

Official Publication of the American Supply Association

# SUPPLYHOUSE

JANUARY 2010

TIMES

# 2010 B.I.G. BOOK BRAND INFORMATION GUIDE

> Thermal Solar Systems

> Managing Inventory

PLUMBING - PVF - HYDRONICS - HVAC

#BXNNXX \*\*\*\*\*RUI0\*\*3-DIGIT 342  
 #524469014 9# VX 002 200 SCK 145  
 LINDA JENNINGS  
 JENNINGS & COMPANY  
 436 WOODLAND DR  
 SARASOTA FL 34234-3772  
 C07

WWW.SUPPLYHT.COM

A bnp PUBLICATION  
media

## BITS AND PIECES

### > EXPANSION, ACQUISITIONS...

**WinWholesale** (Dayton, OH) opened Pensacola Winnelson Co. in Pensacola, FL. Marty McCrory, a 30-year veteran of the plumbing wholesaling business in the area, is president of the new company, which has shared ownership with local shareholders and WinWholesale. The company's product lines include American Standard, Mansfield, A.O. Smith, Moen, Delta and Charlotte Pipe.

**Noland Co.** (Dayton, OH) opened a location in Pinnellas Park, FL, to serve contractors in four counties with NuTone heating and cooling products. Rick Brock is the manager. Noland also opened a Bath & Idea Center showroom in Falls Church, VA, that carries brands such as American Standard, Grohe, Brizo, Delta, Moen, MTI, MAAx and Acryline. Yolanda Sarraga is the manager. Noland is a wholly-owned subsidiary of WinWholesale.

**Grande Central Showrooms of NY**, a division of Central Plumbing Specialties (New York, NY), opened a showroom in mid-town Manhattan Dec. 1. The new showroom, located in the designer district, is a two-story, 4,000-sq.-ft. ground floor walk-in plus one level down.

**PremierDPH** welcomed six vendors and 10 new members at its annual conference Dec. 3-5 in Dallas, TX.

**Price Pfister** announced Can-Cell Industries as its newest distributor. Canadian-owned and operated Can-Cell, based in Edmonton, Alberta, Canada, has eight branches.

**American Air Distributing** (West Chester, PA) signed an agreement with Johnson Controls to become a distributor of its Coleman and Luxaire brand products.

**WaterFurnace Renewable Energy** announced Yandle-Witherspoon Supply (Charlotte, NC), which has 10 branches and a sheet metal/duct manufacturing facility, as its newest GeoStar distributor.

## OBITUARIES



Henry

**JC Henry**, 80, founder of MTI Whirlpools, died Dec. 14. He founded the company under the name Mr. Tubs in 1988 after a career path that ranged from machinist to collections agent. He may be best known professionally for his invention of the patented Fill-Flush system, a self-cleaning system for whirlpool tubs. When he retired in 2001, he sold his company to a group of 20 employees, who renamed the company MTI Whirlpools.

**Jack Bittner**, 86, former publisher of *The Wholesaler* magazine, died Dec. 14 after a lengthy battle with cancer. He was well-liked and respected throughout the industry.

## Mid-Way Supply Shares Growth Strategy

> Zion, IL-based Mid-Way Supply, a supplier of HVAC products, announced steps it is taking to stay competitive during the current economic downturn while preparing for its future success.

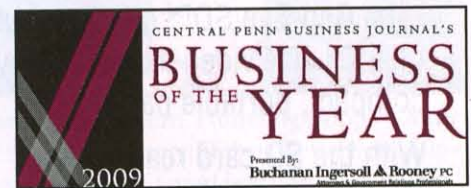
The company partnered with a business consulting firm to design a financial and operational plan. The plan identifies the geographic areas where Mid-Way can provide the highest levels of service and the brands it must carry vs. those that can be phased out. It also streamlines inventory management.

As part of the plan, Mid-Way will exit the Rockford, IL, market to focus more on the Chicagoland area where 90% of its sales and accounts are located. Also, low-demand products will no longer be kept in stock but will be available on a special-order basis.

"We're already seeing benefits," said COO Dennis Wierzbicki. "Through strategic planning and maintaining rigorous budgeting and expense control measures, we are paving the way for continued success."

## APR Supply Named Business Of The Year

> APR Supply Co., a 22-branch plumbing, heating and HVAC supplies distributor based in Lebanon, PA, was recognized as the 2009 Business of the Year for its resilience and ability to grow and prosper during both strong and weak economic cycles by the *Central Penn Business Journal*. A third-generation family-owned business, APR Supply Co. has been operating in Lebanon since 1922 and has more than 150 employees. Scott Weaver, president, said he looks to have APR double in size every five years through a combination of organic growth, acquisition and new markets.



## Coburn Supply Hosts Lunch For State Water Heaters

> The executive team of Beaumont, TX-based wholesaler Coburn Supply, which celebrated its 75th anniversary in August, hosted a luncheon for State Water Heaters employees in Ashland City, TN, to show their appreciation for the two companies' continued partnership. State had presented Coburn with a fully restored 1934 Ford V-8 stake bed pickup truck (resembling its first delivery truck) to commemorate its anniversary. Pictured at the luncheon (L-R) Don Maloney and A.J. Maloney of Coburn Supply; Ajita Rajendra of State Water Heaters; and Scott Franz, publisher of *Supply House Times*.



Continued on page 24.