Supply, Inc.	34	39	41	-	44	63
Hinkle Metals & Supply Co.	-	-	-	-	87	98
Hirsch Pipe & Supply	65	68	62	-	53	68
I Independent Pipe & Supply Corp.	91	91	94	-	91	100
Industrial Piping Specialists*	-	-	-	-	42	62
Interline Brands*	11	9	10	-	11	50
IRR Supply Centers Inc.	60	66	66	-	66	76

COMPANY	2004	2005	2006	2007	2008	Page
J J.H. Larson	-	-	73	-	65	76
Johnson Supply & Equipment Corp.	48	55	63	-	67	80
Johnstone Supply	9	8	9	-	8	50
K Keller Supply Co.	20	18	19	-	19	52
Kelly Pipe Co.	32	23	23	-	21	54
Kenny Pipe & Supply	-	-	-	-	73	86
Koch Air LLC	-	49	53	-	49	65
L Locke Supply Co.	21	21	20	-	22	54
M McJunkin Red Man Corp.	7	7	5	-	3	48
Mingledorff's Inc.	26	30	29	-	27	54
Morrison Supply Co.	17	14	13	-	14	52
MSI HVAC	70	71	77	-	93	100
N N.B. Handy Co.	22	22	21	-	20	52
P Pacific Plumbing Supply	-	-	81	-	79	90
Peirce-Phelps Inc.	47	52	50	-	50	68
Plumb Supply Company	-	-	-	-	76	90
Puget Sound Pipe & Supply Co.	87	95	98	-	97	102
R R.E. Michel Co., Inc.	14	12	15	-	15	52
Redlon & Johnson	54	60	65	-	64	74
Refrigeration Sales Corp.	77	74	91	-	86	98
Ridgewood Corp.	-	-	-	-	95	100
Robert James Sales, Inc.	-	-	83	-	57	70
Robertson Heating Supply Co.	61	67	75	-	72	86
Russell Sigler, Inc.	28	28	28	-	35	59
S Sid Harvey Industries, Inc.	44	51	55	-	52	68
Slakey Brothers, Inc.	19	19	22	-	24	54
Smardan-Hatcher Co.	73	77	80	-	75	88
Southern Pipe & Supply*	-	24	25	-	26	54
Standard Plumbing	-	-	46	-	45	63
SW Anderson	-	-	90	-	85	97
T Temperature Systems Inc.	-	76	92	-	90	98
The Behler-Young Co.	53	59	74	-	71	84
The Habegger Corporation*	-	-	47	-	46	63
The Macomb Group	-	-	76	-	59	72
The Portland Group	-	-	64	-	70	84
Thos. Somerville Co.	25	27	30	-	32	57
Torrington Supply Co., Inc.	-	-	-	-	99	102
Trumbull Industries	-	57	57	-	55	68
U United Pipe & Supply Co., Inc.	36	33	33	-	29	56
United Refrigeration Inc.*	-	43	36	-	38	60
US Air Conditioning Distribution, Inc.	16	15	16	-	17	52
W Watsco Inc.	5	6	4	-	6	48
Wholesale Supply Group, Inc.	86	86	87	-	84	97
Wilson, A Business Unit of Smith International, Inc.	6	6	7	-	5	48
WinWholesale, Inc.	3	3	2	-	4	48
Wolff Brothers Supply	57	64	67	-	68	80
Wolseley Canada, Inc.	10	10	11	-	9	50
Wool Plumbing Supply	78	79	85	-	92	100
Y Young Supply Co.	82	83	95	-	88	98

* Editor's Estimate



1 FERGUSON ENTERPRISES, INC.

12500 Jefferson Avenue
Newport News, VA 23602-4314
757-874-7795

Fax: 757-989-2501

Email:

denise.waters@ferguson.com

www.ferguson.com

Employees: 21146

Showrooms: 300+

Total Locations: 1400+

Member Buying Group?: no

Member Integrated Supply Group?: no

Master Distributer?: no

Territory: 50 U.S. States, Mexico,
Puerto Rico, District of Columbia

Sales Mix:

Industrial PVF: 6

Plumbing: 33

Pumps/Private Wtr Systems: 5

Hydronic Heating: 1

Industrial M/R/O/ Supplies: 2

Municipal Water/Utilities: 20

HVAC: 8

H/C Controls: 1

Comm /Institutional PVF: 22

Tools & Equipment: 2

Sales Volume by Market Sector:

New Construction: 55

Service, Maintenance & Repair: 6

Remodel, Renovate, Rebuild &
Rehab: 39

Sales Volume by Customer Type:

Trade & Builders: 66

Utilities/Munic.: 20

Commercial Building Owner/
Manager: 1

Other Wholesalers: 1

Consumers: 4

Hydronic Heating: 1

Retailers: 1

Industrial & Facilities: 7

Sales Volume by Market:

Residential/Light Comm.: 57

Comm/Institutional: 35

Industrial & Facilities: 7

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 54

Builder: 12

Bath/Kitchen Dealer: 2

Remodeling Contractor: 7

HVAC Contractor: 9

Utility Contractor: 16

Top 5 HVAC Lines:

Trane, York, Goodman, Rheem,
Hart & Cooley

Top 5 PVF Lines:

Mueller, Nibco, Victaulic, Elkhart,
Conbraco

Top 5 Plumbing Lines:

Kohler, Moen, Delta, Jacuzzi,
Charlotte

Officers:

John Stegeman, President & CEO

Kevin Murphy, COO
Braden Miller, CFO
Steven Roznowski, Sr. VP-Human
Resources

2 HD SUPPLY

3100 Cumberland Blvd.

Atlanta, GA 30339

770-852-9000

Email:

erica.crosling@hdsupply.com

www.hdsupply.com

Employees: 19000

Total Locations: 900

Officers:

Joe DeAngelo, EVP, HD Supply

Rick McClure, President,
HD Supply Utilities

Jerry Webb, President, HD Supply

Waterworks

Mike Stanwood, President,
HD Supply Industrial PVF

Anesa Chaibi, President,
HD Supply Facilities Main

Steve Margolius, President,
HD Supply Electrical

Tom Lazzaro, President, CTI &
White Cap

Frank Garcia, President,
HD Supply Plumbing/HVAC

Rich Fiechter, HD Supply Repair &
Remodel

Paul Iaderosa, President,
HD Supply Canada & Crown

Waterworks

Mike Stanwood, President,
HD Supply Industrial PVF

Anesa Chaibi, President,
HD Supply Facilities Main

Steve Margolius, President,
HD Supply Electrical

Tom Lazzaro, President, CTI &
White Cap

Frank Garcia, President,
HD Supply Plumbing/HVAC

Rich Fiechter, HD Supply Repair &
Remodel

Paul Iaderosa, President,
HD Supply Canada & Crown

Waterworks

3 MCJUNKIN RED MAN CORPORATION

835 Hillcrest Drive

Charleston, WV 25311

304-848-5211

Fax: 304-348-4922

Email: jim.underhill@mcjunkinredman.com

www.mcjunkin.com

Employees: 3300

Total Locations: 250

Territory: All

Sales Mix:

Industrial PVF: 96

Other: 4

Officers:

H. B. Wehrle III, Chairman

J.F. Underhill, CFO & EVP

L. Craig Ketchum, President & CEO

S.D. Wehrle, Executive VP

R.M. Isaac, SVP

G.A. Ittner, SVP

R. Adams, SVP

J. Land, EVP

S. Lake, SVP

D. Niver, SVP

M. Bailey, SVP

K. Ketchum, SVP

J. Dee Paige, EVP

Waterworks

4 WINWHOLESALE INC.

3110 Kettering Blvd.

Dayton, OH 45439

937-294-5331

Fax: 937-294-6921

Waterworks

Email:

stedwards@winwholesale.com

www.winwholesale.com

Employees: 5300

Showrooms: 147

Total Locations: 572

Locations Opened 2007: 20

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: no

Key Buying Influences: VP-Vendor
Relations

Territory: All states except NJ, AK,
HI, MT, DE, MI

Sales Mix:

Industrial PVF: 15

Plumbing: 51

Pumps/Private Wtr Systems: 2

Municipal Water/Utilities: 10

HVAC: 10

Electrical: 12

Top 5 HVAC Lines:

Nordyne, American Standard Intl.,
Comfort Products, Hart & Cooley,
Southwark Metal

Top 5 PVF Lines:

Nibco, Vitaulic, Wheatland, Tyco Fire
& Building Products, Anvil

Top 5 Plumbing Lines:

A.O. Smith, Nibco, Charlotte, Delta,
American Standard

Officers:

Richard Schwartz, President & CEO

Monte Salsman, COO

Jack Johnston, CFO

Calvin Grout, Regional VP

Jack Osenbaugh, President,
Noland Co.

Steve Edwards, Director-Corporate
Communications

Steve Ford, Regional VP

Rhonde Binger, VP-Human
Relations

Michael Souders, Regional VP

Waterworks

Richard Schwartz, President & CEO

Monte Salsman, COO

Jack Johnston, CFO

Calvin Grout, Regional VP

Jack Osenbaugh, President,
Noland Co.

Steve Edwards, Director-Corporate
Communications

Steve Ford, Regional VP

Rhonde Binger, VP-Human
Relations

Michael Souders, Regional VP

Waterworks

5 WILSON, A BUSINESS UNIT OF SMITH INTERNATIONAL INC.

1302 Conti St.

Houston, TX 77002

713-237-3700

Fax: 713-237-3777

Email: mnieto@iwilson.com

www.iwilson.com

Employees: 2800

Showrooms: 128

Total Locations: 250

Locations Opened 2007: 6

Locations to be Opened 2008: 8

Member Buying Group?: no

Member Integrated Supply Group?: no

Territory: all U.S., Canada, United
Kingdom, Russia & Former Soviet
Union

Waterworks

Sales Mix:

Industrial PVF: 35

Industrial M/R/O Supplies: 65

Sales Volume by Market Sector:

New Construction: 35

Service, Maintenance & Repair: 65

Sales Volume by Customer Type:

Utilities/Munic.: 25

Other Wholesalers: 15

Industrial & Facilities: 60

Sales Volume by Market:

Industrial & Facilities: 85

Sales to the Professional Trade:

Other: 100

Top 5 PVF Lines:

Carbon Pipe, Stainless Pipe,
Valves, Fittings, Flanges

Officers:

John J. Kennedy, President/CEO

Ken Bourne, VP-Finance & Admin.

Jim Dowhin, VP-Sales

David Gaudenzi, Director-Business
Development

Jim Owsley, VP-Material Sourcing

Greg Cain, Director-Material
Sourcing

Lynn Perrin, VP-Sales/OPS

Charlie Tresselt, VP-Bus. Dev.

Waterworks

John J. Kennedy, President/CEO

Ken Bourne, VP-Finance & Admin.

Jim Dowhin, VP-Sales

David Gaudenzi, Director-Business
Development

Jim Owsley, VP-Material Sourcing

Greg Cain, Director-Material
Sourcing

Lynn Perrin, VP-Sales/OPS

Charlie Tresselt, VP-Bus. Dev.

Waterworks

6 WATSCO INC.

2665 S. Bayshore Drive, #901

Miami, FL 33133

305-714-4100

Fax: 305-858-4492

Email: blogan@watsco.com

www.watsco.com

Employees: 3800

Outside Sales: 700

Inside Sales: 825

Showrooms: 425

Total Locations: 425

Key Buying Influences:

Paul Johnston, VP

Territory: 34 U.S. States

Sales Mix:

Refrigeration: 10

HVAC: 90

Sales Volume by Market Sector:

New Construction: 25

Service, Maintenance & Repair: 10

Remodel, Renovate, Rebuild &
Rehab: 65

Sales Volume by Customer Type:

Trade & Builders: 97

Industrial & Facilities: 3

Sales Volume by Market:

Residential/Light Comm.: 90

Comm/Institutional: 10

Sales to the Professional Trade:

AC/Refrig Cont.: 10

HVAC Contractor: 90

Top 5 HVAC Lines:

Rheem, Carrier, Nordyne,
Goodman, Manitowoc

Officers:

Albert Nahmad, CEO

Paul Johnston, VP

Barry Logan, SVP

Ana Menendez, CFO

Waterworks

7 HAJOCA CORPORATION*

127 Coulter Avenue

Ardmore, PA 19003

610-649-1430

www.hajoca.com

Territory: 32 states



8 JOHNSTONE SUPPLY INC.

11632 N.E. Ainsworth Circle
Portland, OR 97220
503-419-9100

Fax: 503-256-3798

Email: linda.ettestad@johnstonesupply.com

johnstonesupply.com

www.johnstonesupply.com

Employees: 3119
Outside Sales: 330
Inside Sales: 800
Showrooms: 330
Total Locations: 330
Locations Opened 2007: 15
Locations to be Opened 2008: 12
Member Buying Group?: no
Member Integrated Supply Group?: no
Master Distributer?: yes
Master Distr of What?: All lines - to members only
Territory: 46 states

Sales Mix:

Hydronic Heating: 4

Refrigeration: 23

HVAC: 55

H/C Controls: 12

Electrical: 1

Tools & Equipment: 5

Sales Volume by Market Sector:

New Construction: 5

Service, Maintenance & Repair: 70

Remodel, Renovate, Rebuild & Rehab: 25

Sales Volume by Customer Type:

Trade & Builders: 70

Utilities/Munic.: 2

Commercial Building Owner/Manager: 15

Hydronic Heating: 3

Industrial & Facilities: 10

Sales Volume by Market:

Residential/Light Comm.: 70

Comm/Institutional: 20

Industrial & Facilities: 10

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 10

AC/Refrig Cont.: 20

HVAC Contractor: 55

Other: 15

Top 5 HVAC Lines:

Goodman Mfg., UPG/Johnson

Controls, Honeywell, Emerson

Climate Control, Arkema

Officers:

Gary M. Daniels, President/CEO

Vince Guillory, VP-Sales & Marketing

Rich Jansen, Sr. VP-Finance

Ray Kernagis, VP-Supply Chain

Jim Adcox, Sr. VP-Membership

Janet McCreary, Corp. Sec./VP-

Corporate Communications

Johanna Glode, VP-Organization

and Development
Laura Schultz, Director of IT

9 WOLSELEY CANADA INC.

5145 N. Service Road
Burlington, Ontario L7L 5H7
Canada

905-335-7373

Fax: 905-331-2652

Email:

patricia.quinn@wolseley.com

Employees: 2800

Outside Sales: 544

Inside Sales: 701

Showrooms: 25

Total Locations: 248

Member Buying Group?: no

Member Integrated Supply Group?: no

Sales Mix:

Industrial PVF: 10

Plumbing: 70

HVAC: 20

Sales Volume by Customer Type:

Utilities/Munic.: 5

Other: 3

Sales Volume by Market:

Residential/Light Comm.: 83

Industrial & Facilities: 9

Officers:

Frank Roach, CEO-North America

Mike Lamorttagne, CFO

10 INTERLINE BRANDS*

801 W. Bay Street
Jacksonville, FL 32204

904-421-1400

Fax: 904-265-3695

www.interlinebrands.com

Employees: 3800

Outside Sales: 670

Inside Sales: 525

Showrooms: 38

Total Locations: 77

Locations Opened 2007: 6

Member Buying Group?: no

Member Integrated Supply Group?: no

Master Distributer?: no

Territory: all contiguous states

Sales Mix:

Plumbing: 35

HVAC: 12

Electrical: 12

Other: 41

Sales Volume by Customer Type:

Trade & Builders: 32

Other Wholesalers: 19

Industrial & Facilities: 49

Sales Volume by Market:

Residential/Light Comm.: 32

Industrial & Facilities: 49

Top 5 HVAC Lines:

Centurion, Honeywell, White

Rodgers, Goodman, National

Refrigerators

Top 5 Plumbing Lines:

American Water Heaters,

Fluidmaster, Delta, Moen, Sloan

Officers:

Michael Grebe, Chairman

William Sanford, Exec.

President/COO

Tom Tossavainen, VP/CFO
Ken Sweder, Chief Merchandising Officer

Pamela Maxwell, VP-Marketing

Fred Bravo, VP-Sales

11 EMCO LTD.*

1108 Dundas
London, Ontario N6A 4N7 Canada
519-453-9600

Fax: 519-453-9432

www.emcoltd.com

Employees: 2200

Total Locations: 230

Member Buying Group?: no

Member Integrated Supply Group?: no

Territory: Canada

Sales Mix:

Industrial PVF: 17

Plumbing: 42

Hydronic Heating: 5

Municipal Water/Utilities: 27

HVAC: 9

Sales Volume by Market Sector:

New Construction: 60

Service, Maintenance & Repair: 30

Remodel, Renovate, Rebuild & Rehab: 10

Sales Volume by Customer Type:

Trade & Builders: 60

Utilities/ Munic.: 10

Retailers: 5

Industrial & Facilities: 25

Sales Volume by Market:

Residential/Light Comm.: 40

Comm/Institutional: 40

Industrial & Facilities: 20

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 70

AC/Refrig Contractor.: 5

Builder: 1

Bath/Kitchen Dealer: 5

Remodeling Contractor: 5

HVAC Contractor: 10

Utility Contractor: 5

Other: 2

Top 5 HVAC Lines:

Trane/American Std., Ecco Heating,

Broan/Venmar, Imperial Mfg., ICP

Top 5 PVF Lines:

CCTF, Victaulic, MA Stewart,

Neuco, Flow Control

Top 5 Plumbing Lines:

Delta, Kohler, American Standard,

Woverine, Moen

Officers:

Rick Fantham, President

12 EDGEN MURRAY

18444 Highland Road
Baton Rouge, LA 70809

225-756-9868

Fax: 225-756-2982

Email: david.laxton@edgenmurray.com

edgenmurray.com

www.edgenmurray.com

Employees: 500

Outside Sales: 15

Inside Sales: 110

Total Locations: 26

Locations Opened 2007: 2

Locations to be Opened 2008: 3

Member Buying Group?: no
Member Integrated Supply Group?: no
Master Distributer?: no
Key Buying Influences: Sr. V-Global Supply Chain, Product Mgr.
Territory: All U.S., Europe, Dubai, Singapore, Australia

Sales Mix:

Industrial PVF: 100

Sales Volume by Market Sector:

New Construction: 50

Service, Maintenance & Repair: 50

Sales Volume by Customer Type:

Other Wholesalers: 10

Industrial & Facilities: 90

Sales Volume by Market:

Industrial & Facilities: 90

Top 5 PVF Lines:

Carbon Pipe, Alloy Plate, Alloy Pipe,

High Yield Fittings, Valves

Officers:

Dan O'Leary, Pres & CEO

David Laxton, EVP, CFO

13 F.W. WEBB COMPANY

160 Middlesex Turnpike
Bedford, MA 01730

781-272-6600

Fax: 781-275-3354

Email: ec@fwwebb.com

www.fwwebb.com

Employees: 1250

Outside Sales: 120

Inside Sales: 250

Showrooms: 25

Total Locations: 70

Locations Opened 2007: 2

Locations to be Opened 2008: 4

Member Buying Group?: yes

Member Integrated Supply Group?: yes

Master Distributer?: yes

Master Distributer of What?: Valves-

Plumbing

Territory: New England, Upstate NY

Sales Mix:

Industrial PVF: 10

Plumbing: 15

Hydronic Heating: 20

Refrigeration: 5

HVAC: 25

Comm./Institutional PVF: 25

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 35

AC/Refrig Cont.: 5

HVAC Contractor: 25

Other: 30

Top 5 HVAC Lines:

York, Peerless, Weil McLain,

Buderus, Honeywell

Top 5 PVF Lines:

Felker, Harvel, Crane, Wheatland,

Victaulic

Top 5 Plumbing Lines:

Bradford White, American Std.,

Aquaglass, TOTO, Delta

Officers:

John H.Hester, Chairman

Jeffrey S. Pope, President

Robert A. Mucciarone, CFO

Charles H. Slattery, VP-Purchasing

John R. Provencal, VP-Plb. & Htg.

