

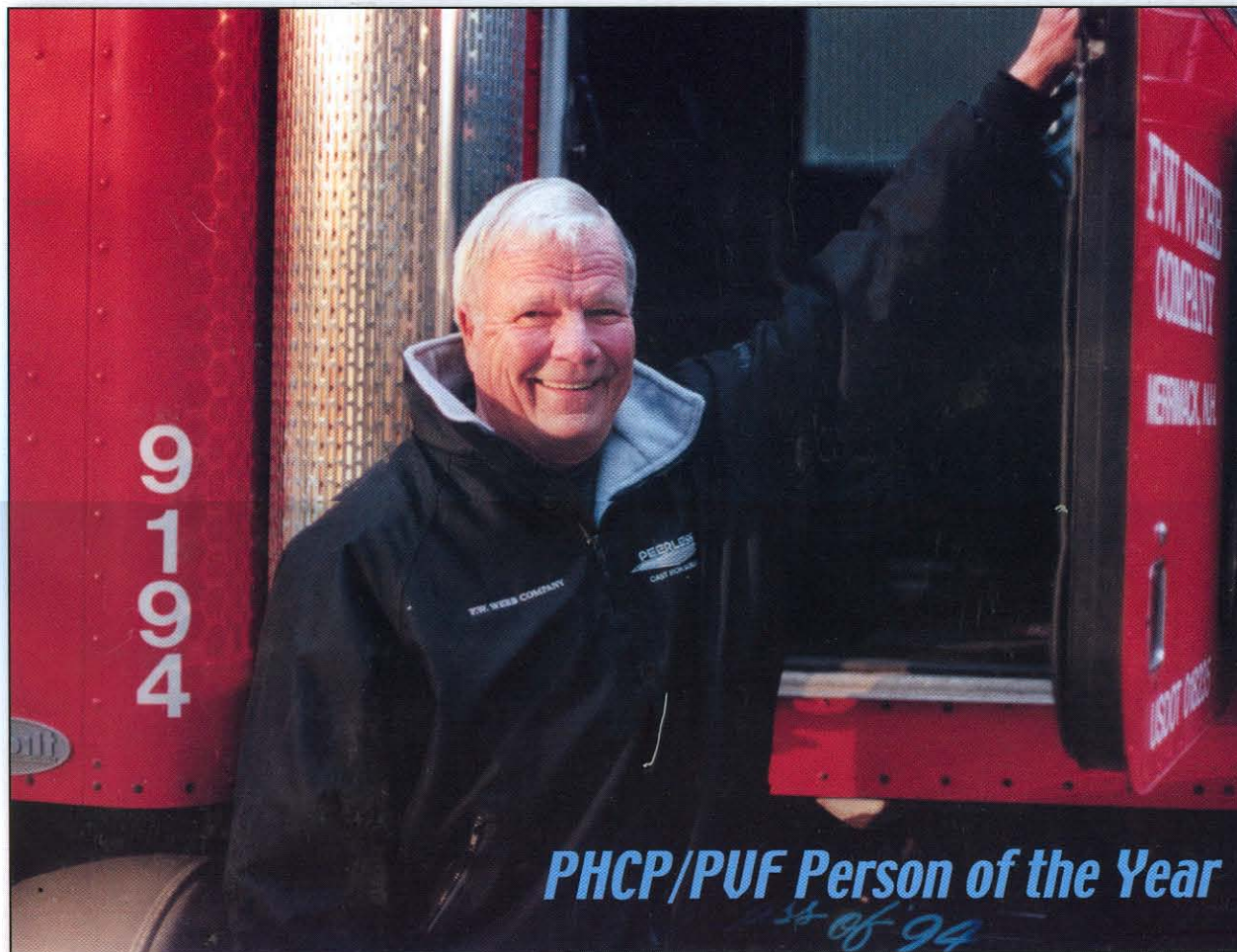


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DECEMBER 2011
 VOL. 66, NO. 12

THE WHOLESALER

News of Plumbing • Heating • Cooling • Industrial Piping Distribution



John Pope, CEO of F.W. Webb Company, has spent 55 years building a dynamic wholesaling business while enriching the lives of all those around him. Pope has consistently grown what he affectionately refers to as 'Frank's company' through innovation and diversification — and the confidence he's built among his extremely loyal team with a philosophy of 'Let the players play.' Story begins on page 32.

