



Supply House Times

2014 PREMIER 150

Another Step Forward

WinWholesale's new distribution center in Denver is shown. WinWholesale checks in at No. 6 on the 2014 Supply House Times Premier 150 list, which ranks the top PHCP wholesalers by their reported sales for fiscal 2013. *Photo courtesy of WinWholesale*

Annual PHCP survey shows continued industry recovery.

>> By Mike Miazga
miazgam@bnpmedia.com

The PHCP industry's bounce back from the Great Recession continues.

The vast majority of respondents to the 2014 Supply House Times Premier 150 survey again reported an increase in overall sales, continuing an upward industry trend since the start of the decade. The annual Premier 150 survey, conducted by Supply House Times and BNP Media Market Research, ranks the top PHCP wholesalers by their reported sales for the past year. This year's survey is based on sales for fiscal 2013 and, as always, individual company sales are not disclosed.

This time around, 82% of respondents to the survey reported increased sales in 2013, while only 9% reported a decline in sales and 9% stated sales were flat last year. In last year's survey, 81% of respondents reported increased sales, while the 2012 Premier survey showed 80% of

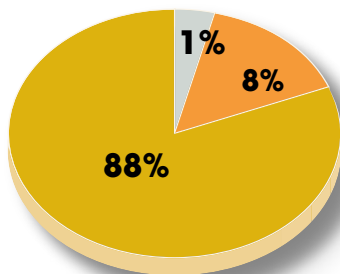
respondents had increased sales in 2011. The 82% actual sales number falls below the 88% of 2013 survey respondents who projected increased sales last year.

"2013 was a strong year in the New York area and we have positioned ourselves to take advantage of the future trends in our marketplace," New York City-based Central Plumbing Specialties/Grande Central Showrooms of New York President **Howard Frankel** said. "We had double-digit growth in 2013 and added a new showroom late in the fourth quarter. We have further expansion plans in 2014 to ensure that continued growth and our position in our market."

Rapid City, S.D.-based Northwest Pipe Fittings also was in an expansion mode last year. "Overall, 2013 was a successful year for our company," President **Randy Bentley** said. "We added an additional location for distribution and our sales exceeded the previous year."

Sales Trends For Premier 125 (Year-To-Year Comparison And Projection)

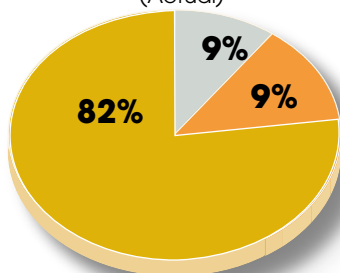
2012 vs. 2013 Sales (Projected)



- Decreased sales in 2012
- Flat sales in 2012
- Increased sales in 2012

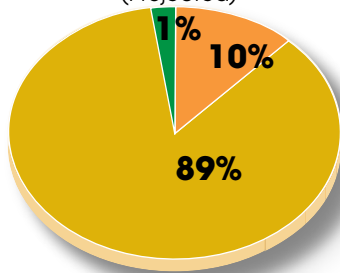
(Due to some companies not responding to this question and internal data rounding, this number does not equal 100%.)

2012 vs. 2013 Sales (Actual)



- Decreased sales in 2012
- Flat sales in 2012
- Increased sales in 2012

2013 vs. 2014 Sales (Projected)



- Flat sales in 2013
- Increased sales in 2013
- Don't know

Source: Supply House Times/
BNP Media Market Research 2014

THE RANKINGS

- \$500 million or more
- \$50 million - \$99.9 million
- \$100 million - \$499.9 million
- \$49.9 million and under