Ernest R. Coutermarsh, VP-

Industrial



14 MORRISON SUPPLY COMPANY

311 E. Vickery Blvd.
Fort Worth, TX 76104
817-870-2227
Fax: 817-877-4942
817-259-0925

www.morsco.com

Employees: 1099
Outside Sales: 144
Inside Sales: 296
Showrooms: 28
Total Locations: 75
Locations Opened 2007: 7
Member Buying Group?: yes
Master Distributer?: no
Territory: TX, OK, NM, LA, KS

Sales Mix:

Plumbing: 75
Municipal Water/Utilities: 5
HVAC: 15

Comm./Institutional PVF: 5

Sales Volume by Market Sector:

New Construction: 70
Service, Maintenance & Repair: 15
Remodel, Renovate, Rebuild & Rehab: 15

Sales Volume by Customer Type:

Trade & Builders: 90
Utilities/Munic.: 5
Industrial & Facilities: 5

Sales Volume by Market:

Residential/Light Comm.: 45
Comm/Institutional: 45
Industrial & Facilities: 10

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 71
AC/Refrig Cont.: 20
Builder: 5

Remodeling Contractor: 1

HVAC Contractor: 3

Utility Contractor: 5

Top 5 HVAC Lines:

ICP, Selkirk, Diaken, Hart & Cooley,
Diversiteck

Top 5 PVF Lines:

Nibco, Textube, Weldbend, Anvil,
Wheatland

Top 5 Plumbing Lines:

Charlotte, Moen, Kohler, Delta,
Cerro

Officers:

Scott R. Sangalli, Chairman/CEO
Darrell R. Hawkins, President/COO
Charles Allen, VP/CFO
Bill Luce, VP
Mike Roberts, VP
Kevin Moore, VP

15 R.E. MICHEL COMPANY INC.

One R.E. Michel Drive
Glen Burnie, MD 21060

410-760-4000

Fax: 410-761-3703

Email:

mike.michel@remichel.com

www.remichel.com

Employees: 1530

Outside Sales: 175

Inside Sales: 598

Total Locations: 211

Locations Opened 2007: 7

Member Buying Group?: no

Member Integrated Supply Group?: no

Master Distributer?: no

Key Buying Influences: VP-

Marketing, Director of Purchasing

Territory: AL, CT, DE, FL, GA, IN,

IA, KY, LA, MD, MA, MS, NJ, NY,

NC, OH, PA, RI, SC, TN, TX, VT,

VA, WV

Sales Mix:

Plumbing: 3

Hydronic Heating: 8

Refrigeration: 5

HVAC: 75

H/C Controls: 6

Electrical: 2

Other: 1

Sales Volume by Market Sector:

New Construction: 22

Service, Maintenance & Repair: 40

Remodel, Renovate, Rebuild &

Rehab: 35

Other: 3

Sales Volume by Customer Type:

Trade & Builders: 82

Utilities/Munic.: 5

Hydronic Heating: 8

Industrial & Facilities: 5

Sales Volume by Market:

Residential/Light Comm.: 90

Comm/Institutional: 7

Industrial & Facilities: 3

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 14

AC/Refrig Cont.: 11

HVAC Contractor: 75

Top 5 HVAC Lines:

Ducane, Honeywell, Armstrong Air,
American Standard, Burnham

Top 5 PVF Lines:

Mueller Industries

Top 5 Plumbing Lines:

Bradford White, Rinnai, Bock,
Triangle Tube

Officers:

John W. H. Michel, President

Ronald D. Miller, Exec. VP

Glen K. Baker, VP-Sales

John V. Michel Jr., VP-Marketing

Gene A. Winters, VP-Branch

Operations

16 GROUPE DESCHENES INC.

3901 Jarry Street East

Suite 250

Montreal, Quebec H1Z 2G1

Canada

514-253-3110

Fax: 514-253-3666

Email: nboivin@groupedeschenes.com

www.groupedeschenes.com

Employees: 1130

Outside Sales: 118

Inside Sales: 222

Showrooms: 16

Total Locations: 65

Locations Opened 2007: 1

Member Buying Group?: yes

Member Integrated Supply Group?: no

Key Buying Influences: VP-

Procurement

Territory: Canada (Quebec, Ontario)

Officers:

Martin Deschenes, President/CEO

Francois Deschenes, VP-

Procurement

Benoit Berthelot, VP-HR

Ricard Pierre, VP-Finance and

Admin

Jacques Deschenes, Chairman of

the Board

Senese Joseph, VP-Operations

17 US AIR CONDITIONING DISTRIBUTION INC.

16950 Chestnut Street

City of Industry, CA 91748

626-854-4500

Fax: 626-854-4509

Email: j.scarsi@us-ac.com

www.us-ac.com

Employees: 750

Outside Sales: 150

Inside Sales: 175

Showrooms: 52

Total Locations: 53

Locations Opened 2007: 3

Locations to be Opened 2008: 6

Member Buying Group?: no

Member Integrated Supply Group?: no

Territory: CA, NV, ID, AZ, UT

Sales Mix:

Refrigeration: 10

HVAC: 85

H/C Controls: 5

Sales Volume by Market Sector:

New Construction: 25

Service, Maintenance & Repair: 10

Remodel, Renovate, Rebuild &

Rehab: 65

Sales Volume by Customer Type:

Trade & Builders: 100

Sales Volume by Market:

Residential/Light Comm.: 45

Comm/Institutional: 55

Sales to the Professional Trade:

AC/Refrig Cont.: 10

HVAC Contractor: 90

Top 5 HVAC Lines:

York, Luxaire, Coleman, Guardian,
Source One

Officers:

John Staples, President/CEO

John Scarsi, Exec. VP/CFO

Ned Broadstreet, VP/Controller

Jack Scarsi, VP-Operations

Richard Smith, Dir. Of Procurement

18 CONSOLIDATED PIPE AND SUPPLY CO. INC.

1205 Hilltop Pkwy

Birmingham, AL 35204

205-323-7261

Fax: 205-458-3907

www.consolidatedpipe.com

Employees: 580

Outside Sales: 120

Inside Sales: 130

Total Locations: 16

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: yes

Territory: AL, TN, MS, NC, IN, AR,

NC, SC, FL, VA, TX, GA, KY

Sales Mix:

Industrial PVF: 25

Industrial M/R/O Supplies: 25

Municipal Water/Utilities: 25

Other: 25

Officers:

Howard Kerr, President

Robert Kerr, EVP

19 KELLER SUPPLY COMPANY

3209 17th Avenue West

Seattle, WA 98119

206-285-3300

Fax: 206-283-8668

Email: nkeller@wolfenst.com

www.kellersupply.com

Showrooms: 22

Total Locations: 63

Territory: WA, OR, CA, AK, ID, MT,

UT, NV

Sales Mix:

Industrial PVF: 10

Plumbing: 80

HVAC: 10

Officers:

Neil Keller, CEO

Michael Murphy, President

Mick Betsch, VP

Jerry Cullen, VP

Scott Davidson, AVP

Tim Stumpf, AVP

Dave Warner, VP

Bob Brennan, VP-Sales

Jim Matthews, VP-Purchasing

George DeBell, CFO

20 N.B. HANDY COMPANY

P.O. Box 11258

Lynchburg, VA 24506-1258

434-847-4495

Fax: 434-847-2404

Email: tmills@nbhandy.com

www.nbhandy.com

Employees: 512

Outside Sales: 75

Inside Sales: 72

Total Locations: 19

Locations Opened 2007: 1

Locations to be Opened 2008: 1

Member Buying Group?: yes

Member Integrated Supply Group?: no

Key Buying Influences: Quality,

Price & Supply

Territory: PA, MD, VA, WV, TN, NC,

SC, GA, AL, FL, DE, KY

Sales Mix:

HVAC: 50

Tools & Equipment: 10

Other: 40

Sales Volume by Market Sector:

New Construction: 50



Remodel, Renovate, Rebuild & Rehab: 50

Sales Volume by Customer Type:

Trade & Builders: 100

Sales Volume by Market:

Residential/Light Comm.: 50

Comm/Institutional: 45

Industrial & Facilities: 5

Sales to the Professional Trade:

HVAC Contractor: 45

Other: 55

Top 5 HVAC Lines:

Nordyne, Royal Metals, Atco Johns, Manville, Hart & Cooley

Officers:

Michael Christian, Chairman
Mitchell Reaves, President/CEO
Tom Mills, EVP & CFO
Sam Meeks, VP-Sales HVAC
Bruce Christian, VP-HR
Joe Caragher, Controller
Dennis Craven, VP/Reg. Mgr.
Joe Tyree, VP-Operations
Angela Isaacs, VP-IS

21 KELLY PIPE COMPANY

11680 Bloomfield Avenue
Santa Fe Springs, CA 90670
562-868-0456

Fax: 562-863-4695

Email: ecohen@kellypipe.com

www.kellypipe.com

Employees: 204

Outside Sales: 27

Inside Sales: 30

Total Locations: 14

Territory: CA, AZ, UT, CO, TX, ID, IL, NV, WY, NM, WA

Sales Mix:

Industrial PVF: 100

Sales Volume by Customer Type:

Utilities/Munic.: 10

Other Wholesalers: 35

Consumers: 10

Retailers: 10

Industrial & Facilities: 27

Other: 8

Sales Volume by Market:

Industrial & Facilities: 65

Top 5 PVF Lines:

US Steel, CSI

Officers:

Earle Cohen, President/CEO
John Wolfson, VP
Leo Mann, CFO
Leonard Gross, COO

22 LOCKE SUPPLY COMPANY

1300 Southeast 82nd, Box 26128
Oklahoma City, OK 73126
405-631-9701
Fax: 405-631-0585

Employees: 700+
Showrooms: 40
Total Locations: 157
Locations Opened 2007: 3
Member Buying Group?: no
Member Integrated Supply Group?: no
Territory: OK, TX, KS, AK, MO

Sales Mix:

Plumbing: 33

HVAC: 33

Electrical: 33

Officers:

Carter Marsh, CEO
Jack Anderson, CFO
Tammi Bryant, VP
Louie Sevier, VP
Chuck Cross, VP

23 COBURN SUPPLY CO. INC.

P.O. Box 2177
Beaumont, TX 77704
409-838-6363

Fax: 409-838-4159

Email: dmaloney@coburns.com

www.coburns.com

Employees: 685

Outside Sales: 76

Inside Sales: 108

Showrooms: 22

Total Locations: 39

Locations Opened 2007: 1

Locations to be Opened 2008: 3

Member Buying Group?: yes

Key Buying Influences: Buyers,

General Managers

Territory: LA, East TX, Southern MS

Sales Mix:

Plumbing: 48

Municipal Water/Utilities: 18

Refrigeration: 2

HVAC: 27

Comm./Institutional PVF: 3

Tools & Equipment: 1

Other: 1

Top 5 HVAC Lines:

Ruud A/C, Nordyne Products, Genetron/Honeywell, ATCO, Selkirk

Top 5 PVF Lines:

Nibco, Charlotte, Cerro, M&H, Wheatland

Top 5 Plumbing Lines:

American Standard, State, Delta, Aqua Glass, Lasco

Officers:

Don Maloney, President
A.J. Maloney, Exec. VP
H.A. Shah, Secretary/Treasurer
Clo Romero, VP & GM
George Soileau, VP & GM
Danny St. Pierre, VP & GM
Trey Berlin, VP & GM
Bill Geysler, VP & GM

24 SLAKEY BROTHERS INC.

P.O. Box 15647
Sacramento, CA 95852-1647
916-478-2000

Fax: 916-478-2030

Email: lletson@slakey.com

Employees: 447

Outside Sales: 45

Inside Sales: 170
Showrooms: 3
Total Locations: 32
Member Buying Group?: yes
Member Integrated Supply Group?: no
Master Distributer?: no
Territory: CA, NV, OR, WA

Sales Mix:

Plumbing: 46

HVAC: 54

Plb. and/or Plb./Htg. Contractor: 46

HVAC Contractor: 54

Top 5 HVAC Lines:

Bryant, ATCO, ICP, Simpson Duravent, Noll/Norwesco

Top 5 Plumbing Lines:

Kohler, Sterling, State Industries, Moen, Noritz

Officers:

Frank Nisonger, President/CEO
Karen Fonseca, VP/CFO
Doug Petersen, Sr. VP/COO
Del McCann, VP-Plumbing Sales & Marketing
Doug Peyret, VP-HVAC Sales & Marketing

25 CHICAGO TUBE AND IRON COMPANY

One Chicago Tube Drive
Romeoville, IL 60446
815-834-2500

Fax: 815-588-3958

Email: ctichgo@chicagotube.com

www.chicagotube.com

Employees: 480

Outside Sales: 30

Inside Sales: 30

Total Locations: 9

Member Buying Group?: yes

Territory: IL, WI, MN, IN, LA, MI, OH, KY, NC, NE, ND, SD, KS

Sales Mix:

Industrial PVF: 40

Plumbing: 14

Industrial M/R/O Supplies: 15

Municipal Water/Utilities: 7

HVAC: 10

Comm./Institutional PVF: 12

Other: 2

Sales Volume by Market Sector:

New Construction: 30

Service, Maintenance & Repair: 5

Remodel, Renovate, Rebuild & Rehab: 5

Other: 60

Sales Volume by Customer Type:

Utilities/Munic.: 25

Other Wholesalers: 15

Industrial & Facilities: 45

Other: 15

Sales Volume by Market:

Residential/Light Comm.: 10

Industrial & Facilities: 75

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 45

HVAC Contractor: 10

Utility Contractor: 5

Other: 40

Top 5 HVAC Lines:

Weldbend, Capitol, Apollo, Vitaulic, Nibco

Top 5 PVF Lines:

Wheatland, IPSCO, Weldbend, USX, Edwards

Top 5 Plumbing Lines:

Anvil, Ward, Phoenix, Nibco, Mueller

Officers:

Robert B. Haigh, Chairman/CEO
Donald R. McNeeley, President/COO
Michael DiNanno, VP/CFO
Susan Hamilton, VP-Admin.
Larry Soehrman, VP-Materials Mgmt.

26 SOUTHERN PIPE & SUPPLY*

4330 Hwy 39N
Meridian, MS 39302
601-693-2911

Fax: 601-485-0074

Email: info@southernpipe.com

www.southernpipe.com

Total Locations: 90

Territory: AL, AR, GA, LA, MS, FL, TN

Sales Mix:

Plumbing: 95

HVAC: 5

Officers:

Marty Davidson, Chairman
Jay Davidson, President

27 MINGLEDORFF'S INC.

6675 Jones Mill Court
Norcross, GA 30092
770-446-6311

Fax: 770-239-2200

Email:

mranstead@mingledorffs.com

www.mingledorffs.com

Employees: 323

Outside Sales: 55

Inside Sales: 90

Showrooms: 21

Total Locations: 21

Locations Opened 2007: 1

Territory: GA, SC, AL

Sales Mix:

Refrigeration: 3

HVAC: 92

H/C Controls: 5

Sales Volume by Market Sector:

New Construction: 60

Remodel, Renovate, Rebuild & Rehab: 40

Sales Volume by Customer Type:

Trade & Builders: 100

Sales Volume by Market:

Residential/Light Comm.: 62

Comm/Institutional: 38

Sales to the Professional Trade:

HVAC Contractor: 100

Top 5 HVAC Lines:

Carrier, Bryant, Payne, Bard, Greenhack

Officers:

Bud Mingledorff, Chairman
David Kesterton, CEO
Matt Ranstead, VP/CFO/Secretary
Walter Schwarz, VP
Robert Massey, VP



28 FIRST SUPPLY LLC

6800 Gisholt Drive
 P.O. Box 8124
 Madison, WI 53708-8124
 608-222-7799
 Fax: 608-223-6621
 Email: trestel@1supply.com
www.1supply.com
 Employees: 540
 Showrooms: 9
 Total Locations: 27
 Locations Opened 2007: 6
 Locations to be Opened 2008: 2
 Member Buying Group?: yes
 Member Integrated Supply Group?: no

Master Distributer?: No
 Key Buying Influences: Vice President & Purchasing
 Territory: WI, MN, Northern IL, Northern MI, Northern IA

Sales Mix:
 Industrial PVF: 26
 Plumbing: 36
 Pumps/Private Wtr Systems: 9
 Hydronic Heating: 7
 Municipal Water/Utilities: 11
 HVAC: 8
 Other: 3

Top 5 HVAC Lines:
 Int'l Comfort Products, Uponsor, B&G, Triangle Tube, Snappy

Top 5 PVF Lines:
 Cambridge Lee, Nibco, US Pipe, Charlotte Pipe, Wheatland Tube

Top 5 Plumbing Lines:
 Kohler Company, A.O. Smith, Moen, Delta Faucet, Aker Plastics

Officers:
 Joe Poehling, Chairman & CEO
 Todd Restel, Director of Finance
 David Praher, VP/Secretary
 Robert Bernier, VP-Operations

Elliot Collier, Executive Vice President
 Mike Hickok, Executive Vice President
 George McKibbin, VP-Information Systems
 Brian Donarski, VP/Controller

29 UNITED PIPE & SUPPLY CO. INC.

7600 S.E. Johnson Creek Blvd.
 Portland OR 97206
 503-788-8813
 Fax: 503-777-5066
 Email: ekolasinski@unitedpipe.com
www.unitedpipe.com
 Employees: 420
 Outside Sales: 75
 Inside Sales: 80
 Total Locations: 35
 Locations Opened 2007: 3
 Locations to be Opened 2008: 2
 Member Buying Group?: no
 Member Integrated Supply Group?: no
 Territory: OR, WA, ID, MT, CA, AK

Sales Mix:
 Industrial PVF: 15
 Pumps/Private Wtr Systems: 15
 Municipal Water/Utilities: 45
 HVAC: 5
 Comm./Institutional PVF: 20

Sales Volume by Market Sector:
 New Construction: 50
 Service, Maintenance & Repair: 25
 Remodel, Renovate, Rebuild & Rehab: 25

Sales Volume by Customer Type:
 Trade & Builders: 75
 Utilities/Munic.: 10
 Other Wholesalers: 2
 Retailers: 10
 Industrial & Facilities: 3
 Other: 5

Sales Volume by Market:
 Residential/Light Comm.: 25
 Comm/Institutional: 40
 Industrial & Facilities: 33

Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 5
 Builder: 7
 Remodeling Contractor: 5
 HVAC Contractor: 9

What is luxury?



Circle 43 on Reader Reply Card

Utility Contractor: 35
 Other: 39
Top 5 HVAC Lines:
 Amana, Northwest Metals, ATCO,
 Halstead, True-Flex
Top 5 PVF Lines:
 JM Eagle, McWane, Wilkins,
 Romac, Tyler
Officers:
 Ed Kolasinski, President
 Wayne Miller, Chairman
 Patti Ramsey, VP

30 COLUMBIA PIPE & SUPPLY CO.

1120 W. Pershing Road
 Chicago, IL 60609
 773-927-6600
 Fax: 773-927-8415
Email:
barenberg@columbiapipe.com
www.columbiapipe.com
 Employees: 366
 Outside Sales: 42
 Inside Sales: 83

Total Locations: 19
 Locations to be Opened 2008: 1
 Member Buying Group?: yes
 Member Integrated Supply Group?: yes
 Master Distributer?: no
 Territory: IL, IN, WI, MI

Sales Mix:
 Industrial PVF: 28
 Plumbing: 12
 Hydronic Heating: 5
 HVAC: 7
 Comm./Institutional PVF: 48
Top 5 HVAC Lines:
 ICP, Spirax Sarco, Weil McLain,
 Lochinvar, Gary Metal Mfg.
Top 5 PVF Lines:
 Mueller Ind., Charlotte, Victaulic,
 Wheatland, Nibco
Top 5 Plumbing Lines:
 A.O. Smith, American Std., Sloan,
 Elkay Mfg., Chicago Faucet
Officers:
 Bill Arenberg, CEO/Chairman
 Tim Arenberg, President
 T.J. Arenberg, VP-Operations
 Dan Arenberg, VP-Sales
 Mike Moore, CFO

31 FAMOUS SUPPLY COMPANY

109 N. Union St.
 Akron, OH 44309
 330-762-9621
 Fax: 330-762-8722
Email:
mblaushild@famous-supply.com
www.famoussupply.com
 Employees: 500+
 Showrooms: 13
 Total Locations: 27
 Member Buying Group?: yes
 Member Integrated Supply Group?: yes
 Territory: OH, Western PA, WV

Sales Mix:
 Industrial PVF: 10
 Plumbing: 45
 HVAC: 45
Officers:
 Jay Blaushild, Chairman
 Marc Blaushild, President
 John Palermo, Dir. Of Sales
 Randy Patton, Dir. Of Purchasing
 Tom Krejci, Dir of Mktg.
 Dave Figuly, Dir of Credit &



Collections
 Tanja Kozul, Dir. Of Dist.
 Bruce Raff, Dir. Of IT
 Larry Geist- Dir. of HR
 Del Landin, Dir. Of Operations

32 THOS. SOMERVILLE COMPANY

16155 Trade Zone Avenue
 Upper Marlboro, MD 20774-8733
 301-390-9575
 Fax: 301-390-1108
Email:
pmcgowan@tsomerville.com
www.tsomerville.com



MORPHOSIS



Employees: 456
 Outside Sales: 44
 Inside Sales: 89
 Showrooms: 8
 Total Locations: 23
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Key Buying Influences: VP-Sales,
 VP-Materials Mgt.
 Territory: DC, MD, VA, WV, PA, DE,
 NJ
Sales Mix:
 Plumbing: 62
 Pumps/Private Wtr Systems: 3
 Hydronic Heating: 12
 HVAC: 6

Comm./Institutional PVF: 17
Sales Volume by Market Sector:
 New Construction: 30
 Service, Maintenance & Repair: 21
 Remodel, Renovate, Rebuild &
 Rehab: 24
 Other: 25

Sales Volume by Customer Type:
 Trade & Builders: 73
 Utilities/Munic.: 4
 Other Wholesalers: 1
 Consumers: 10
 Hydronic Heating: 12
Sales Volume by Market:
 Residential/Light Comm.: 84
 Comm/Institutional: 15

Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 84
 Builder: 2
 Bath/Kitchen Dealer: 2
 Remodeling Contractor: 9
 HVAC Contractor: 3
Top 5 HVAC Lines:
 Weil McLain, Luxaire, Burnham, HB
 Smith, A.O. Smith
Top 5 PVF Lines:
 Charlotte, Stockham, Elkhart, Cerro

Top 5 Plumbing Lines:

Kohler, Gerber, Moen, Delta,
Aqueous

Officers:

Michael J. McNerney, Chairman
 Patrick J. McGowan, President
 George D E Yezbak, VP-Materials
 Mgmt
 Dan Kelly, VP-Sales South
 Pete Misciewz, VP-EDP
 Doug Riley, VP-Sales North
 Bruce Livingston, VP-Finance

**33 CRANE SUPPLY,
DIV. OF
CRANE CANADA***

615 Dixon Road
 Toronto, Ontario M9W 1H9
 Canada

416-244-5351

Fax: 416-240-8750

www.cranessupply.com

Employees: 384

Outside Sales: 50%

Inside Sales: 50%

**Editor's estimate*

Total Locations: 33
 Master Distributer?: no
 Territory: All provinces of Canada
Sales Mix:
 Industrial PVF: 60
 Plumbing: 32
 Hydronic Heating: 6
 Other: 2

Sales Volume by Market Sector:
 New Construction: 53
 Service, Maintenance & Repair: 26
 Remodel, Renovate, Rebuild &
 Rehab: 21

Sales Volume by Customer Type:
 Hydronic Heating: 6

Top 5 HVAC Lines:

Viessman, Watts, Hydrotherm

Top 5 PVF Lines:

ERW Steel Pipe, SMIS Pipe, Crane
Valve, CS BW Figs, CS Flanges

Top 5 Plumbing Lines:

Gerber, Crane, Moen, Delta

Officers:

Tom Frazer, President, Crane
 Supply
 Kaydee Ali, CFO
 Roy Byrne, Procurement

Luxury is simplicity.