Ferguson buys major Calif. waterworks distributor

NEWPORT NEWS, VA. — Ferguson Enterprises Inc. announces the acquisition of Groeniger & Company in an asset transaction completed November 7. At the present time, the company will continue to operate under its existing name and be led by Groeniger's current executive vice president, Dick Alexander.

(Turn to 'Flagship'... page 53.)

Contractors Pipe & Supply buys assets of A&S Supply

FARMINGTON HILLS, MICH. — Contractors Pipe & Supply Corp. has purchased the assets of plumbing and heating distributor A&S Supply, which is based in Flint, Mich., and has been doing business in Flint and the surrounding area for 62 years. Until the recession took its toll, they were a dominant player in the marketplace.

(Turn to Flint-based... page 53.)

'Technology is linchpin'

Epicor hosts panel on future of wholesaling



YARDLEY, PA. — An audience representing 60+ wholesale distribution companies was treated to an unprecedented gathering of industry thought leaders as they recently discussed enterprise resource planning

(ERP) and the technology-enabled distributor of the future. The expert panel at the annual Distribution Executive Forum hosted by Epicor Software Corporation, a global leader in business software solutions for manufacturing, distribution, retail and services organizations, included:

- Kevin Roach, executive vice president and general manager, ERP Americas for Epicor

- Guy Blissett, researcher at IBM and fellow of the NAW Institute for Distribution Excellence

- Tom Gale, president, Gale Media/Industrial Market Information, and publisher of *Modern Distribution Management*

- Dr. Barry Lawrence, director of Texas A&M's Industrial Distribution Program

- Mike Marks, managing partner of Indian River Consulting Group

(Turn to Forum... page 53.)

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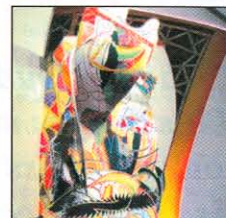
The Front Page

For our inaugural PHCP/PVF Person of the Year, *THE WHOLESALER* honors legendary F.W. Webb CEO John Pope. Pope describes his role as that of a caretaker of the 145-year-old business— and fondly refers to F.W. Webb as “Frank’s company” [in reference to founder Frank W. Webb]. Editorial director Mary Jo Martin recently spent a day with John Pope, his son Jeff, who serves as president, and VPs Ernie Coutermarsh and John Provencal.



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We kick off 2012 with our annual Industry Forecast!

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HARDI distributors honored for environmental leadership

MAUI, HAWAII — During HARDI's annual meeting in Maui, Thermostat Recycling Corporation's executive director Mark Tibbetts recognized three HVAC/R distributors for their efforts to promote TRC's program



and help reduce mercury pollution.

"It comes with great pleasure to recognize the contributions this impressive group made to the TRC program and the examples they set," Tibbetts said. "During the summer months, this year's winners helped divert over 57 pounds of mercury from solid waste through their collection efforts."

The Mercury Thermostat Recycling Awards program recognizes the contribution of HARDI wholesale distributors who demonstrate a commitment to the environment by promoting thermostat recycling and helping keep mer-

cury out of the waste stream. The winners are as follows:

Mercury Thermostat Promoter Awards

- Baker Distributing Company, Jacksonville, Fla., is collecting mercury thermostats at over 220 locations nationwide. Baker implemented a campaign that targeted both employees and customers, reaching external audiences via a number of channels including its monthly newsletter and statements, TRC promotional materials in all Baker locations and a TRC banner ad on its homepage. Baker also educated its employees about the program through its quarterly sustainability and monthly employee newsletters.

- Johnson Supply, Houston, is collecting mercury thermostats at its 23 locations throughout Texas and Louisiana. Each Johnson Supply location has the recycling container in a visible location. All its employees

are very familiar with the program, and they work to educate Johnson Supply customers on the importance and impact of the TRC program. Among other promotional activities, Johnson Supply added a tag line to each invoice stating its thermostat recycling efforts and, in August 2011, promoted the program through a \$1 credit on their Johnson Supply Tool Card for each thermostat returned.