Circle 44 on Reader Reply Card

34 BARTLE & GIBSON CO.

13475 Fort Road
Edmonton, Alberta T5A 1C6
Canada
780-472-2850
Fax: 780-476-6686
Email: john@bartlegibson.com
www.bartlegibson.com

Employees: 400
Showrooms: 6
Total Locations: 30
Locations Opened 2007: 1
Locations to be Opened 2008: 1
Member Buying Group?: yes
Member Integrated Supply Group?: yes
Territory: Alberta, BC, NWT
Sales Mix:
Industrial PVF: 1
Plumbing: 75
Pumps/Private Water Systems: 1
Hydronic Heating: 9
Electrical: 11
Comm./Institutional PVF: 3
Sales Volume by Market Sector:
New Construction: 72

Service, Maintenance & Repair: 10
Remodel, Renovate, Rebuild & Rehab: 15
Other: 3
Sales Volume by Customer Type:
Trade & Builders: 77
Utilities/Munic.: 3
Consumers: 5
Hydronic Heating: 9
Retailers: 4
Industrial & Facilities: 2

Sales Volume by Market:
Residential/Light Comm.: 60
Comm./Institutional: 38
Industrial & Facilities: 2
Sales to the Professional Trade:
Plb. and/or Plb./Htg. Contractor: 90
Builder: 2
Bath/Kitchen Dealer: 2
Remod Contractor: 4
Utility Contractor: 2
Top 5 HVAC Lines:
Weil McLain, Slant/Fin, Honeywell, Watts, Kitec
Top 5 PVF Lines:
Red & White, Kitz, Canvil
Top 5 Plumbing Lines:

American Standard, Crane, KIL, Delta, Moen
Officers:
Robert Whitty, President
John Kendall, Director

35 RUSSELL SIGLER, INC.

9702 W. Tonto St.
Tolleson, AZ 85353
623-388-5100
Fax: 623-388-5200
Email: rosborne@siglers.com
Employees: 238
Outside Sales: 65
Inside Sales: 56
Showrooms: 11
Total Locations: 11
Member Buying Group?: yes
Member Integrated Supply Group?: no
Master Distributer?: No
Territory: AZ, NV, NM, TX
Sales Mix:
HVAC: 100
Sales Volume by Market Sector:
New Construction: 45
Service, Maintenance & Repair: 45



Remodel, Renovate, Rebuild & Rehab: 10
Sales Volume by Customer Type:
Trade & Builders: 90
Utilities/Munic.: 5
Comm. Building Owner/Manager: 5
Sales Volume by Market:
Residential/Light Comm.: 70
Comm./Institutional: 5
Industrial & Facilities: 25
Sales to the Professional Trade:
AC/Refrig Cont.: 5
Remodeling Contractor: 5
HVAC Contractor: 90
Top 5 HVAC Lines:
Carrier, Bryant, Adobe, J&J Metalfab



SIA COLLECTION

**Officers:**

Russell Sigler, Chairman
 John Sigler, President
 Robert Osborne, Treasurer
 Rod Martin, VP-Sales (residential)
 Don Reeves, VP-Sales (commercial)

36 G.W. BERKHEIMER CO. INC.

6000 Southport Road
 Portage, IN 46368
 219-764-5200
 Fax: 219-764-5203
 Email:
 brian.cobble@gwberkheimer.com

www.gwberkheimer.com

Employees: 300
 Total Locations: 22
 Locations to be Opened 2008: 5
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
Sales Mix:
 HVAC: 100
 Residential/Light Comm.: 100
Sales to the Professional Trade:
 AC/Refrig Cont.: 50
 HVAC Contractor: 50

37 GUSTAVE A. LARSON COMPANY

W 233 N 2869 Roundy Circle West
 Pewaukee, WI 53072
 262-542-0200
 Fax: 262-542-1400
 Email:
 scott.larson@galarson.com
 www.galarson.com
 Employees: 400
 Outside Sales: 70
 Inside Sales: 130

Showrooms: 45
 Total Locations: 47
 Locations Opened 2007: 2
 Locations to be Opened 2008: 5
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Key Buying Influences: Sr. VP-
 Inventory Management, Dir. Of
 Marketing
 Territory: WI, MN, IL, IN, ND, SD, IA,
 CO, UT, NE, ID

Sales Mix:

Hydronic Heating: 5
 Refrigeration: 40
 HVAC: 50
 H/C Controls: 5
Sales Volume by Market Sector:
 New Construction: 15
 Service, Maintenance & Repair: 85
Sales Volume by Customer Type:
 Trade & Builders: 95
 Hydronic Heating: 5
Sales Volume by Market:
 Residential/Light Comm.: 65
 Comm./Institutional: 35
Sales to the Professional Trade:

AC/Refrig Cont.: 45
 HVAC Contractor: 55
Top 5 HVAC Lines:
 Trane, Copeland, American
 Standard, DuPont, Heatcraft
Top 5 PVF Lines:
 Mueller, Cresline
Top 5 Plumbing Lines:
 Viega, Roth
Officers:
 Andrew Larson, CEO
 Scott Larson, President/COO
 Sue Sinclair, Sr. VP/CIMO
 Frank Mirocha, Sr. VP/CIO
 Greg Toler, VP-Logistics/Distribution

38 UNITED REFRIGERATION INC.

11401 Roosevelt Boulevard
 Philadelphia, PA 19154
 215-698-9100
 Fax: 215-698-7466
 www.uri.com
 Employees: 270
 Total Locations: 300

Luxury is freedom.



Circle 45 on Reader Reply Card

Territory: 42 states, U.S. Virgin Islands, Canada, U.K. & France
Sales Mix:
 Refrigeration: 50
 HVAC: 25
 H/C Controls: 25

**39 BLACKMAN*
 PLUMBING
 SUPPLY CO. INC.**

**120 Hicksville Road
 Bethpage, NY 11714
 516-579-2000
 Email: info@blackman.com
 www.blackman.com**

Showrooms: 11
 Territory: NY
Sales Mix:
 Plumbing: 50
 Hydronic Heating: 38
 Municipal Water/Utilities: 2
 HVAC: 10 **Editor's estimate*

**40 C. C. DICKSON
 CO.**

456 Lakeshore Pkwy

**Rock Hill, SC 29730
 803-980-8000
 Fax: 803-328-9869
 Email: bob.riley@ccdickson.com
 www.ccdickson.com**

Employees: 550
 Outside Sales: 45
 Showrooms: 111
 Total Locations: 111
 Locations Opened 2007: 1
 Locations to be Opened 2008: 2
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Territory: AL, FL, GA, KY, MS, NC, SC, TN, VA

Sales Mix:
 Refrigeration: 30
 HVAC: 40
 H/C Controls: 20
 Other: 10

Sales Volume by Market Sector:
 New Construction: 10
 Service, Maintenance & Repair: 50
 Remodel, Renovate, Rebuild & Rehab: 40

Sales Volume by Customer Type:
 Trade & Builders: 80

Utilities/Munic.: 10
 Industrial & Facilities: 10
Sales Volume by Market:
 Residential/Light Comm.: 70
 Comm./Institutional: 20
 Industrial & Facilities: 10
Sales to the Professional Trade:
 AC/Refrig Cont.: 30
 HVAC Contractor: 70
Top 5 HVAC Lines:
 Honeywell, Allied Air, Mueller, Hart & Cooley, Emerson Climate Tech
Officers:
 Clyde C. Dickson Jr., Chairman
 Jon Perry, President
 Harold King, VP
 Darrell Durham, VP

**41 CONSOLIDATED
 SUPPLY CO.**

**P.O. Box 5788
 Portland, OR 97228-5788
 503-684-5904
 Fax: 503-620-9833
 Email:
 brurob@consolidatedsupply.com
 www.consolidatedsupply.com**



Employees: 325
 Outside Sales: 31
 Inside Sales: 80
 Showrooms: 11
 Total Locations: 18
 Locations Opened 2007: 1
 Locations to be Opened 2008: 1
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Key Buying Influences: Sr. VP-Purchasing, Sr. VP-Sales
 Territory: OR, WA, ID, HI
Sales Mix:
 Plumbing: 60
 Hydronic Heating: 5
 Municipal Water/Utilities: 35
Sales Volume by Market Sector: >



RIVA 6



New Construction: 70
 Service, Maintenance & Repair: 10
 Remodel, Renovate, Rebuild &
 Rehab: 20

Sales Volume by Customer Type:

Trade & Builders: 62
 Utilities/Munic.: 30
 Other Wholesalers: 1
 Consumers: 1
 Hydronic Heating: 5
 Retailers: 1

Sales Volume by Market:

Residential/Light Comm.: 40
 Comm./Institutional: 25
 Other: 35

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 54
 Builder: 1

Remodeling Contractor: 2
 HVAC Contractor: 1
 Utility Contractor: 26
 Other: 16

Top 5 Plumbing Lines:

American Standard, Bradford White,
 Aqua Glass, Moen, Wirsbo

Officers:

Karla Neupert Hockley, President
 Jeff Konen, Sr. VP-Purchasing
 Bob Bruce, Sr. VP/CFO
 Kevin Neupert, Sr. VP-Sales
 Tom Bedell, VP-Business
 Development
 Karolyn Neupert, Chairman

**42 INDUSTRIAL
 PIPING
 SPECIALISTS***

606 N. 145th East Ave.

Tulsa, OK 74116

918-437-9100

Fax: 918-437-9125

Total Locations: 5

Sales Mix:

Industrial PVF: 100 *Editor's estimate

43 ETNA SUPPLY

3175 Union Street

Grand Rapids, MI 49548

616-514-5208

Fax: 616-514-6208

Email:

msierawski@etnasupply.com

www.etnasupply.com

Employees: 297

Outside Sales: 37

Inside Sales: 43

Showrooms: 7

Total Locations: 16

Locations Opened 2007: 1

Locations to be Opened 2008: 2

Master Distributer?: no

Territory: MI, IN, OH

Sales Mix:

Plumbing: 44

Hydronic Heating: 1

Municipal Water/Utilities: 46

Other: 9

Sales Volume by Market Sector:

New Construction: 85

Service, Maintenance & Repair: 5

Remodel, Renovate, Rebuild &
 Rehab: 10

Sales Volume by Customer Type:

Trade & Builders: 85

Utilities/Munic.: 9

Other Wholesalers: 1

Hydronic Heating: 1

Industrial & Facilities: 4

Sales Volume by Market:

Residential/Light Comm.: 24

Comm./Institutional: 26

Industrial & Facilities: 4

Other: 47

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 44

Builder: 37

Utility Contractor: 9

Other: 10

Top 5 HVAC Lines:

Zurn, Quest, Burnham Boilers

Top 5 PVF Lines:

Wheatland Tube, Nibco, Conbraco,

Tyler, Watts

Top 5 Plumbing Lines:

Cerro, Lochinvar, American

Standard, Charlotte

Officers:

Luxury is time together.



Circle 46 on Reader Reply Card

R. David Potgeter, President
 Russell Visner, CEO
 David L. Potgeter, VP
 Mark Potgeter, VP

44 HEATING & COOLING SUPPLY INC.

1669 Brandywine Ave., Suite A
 Chula Vista, CA 92119

619-262-8885

Fax: 619-421-0830

Email: phomen@hvaccgroup.com

www.heatingandcooling.com

Employees: 250

Outside Sales: 30

Inside Sales: 40

Total Locations: 25

Territory: CA, AZ, NV

Sales Mix:

HVAC: 100

Sales Volume by Market Sector:

New Construction: 40

Service, Maintenance & Repair: 60

Sales Volume by Customer Type:

Trade & Builders: 98

Industrial & Facilities: 2

Sales Volume by Market:

Residential/Light Comm.: 95

Comm./Institutional: 5

Sales to the Professional Trade:

AC/Refrig Cont.: 5

HVAC Contractor: 95

Top 5 HVAC Lines:

Rheem, Comfortmaker

Officers:

Marc Greer, President

Penny Homen, CFO

45 STANDARD PLUMBING

9180 South 300 West

Sandy, UT 84107

801-255-4175

Fax: 801-255-7100

www.standardplumbing.com

Employees: 320

Showrooms: 50

Total Locations: 65

Locations Opened 2007: 2

Locations to be Opened 2008: 1

Territory: UT, ID, WY, AZ, CA, OR,

CO, NV

Sales Mix:

Plumbing: 90

HVAC: 10

Sales Volume by Market Sector:

New Construction: 50

Remodel, Renovate, Rebuild &

Rehab: 50

Sales Volume by Customer Type:

Trade & Builders: 80

Consumers: 20

Sales Volume by Market:

Residential/Light Comm.: 80

Comm./Institutional: 20

Top 5 HVAC Lines:

Ruud

Top 5 Plumbing Lines:

TOTO, American Standard, Rheem,

Moen

Officers:

Richard N. Reese, President

David Freeman, VP/Gen. Mgr.

Blair Tucker, VP-Heating Sales

46 GOODIN COMPANY

P.O. Box 9326

Minneapolis, MN 55440



612-588-7811

Fax: 612-297-1183

Email: steve.kelly@goodinco.com

www.goodinco.com

Employees: 356

Outside Sales: 61

Inside Sales: 65

Showrooms: 10

Total Locations: 10

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: no

Territory: MN, ND, SD, WI

Sales Mix:

Industrial PVF: 23

Plumbing: 38

Pumps/Private Wtr Systems: 4

Hydronic Heating: 15

>



FUZION COLLECTION



HVAC: 20

Sales Volume by Market Sector:

New Construction: 60
 Service, Maintenance & Repair: 15
 Remodel, Renovate, Rebuild &
 Rehab: 25

Sales Volume by Customer Type:

Trade & Builders: 60
 Utilities/Munic.: 5
 Commercial Building Owner/
 Manager: 5

Other Wholesalers: 5

Hydronic Heating: 15

Industrial & Facilities: 10

Sales Volume by Market:

Residential/Light Comm.: 45
 Comm./Institutional: 40
 Industrial & Facilities: 10

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 65
 AC/Refrig Cont.: 10
 HVAC Contractor: 25

Top 5 HVAC Lines:

Ruud, Comfortmaker, Slant/Fin,
 Buderus, Reznor

Top 5 PVF Lines:

Milwaukee Valves, Mueller,
 Charlotte Pipe, Victaulic,
 Wheatland Tube

Top 5 Plumbing Lines:

American Standard, A.O. Smith,
 Warm Rain, Delta, Elkay

Officers:

Greg Skagerberg, Chairman/CEO
 Gerard Melgaard, Sr. VP
 Steve Kelly, President
 Joel Skagerberg, Secretary
 Brian Sand, Treasurer

**47 GRANITE GROUP
 WHOLESALERS
 LLC**

6 Storrs St.
 Concord, NH 03301

603-224-1901

Fax: 603-224-6821

Email:

rgange@thegrانitegroup.com

www.thegrانitegroup.com

Employees: 400

Outside Sales: 28

Inside Sales: 75

Showrooms: 10

Total Locations: 26

Locations Opened 2007: 1

Member Buying Group?: yes

Member Integrated Supply Group?: no

Territory: CT, MA, ME, NH, VT, RI

Sales Mix:

Industrial PVF: 5

Plumbing: 50

Pumps/Private Wtr Systems: 5

Hydronic Heating: 20

HVAC: 10

Comm./Institutional PVF: 10

Sales Volume by Market Sector:

New Construction: 60

Service, Maintenance & Repair: 20

Remodel, Renovate, Rebuild &

Rehab: 20

Sales Volume by Customer Type:

Trade & Builders: 65

Consumers: 10

Hydronic Heating: 20

Industrial & Facilities: 5

Sales Volume by Market:

Residential/Light Comm.: 85

Comm./Institutional: 10

Industrial & Facilities: 5

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 50

Builder: 10

Remod Contractor: 30

HVAC Contractor: 10

Top 5 HVAC Lines:

Weil McLain, Wirsbo, Smith,
 Peerless, Taco

Top 5 PVF Lines:

Charlotte, Tyler, Cambridge,
 Wheatland, Nibco

Top 5 Plumbing Lines:

Kohler, State, Lasco, Moen, Delta

Officers:

P. Kevin Condran, Chairman

William T. Hilfinger, CEO

Joseph W. Goff, Treasurer

Paul Martino, VP Inventory

Russ Gagne, CFO

Jacuzzi is luxury.



Circle 47 on Reader Reply Card

48 THE HABEGGER CORPORATION*

4995 Winton Road
Cincinnati, OH 45232
513-681-6313

Fax: 513-853-6642

Email:
johndorr@habeggercorp.com
www.habeggercorp.com

Employees: 258
Outside Sales: 62
Inside Sales: 40
Showrooms: 23
Total Locations: 23
Member Buying Group?: no
Member Integrated Supply Group?: no
Territory: IL, IN, KY, OH

Sales Mix:

Hydronic Heating: 3
HVAC: 77
H/C Controls: 16
Tools & Equipment: 1
Other: 3

Sales Volume by Market Sector:

New Construction: 25
Service, Maintenance & Repair: 25

*Editor's estimate

Remodel, Renovate, Rebuild &
Rehab: 50

Sales Volume by Customer Type:

Trade & Builders: 5
Commercial Building Owner/
Manager: 10
Hydronic Heating: 5
Retailers: 60
Industrial & Facilities: 10
Other: 10

Sales Volume by Market:

Residential/Light Comm.: 70
Comm./Institutional: 30

Sales to the Professional Trade:

HVAC Contractor: 90
Other: 10

Top 5 HVAC Lines:

Bryant, Carrier, Payne, Reznor,
Totaline

Officers:

Fred Habegger, Tom Habegger, Sue
Frey, Jim Habegger

49 KOCH AIR LLC

P.O. Box 1167
Evansville, IN 47706-1167

877-456-2422

Fax: 812-962-5313

Email: jmuehlbauer@kochair.com

www.kochair.com

Employees: 210
Outside Sales: 46
Inside Sales: 46
Showrooms: 6
Total Locations: 6
Locations to be Opened 2008: 1
Member Buying Group?: yes
Master Distributer?: no
Key Buying Influences: VP-
Operations, Dir.-Purchasing
Territory: IN, KY, IL, MO

Sales Mix:

HVAC: 98
H/C Controls: 2

Sales Volume by Market Sector:

New Construction: 40
Service, Maintenance & Repair: 10
Remodel, Renovate, Rebuild &
Rehab: 50

Sales Volume by Customer Type:

Trade & Builders: 97
Utilities/Munic.: 1
Other Wholesalers: 1



Industrial & Facilities: 1

Sales Volume by Market:

Residential/Light Comm.: 63
Comm./Institutional: 1
Industrial & Facilities: 35

Sales to the Professional Trade:

AC/Refrig Cont.: 5
HVAC Contractor: 90
Other: 5

Top 5 HVAC Lines:

Carrier, Honeywell, LG, Research
Products, Emerson

Officers:

Cindy Mitchell, Treasurer
James Muehlbauer, President
Brad Muehlbauer, VP-Operations >

Since 1948, Jacuzzi has harnessed the power of water to indulge the body and liberate the senses. In 2008, Jacuzzi is re-defining the nature of luxury once again with innovative new designs like these and more, at www.natureofjacuzzi.com/tw.

MORPHOSIS

Inspired by trend-setting European designs, Morphosis arrives on the scene – and instantly steals it with a sleek sculptural shape and the ability to float freely in the room. Look for the stunning debut of Morphosis this summer.

SIA COLLECTION

Simplicity found: in sleek, minimalist lines and in the timeless pleasure of being immersed in warm, swirling waters. Available as a whirlpool, air bath or salon spa this summer.

RIVA 6

Newly freed to stand alone in the room, our new Riva 6 soaking tub, available this summer, features a seamless wrap-around skirt design and a flat rim for a clean, streamlined appearance.

FUZION COLLECTION

Modern romance comes together this fall in Fuzion, with its sexy infinity edge, custom-designed pillows for two, waterfall features, and flat panel controls to adjust temperature, lighting and performance.



50 PEIRCE-PHELPS INC.

2000 North 59th Street
Philadelphia, PA 19131
215-879-7000

Fax: 215-879-7268

www.peirce.com

Employees: 250

Showrooms: 1

Total Locations: 15

Locations Opened 2007: 1

Territory: PA, DE, NJ, MD, WV, VA, NY

Sales Mix:

Refrigeration: 2

HVAC: 95

H/C Controls: 3

Top 5 HVAC Lines:

Carrier, Bryant, Payne, Mitsubishi, ICP

Officers:

Brian G. Peirce, CEO

Dana L. Peirce, VP-Res. Sales

Robin J. Peirce, VP-HVAC Sales

Bruce McConnell, VP-Commercial Sales

Robert Subranni, CFO

Dennis Egan, VP-Home & Hearth

51 DAVIS & WARSHAW INC.

57-22 49th Street, Box 39
Maspeth, NY 11378

718-937-9500

Fax: 718-786-9771

Email: ffinkel@dwny.com

www.daviswarshaw.com

Employees: 290

Outside Sales: 1

Inside Sales: 31

Showrooms: 9

Total Locations: 9

Locations Opened 2007: 2

Member Buying Group?: yes

Territory: Metro NY, NJ, CT

Sales Mix:

Industrial PVF: 20

Plumbing: 55

Hydronic Heating: 9

Comm./Institutional PVF: 11

Tools & Equipment: 4

Other: 1

Sales Volume by Customer Type:

Trade & Builders: 65

Utilities/Munic.: 4

Comm. Building Owner/Manager: 2

Other Wholesalers: 5

Consumers: 18

Hydronic Heating: 9

Retailers: 2

Industrial & Facilities: 4

Sales Volume by Market:

Residential/Light Comm.: 10

Comm./Institutional: 40

Industrial & Facilities: 4

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 48

Builder: 1

Bath/Kitchen Dealer: 2

Remodeling Contractor: 15

HVAC Contractor: 10

Other: 24

Top 5 HVAC Lines:

A.O. Smith, Weil McLain, Burnham

Top 5 PVF Lines:

Wheatland, Anvil, Stockham, WKM
Hammond

Top 5 Plumbing Lines:

Kohler, Crane, Gerber, Grohe

Officers:

Irving Finkel, Chairman

Frank Finkel, President

David Finkel, EVP

Andrew Atlas, EVP-Purchasing

Alan Colen, VP-Sales

52 SID HARVEY INDUSTRIES INC.

605 Locust Street

Garden City, NY 11530

516-745-9200

Fax: 516-222-9027

Email: sharvey@sidharvey.com

www.sidharvey.com

Employees: 370

Outside Sales: 55

Inside Sales: 200

Showrooms: 71

Total Locations: 75

Member Buying Group?: yes

Territory: CO, CT, DE, IL, ME, MD, MA, MI, MN, NH, NJ, NY, OH, PA, RI, VT, WI, WV, WY

Sales Mix:

Hydronic Heating: 15

Refrigeration: 25

HVAC: 35

H/C Controls: 15

Electrical: 5

Tools & Equipment: 5

Sales Volume by Market Sector:

New Construction: 5

Service, Maintenance & Repair: 55

Remodel, Renovate, Rebuild & Rehab: 40

Sales Volume by Customer Type:

Trade & Builders: 80

Utilities/Munic.: 5

Hydronic Heating: 10

Industrial & Facilities: 5

Sales Volume by Market:

Residential/Light Comm.: 80

Comm./Institutional: 15

Industrial & Facilities: 5

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 20

AC/Refrig Cont.: 40

HVAC Contractor: 40

Top 5 HVAC Lines:

DuPont, Emerson/Copeland,

Honeywell, ICP, Peerless

Officers:

Jack DeCotiis, SVP

Dave Harvey, EVP

Sid Harvey, President

Jim Otto, SVP

John Rynecki, SVP

Russ Tumsuden, SVP

Rich Carbonaro, VP

Grace Kling, Controller

53 HIRSCH PIPE & SUPPLY

15025 Oxnard Street, Suite 200

Van Nuys, CA 91411

818-756-0900

Fax: 818-756-0910

Email: jrking@hirsch.com

www.hirsch.com

Employees: 285

Outside Sales: 3

Inside Sales: 50

Showrooms: 2

Total Locations: 13

Locations to be Opened 2008: 1

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: yes

Master Distr of What?: Chicago

Faucets, Sloan Valve

Territory: U.S., Orient, Middle East,

Southern CA

Sales Mix:

Plumbing: 80

H/C Controls: 3

Other: 17

Sales Volume by Market Sector:

New Construction: 5

Service, Maintenance & Repair: 40

Remodel, Renovate, Rebuild & Rehab: 40

Other: 15

Sales Volume by Customer Type:

Trade & Builders: 83

Utilities/ Munic.: 2

Other Wholesalers: 5

Retailers: 5

Other: 5

Sales Volume by Market:

Residential/Light Comm.: 90

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 90

Remodeling Contractor: 10

Top 5 PVF Lines:

Nibco, Honeywell, Red & White,

Watts, Wilkins

Top 5 Plumbing Lines:

Chicago Faucet, Delta, American

Std., American Water Heater,

Toto-Kiki

Officers:

William D. Glockner, President/CEO

Daniel J. Mariscal, Chairman

Greg Mariscal, Secretary

Bradley Eisenstein CFO

Bob Berumen, Marketing

Fred Laube, Purchasing

Jiro Akasaka, Branch Operations

Juan Portillo, Los Angeles Mgr.

Sam Filmardiosian, Glendale Mgr.

Harry Kinnen, Santa Monica Mgr.

Steve Johnson, San Juan

Capistrano Mgr.

Ron Inocencia, Commerce Mgr.

Efrain Garcia, Anaheim Mgr.

54 DAVIDSON PIPE SUPPLY CO.*

5002 Second Avenue

Brooklyn, NY 11232

718-439-6300

Fax: 718-439-8078

Email: peter@davidsonpipe.com

www.davidsonpipe.com

Employees: 210

Outside Sales: 10

Inside Sales: 25

Total Locations: 8

Territory: ME, VT, NH, MA, CT, NY,

NJ, DE

Sales Mix:

Industrial PVF: 7

Comm./Institutional PVF: 80

Other: 13

Sales Volume by Market Sector:

New Construction: 60

Remodel, Renovate, Rebuild & Rehab: 40

Sales Volume by Customer Type:

Trade & Builders: 80

Other: 20

Sales Volume by Market:

Comm./Institutional: 87

Industrial & Facilities: 7

Other: 13

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 15

HVAC Contractor: 70

Utility Contractor: 5

Other: 10

Officers:

Peter Daudson, CEO

Stuart Krueger, President

55 TRUMBULL INDUSTRIES INC.

400 Dietz Road, P.O. Box 30

Warren, OH 44482

330-393-6624

Fax: 330-399-4421

www.trumbull.com

Employees: 271

Outside Sales: 38

Inside Sales: 73

Showrooms: 4

Total Locations: 6

Member Buying Group?: yes

Member Integrated Supply Group?: no

Territory: OH, PA, NY

Sales Mix:

Industrial PVF: 12

Plumbing: 49

Industrial M/R/O Supplies: 16.6

Municipal Water/Utilities: 20.4

Tools & Equipment: 2

Sales Volume by Market Sector:

New Construction: 65

Service, Maintenance & Repair: 10

Remodel, Renovate, Rebuild & Rehab: 25

Sales Volume by Customer Type:

Trade & Builders: 18

Utilities/Munic.: 25

Comm. Building Owner/Manager: 8

Other Wholesalers: 5

Consumers: 6

Retailers: 21

Industrial & Facilities: 14

Other: 3

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 34

Builder: 11

Bath/ Kitchen Dealer: 3

Remodeling Contractor: 22

HVAC Contractor: 3

Utility Contractor: 7

Other: 20

**Top 5 PVF Lines:**

Nibco, Wheatland, Conbraco,
Victaulic, Weldbend

Top 5 Plumbing Lines:

American Std., Jacuzzi, Delta,
Moen, A.O. Smith

Officers:

Murray Miller, President
Sam M. Miller, VP
Sam H. Miller, VP
Ken Miller, Secretary, V-Purchasing
Julian Lehman, Treasurer/Controller

56 AMERICAN REFRIGERATION SUPPLIES INC.

2632 E. Chambers Street
Phoenix, AZ 85036
602-243-2792

Fax: 602-243-2893

Email: smartin@arsnet.com

www.ars-net.com

Employees: 234

Outside Sales: 17

Inside Sales: 115

Showrooms: 33

Total Locations: 33

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: no

Key Buying Influences: Director of
Sales, Officers

Territory: CA, NV, AZ, NM, TX, VA

Sales Mix:

Refrigeration: 60

HVAC: 40

Sales to the Professional Trade:

AC/Refrig Cont.: 90

Other: 10

Top 5 HVAC Lines:

American Std., Copeland, DuPont,
Larkin, Mitsubishi

Officers:

Stephen Martin, President

Joe Ward, VP

Paul Sykes, President-VA Division

57 ROBERT JAMES SALES INC.

P.O. Box 1144

Tavernier, FL 33070

305-852-1694

Fax: 305-852-5091

www.rjsales.com

Employees: 130

Outside Sales: 29

Inside Sales: 30

Total Locations: 10

Locations Opened 2007: 1

Locations to be Opened 2008: 1

Member Buying Group?: no

Member Integrated Supply Group?: no

Master Distributer?: yes

Master Distr of What?: 2205 Duplex

Territory: ME, MA, CT, NH, NY, NJ,

DE, MD, VA, NC, SC, OH, MI, IN,

KY, IL, WI, MN, ND, SD, ID, NE,

MO, AR, VT, WV, WI, TN

Sales Mix:

Industrial PVF: 100

Sales Volume by Market Sector:

New Construction: 65

Service, Maintenance & Repair: 35

Sales Volume by Customer Type:

Utilities/Munic.: 9

Other Wholesalers: 3

Industrial & Facilities: 88

Sales Volume by Market:

Industrial & Facilities: 97

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 65

HVAC Contractor: 10

Top 5 PVF Lines:

Taylor Forge, MAASS, Core, Felker
Bros., Bristol Metals

Officers:

Jim Bokor Sr., Chairman

Bob Glidden Jr., Co-Owner

Jim Bokor Jr., President

Jeff Parrish, National Sales Manager

Bob Baldauff, Corp. P.A.

Joe McIntosh, VP-Finance

58 AUER STEEL & HEATING SUPPLY CO.

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>



414-463-1234

Fax: 414-463-6803

Email: dave.leicht@auersteel.com

www.auersteel.com

Employees: 203

Outside Sales: 26

Inside Sales: 53

Total Locations: 7

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: no

Territory: WI, MN, ND, Northern MI

Sales Mix:

Plumbing: 4

Hydronic Heating: 7

HVAC: 70

H/C Controls: 4

Other: 15

Top 5 HVAC Lines:

Carrier, Bryant, Reznor, Burnham,
Payne

Officers:

Don M. Curtes, President

Arthur Curtes, VP

59 THE MACOMB GROUP

34400 Mound Road

Sterling Heights, MI 48310

586-274-4100

Fax: 586-274-4125

Email: rheck@macombgroup.com

www.macombgroup.com

Employees: 205

Outside Sales: 33

Inside Sales: 40

Showrooms: 12

Total Locations: 12

Locations Opened 2007: 1

Locations to be Opened 2008: 3

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: no

Key Buying Influences: President,
VP, Purchasing Agents

Territory: MI, IN, OH

Sales Mix:

Industrial PVF: 77

Plumbing: 13

Hydronic Heating: 3

H/C Controls: 3

Tools & Equipment: 1

Other: 3

Sales Volume by Market Sector:

New Construction: 65

Service, Maintenance & Repair: 20

Remodel, Renovate, Rebuild &

Rehab: 15

Sales Volume by Customer Type:

Trade & Builders: 65

Utilities/Munic.: 15

Comm. Building Owner/Manager: 1

Other Wholesalers: 1

Hydronic Heating: 3

Industrial & Facilities: 15

Sales Volume by Market:

Residential/Light Comm.: 5

Comm./Institutional: 20

Industrial & Facilities: 74

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 20

AC/Refrig Cont.: 2

HVAC Contractor: 5

Utility Contractor: 10

Other: 63

Top 5 HVAC Lines:

Lochinvar, Modine

Top 5 PVF Lines:

Victaulic, Wheatland, Nibco, Apollo,
Weldbend

Top 5 Plumbing Lines:

Tyler, Eljer, Sloan, Jay R. Smith,
Crane

Officers:

Keith Schatko, VP-Sales

David Margolis, CFO

Bill McGivern, Pres./CEO

Chuck Raymond, National Sales Mgr.

Dick Dixon, VP

Brandon Perilli, Purchasing

Steve Dixon, VP

Gary Stabile, Quotations Mgr.

Jim Tucker, Key A/C Sales

60 CONNOR CO.

2800 NE Adams

Peoria, IL 61603

309-688-1068

Fax: 309-688-4120

Email: dludolph@connorco.com

www.connorco.com

Employees: 233

Outside Sales: 34

Inside Sales: 23

Showrooms: 12

Total Locations: 24

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: no

Key Buying Influences: Director of

Purchasing

Territory: IL, IA, IN, MO, WI

Sales Mix:

Industrial PVF: 7

Plumbing: 31

Hydronic Heating: 10

Municipal Water/Utilities: 5

HVAC: 35

H/C Controls: 5

Comm./Institutional PVF: 2

Other: 5

Sales Volume by Market Sector:

New Construction: 60

Service, Maintenance & Repair: 20

Remodel, Renovate, Rebuild &

Rehab: 20

Sales Volume by Customer Type:

Trade & Builders: 70

Utilities/Munic.: 2

Comm. Building Owner/Manager: 2

Other Wholesalers: 1

Consumers: 4

Hydronic Heating: 10

Retailers: 2

Industrial & Facilities: 19

Sales Volume by Market:

Residential/Light Comm.: 50

Comm./Institutional: 20

Industrial & Facilities: 20

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 41

AC/Refrig Cont.: 5

Builder: 5

Remodeling Contractor: 10

HVAC Contractor: 35

Utility Contractor: 2

Other: 3

Top 5 HVAC Lines:

Rheem, ICP, Weil McLain, Wirsbo,
Acme

Top 5 PVF Lines:

Nibco, ASCO, Anvil, Worcester,
Wheatland

Top 5 Plumbing Lines:

Oasis, Kohler, A.O. Smith, Delta,
Moen

Officers:

Stan Collins, President/Treasurer

Martha Collins, Secretary

Susan Collins, Chairwoman of the
Board

Jim Bulger, GM/Exec. VP

Dan Ludolph, CFO

Tim Urban, Dir. Of Purchasing

Julie Driscoll, IT Mgr.

Ryan Curry, Controller

61 EXPRESS PIPE & SUPPLY CO. INC.

10000 Jefferson Blvd.

Culver City, CA 90232

310-204-7238

Fax: 310-204-7288

Email:

bshapiro@expresspipe.com

www.expresspipe.com

Employees: 230

Outside Sales: 3

Inside Sales: 50

Showrooms: 2

Total Locations: 13

Locations Opened 2007: 1

Locations to be Opened 2008: 1

Member Buying Group?: yes

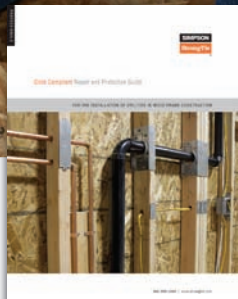
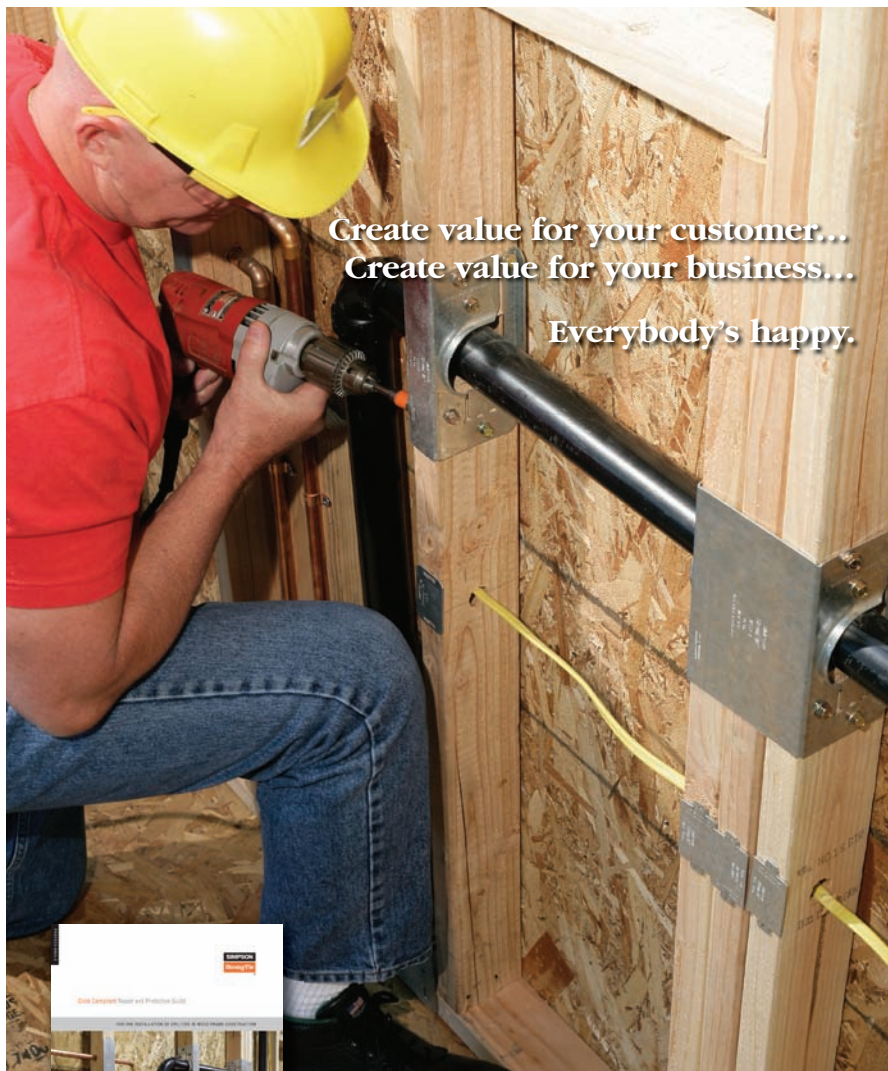
Master Distributer?: no

Territory: Southern CA

Sales Mix:

Industrial PVF: 2

Plumbing: 98



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Sales Volume by Market Sector:
 Service, Maintenance & Repair: 50
 Other: 45
Sales Volume by Customer Type:
 Trade & Builders: 98
 Comm. Building Owner/Manager: 2
Sales Volume by Market:
 Residential/Light Comm.: 98
 Other: 2
Top 5 Plumbing Lines:
 TOTO, American Standard, Rheem,
 Nibco, Noritz
Officers:
 Alan Shapiro, CEO
 Greg Boiko, President
 Laura Houston, Controller
 Trish Dougherty, VP
 Bob Riggs, GM
 Brooke Shapiro, PR Mngr.