Mercury Thermostat Recycling Heavyweight Award and Pound-for-Pound Award

- USAirconditioning Distributors is collecting mercury thermostats at its 43 locations in the western U.S. and Florida. The company has actively promoted the recycling of mercury thermostats, and its customers have embraced the program. During the summer months their locations shipped TRC more than 2,100 waste mercury thermostats, keeping 29 pounds of mercury out of solid waste. Over half of the thermostats came from its City of Industry location, yielding 17 pounds of mercury.

Visit www.HARDI.net.org

MSS publishes revised standard for surface evaluation

VIENNA, VA. — The Manufacturers Standardization Society announced that revised Standard Practice SP-55-2011, *Quality Standard for Steel Castings for Valves, Flanges, Fittings, and Other Piping Components—Visual Method for Evaluation of Surface Irregularities*, has been published and approved by the American National Standards Institute as an American National Standard.

This Standard Practice, utilized for the visual evaluation of surface irregularities in steel castings for valves, flanges, fittings and other piping components, was originally published in 1961 and is today referenced in many standards' publications and employed throughout the industry. On Aug. 26, ANSI granted final approval of the revised MSS SP-55-2011 as an ANS. This Standard Practice is being published in its traditional book format (with improved spiral binding) and in a newly created digital version (PDF).

The new ANSI-approved American National Standard edition, ANSI/MSS SP-55-2011, is now available and is used extensively in the chemical, petro-chemical, nuclear, boiler and pressure vessel and other corrosive and high temperature industry environments.

This standard does the following:

- Establishes visual surface irregularity acceptance standards for steel parts
- Supplements requirements in identified ASTM Standards
- Provides a series of referenced photographs typical of the various surface irregularities
- Identifies what is of generally acceptable and generally rejectable quality.

Visit www.mss-hq.org

Victoria + Albert bath featured in fine art prints

MOUNT PLEASANT, S.C. — The next creative project professional photographer Chris Crumley has embarked upon are a series of fine art prints involving the Victoria + Albert slipper tub and a mermaid underwater. Crumley is the go-to-guy for creatively conceived underwater images. He has a successful career in commercial and advertising photography and in recent years has made a name for himself in a very unique niche of underwater Mermaid photography.

According to the photographer, "The Victoria + Albert classic Victorian slipper tub had the right look and was also light enough for two people to lift and move around the studio (in

the 130-lb range) thanks to the amazing Englishcast® material."

The Victoria + Albert tub will be shot in Crumley's 'wet studio,' a special 22,000-gallon pool he built for underwater photo illustration work. The clawfoot tub will be submerged and photographed with mermaid model Kristi Sherk in a custom-made tail by Eric Ducharme.

"We were delighted that our tub was chosen for this creative project, as it clearly brings the artistic expression of bathing to a whole new level," stated Javier Kor-

neluk, VP of North America sales for Victoria + Albert. "Chris is an extremely talented photographer, and we are glad he found the tub of his choice for this fantasy-themed project."

Visit www.vandabaths.com



Harrington Industrial Plastics opens new branch

CHINO, CALIF. — Harrington Industrial Plastics opened its newest location in Malta, N.Y., on August 1. Harrington has grown from a regional distributor-

ship to one of the largest distributors of industrial plastic piping systems in the U.S. in the last 52 years.

Harrington began with the purpose

of servicing customers that handle corrosive liquids and has expanded its offerings to include products for customers with high-purity needs and

products to help protect the environment. Companies that manufacture semiconductor, pharmaceuticals and bio-pharmaceuticals find the company an indispensable resource for their demanding processes.

The new 14,000-square-foot facility offers a fully stocked warehouse, clean room area and training center. As with all of Harrington's facilities, this new location will bring a technically oriented sales staff to the Albany area, along with the knowledge and strength of 41 locations nationwide.

The new facility is located at 3 Knabner Road in Malta, N.Y., just a couple of miles from the Albany International Airport.

Visit www.harringtonplastics.com