62 CENTURY HOLDINGS

10510 West Sam Houston Pkwy. S.
 Houston, TX 77099
 281-530-2859
 Fax: 281-530-8071
 Email: jvetter@centuryac.com
www.centuryac.com

Employees: 210
 Outside Sales: 38
 Inside Sales: 69
 Showrooms: 20
 Total Locations: 21
 Locations Opened 2007: 1
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Territory: TX, NE, IA, MN, SD, MO
Sales Mix:
 Plumbing: 2
 Refrigeration: 2
 HVAC: 90
 H/C Controls: 5
 Tools & Equipment: 1
Sales Volume by Market Sector:
 New Construction: 20
 Remodel, Renovate, Rebuild &
 Rehab: 80
Sales Volume by Customer Type:
 Trade & Builders: 83
 Comm. Building Owner/Manager: 12

Other Wholesalers: 5
Sales Volume by Market:
 Residential/Light Comm.: 95
Sales to the Professional Trade:
 AC/Refrig Cont.: 5
 HVAC Contractor: 95
Top 5 HVAC Lines:
 Rheem, Nordyne, Fasco, Tecumseh,
 First Company
Top 5 Plumbing Lines:
 State Water Heaters, Wirsbo, Eljer,
 Delta Faucet, Cresline Plastic
Officers:
 Rick Luke, President
 Billy Griffin, VP-Sales
 Steve Fair, VP-Purchasing
 Ken Schreiber, VP-IT
 Jim Vetter, CFO
 Bill Hall, VP/COO

63 CRAWFORD SUPPLY CO.

8150 N. Lehigh
 Morton Grove, IL 60053
 847-967-1414
 Fax: 847-967-2183
 Employees: 215
 Outside Sales: 30
 Inside Sales: 40
 Showrooms: 18

Total Locations: 24
 Locations to be Opened 2008: 1
Sales Mix:
 Plumbing: 60
 Pumps/Private Wtr Systems: 10
 Hydronic Heating: 5
 HVAC: 25
Sales Volume by Customer Type:
 Hydronic Heating: 5
Top 5 HVAC Lines:
 Nordyne, Hart & Cooley
Top 5 Plumbing Lines:
 Kohler, Moen, Delta American
 Standard, Grohe
Officers:
 Sig Feiger, President
 Steven Feiger, VP

64 REDLON & JOHNSON

172-174 St. John St.
 Portland, ME 04102
 207-773-4755
 Fax: 207-828-1704
 Email:
tmullen@redlon-johnson.com
www.redlon-johnson.com
 Employees: 250
 Outside Sales: 30
 Inside Sales: 105
 Showrooms: 5
 Total Locations: 15
 Locations to be Opened 2008: 1
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Key Buying Influences: President,
 Branch Mgrs., Dir. of Purchasing
 Territory: NH, MA, VT, PA, MD, OH

Sales Mix:
 Industrial PVF: 5
 Plumbing: 35
 Pumps/Private Wtr Systems: 15
 Hydronic Heating: 40
 Industrial M/R/O Supplies: 5
Sales Volume by Market Sector:
 New Construction: 25
 Service, Maintenance & Repair: 25
 Remodel, Renovate, Rebuild &
 Rehab: 40
 Other: 10
Sales Volume by Customer Type:
 Trade & Builders: 80
 Utilities/ Munic.: 5
 Hydronic Heating: 40
 Industrial & Facilities: 15
Sales Volume by Market:
 Residential/Light Comm.: 15
 Industrial & Facilities: 15
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 70
 Builder: 5
 Remodeling Contractor: 10
 HVAC Contractor: 10
 Utility Contractor: 5
Top 5 HVAC Lines:
 Burnham, Wirsbo/Uponor, Taco,
 Slan/Fin, Amtrol
Top 5 PVF Lines:
 Elkhart, Charlotte, Watts, Conbraco,
 Cambridge Lee
Top 5 Plumbing Lines:
 Kohler, Delta, Rheem, Aker,
 Mansfield
Officers:

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Thomas Mullen, President/CEO
 Patrick Chute, VP/Treasurer/CFO
 Terry Cain, Director of Sales
 Steve Wilson, Credit Manager
 Frank Arsenault, Dir. Of Purchasing
 Mark Stone, Dir. Of Information Systems

**65 J.H. LARSON
 COMPANY**

10200 51st Ave. N, Suite A

Minneapolis, MN 55442-4505
 763-545-1717
 Fax: 763-525-5884
 Email: echesen@jhlarson.com
www.JHLarson.com

Employees: 77
 Outside Sales: 13
 Inside Sales: 20
 Showrooms: 6
 Total Locations: 10
 Locations Opened 2007: 1
 Member Buying Group?: yes

Member Integrated Supply Group?: no
 Master Distributer?: yes
 Master Distr of What?: Nordyne
 Key Buying Influences: Corporate
 Mgr.-Plg & HVAC
 Territory: MN, WI, SD, IA
Sales Mix:
 Industrial PVF: 1
 Plumbing: 13
 Hydronic Heating: 2
 HVAC: 13
 Electrical: 70
 Tools & Equipment: 1

Sales Volume by Market Sector:
 New Construction: 80
 Service, Maintenance & Repair: 10
 Remodel, Renovate, Rebuild &
 Rehab: 10

Sales Volume by Customer Type:
 Trade & Builders: 82
 Utilities/Munic.: 2
 Comm. Building Owner/Manager: 3
 Other Wholesalers: 1
 Consumers: 1
 Hydronic Heating: 2
 Retailers: 1

Industrial & Facilities: 10
Sales Volume by Market:
 Residential/Light Comm.: 90
 Comm./Institutional: 5
 Industrial & Facilities: 5

Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 17
 Bath/Kitchen Dealer: 1
 Remodeling Contractor: 8
 HVAC Contractor: 15
 Utility Contractor: 1
 Other: 68

Top 5 HVAC Lines:
 Nordyne, Snappy, Hart & Cooley,
 Titeflex, REHAU

Top 5 PVF Lines:
 Cerro, Charlotte, Elkhart, Cresline,
 Jomar

Top 5 Plumbing Lines:
 Bradford White, Great Lakes
 Plastics, Moen, TOTO, Delta

Officers:
 Greg Pahl, President/CEO
 Edward Chesen, VP/GM
 Chuck Pahl, Chairman of Board

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 CORP.**

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 Houston, TX 77025
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 Fax: 713-661-3684
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www.johnsonsupply.com

Employees: 260
 Outside Sales: 30
 Inside Sales: 95
 Showrooms: 24
 Total Locations: 24
 Member Buying Group?: yes
 Territory: TX, Southeastern LA
Sales Mix:
 Refrigeration: 10
 HVAC: 80
 Other: 10

Sales Volume by Market Sector: >

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New Construction: 10
 Service, Maintenance & Repair: 90
Sales Volume by Customer Type:
 Trade & Builders: 70
 Comm. Building Owner/Manager: 10
 Industrial & Facilities: 20
Sales Volume by Market:
 Residential/Light Comm.: 70
 Comm./Institutional: 15
 Industrial & Facilities: 15
Sales to the Professional Trade:
 HVAC Contractor: 100

Top 5 HVAC Lines:
 York, DuPont, Bard, Sporlan,
 Honeywell
Officers:
 Carl I Johnson Jr., Chairman/CEO
 Richard W. Cook, President/COO
 Darrell J. Simoneaux, V-Logistics
 James B. Cook, Business
 Development
 Donald K. Wile, VP/CFO
 Thomas W. Smith, VP-Sales &
 Marketing

Douglas Domgard, VP-Branch
 Operations

67 IRR SUPPLY CENTERS INC.

**908 Niagra Falls Blvd.
 No. Tonawanda, NY 14120
 716-692-1600
 Fax: 716-692-1611
 Email: mjstetter@irrsupply.com
www.irrsupply.com**

Showrooms: 6
 Total Locations: 28
 Member Buying Group?: yes
 Master Distributer?: no
 Territory: NY, Northwestern PA
Sales Mix:
 Plumbing: 35
 Pumps/Private Wtr Systems: 5
 Hydronic Heating: 20
 Refrigeration: 10
 HVAC: 25
 H/C Controls: 5
Sales Volume by Market Sector:
 New Construction: 25
 Service, Maintenance & Repair: 20
 Remodel, Renovate, Rebuild &
 Rehab: 55
Sales Volume by Customer Type:
 Trade & Builders: 65
 Comm. Building Owner/Manager: 4
 Consumers: 1
 Hydronic Heating: 25
 Industrial & Facilities: 5
 Sales Volume by Market:
 Residential/Light Comm.: 65
 Comm./Institutional: 25
 Industrial & Facilities: 10
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 50
 AC/Refrig Cont.: 10
 Bath/Kitchen Dealer: 2
 Remodeling Contractor: 5
 HVAC Contractor: 30
 Other: 3

Top 5 HVAC Lines:
 ICP, Weil McLain, ECR/Dunkirk,
 Wirsbo, Bohn/Heatcraft

Top 5 PVF Lines:
 Nibco, Cerro, Charlotte Steel Pipe

Top 5 Plumbing Lines:
 A.O. Smith, Kohler, Delta, Lasco,
 Bradford White

Officers:
 Michael Stetter, CEO
 Michael Duffy, President

68 WOLFF BROTHERS SUPPLY

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 Medina, OH 44256
 330-725-3451
 Fax: 330-223-7992
 Email: hwolff@wolffbros.com
www.wolffbros.com**

Employees: 262
 Outside Sales: 32
 Inside Sales: 62
 Showrooms: 3
 Total Locations: 9
 Locations to be Opened 2008: 1
 Member Buying Group?: yes >

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 SUITE 190 • HOUSTON TX 77032
 Phone: 281-219-7766
 E-mail info@kinkavalves.com

Contact these Master Distributors for stock items :

Alloy products:



U.S. Metals, Inc.:
 Phone 800-676-7836

Stainless Products:



Global Stainless:
 Phone 877-980-3283

Circle 71 on Reader Reply Card



Member Integrated Supply Group?: no
Territory: Northern Ohio
Sales Mix:
Industrial PVF: 2
Plumbing: 25
Pumps/Private Wtr Systems: 1
Hydronic Heating: 1
Industrial M/R/O Supplies: 9
HVAC: 3
H/C Controls: 1
Electrical: 50
Comm./Institutional PVF: 4

Tools & Equipment: 3
Sales Volume by Market Sector:
New Construction: 60
Service, Maintenance & Repair: 20
Remodel, Renovate, Rebuild & Rehab: 20
Sales Volume by Customer Type:
Trade & Builders: 70
Utilities/Munic.: 4
Comm. Building Owner/Manager: 10
Other Wholesalers: 2
Hydronic Heating: 1

Retailers: 4
Industrial & Facilities: 10
Sales Volume by Market:
Residential/Light Comm.: 70
Comm./Institutional: 20
Industrial & Facilities: 10
Sales to the Professional Trade:
Plb. and/or Plb./Htg. Contractor: 29
Builder: 5
Bath/Kitchen Dealer: 4
Remodeling Contractor: 9
HVAC Contractor: 15
Other: 38

Top 5 HVAC Lines:
American Standard, Snappy, H & C, Cambridge Lee, Burnham

Top 5 PVF Lines:
Mueller, Ward, Wheatland, V M Mfg., Bristol

Top 5 Plumbing Lines:
Kohler, Moen, Maax, A.O. Smith, Mansfield

Officers:
Howard Wolff, President
George Wolff, VP-Sales
Ken Wolff, VP-Purchasing
Jeff Wolff, VP-A/R
Mike Huttinger, VP-Wooster Branch Manager
Irene Hill, Secretary/Treasurer
Ted Wolff, VP-Operations

69 CENTRAL SUPPLY CO. INC.

P.O. Box 1982
Indianapolis, IN 46206-1982
317-898-2411
Fax: 317-899-6421
Email: dhughes@centralsupplycompany.com

Employees: 180
Outside Sales: 16
Inside Sales: 27
Showrooms: 3
Total Locations: 4
Member Buying Group?: yes
Member Integrated Supply Group?: no
Territory: IN, Northwestern OH, Southern MI

Sales Mix:
Plumbing: 48
Pumps/Private Wtr Systems: 1
HVAC: 1
Electrical: 35
Comm./Institutional PVF: 15
Sales Volume by Market Sector:
New Construction: 90
Service, Maintenance & Repair: 5
Remodel, Renovate, Rebuild & Rehab: 5

Sales Volume by Customer Type:
Trade & Builders: 95
Utilities/Munic.: 1
Other Wholesalers: 1
Consumers: 1
Industrial & Facilities: 2

Sales Volume by Market:
Residential/Light Comm.: 30
Comm./Institutional: 70
Sales to the Professional Trade:
Plb. and/or Plb./Htg. Contractor: 65
Other: 35

Top 5 PVF Lines:
Nibco, Victaulic

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Top 5 Plumbing Lines:

A.O. Smith, American Standard, Zurn, Elkay

Officers:

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David Hughes, Exec. VP/Treasurer
Keith Gilbert, VP-Sales
Doyle McCauley, VP/General Manager
Ted Ashcraft, VP-Sales
Randy Strong, VP/General Manager

70 THE PORTLAND GROUP

74 Salem Road
No. Billerica, MA 01862
978-262-1444

Fax: 978-262-1487
Email:
her@theportlandgroup.com
www.theportlandgroup.com

Employees: 280
Outside Sales: 18
Inside Sales: 40
Showrooms: 5
Total Locations: 12
Locations to be Opened 2008: 1
Member Buying Group?: yes
Member Integrated Supply Group?: no
Territory: MA, NH, RI, ME

Sales Mix:
Industrial PVF: 3
Hydronic Heating: 20
Refrigeration: 2
HVAC: 20
H/C Controls: 3
Tools & Equipment: 3
Sales Volume by Market Sector:
New Construction: 40
Remodel, Renovate, Rebuild & Rehab: 40
Other: 20

Sales Volume by Customer Type:
Trade & Builders: 90
Utilities/Munic.: 1

Comm. Building Owner/Manager: 1
Other Wholesalers: 2
Consumers: 5
Hydronic Heating: 20
Industrial & Facilities: 1
Sales to the Professional Trade:
HVAC Contractor: 30
Other: 70

Top 5 HVAC Lines:
Burnham, Weil McLain, Allied Air, Nordyne, A.O. Smith

Top 5 Plumbing Lines:
Kohler, Lasco, Symmons, Grohe, Baines Ultra

Officers:
Howard E. Rose, President
Richard E. Fox, Treasurer
Joe Phillips, VP
Barry Novoson, VP

71 THE BEHLER-YOUNG COMPANY

4900 Clyde Park S.W.
Grand Rapids, MI 49509
616-531-3400
Fax: 616-531-6740

Email: dry@behler-young.com
www.behler-young.com

Employees: 185
Outside Sales: 15
Inside Sales: 56
Showrooms: 15
Total Locations: 16
Member Buying Group?: yes
Member Integrated Supply Group?: no
Master Distributer?: no
Territory: MI

Sales Mix:
Hydronic Heating: 3
HVAC: 92
H/C Controls: 5
Sales Volume by Market Sector:
New Construction: 30
Service, Maintenance & Repair: 20
Remodel, Renovate, Rebuild & Rehab: 50

Sales Volume by Customer Type:
Trade & Builders: 100

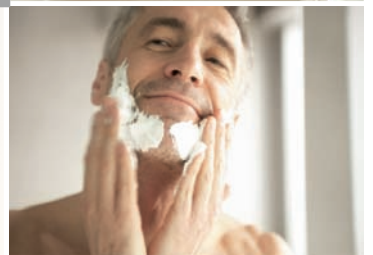
Sales Volume by Market:
Residential/Light Comm.: 65
Comm./Institutional: 20
Industrial & Facilities: 15

Sales to the Professional Trade:
Plb. and/or Plb./Htg. Contractor: 5 >

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www.stiebel-eltron-usa.com



AC/Refrig Cont.: 5
 HVAC Contractor: 90
Top 5 HVAC Lines:
 Bryant, Payne, Hart & Cooley,
 Honeywell
Top 5 Plumbing Lines:
 Bradford White
Officers:
 Douglas R. Young, CEO
 Richard W. Young, Chairman

**72 ROBERTSON
 HEATING
 SUPPLY CO.**

2155 W. Main Street

Alliance, OH 44601
 330-821-9180
 Fax: 330-821-8251
Email:
 daveroberts@rhsonline.net
 www.rhs1.com
 Employees: 253
 Outside Sales: 42
 Inside Sales: 20
 Showrooms: 5
 Total Locations: 28
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Key Buying Influences: Dir. Of
 Mktg., Product Mgr.
 Territory: OH, Western PA, WV, MI
Sales Mix:
 Plumbing: 48
 Hydronic Heating: 5
 HVAC: 43
 Other: 4
Sales Volume by Market Sector:
 New Construction: 35
 Service, Maintenance & Repair: 63
 Other: 2
Sales Volume by Customer Type:
 Trade & Builders: 93

Hydronic Heating: 5
 Other: 2
Sales Volume by Market:
 Residential/Light Comm.: 90
 Comm./Institutional: 10
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 50
 Builder: 5
 HVAC Contractor: 45
Top 5 HVAC Lines:
 Rheem, Lukjan, Tempstar, Hart &
 Cooley, Honeywell
Top 5 PVF Lines:
 Mueller, Charlotte, Cerro, North
 American Bristol, Zurn
Top 5 Plumbing Lines:
 Rheem, American Standard, Weil
 McLain, Aker/Maax, Delta
Officers:
 Scott Robertson, President
 Ed Robertson, Exec. VP
 David Roberts, Director of
 Marketing
 Bruce Bourne, VP-Operations
 Don Lemley, VP-Branch Operations
 Geoff Alpert, Director of Sales
 Susan Robertson Neil, Director of HR

**73 KENNY PIPE &
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One Vantage Way, Suite E-100
Nashville, TN 37228
 615-255-4810
 Fax: 615-255-5925
Email: tjguzik@kennypipe.com
 www.kennypipe.com

Employees: 145
 Outside Sales: 27
 Inside Sales: 17
 Showrooms: 2
 Total Locations: 9
 Locations Opened 2007: TBD
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Territory: TN, AL, KY, NC
Sales Mix:
 Industrial PVF: 15
 Plumbing: 85
Sales Volume by Market:
 Residential/Light Comm.: 40
 Comm./Institutional: 60
Top 5 PVF Lines:
 Crane, Apollo, Anvil, Weldbend,
 Newmans

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Top 5 Plumbing Lines:
 American Std., Delta, Bradford
 White, Charlotte Pipe, Zurn
Officers:
 William H. Kenny Jr., President
 Debra Kenny, Secretary
 Thomas J. Guzik Jr., Treasurer

**74 ACES A/C
 SUPPLY INC.**

P.O. Box 330130
 Houston, TX 77233-0130
 713-738-3800
 Fax: 713-738-3855
 Email:
 bdavenport@acesupply.com
 Employees: 123

Outside Sales: 25
 Inside Sales: 36
 Showrooms: 14
 Total Locations: 14
 Locations Opened 2007: 1
 Member Buying Group?: no
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Key Buying Influences: Product
 Managers
 Territory: TX, OK, LA
Sales Mix:
 HVAC: 100
Sales Volume by Market Sector:
 New Construction: 5
 Remodel, Renovate, Rebuild &
 Rehab: 95
Sales Volume by Customer Type:
 Trade & Builders: 100
Sales Volume by Market:
 Residential/Light Comm.: 100
Sales to the Professional Trade:
 HVAC Contractor: 100
Top 5 HVAC Lines:
 American Std., Aspen, Fujitsu,
 Climate Master, Mortex
Officers:
 Mike Davenport, President-South Div.

Michelle Shearer Rodriguez,
 President-North Div.
 David Collins, VP
 Dan Davenport, VP
 Rick Wedow, VP
 Tim Davidson, VP
**75 SMARDAN-
 HATCHER CO.**
 14009 Halldale Ave.
 Gardena, CA 93103
 310-532-5260
 Fax: 310-532-2567
 Email: sbenton@smardan.com
 Employees: 115
 Outside Sales: 5
 Inside Sales: 48
 Showrooms: 1
 Total Locations: 6
 Member Buying Group?: yes
 Master Distributer?: no
 Territory: CA, HI
Sales Mix:
 Industrial PVF: 35
 Plumbing: 20
 Municipal Water/Utilities: 15
 Comm./Institutional PVF: 15

Tools & Equipment: 5
 Other: 10
Sales Volume by Market Sector:
 New Construction: 40
 Service, Maintenance & Repair: 15
 Remodel, Renovate, Rebuild &
 Rehab: 25
 Other: 20
Sales Volume by Customer Type:
 Trade & Builders: 70
 Utilities/Munic.: 10
 Other Wholesalers: 10
 Industrial & Facilities: 10
Sales Volume by Market:
 Residential/Light Comm.: 20
 Comm./Institutional: 30
 Industrial & Facilities: 40
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 80
 Bath/Kitchen Dealer: 5
 Remodeling Contractor: 15
Top 5 HVAC Lines:
 Williams
Top 5 PVF Lines:
 Nibco, Matco-Norca, Brasscraft,
 Ward, Braukman
Top 5 Plumbing Lines:
 American Std., TOTO, Nibco, >

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 Sam Benton, President
 Randy Benton, VP

76 PLUMB SUPPLY COMPANY

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 P.O. Box 4558
 Des Moines, IA 50306
 515-262-9511
 Fax: 515-262-5893
 Email:
 adarnielle@plumbsupply.com

www.plumbsupply.com

Employees: 219
 Outside Sales: 28
 Inside Sales: 66
 Showrooms: 11
 Total Locations: 17
 Master Distributer?: no
 Territory: IA
Sales Mix:
 Plumbing: 43
 HVAC: 29
 Other: 28
Sales Volume by Market Sector:
 New Construction: 20
 Service, Maintenance & Repair: 10
 Remodel, Renovate, Rebuild & Rehab: 70
Sales Volume by Customer Type:
 Trade & Builders: 93
 Utilities/Munic.: 3
 Other Wholesalers: 1
 Retailers: 1
 Industrial & Facilities: 2
Sales Volume by Market:
 Residential/Light Comm.: 40
 Comm./Institutional: 10
 Industrial & Facilities: 3

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 75
 Remodeling Contractor: 2
 HVAC Contractor: 15
 Other: 8
Top 5 HVAC Lines:
 Rheem Mfg., Champion Furnace Corp., Wirsbo Corp., Weil McLain, Thomas & Betts Corp.
Top 5 PVF Lines:
 Charlotte Pipe, Cerro Flow, Cresline Plastic, Nibco Inc., Mueller Streamline
Top 5 Plumbing Lines:
 Rheem, Kohler, Delta, Lasco Bathware, Gerber
Officers:
 Scott Anshutz, President
 Jim Foth, Secretary & VP-Information Systems
 John Petersen, VP-Operations
 John Templeton, VP-Sales & Marketing

77 ED'S SUPPLY CO. INC.

711 6th Avenue S
 Nashville, TN 37203
 615-244-2600
 Fax: 615-259-3319
 Email: jbyram@edssupply.com

Employees: 170
 Showrooms: 13
 Locations Opened 2007: 2
 Locations to be Opened 2008: 1
 Member Buying Group?: yes
 Territory: TN, AR, GA
Sales Mix:
 HVAC: 100
Sales to the Professional Trade:
 HVAC Contractor: 100
Top 5 HVAC Lines:
 Rheem, Copeland, Honeywell, Sporlan, Mueller
Officers:
 James H. Byram, CEO
 James S. Byram, President
 Lincoln E. Lakoff, Secretary
 John L. Hall, VP

78 COLONIAL COMMERCIAL CORP.

275 Wagaraw Road
 Hawthorne, NJ 07506
 973-427-3320
 Fax: 973-427-6981
 Email: rrusso@usginc.com
 www.colonialcomm.com

Employees: 193
 Outside Sales: 27
 Inside Sales: 46
 Showrooms: 6
 Total Locations: 20
 Locations Opened 2007: 3
 Member Buying Group?: yes
 Member Integrated Supply Group?: yes
 Master Distributer?: no
 Territory: NJ, NY, PA, MA
Sales Mix:
 Plumbing: 5
 Hydronic Heating: 39
 HVAC: 42

H/C Controls: 14
Sales Volume by Market Sector:
 New Construction: 5
 Service, Maintenance & Repair: 75
 Remodel, Renovate, Rebuild & Rehab: 20
Sales Volume by Customer Type:
 Trade & Builders: 92
 Other Wholesalers: 5
 Consumers: 3
Sales Volume by Market:
 Residential/Light Comm.: 80
 Comm./Institutional: 15
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 45
 HVAC Contractor: 55
Top 5 HVAC Lines:
 Goodman Mfg., Amana, American Standard, Spacepak, Fujitsu
Top 5 PVF Lines:
 Watts, Matco-Norca, Charlotte
Top 5 Plumbing Lines:
 Kohler, Delta, Gerber, Ultra Tub, Swan
Officers:
 William Pagano, CEO
 William Salek, CFO
 Charlie Milich, President-RAL Supply
 Rick Hennig, President-A/U Supply
 Pete Gasiewicz, VP-Sales

79 PACIFIC PLUMBING SUPPLY

7115 W. Marginal Way SW
 Seattle, WA 98106
 206-762-5920
 Fax: 206-762-5928
 Email: info@pacificplumbing.com
 www.pacificplumbing.com

Employees: 186
 Outside Sales: 8
 Inside Sales: 11
 Showrooms: 3
 Total Locations: 17
 Territory: WA, AK, HI
Sales Mix:
 Plumbing: 95
 Hydronic Heating: 5
Sales Volume by Market Sector:
 New Construction: 70
 Service, Maintenance & Repair: 10
 Remodel, Renovate, Rebuild & Rehab: 20
Sales Volume by Customer Type:
 Trade & Builders: 83
 Other Wholesalers: 2
 Hydronic Heating: 5
 Retailers: 10
Sales Volume by Market:
 Residential/Light Comm.: 78
 Comm./Institutional: 20
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 88
 Builder: 2
 Bath/Kitchen Dealer: 8
 Remod Contractor: 2
Top 5 HVAC Lines:
 Burnham, Viega, Heat Transfer, Lochinvar, Honeywell
Top 5 PVF Lines:
 Mueller, Elkhart, Hammond, Watts, Charlotte

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Top 5 Plumbing Lines:
Rheem, American Std., TOTO,
MAAX, Moen

Officers:
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Dan Sherman, Marketing VP
Jon Stafford, CFO
Dave Sokoloski, IS VP
Ron Abramson, GM VP
Tom Powers, Operations VP
Brad McDonald, Sales VP

**80 AMERIPIPE
SUPPLY INC.**

11430 Denton Drive
Dallas, TX, 75229
972-241-1666
Fax: 972-241-3990
Email: jjames@ameripipe.com
www.ameripipe.com
Employees: 175
Outside Sales: 22
Inside Sales: 22

Total Locations: 9
Locations Opened 2007: 1
Locations to be Opened 2008: 1
Member Buying Group?: yes
Member Integrated Supply Group?: no
Master Distributer?: no
Key Buying Influences: Purchasing
Manager & Operation Manager
Territory: TX, NM, OK, KS, AR, LA
Sales Mix:
Industrial PVF: 30
Comm./Institutional PVF: 70
Sales Volume by Market Sector:

New Construction: 80
Service, Maintenance & Repair: 15
Remodel, Renovate, Rebuild &
Rehab: 5

Sales Volume by Customer Type:
Trade & Builders: 80
Utilities/Munic.: 5
Commercial Building Owner/
Manager: 2
Other Wholesalers: 3

Industrial & Facilities: 10
Sales Volume by Market:
Residential/Light Comm.: 2
Comm./Institutional: 85
Industrial & Facilities: 10

Sales to the Professional Trade:
Plb. and/or Plb./Htg. Contractor: 10
HVAC Contractor: 10
Other: 80

Top 5 PVF Lines:
Anvil, Nibco, Tyco, Victaulic, Watts
Officers:
Jerome James, President
Marvin Kunkel, EVP
Blair Franklin, VP-Sales
Chris James, VP-Finance
Randy Enschede, VP-Operations

**81 CREGGER CO.
INC.**

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Columbia, SC 29202
803-791-5195
Fax: 803-794-8375
Email: [moriscregger@cregger-company.com](mailto:morriscregger@cregger-company.com)

Employees: 172
Outside Sales: 14
Inside Sales: 32
Showrooms: 10
Total Locations: 20
Locations Opened 2007: 1
Locations to be Opened 2008: 2
Member Buying Group?: yes
Member Integrated Supply Group?: no
Master Distributer?: no
Key Buying Influences: Purchasing
Manager
Territory: SC, NC, VA, GA, TN, MO,
IL

Sales Mix:
Industrial PVF: 2
Plumbing: 97
Pumps/Private Wtr Systems: 1
Sales Volume by Market Sector:
New Construction: 80
Service, Maintenance & Repair: 10
Remodel, Renovate, Rebuild &
Rehab: 10
Sales Volume by Customer Type:
Trade & Builders: 77



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Utilities/Munic.: 3
 Comm. Building Owner/Manager: 1
 Other Wholesalers: 2
 Consumers: 14
 Retailers: 2
 Industrial & Facilities: 1
Sales Volume by Market:
 Residential/Light Comm.: 60
 Comm./Institutional: 35
 Industrial & Facilities: 4
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 90
 Builder: 4
 Bath/Kitchen Dealer: 3
 Remodeling Contractor: 1
 HVAC Contractor: 1
 Utility Contractor: 1

Top 5 PVF Lines:
 Charlotte, Cambridge-Lee,
 Conbraco, Vanguard/Viega, North
 American Pipe
Top 5 Plumbing Lines:
 Eljer, Georgia Bathware, Moen,
 Sterling, American Water Heaters
Officers:
 Morris M. Cregger, CEO
 John Skeppstrom, VP-Sales
 Sheila Cregger, Sec/Treasurer
 Terry Catoe, Controller
 Brendan Donohue, VP-Procurement
 Tom Mory, Regional VP
 Jeff Merritt, General Credit Mgr.

**82 HARRY COOPER
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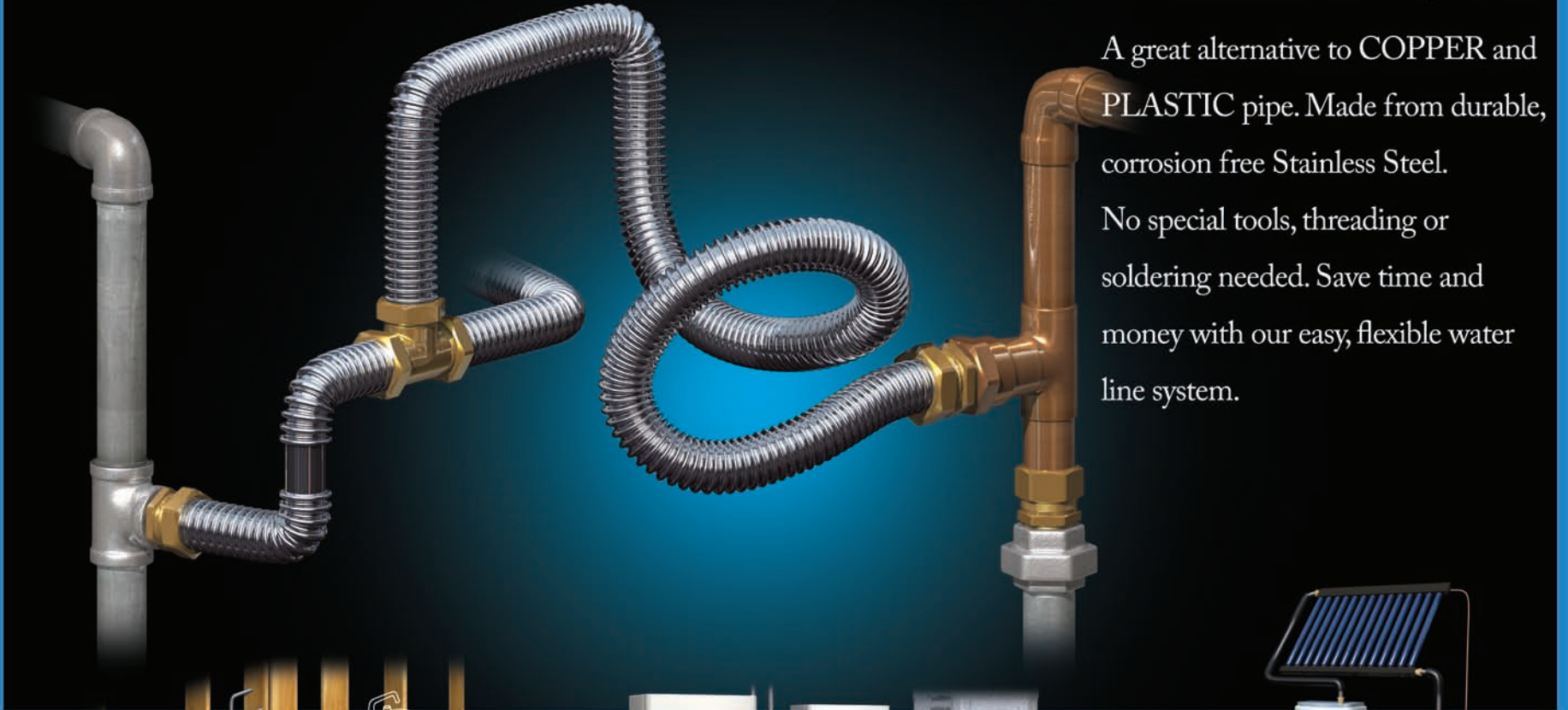
605 Sherman Parkway
 Springfield, MO 65801
 417-865-8392
 Fax: 417-865-8946
 Email: larry.mcmullin@
 harrycooper.com
 www.harrycooper.com

Employees: 188
 Outside Sales: 16
 Inside Sales: 40
 Showrooms: 2
 Total Locations: 3
 Territory: MO, AR, KS, OK
Sales Mix:
 Industrial PVF: 5
 Plumbing: 29
 Pumps/Private Wtr Systems: 5
 Hydronic Heating: 1
 Municipal Water/Utilities: 4
 Refrigeration: 1
 HVAC: 10
 H/C Controls: 1
 Electrical: 40
 Tools & Equipment: 2
Sales Volume by Market Sector:
 New Construction: 30
 Service, Maintenance & Repair: 5
 Remodel, Renovate, Rebuild &
 Rehab: 5
 Other: 60
Sales Volume by Customer Type:
 Trade & Builders: 60
 Utilities/Munic.: 15
 Other Wholesalers: 5
 Consumers: 5

Hydronic Heating: 1
 Retailers: 10
 Industrial & Facilities: 5
Sales Volume by Market:
 Residential/Light Comm.: 55
 Comm./Institutional: 35
 Industrial & Facilities: 5
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 70
 AC/Refrig Cont.: 5
 Builder: 2
 Bath/Kitchen Dealer: 1
 Remodeling Contractor: 5
 HVAC Contractor: 15
 Utility Contractor: 2
Top 5 HVAC Lines:
 Arcoaire, Modine, Midwest Duct,
 Hart & Cooley, Honeywell
Top 5 PVF Lines:
 Hammond, Apollo, Wheatland, Anvil,
 Mueller
Top 5 Plumbing Lines:
 American Standard, Crane, Elkay,
 Moen, TOTO
Officers:
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 Steve Reagan, CEO/VP
 John Cooper, VP

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Butch Cruzan, GM
 Ron Hall, BM
 John Chelesnik, SM
 JC Metzethin, PM
 Larry McMullin, Controller

83 FARNSWORTH WHOLESALE COMPANY

**27 West Baseline Road
 Gilbert, AZ 85233
 480-497-2222
 Fax: 480-282-4987
 Email: jstapley@fwcaz.com
 www.fwcaz.com**
 Employees: 115
 Outside Sales: 13
 Inside Sales: 7
 Showrooms: 1
 Total Locations: 3
 Locations Opened 2007: 1
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Key Buying Influences: Dir. Of Purch., Pres., VP
 Territory: AZ
Sales Mix:
 Plumbing: 95
 HVAC: 5
Sales Volume by Market Sector:
 New Construction: 95
 Service, Maintenance & Repair: 5
Sales Volume by Customer Type:
 Trade & Builders: 100
Sales Volume by Market:
 Residential/Light Comm.: 50
 Comm./Institutional: 50
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 95
 HVAC Contractor: 5
Top 5 HVAC Lines:
 Maytag, Nordyne, Comfort-Aire, Honeywell, Emerson
Top 5 Plumbing Lines:
 American Standard, Rheem, Crane, Nibco, TOTO
Officers:
 Mark Shill, President
 Jack Stapley, VP
 Mike Wood, Controller
 Paul Beagley, Dir. Of Purch.

84 WHOLESALE SUPPLY GROUP INC.

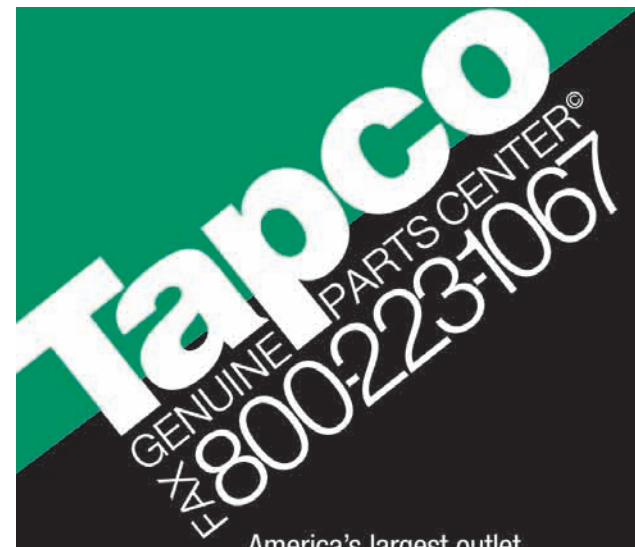
**P.O. Box 4080
 Cleveland, TN 37320-4080
 423-479-5997
 Fax: 423-479-2644
 Email: reggie.bishop@wsginc.com
 www.wsginc.com**
 Employees: 325
 Outside Sales: 15
 Inside Sales: 150
 Showrooms: 33
 Total Locations: 35
 Locations Opened 2007: 1
 Locations to be Opened 2008: 1
 Member Buying Group?: no
 Member Integrated Supply Group?: no
 Master Distributer?: Yes
 Master Distr of What?: Progressive Lighting
 Territory: TN, GA, NC, AL, KY, VA
Sales Mix:
 Industrial PVF: 5



Plumbing: 75
 HVAC: 10
 Comm./Institutional PVF: 5
 Tools & Equipment: 5
Sales Volume by Market Sector:
 New Construction: 60
 Service, Maintenance & Repair: 30
 Remodel, Renovate, Rebuild & Rehab: 10
Sales Volume by Customer Type:
 Trade & Builders: 75
 Utilities/Munic.: 10
 Consumers: 10
 Industrial & Facilities: 5
Sales Volume by Market:
 Residential/Light Comm.: 80
 Comm./Institutional: 10
 Industrial & Facilities: 10
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 50
 Builder: 40
 HVAC Contractor: 10
Top 5 HVAC Lines:
 Luxaire, ATCO, Certainteed, Honeywell, Vanguard
Top 5 PVF Lines:
 Charlotte, Elkhart, Lasco, Red-White, Cresline
Top 5 Plumbing Lines:
 Delta, Kohler, Mansfield, Aqua Glass, American Water Heater
Officers:
 Lloyd D. Rogers, President
 Reggie Bishop, VP Treasurer
 Troy Weathers, VP
 Gary Millaway, VP
 Steve Rapier, Secretary
 Larry Brackett, VP
 Jeff Rogers, Exec. VP
 Alan Nix, VP

85 REFRIGERATION SALES CORP.

**9450 Allen Drive
 Valley View, OH 44145
 216-525-8200
 Fax: 216-525-8299
 Email: wilsonm@refrigerationsales.net
 www.refrigerationsales.net**
 Employees: 120
 Showrooms: 9
 Total Locations: 9
 Locations to be Opened 2008: 1
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Territory: OH
Sales Mix:
 Refrigeration: 20
 HVAC: 70
 H/C Controls: 5
 Electrical: 5
Sales Volume by Market Sector:
 New Construction: 20
 Service, Maintenance & Repair: 40
 Remodel, Renovate, Rebuild & Rehab: 40 >



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 Bradley
 Briggs Obsolete
 Case
 Central Brass
 Chicago Faucet
 Crane Current/Obsolete
 Curtin Valve
 Danze
 Delta Current/Commercial
 Eljer Current/Obsolete
 Elkay/Water Cooler Parts
 Fisher
 Fluidmaster
 Franke
 Gerber
 Grohe Current/Obsolete
 Halsey Taylor
 Hamat
 Hansa
 Hansgrohe
 Harcraft
 Huntington Brass
 Indiana Brass Current/Obsolete
 Kohler
 KWC
 Leonard
 Mixet
 Modern Faucet (Rinse Quick)
 Moen
 Newport Brass
 Phoenix
 Porcher
 Powers
 Price Pfister
 Rohl
 Royal Brass Current/Obsolete
 Santec
 Savoy
 Sayco
 Speakman Current/Obsolete
 Sterling
 Streamway
 Symmons
 Trim Kits
 T&S Brass
 Union Brass
 Universal-Rundle Parts/Ballcocks
 Valley Current/Obsolete
 WaterSaver
 Zurn (Commercial)/Flush Valves



Sales Volume by Customer Type:

Trade & Builders: 91
 Comm. Building Owner/Manager: 3
 Retailers: 3
 Industrial & Facilities: 3
Sales Volume by Market:
 Residential/Light Comm.: 50
 Comm./Institutional: 35
 Industrial & Facilities: 10
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 5
 AC/Refrig Cont.: 25
 HVAC Contractor: 65
 Other: 5
Top 5 HVAC Lines:
 Carrier, Bryant, Payne, Heil
Officers:
 Warren Farr, President

86 HINKLE METALS & SUPPLY CO.

3300 11th Avenue North
 Birmingham, AL 35234
 205-326-3300
 Fax: 205-322-3724
 Employees: 110
 Outside Sales: 12
 Inside Sales: 30
 Showrooms: 7
 Total Locations: 11
 Locations Opened 2007: 1
 Member Buying Group?: No
 Member Integrated Supply Group?: no
 Territory: AL, MS, TN, FL, GA

Sales Mix:

HVAC: 89
 Other: 11
Sales Volume by Market Sector:
 New Construction: 45
 Other: 55
Sales Volume by Customer Type:
 Trade & Builders: 70
 Comm. Building Owner/Manager: 30
Sales Volume by Market:
 Residential/Light Comm.: 70
 Comm./Institutional: 30
Sales to the Professional Trade:
 HVAC Contractor: 70
 Other: 30
Top 5 HVAC Lines:
 Goodman Mfg., Majestic Steel,
 Certainteed Corp., Royal Metals,
 ATCO Rubber Products
Officers:
 Hunter Hinkle, President
 Leslie Siegelman, Secretary
 Phillip Hinkle, V.P.

87 SW ANDERSON SALES CORP.

63 Daniel St.
 Farmingdale, NY 11735
 631-293-4007
 Fax: 631-293-6652
 Email: gboos@swanderson.com
 www.swanderson.com
 Employees: 140
 Outside Sales: 8
 Inside Sales: 21
 Total Locations: 8
 Locations Opened 2007: 2
 Member Buying Group?: no
 Member Integrated Supply Group?: no
 Master Distributer?: No
 Key Buying Influences: Purchasing
 Manager-Bob Colligan
 Territory: NY, NJ, PA
SalesMix:

Refrigeration: 2
 HVAC: 92
Sales Volume by Market Sector:
 New Construction: 50
 Service, Maintenance & Repair: 20
 Remodel, Renovate Rebuild, &
 Rehab: 30
Sales Volume by Customer Type:
 Trade & Builders: 95
 Utilities/Munic.: 1
 Other Wholesalers: 3
 Consumers: 1
Sales Volume by Market:
 Residential/Light Comm.: 95
 Comm./Institutional: 1
 Industrial & Facilities: 1
Sales to the Professional Trade:
 AC/Refrig Cont.: 65
 Builder: 5
 Remodeling Contractor: 5
 HVAC Contractor: 20
 Utility Contractor: 5
Top 5 HVAC Lines:
 Goodman, Metalaire, Metalfab, JM
 Heating & Cooling
Officers:
 Sig Anderson, President
 Mike Anderson, VP
 Gene Boos, Sr. VP

88 YOUNG SUPPLY COMPANY

52000 Sierra Drive
 Chesterfield Twp, MI 48047
 586-421-2400
 Fax: 586-421-1111
 Email: arv@youngsupply.com
 www.youngsupply.com
 Employees: 160
 Outside Sales: 18
 Inside Sales: 65
 Showrooms: 16
 Total Locations: 16
 Locations to be Opened 2008: 1
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Territory: MI, OH
Sales Mix:
 Hydronic Heating: 2
 Refrigeration: 50
 HVAC: 35
 H/C Controls: 8
 Tools & Equipment: 5
Sales Volume by Market Sector:
 New Construction: 5
 Service, Maintenance & Repair: 65
 Remodel, Renovate, Rebuild &
 Rehab: 30
Sales Volume by Customer Type:
 Trade & Builders: 70
 Utilities/Munic.: 5
 Other Wholesalers: 5
 Hydronic Heating: 2
 Industrial & Facilities: 20
Sales Volume by Market:
 Residential/Light Comm.: 65
 Comm./Institutional: 15
 Industrial & Facilities: 20
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 10
 AC/Refrig Cont.: 50
 Builder: 5
 HVAC Contractor: 30
 Utility Contractor: 5
Top 5 HVAC Lines:

Emerson/Climate Tech, Arcoaire,
 American Standard, Mitsubishi,
 True
Top 5 Plumbing Lines:
 Noritz, Kitec, Trinity
Officers:
 Ronald Vallan, President/CEO
 Anthony Vallan, VP
 Ron Vandermeulen, VP
 Jim Falletich, VP
 Dave Cornett, CFO
 Louis Vallan, Exec. VP
 Ronald D. Vallan, VP

89 AARON AND COMPANY, INC.

30 Turner Place, P.O. Box 8310
 Piscataway, NJ 08855
 732-752-8200
 Fax: 732-752-8221
 Email: bportnoy@aaronco.com
 www.aaronco.com
 Employees: 171
 Outside Sales: 5
 Inside Sales: 34
 Showrooms: 3
 Total Locations: 6
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Key Buying Influences: Purchasing
 Mgr., VP/Treasurer/HVAC
 Div./President
 Territory: NJ, NY, PA
Sales Mix:
 Plumbing: 66
 Hydronic Heating: 11
 HVAC: 21
 Other: 2
Sales Volume by Market:
 Residential/Light Comm.: 98
Sales to the Professional Trade:
 Plb. and/or Plb./Htg. Contractor: 54
 Builder: 4
 Remodeling Contractor: 15
 HVAC Contractor: 18
 Other: 9
Top 5 HVAC Lines:
 Nordyne, Burnham, New Yorker
Top 5 PVF Lines:
 Nibco, Cambridge Lee, Charlotte
 Pipe, North American Pipe
Top 5 Plumbing Lines:
 Bradford White, American Standard,
 Moen, Delta, TOTO
Officers:
 Barry Portnoy, President
 Richard Laudino, VP/Treasure
 Frank Laudino JR, VP/Secretary
 Kevin Manning, Director of Business
 Development
 Tony Panko, Operations Manager
 Steve Rush, Purchasing Manager
 John Provenzano, HVAC Division
 Manager
 Victor De Rosa, Controller

90 TEMPERATURE SYSTEMS INC.

5001 Voges Road
 Madison, WI 53718
 608-271-7500
 Fax: 608-274-1609
 Email: mkrueger@tsihvac.com >

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Merchant Couplings	1/8" to 2"	

www.Charmaninc.com
 Sales@Charmaninc.com

Tel: 213-489-7000 877-526-5252
 Fax: 213-489-7075 877-526-5757

5681 South Downey Road, Vernon, California 90058

Circle 75 on Reader Reply Card



www.tsihvac.com

Employees: 114
 Outside Sales: 20
 Inside Sales: 15
 Showrooms: 2
 Total Locations: 2
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Territory: WI, Northern IL, Upper MI, Northeast IA

Sales Mix:

Hydronic Heating: 7
 Refrigeration: 4
 HVAC: 70
 H/C Controls: 4
 Other: 15

Sales Volume by Market Sector:

New Construction: 30
 Remodel, Renovate, Rebuild & Rehab: 70

Sales Volume by Customer Type:

Trade & Builders: 72
 Comm. Building Owner/Manager: 16
 Hydronic Heating: 7
 Industrial & Facilities: 5

Sales Volume by Market:

Residential/Light Comm.: 70
 Comm./Institutional: 30

Sales to the Professional Trade:

HVAC Contractor: 100

Top 5 HVAC Lines:

Carrier, Bryant, Tempstar

Officers:

Steve Vaughn, CEO
 Terry Riker, President
 Mark Krueger, CFO

91 INDEPENDENT PIPE & SUPPLY CORP.

Whitman Road
 Canton, MA 02021
 781-828-8500

Fax: 781-821-8895

Email: snierman@indpipe.com

www.indpipe.com

Employees: 96
 Outside Sales: 15
 Inside Sales: 19
 Total Locations: 6
 Locations to be Opened 2008: 1-2
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Territory: MA, RI, CT, VT, NH, ME, Upper NY State

SalesMix:

Industrial PVF: 75
 Hydronic Heating: 5
 Industrial M/R/O Supplies: 10
 Refrigeration: 10

Sales Volume by Market Sector:

New Construction: 75
 Service, Maintenance & Repair: 15

Other: 10

Sales Volume by Customer Type:

Trade & Builders: 60
 Utilities/Munic.: 10
 Other Wholesalers: 5
 Hydronic Heating: 5
 Industrial & Facilities: 25

Sales Volume by Market:

Comm./Institutional: 10
 Industrial & Facilities: 90

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 95
 AC/Refrig Cont.: 5

Top 5 HVAC Lines:

Smith Boiler, Hydro Therm, RBI, Lochinvar

Top 5 PVF Lines:

Victaulic, Milwaukee Valve, Wheatland Tube, Weldbend Corp., Viega

Officers:

Edward J. Nierman, COB
 Sheldon M. Nierman, COB/CFO
 Alan H. Mirson, Exec. VP
 Jeffrey H. Nierman, Pres/CEO
 Eric A. Kessler, VP
 Lawrence Pengel, Corp. Sales Mgr.
 Sharon A. Norton, Treasurer

92 WOOL PLUMBING SUPPLY

13950 Northwest 8th Street
 Sunrise, FL 33325

954-846-8578

Fax: 954-845-9870

Email: rsw7111@aol.com

www.woolsupply.com

Employees: 135
 Outside Sales: 5
 Inside Sales: 30
 Showrooms: 7
 Total Locations: 7
 Member Buying Group?: yes
 Member Integrated Supply Group?: no
 Territory: FL

Sales Mix:

Plumbing: 100

Sales Volume by Market Sector:

New Construction: 50
 Service, Maintenance & Repair: 10
 Remodel, Renovate, Rebuild & Rehab: 40

Sales Volume by Customer Type:

Trade & Builders: 75
 Consumers: 20
 Retailers: 5

Sales Volume by Market:

Residential/Light Comm.: 85
 Comm./Institutional: 15

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 55
 Builder: 10
 Bath/Kitchen Dealer: 10
 Remod Contractor: 15
 Other: 10

Top 5 Plumbing Lines:

Rheem, ISE, Moen, Grohe, Kohler

Officers:

Randy Wool, President/CEO
 Calvin Palmer, Operations Mgr.
 Tracey Sloan, Branch Mgr.
 Jeff Wool, Manager
 Angel Hermida, Branch Mgr.
 Michael Newcomer, Branch Mgr.

Peter Rodrigues, Branch Mgr.
 Michelle Hummer, Branch Mgr.

93 MSI HVAC

12925 Marlay Ave.
 Fontana, CA 92337

951-360-0630

Fax: 951-685-2400

Email: sales@msihvac.com

www.msihvac.com

Employees: 173
 Outside Sales: 12
 Inside Sales: 12
 Showrooms: 4
 Total Locations: 4
 Member Buying Group?: no
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Territory: CA, NV

Sales Mix:

HVAC: 100

Sales Volume by Market Sector:

New Construction: 60
 Service, Maintenance & Repair: 30
 Other: 10

Sales Volume by Customer Type:

Trade & Builders: 100

Sales Volume by Market:

Residential/Light Comm.: 100

Sales to the Professional Trade:

HVAC Contractor: 100

Top 5 HVAC Lines:

Armstrong Airease Ducane Concord

Officers:

Dion Quinn, CEO
 Jon Dautrich, VP-Purchasing
 Howard Audet, Controller
 Robert Hascall, VP-IT
 Harold Owens, Dir. Sales & Marketing

94 GATEWAY SUPPLY CO., INC.

1312 Hamrick Street
 Columbia, SC 29201

803-771-7160

Fax: 803-376-5600

Email: info@gatewaysupply.net

www.gatewaysupply.net

Employees: 145
 Outside Sales: 20
 Inside Sales: 30
 Showrooms: 7
 Total Locations: 12
 Locations Opened 2007: 1
 Locations to be Opened 2008: 1
 Master Distributer?: no
 Territory: SC

SalesMix:

Plumbing: 70

HVAC: 30

Sales Volume by Market Sector:

New Construction: 60
 Service, Maintenance & Repair: 10
 Remodel, Renovate, Rebuild & Rehab: 30

Sales Volume by Customer Type:

Trade & Builders: 90

Consumers: 5

Retailers: 5

Residential/Light Comm.: 40

Comm./Institutional: 60

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 60
 Builder: 5

Remodeling Contractor: 5

HVAC Contractor: 30

Top 5 HVAC Lines:

Heil, J&J Mfg., Lukjan Metals, Fast Parts, Diversitech

Top 5 PVF Lines:

Wheatland Tube, Weldbend, Nibco, Erico, Watts

Top 5 Plumbing Lines:

Kohler, Charlotte Pipe, Moen, Cerro, A.O. Smith

Officers:

Sam P. Williams, Jr., Chairman
 Chris Williams, President
 David Williams, VP-HVAC Div.
 Leonard Moore, VP-Corp. Purchasing
 Steve Marsha, Controller

95 RIDGEWOOD CORP.

2 Bailey Farm Road
 Harriaman, NY 10926

845-782-1924

Fax: 847-774-4068

Email: fgeramita@ridgewoodcorp.com

Employees: 127
 Outside Sales: 6
 Inside Sales: 24
 Showrooms: 6
 Total Locations: 17
 Member Buying Group?: yes
 Master Distributer?: no
 Territory: NY, NJ, PA

SalesMix:

Industrial PVF: 8

Plumbing: 40

Pumps/Private Wtr Systems: 1

Hydronic Heating: 34

HVAC: 15

Tools & Equipment: 2

Sales Volume by Market Sector:

New Construction: 50
 Service, Maintenance & Repair: 10
 Remodel, Renovate, Rebuild & Rehab: 40

Sales Volume by Customer Type:

Trade & Builders: 76

Utilities/Munic.: 1

Comm. Building Owner/Manager: 3

Other Wholesalers: 10

Consumers: 5

Hydronic Heating: 34

Retailers: 5

Sales Volume by Market:

Residential/Light Comm.: 85

Comm./Institutional: 3

Industrial & Facilities: 2

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 74

AC/Refrig Cont.: 6

Builder: 2

Bath/Kitchen Dealer: 3

Remodeling Contractor: 5

HVAC Contractor: 9

Utility Contractor: 1

Top 5 HVAC Lines:

ICP, Comfortmaker, Peerless, Burnham Corp., Weil McLain, New Yorker

Top 5 PVF Lines:

>



Watts, Mueller, Ward, Mane, Beck Mfg.

Top 5 Plumbing Lines:

American Standard, Moen, Jacuzzi, Delta, Porcher

Officers:

Mickey Weinstein, CEO
Stuart Weinstein, President
Frank Geramita, CFO
Joseph Krol, Sr. VP -Sales
William Contrini, Sr. VP-Purchasing

96 ALL-TEX PIPE & SUPPLY

9743 Brockbank

Dallas, TX 75354

214-389-2204

Fax: 214-350-8988

Email: donnat@alltexsupply.com

www.alltexsupply.com

Employees: 104

Outside Sales: 12

Inside Sales: 20

Total Locations: 4

Locations Opened 2007: 1

Locations to be Opened 2008: 1

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: no

Key Buying Influences: VP

Purchasing

Territory: TX

Sales Mix:

Comm./Institutional PVF: 100

Sales Volume by Market Sector:

New Construction: 75

Service, Maintenance & Repair: 10

Remodel, Renovate, Rebuild &

Rehab: 15

Sales Volume by Customer Type:

Trade & Builders: 82

Comm. Building Owner/Manager: 1

Other Wholesalers: 4

Industrial & Facilities: 8

Other: 5

Sales Volume by Market:

Residential/Light Comm.: 2

Comm./Institutional: 82

Industrial & Facilities: 8

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 7

AC/Refrig Cont.: 1

Other: 92

Top 5 PVF Lines:

Cast Iron, Copper, Steel, Valves, Hangers

Officers:

Jill Brock Hurd, President/ CEO

Dale Hurd, EVP/ CFO

Mike Coltharp, Senior VP-Sales

Larry Caffey, VP-Operations

Brian Harrigan, VP-Purchasing

Bob Arison, Senior VP/COO

97 PUGET SOUND PIPE & SUPPLY CO.

7816 S 202nd Street

Kent, WA 98032

253-796-9350

Fax: 253-796-9355

Email: gstratiner@aol.com

gstratiner@pspipe.com

www.pspipe.com

Employees: 100

Outside Sales: 15

Inside Sales: 20

Total Locations: 7

Locations Opened 2007: 1

Locations to be Opened 2008: 1

Member Buying Group?: yes

Member Integrated Supply Group?: yes

Master Distributer?: yes

Master Distr of What?: Superlok

Key Buying Influences: Purchasing

Manager

Territory: WA, OR, AK, ID, HI

Sales Mix:

Industrial PVF: 100

Sales Volume by Market Sector:

New Construction: 50

Service, Maintenance & Repair: 50

Top 5 PVF Lines:

Milwaukee Valve, Anvil, Bonney

Forge, DSI/PBV, JAG FLO

Officers:

Gary Stratiner, President/CEO

Steve Lewis, CFO

Neil Weinstein, Comptroller

Pat Manning, VP-Quality

Jerry Hendriks, VP-Alaska

Steve Weber, VP-PNW

Kevin Collier, Purchasing Manager

Matt Stratiner, Purchasing

Andy Lewis, OP Manager

Rich Henderson, VP-

Instrumentation

98 C & L SUPPLY INC.

P.O. Box 578

Vinita, OK 74301

918-256-6411

Fax: 918-256-3836

Email: mkidd@clsupply.com

www.clsupplyinc.com

Employees: 96

Outside Sales: 13

Inside Sales: 24

Showrooms: 4

Total Locations: 8

Member Buying Group?: Yes

Member Integrated Supply Group?: no

Master Distributer?: no

Key Buying Influences: WIT, Crosley

Territory: OK, AR, LA, MS, TN, MO, KS

Sales Mix:

Plumbing: 20

HVAC: 31

Other: 49

Sales Volume by Market Sector:

New Construction: 60

Service, Maintenance & Repair: 10

Remodel, Renovate Rebuild, &

Rehab: 30

Sales Volume by Customer Type:

Trade & Builders: 60

Utilities/Munic.: 5

Other Wholesalers: 5

Retailers: 30

Sales Volume by Market:

Residential/Light Comm.: 85

Comm./Institutional: 10

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 30

AC/Refrig Cont.: 5

Builder: 10

Bath/Kitchen Dealer: 5

Remod Contractor: 10

HVAC Contractor: 40

Top 5 HVAC Lines:

Rheem, Selkirk, Barrington, ATCO,

Certainteed

Top 5 PVF Lines:

Mueller, Silver Line, Omega,

REHAU, Lasco

Top 5 Plumbing Lines:

Kohler, Delta, Lasco, Rheem,

Sterling

Officers:

Fred Kidd, President

Jesse Hale, VP

Kathy Kidd, Secretary

Ken Kidd, VP

Mark Kidd, COO

99 TORRINGTON SUPPLY CO., INC.

100 No. Elm Street, Box 2838

Waterbury, CT 06723-2838

203-756-3641

Fax: 203-753-4317

Email: jbecker@tsccct.com

www.torringtonsupply.com

Employees: 115

Outside Sales: 8

Inside Sales: 40

Showrooms: 4

Total Locations: 9

Member Buying Group?: yes

Member Integrated Supply Group?: no

Territory: CT, MA, RI, NY

Sales Mix:

Industrial PVF: 15

Plumbing: 40

Pumps/Private Wtr Systems: 5

Hydronic Heating: 26

HVAC: 5

H/C Controls: 2

Comm./Institutional PVF: 10

Tools & Equipment: 1

Other: 2

Sales Volume by Market Sector:

New Construction: 20

Service, Maintenance & Repair: 60

Remodel, Renovate, Rebuild &

Rehab: 20

Sales Volume by Customer Type:

Trade & Builders: 60

Utilities/Munic.: 7

Other Wholesalers: 6

Consumers: 2

Hydronic Heating: 26

Industrial & Facilities: 25

Other: 1

Sales Volume by Market:

Residential/Light Comm.: 55

Comm./Institutional: 25

Industrial & Facilities: 15

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 50

AC/Refrig Cont.: 1

Builder: 2

Bath/Kitchen Dealer: 1

Remodeling Contractor: 10

HVAC Contractor: 15

Utility Contractor: 2

Other: 10

Top 5 HVAC Lines:

Burnham, Tappan, Honeywell, Taco,

Dunkirk

Top 5 PVF Lines:

Hammond Valve, Wheatland Tube,

Anvil, JR Smith, Enfield

Top 5 Plumbing Lines:

American Std., A.O. Smith, Moen,

TOTO, Elkay

Officers:

Joel Becker, CEO/President

David Petitti, CFO

Nancy Becker, VP

Mitchel Miller, Dir. Of Operations

Fred Ginsberg, Purchasing Agent

Chris Fasano, Sales Manager

Barry Wolff, COO

Manny Salinas, Dir. Of Marketing

100 DEALERS SUPPLY COMPANY INC.

82 Kennedy Drive, P.O. Box 1708

Forest Park, GA 30298

404-361-6800

Fax: 404-361-2852

Email: richardlaurens@dealerssupply.net

www.dealerssupply.net

www.dealerssupply.net

Employees: 101

Outside Sales: 17

Inside Sales: 5

Showrooms: 3

Total Locations: 15

Locations to be Opened 2008: 6

Member Buying Group?: yes

Member Integrated Supply Group?: no

Master Distributer?: no

Key Buying Influences: Purch. Mgr.

& Product Manager

Territory: GA, AL, NC, SC

Sales Mix:

HVAC: 100

Sales Volume by Market Sector:

New Construction: 70

Service, Maintenance & Repair: 5

Remodel, Renovate, Rebuild &

Rehab: 25

Sales Volume by Customer Type:

Trade & Builders: 98

Utilities/Munic.: 1

Other Wholesalers: 0.25

Industrial & Facilities: 0.75

Sales Volume by Market:

Residential/Light Comm.: 99

Sales to the Professional Trade:

HVAC Contractor: 100

Top 5 HVAC Lines:

Ruud, Weather King, A.D.P., ATCO,

Mueller

Officers:

Richard Laurens, President, CEO

Bill McNabb, Chairman

Rob Pierce, VP-IS

Mark Fields, VP-Sales

•••••

Top 50 listings begin on page 104.

Top P&H, HVAC/R, PVF Distributors

Rank	PLUMBING & HEATING page
1	Ferguson Enterprises, Inc. . . .48
2	Hajoca Corporation48
3	WinWholesale, Inc.48
4	Wolseley Canada, Inc.50
5	EMCO Ltd.50
6	Morrison Supply Company . . .52
7	Interline Brands50
8	Keller Supply Company52
9	Southern Pipe & Supply54
10	F.W. Webb Company50
11	Johnstone Supply, Inc.50
12	Bartle & Gibson Co.59
13	Blackman Plumbing Supply Co., Inc.61
14	Thos. Somerville Company . . .57
15	Standard Plumbing63
16	Coburn Supply Co., Inc.54
17	Slakey Brothers, Inc.54
18	Consolidated Supply Co.52
19	Express Pipe & Supply Co., Inc.72
20	Hirsch Pipe & Supply68
21	Granite Group Wholesalers LLC64
22	R.E. Michel Company, Inc. . . .52
23	First Supply, LLC56
24	Famous Supply Company57
25	Locke Supply Company54
26	Davis & Warshow, Inc.68
27	Pacific Plumbing Supply90
28	Redlon & Johnson74
29	Goodin Company63
30	Kenny Pipe & Supply86
31	Cregger Co. Inc.92
32	Crane Supply, Div. Of Crane Canada58
33	Etna Supply62
34	Crawford Supply Co.72
35	Farnsworth Wholesale Company97
36	IRR Supply Centers Inc.80
37	Wool Plumbing Supply100
38	Trumbull Industries, Inc.68
39	Wholesale Supply Group, Inc. .97
40	Aaron and Company, Inc. . . .98
41	Connor Co.72
42	Robertson Heating Supply Co.86
43	Central Supply Co., Inc.82
44	Colonial Commercial Corp. . .90
45	United Refrigeration Inc. . . .60
46	Worly Plumbing Supply, Inc. .106
47	Ridgewood Corp.100
48	Gateway Supply Co., Inc. . . .100
49	Sid Harvey Industries, Inc. . . .68
50	Security Supply Corp.106

Rank	PVF page
1	McJunkin Red Man Corporation48
2	Ferguson Enterprises, Inc. . . .48
3	Wilson, A Business Unit of Smith International, Inc.48
4	Edgen Murray50
5	WinWholesale, Inc.48
6	Kelly Pipe Company54
7	F.W. Webb Company50
8	Consolidated Pipe and Supply Co. Inc.52
9	EMCO Ltd.50
10	Chicago Tube and Iron Company54
11	Hajoca Corporation48
12	Industrial Piping Specialists . .62
13	Columbia Pipe & Supply Co. . .57
14	Crane Supply, Div. Of Crane Canada58
15	Robert James Sales Inc.70
16	Wolseley Canada, Inc.50
17	Davidson Pipe Supply Co. . . .68
18	The Macomb Group72
19	Ameripipe Supply Inc.92
20	United Pipe & Supply Co., Inc.56
21	First Supply, LLC56
22	All-Tex Pipe & Supply102
23	Puget Sound Pipe & Supply Co.102
24	Independent Pipe & Supply Corp.100
25	Smardan-Hatcher Co.88
26	Davis & Warshow, Inc.68
27	Trumbull Industries, Inc.68
28	Goodin Company63
29	Thos. Somerville Company . .57
30	Keller Supply Company52
31	Bergen Industrial Supply Co., Inc.108
32	Morrison Supply Company . . .52
33	Lehman Pipe & Plumbing Supply Inc.108
34	Granite Group Wholesalers LLC64
35	Famous Supply Company57
36	JABO Supply Corp.108
37	Wolff Brothers Supply80
38	Central Supply Co., Inc.82
39	Kenny Pipe & Supply86
40	Torrington Supply Co., Inc. .102
41	Redlon & Johnson74
42	Connor Co.72
43	Coburn Supply Co., Inc.54
44	Bartle & Gibson Co.59
45	Wholesale Supply Group, Inc. .97
46	Reeves- Wiedeman Company108
47	Ridgewood Corp.100
48	Harry Cooper Supply Company94
49	The Portland Group84
50	Eastern Pennsylvania Supply Co.110

Rank	HVAC/R page
1	Watsco Inc.48
2	Johnstone Supply, Inc.50
3	Ferguson Enterprises, Inc. . . .48
4	R.E. Michel Company, Inc. . . .52
5	US Air Conditioning Distribution, Inc.52
6	WinWholesale, Inc.48
7	Mingledorff's Inc.52
8	Wolseley Canada, Inc.50
9	Russell Sigler, Inc.59
1	G.W. Berkheimer Co., Inc. . . .60
11	F.W. Webb Company50
12	Gustave A. Larson Company . .60
13	Hajoca Corporation48
14	Heating & Cooling Supply, Inc. .63
15	N.B. Handy Company52
16	Koch Air LLC65
17	Peirce-Phelps Inc.68
18	Slakey Brothers, Inc.54
19	United Refrigeration Inc. . . .60
20	Interline Brands50
21	C. C. Dickson Co.61
22	American Refrigeration Supplies, Inc.70
23	The Habegger Corporation . . .63
24	Century Holdings74
25	EMCO Ltd.50
26	Johnson Supply & Equipment Corp.80
27	Famous Supply Company57
28	Locke Supply Company54
29	Aces A/C Supply Inc.88
30	Morrison Supply Company . . .52
31	The Behler-Young Company . .84
32	ED'S Supply Co. Inc.90
33	Auer Steel & Heating Supply Co.70
34	Sid Harvey Industries, Inc. . . .68
35	Coburn Supply Co., Inc.54
36	SW Anderson Sales Corp. . . .97
3	Refrigeration Sales Corp. . . .98
38	Hinkle Metals & Supply Co. . .98
39	MSI HVAC100
40	Young Supply Company98
41	Dealers Supply Company, Inc. .102
42	Temperature Systems Inc . . .98
43	Robertson Heating Supply Co. .86
44	Connor Co.72
45	IRR Supply Centers Inc.76
46	Colonial Commercial Corp. . .90
47	Associated Equipment Co., Inc.112
48	Keller Supply Company52
49	Goodin Company63
50	Crawford Supply Co.72

Only those wholesalers who provided a breakdown by product categories are included in this list.

To avoid repetition, Top 50 distributors already in the Top 100 are presented here with their page numbers for quick reference.

Rank		Page
1	Ferguson Enterprises, Inc.	48
2	Hajoca Corporation	48
3	WinWholesale, Inc.	48
4	Wolseley Canada, Inc.	50
5	EMCO Ltd.	50
6	Morrison Supply Company	52
7	Interline Brands ...	50
8	Keller Supply Company	52
9	Southern Pipe & Supply	54
10	F.W. Webb Company	50
11	Johnstone Supply, Inc.	50
12	Bartle & Gibson Co.	59
13	Blackman Plumbing Supply Co., Inc.	61
14	Thos. Somerville Company	57
15	Standard Plumbing	63
16	Coburn Supply Co., Inc. .	54
17	Slakey Brothers, Inc. ...	54

18	Consolidated Supply Co.	52
19	Express Pipe & Supply Co., Inc. .	72
20	Hirsch Pipe & Supply	68
21	Granite Group Wholesalers LLC	64
22	R.E. Michel Company, Inc. .	52
23	First Supply, LLC ...	56
24	Famous Supply Company	57
25	Locke Supply Company	54
26	Davis & Warshow, Inc. .	68
27	Pacific Plumbing Supply	90
28	Redlon & Johnson	74
29	Goodin Company	63
30	Kenny Pipe & Supply	86
31	Cregger Co. Inc.	92
32	Crane Supply, Div. Of Crane Canada	58
33	Etna Supply ...	62
34	Crawford Supply Co.	72
35	Farnsworth Wholesale Co. .	97
36	IRR Supply Centers Inc. ...	80
37	Wool Plumbing Supply	100

38	Trumbull Industries, Inc. .	68
39	Wholesale Supply Group, Inc. ...	97
40	Aaron and Company, Inc. .	98
41	Connor Co.	72
42	Robertson Heating Supply Co.	86
43	Central Supply Co., Inc.	82
44	Colonial Commercial Corp.	90
45	United Refrigeration Inc.	60
46	Worly Plumbing Supply, Inc.	
<p>400 Greenlawn Ave. Columbus, OH 43223 614-445-1000 Fax: 614-445-4902 Email: jayworly@worly.com www.worly.com Employees: 95 Showrooms: 4 Total Locations: 4 Member Buying Group?: yes Member Integrated Supply Group?: no Master Distributer?: no Territory: OH, Northern KY Sales Mix: Plumbing: 95 HVAC: 1 Comm./Institutional PVF: 4 Sales Volume by Market: Residential/Light Comm.: 30 Comm/Institutional: 70 Sales to the Professional Trade: Plb. and/or Plb./Htg. Contractor: 95 Remod Contractor: 5 Top 5 HVAC Lines: Top 5 PVF Lines: Wheatland, Nibco, Watts, Tyco Top 5 Plumbing Lines: American Standard, A.O. Smith, Charlotte, Cerro, Elkay Officers: Jay Worly, President Jeff Worly, VP Rick Taylor, Controller Ginger Armstrong, Dir. H.R. Jeff Howell, Purchasing Mgr.</p>		
47	Ridgewood Corp.	100

48	Gateway Supply Co., Inc.	100
49	Sid Harvey Industries, Inc. .	68
50	Security Supply Corp.	
<p>P.O. Box 7 Selkirk, NY 12158 518-767-2226 Fax: 518-767-2065 Email: brianf@secsupply.com www.secsupply.com Employees: 131 Outside Sales: 18 Inside Sales: 45 Showrooms: 7 Total Locations: 11 Member Buying Group?: Yes Territory: Eastern NY, Western MA, Western VT Sales Mix: Plumbing: 52 Pumps/Private Wtr Systems: 3 Hydronic Heating: 31 HVAC: 10 H/C Controls: 2 Tools & Equipment: 2 Sales Volume by Market Sector: New Construction: 25 Service, Maintenance & Repair: 5 Remodel, Renovate, Rebuild & Rehab: 65 Other: 5 Sales Volume by Customer Type: Trade & Builders: 55 Commercial Building Owner/ Manager: 15 Other Wholesalers: 5 Consumers: 10 Hydronic Heating: 31 Retailers: 10 Industrial & Facilities: 5 Sales Volume by Market: Residential/Light Comm.: 70 Comm/Institutional: 25 Industrial & Facilities: 5 Sales to the Professional Trade: Plb. and/or Plb./Htg. Contractor: 40 Builder: 10 Bath/Kitchen Dealer: 5 Remodeling Contractor: 20 HVAC Contractor: 25 Top 5 HVAC Lines: Weil McLain, Uponor, Air Ease, Utica Top 5 PVF Lines: Charlotte, Elkhart, Mueller, Cambridge Lee, Cresline Top 5 Plumbing Lines: Kohler, A.O. Smith, Maax, Delta, Moen Officers: Keith Bennett, President Kevin Williams, Tres./VP-Technology Kim Willey, Secretary/VP- Operations Brain Fowler, VP-Sales & Mktg.</p>		

Top 50 PVF wholesaler listings begin on page 108.

Rank	Page		
1	48	McJunkin Red Man Corporation	
2	48	Ferguson Enterprises, Inc.	
3	48	Wilson, A Business Unit of Smith International, Inc.	
4	50	Edgen Murray	
5	48	WinWholesale, Inc.	
6	54	Kelly Pipe Company	
7	50	F.W. Webb Company	
8	52	Consolidated Pipe and Supply Co. Inc.	
9	50	EMCO Ltd.	
10	54	Chicago Tube and Iron Company	
11	48	Hajoca Corporation	
12	62	Industrial Piping Specialists	
13	57	Columbia Pipe & Supply Co.	
14	58	Crane Supply, Div. Of Crane Canada	
15	70	Robert James Sales Inc.	
16	50	Wolseley Canada, Inc.	
17	68	Davidson Pipe Supply Co.	
18	72	The Macomb Group	
19	92	Ameripipe Supply Inc.	
20	56	United Pipe & Supply Co., Inc.	
21	56	First Supply, LLC	
22	102	All-Tex Pipe & Supply	
23	102	Puget Sound Pipe & Supply Co.	
24	100	Independent Pipe & Supply Corp.	
25	88	Smardan-Hatcher Co.	
26	68	Davis & Warshow, Inc.	
27	68	Trumbull Industries, Inc.	
28	63	Goodin Company	
29	57	Thos. Somerville Company	
30	52	Keller Supply Company	
31		Bergen Industrial Supply Co., Inc.	
		30 Stefanic Avenue, P.O. Box 604 Elmwood Park, NJ 07407-0604 201-796-2600 Fax: 973-461-4307 Email: petes@bergenindustrial.com www.bergenindustrial.com Employees: 61 Outside Sales: 6 Inside Sales: 11 Total Locations: 1 Member Buying Group?: no Member Integrated Supply Group?: no Master Distributer?: yes Master Distr of What?: Aflex Hose, Crane Saunders, Crane Resistoflex, SVF Territory: NJ, NY, PA Sales Mix: Industrial PVF: 53 Plumbing: 5 Industrial M/R/O/ Supplies: 15 Municipal Water/Utilities: 1 Comm./Institutional PVF: 25 Tools & Equipment: 1 Sales Volume by Market Sector: New Construction: 30 Service, Maintenance & Repair: 70 Sales Volume by Customer Type: Trade & Builders: 36 Other Wholesalers: 2 Industrial & Facilities: 62 Sales Volume by Market: Comm./Institutional: 25 Industrial & Facilities: 73 Sales to the Professional Trade: Plb. and/or Plb./Htg. Contractor: 10 Other: 90 Top 5 HVAC Lines: Bell & Gossett, McDonald Miller, Hoffman, Watts Regulator Top 5 PVF Lines: Spirax Sarco, Cerro, Alfa Laval, Mueller, Crane Quarter Turn Top 5 Plumbing Lines: Watts Regulator, Nibco, Cerro, Mueller, Viega Officers: James LaPorte, President James J. LaPorte, Secretary, Treasurer Thomas Calandriello, VP Admin. Michael La Porte, VP Purchasing Peter Stenzi, Sr., VP Sales	
32	52	Morrison Supply Company	
33		Lehman Pipe & Plumbing Supply Inc.	
		230 NW 29th Street Miami, FL 33137 305-576-3054 Fax: 305-576-3066 Email: dennis@lehmanpipe.com www.lehmanpipe.com Employees: 51 Outside Sales: 6 Inside Sales: 7 Total Locations: 1 Member Buying Group?: yes Member Integrated Supply Group?: no Master Distributer?: no Territory: South FL, Bahamas, Caribbean, Central/South America Sales Mix: Industrial PVF: 85 Plumbing: 10 Municipal Water/Utilities: 5 Sales Volume by Market Sector: New Construction: 75 Service, Maintenance & Repair: 5 Other: 20 Sales Volume by Customer Type: Trade & Builders: 90 Utilities/Munic.: 10 Retailers: 5 Other: 85 Sales Volume by Market: Residential/Light Comm.: 5 Comm./Institutional: 95 Sales to the Professional Trade: Plb. and/or Plb./Htg. Contractor: 80 AC/Refrig Cont.: 10 Utility Contractor: 10 Top 5 PVF Lines: Weldbend, Victaulic, Watts, Wheatland, Ward Mfg. Top 5 Plumbing Lines: Charlotte, Elkhart, BrassCraft, Howell Metals, Nibco Officers: Julian Lehman, Chairman Dennis Lehman, President	
34	64	Granite Group Wholesalers LLC	
35	57	Famous Supply Company	
36		JABO Supply Corp.	
		5164 Braley Street, P.O. Box 238 Huntington, WV 25707 304-736-8333 Fax: 304-736-8551 Email: cdrown@jabosupply.com www.jabosupply.com Employees: 65 Outside Sales: 7	
		Inside Sales: 15 Total Locations: 3 Member Buying Group?: yes Member Integrated Supply Group?: no Territory: WV, Southern OH, Eastern KY, Southwest PA, Southwest VA Sales Mix: Industrial PVF: 60 Plumbing: 2 Municipal Water/Utilities: 18 Comm./Institutional PVF: 20 Sales Volume by Market Sector: New Construction: 25 Service, Maintenance & Repair: 65 Remodel, Renovate, Rebuild & Rehab: 10 Sales Volume by Type of Customer: Utilities/Munic.: 20 Commercial Building Owner/Manager: 10 Industrial & Facilities: 40 Other: 30 Sales Volume by Market: Comm./Institutional: 30 Industrial & Facilities: 60 Sales to the Professional Trade: Plb. and/or Plb./Htg. Contractor: 10 HVAC Contractor: 30 Utility Contractor: 5 Other: 55 Top 5 PVF Lines: Poly Pipe, Victaulic, Metso/Jamesbury, Powell Valves, ITT Engineered Valves Officers: Jack G. Bazemore, President Joseph T. Holley, Exec. VP Curtis F. Drown, VP-Sales/Marketing Patrick A. Hughes, VP-Purchasing Kevin Roach, Operations Manager George Porter, Controller/MIS Mgr.	
37	80	Wolff Brothers Supply	
38	82	Central Supply Co., Inc.	
39	86	Kenny Pipe & Supply	
40	102	Torrington Supply Co., Inc.	
41	74	Redlon & Johnson	
42	72	Connor Co.	
43	54	Coburn Supply Co., Inc.	
44	59	Bartle & Gibson Co.	
45	97	Wholesale Supply Group, Inc.	

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From Left: Will Campbell - President, Dan Hill - Treasurer, Brian Breitbarth - Vice President

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Circle 89 on Reader Reply Card

46 Reeves-Wiedeman

Company

14861 W. 100th Street
Lenexa, KS 66215
913-492-7100
Fax: 913-492-6961
www.rwco.com

Employees: 70
Outside Sales: 1>
Inside Sales: 21
Total Locations: 16
Locations to be Opened 2008: 4
Member Buying Group?: yes
Member Integrated Supply Group?: no
Master Distributer?: no
Territory: KS, MO

Sales Mix:

Plumbing: 80
Industrial M/R/O/ Supplies: 5
Comm./Institutional PVF: 15

Sales Volume by Market Sector:

New Construction: 30
Service, Maintenance & Repair: 30
Remodel, Renovate, Rebuild & Rehab: 30

Sales Volume by Customer Type:

Trade & Builders: 60
Commercial Building Owner/Manager: 20
Industrial & Facilities: 20

Sales Volume by Market:

Residential/Light Comm.: 60
Comm/Institutional: 30
Industrial & Facilities: 10

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 50
AC/Refrig Cont.: 10
Remodeling Contractor: 30
HVAC Contractor: 10

Top 5 Plumbing Lines:

Nibco, State, Cerro, Anvil

Officers:

Ted Wiedeman Jr., President
Wally Wiedeman, Exec. VP
Kurt Wiedeman, Sec/Treasurer
Bill Wiedeman, VP

47 Ridgewood Corp.100

48 Harry Cooper Supply Company94

49 The Portland Group84

50 Eastern Pennsylvania Supply Co.

700 Scott Street
Wilkes Barre, PA 18705
717-823-1181
Fax: 717-824-2514

Email:

gconyngham@easternpenn.com
www.easternpenn.com

Employees: 120
Outside Sales: 14
Inside Sales: 23
Showrooms: 5
Total Locations: 10
Member Buying Group?: yes
Member Integrated Supply Group?: no
Master Distributer?: no
Territory: PA

Sales Mix:

Industrial PVF: 3
Plumbing: 31
Pumps/Private Wtr Systems: 13
Hydronic Heating: 16
Industrial M/R/O/ Supplies: 1
HVAC: 5

Electrical: 20
Comm./Institutional PVF: 5
Tools & Equipment: 2
Other: 3

Sales Volume by Market Sector:

New Construction: 15
Service, Maintenance & Repair: 10
Remodel, Renovate, Rebuild & Rehab: 75

Sales Volume by Customer Type

Trade & Builders: 65
Utilities/Munic.: 5
Commercial Building Owner/Manager: 5
Other Wholesalers: 1

Consumers: 16
Hydronic Heating: 17
Industrial & Facilities: 11

Sales Volume by Market:

Residential/Light Comm.: 79
Comm/Institutional: 10
Industrial & Facilities: 10

Sales to the Professional Trade:

Plb. and/or Plb./Htg. Contractor: 35
Builder: 10
Remodeling Contractor: 15
HVAC Contractor: 15
Utility Contractor: 10

Other: 15

Top 5 HVAC Lines:

ICP, Burnham, New Yorker, Triangle Tube, Noritz

Top 5 PVF Lines:

Cresline, Nibco, Viega, Cerro, Mueller

Top 5 Plumbing Lines:

Goulds Pumps, A.O. Smith, Lasco, Moen, American Standard

Officers:

George G. Conyngham Jr., President
Ren Schuler, VP-Operations
Don Conyngham, VP-Sales/Mktg.
Joseph Kerestes, CFO, VP-Finance
Gary Jones, Marketing Manager
David Haines, Inventory Mgr.

Top 50 HVAC/R wholesaler listings begin on page 112.

1 Watsco Inc.48
2 Johnstone Supply, Inc.50
3 Ferguson Enterprises, Inc.48
4 R.E. Michel Company, Inc.52
5 US Air Conditioning Distribution, Inc.52
6 WinWholesale, Inc.48
7 Mingledorff's Inc.52
8 Wolseley Canada, Inc.50
9 Russell Sigler, Inc.59
10 G.W. Berkheimer Co., Inc.60
11 F.W. Webb Company50
12 Gustave A. Larson Company60
13 Hajoca Corporation48
14 Heating & Cooling Supply, Inc.63

15 N.B. Handy Company52
16 Koch Air LLC ..65
17 Peirce-Phelps Inc.68
18 Slakey Brothers, Inc. ...54
19 United Refrigeration Inc.60
20 Interline Brands50
21 C.C. Dickson Co.61
22 American Refrigeration Supplies, Inc.70
23 The Habegger Corporation63
24 Century Holdings50
 7425EMCO Ltd.50
26 Johnson Supply & Equipment Corp.80
27 Famous Supply Company57

28 Locke Supply Company54
29 Aces A/C Supply Inc.88
30 Morrison Supply Company52
31 The Behler-Young Company84
32 ED'S Supply Co. Inc.90
33 Auer Steel & Heating Supply Co.70
34 Sid Harvey Industries, Inc. ..68
35 Coburn Supply Co., Inc.54
36 SW Anderson Sales Corp.97
37 Refrigeration Sales Corp.98
38 Hinkle Metals & Supply Co.98
39 MSI HVAC100
40 Young Supply Company98
41 Dealers Supply Company, Inc. .102

42 Temperature Systems Inc98
43 Robertson Heating Supply Co.86
44 Connor Co.72
45 IRR Supply Centers Inc.76
46 Colonial Commercial Corp.90
47 Associated Equipment Co., Inc.

1922 Elm Tree Dr.
 Nashville, TN 37210
 615-885-2131
 Fax: 615-885-2295
www.associatedequipment.net
 Employees: 60
 Outside Sales: 13
 Inside Sales: 9
 Showrooms: 4
 Total Locations: 9
 Member Buying Group?: no
 Member Integrated Supply Group?: no
 Master Distributer?: no
 Key Buying Influences: Operations Manager/Product Manager
 Territory: AL, TN, KY, MS, FL, VA, SC
Sales Mix:
 HVAC: 85
 Other: 15
Sales Volume by Market Sector:
 New Construction: 10
 Remodel, Renovate, Rebuild & Rehab: 90
Sales Volume by Type of Customer:
 Other Wholesalers: 5
 Retailers: 95
Sales Volume by Market:
 Residential/Light Comm.: 95
Sales to the Professional Trade:
 HVAC Contractor: 100
Top 5 HVAC Lines:
 Amana, Goodman, American Standard
Officers:
 Luther Clemons, President
 Steve Craze, VP
 James Claude, Product Mgr.
 Carol Elmore, Operations Mgr.

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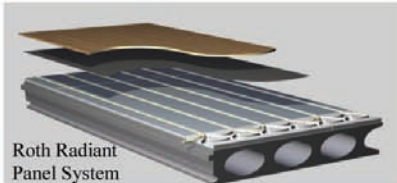
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www.roth-usa.com

Watertown NY 13601



48 Keller Supply Company52
49 Goodin Company63
50 Crawford Supply Co.72

Our thanks to all the distributors that participated in the 2008 Top 100 listings!