% of Business

Rank	Company	City	State/ Province	Branches	Showrooms	Employees	P&H	PVF	HVACR
1	Ferguson Enterprises	Newport News	VA	1350	270	19000	25%	49%	13%
2	*HD Supply	Atlanta	GA	NA	NA	NA	NA	NA	NA
3	MRC Global	Houston	TX	410	0	5200	0%	100%	0%
4	Watsco	Coconut Grove	FL	569	0	4700	0%	0%	100%
5	*Wilson	Houston	TX	NA	NA	NA	NA	NA	NA
6	WinWholesale	Dayton	OH	558	131	4470	48%	13%	10%
7	*Interline Brands	Jacksonville	FL	NA	NA	NA	NA	NA	NA
8	*Emco Corp.	London	Ontario	NA	NA	NA	NA	NA	NA
9	*Johnstone Supply	Portland	OR	NA	NA	NA	NA	NA	NA
10	*Hajoca Corp.	Ardmore	PA	NA	NA	NA	NA	NA	NA
11	Wolseley Canada	Burlington	Ontario	171	29	2500	60%	9%	9%
12	*Edgen Murray	Baton Rouge	LA	NA	NA	NA	NA	NA	NA
13	F.W. Webb	Bedford	MA	80	38	1730	33%	30%	32%
14	*R.E. Michel Company	Glen Burnie	MD	NA	NA	NA	NA	NA	NA
15	Morrison Supply Co.	Fort Worth	TX	90	32	1215	65%	9%	18%
16	Groupe Deschênes	Montreal	Québec	94	18	1391	10%	10%	10%
17	*Southern Pipe & Supply Co.	Meridian	MS	96	40	800	NA	NA	NA
18	Kelly Pipe Co.	Santa Fe Springs	CA	16	0	306	0%	100%	0%
19	Industrial Piping Specialists	Tulsa	OK	11	0	305	0%	100%	0%
20	Coburn Supply Co.	Beaumont	TX	47	28	950	28%	37%	25%
21	*Mingledorff's	Norcross	GA	NA	NA	NA	NA	NA	NA
22	Keller Supply Co.	Seattle	WA	72	25	N/A	65%	20%	15%
23	*Famous Enterprises	Akron	OH	NA	NA	NA	NA	NA	NA
24	US Air Conditioning Dist.	City of Industry	CA	44	43	400	0%	0%	100%
25	First Supply	Madison	WI	30	14	580	43%	25%	13%
26	Plumbers Supply Co.	Iowa city	IA	18	5	235	45%	15%	40%
27	NB Handy	Lynchburg	VA	16	16	335	0%	0%	57%
28	Habegger Corp.	Cincinnati	OH	33	0	330	2%	0%	96%
29	BPS	Bakersfield	CA	16	0	210	0%	100%	0%
30	Standard Plumbing Supply Co.	Sandy	UT	74	53	N/A	95%	0%	5%
31	Gustave A Larson Co.	Pewaukee	WI	48	44	394	2%	0%	98%
32	Slakey Brothers	Sacramento	CA	24	3	336	39%	0%	61%
33	Bartle & Gibson Co.	Edmonton	Alberta	32	10	450	67%	6%	10%
34	Columbia Pipe & Supply Co.	Chicago	IL	22	0	367	NA	NA	NA
35	Thos. Somerville Co.	Upper Marlboro	MD	20	8	370	50%	35%	15%
36	*Sid Harvey's	Garden City	NY	NA	NA	NA	NA	NA	NA
37	Consolidated Supply Co.	Portland	OR	16	10	300	70%	30%	0%
38	Peirce-Phelps	Philadelphia	PA	16	0	250	0%	0%	93%
39	Goodin Co.	Minneapolis	MN	14	12	409	45%	25%	30%
40	The Granite Group	Concord	NH	27	13	363	52%	28%	12%
41	G W Berkheimer	Portage	IN	27	1	389	0%	0%	100%
42	*Pace Supply	Rohnert Park	CA	NA	NA	NA	NA	NA	NA
43	General Plumbing Supply	Edison	NJ	13	8	250	65%	10%	20%
44	Trumbull Industries	Warren	OH	6	4	300	48%	33%	0%
45	The Macomb Group	Sterling Hts	MI	14	0	265	5%	95%	0%
46	Century Holdings	Houston	TX	26	25	219	2%	2%	94%
47	Auer Steel & Heating Supply Co.	Milwaukee	WI	7	0	196	6%	0%	94%
48	Aces A/C Supply	Houston	TX	19	19	163	0%	0%	100%
49	Irr Supply Centers	North Tonawanda	NY	32	6	N/A	60%	0%	40%
50	Northeastern Supply	Baltimore	MD	32	1	0	70%	0%	30%

Keys To Rankings:

P&H = plumbing and hydronics PVF = pipe, valves and fittings; municipal waterworks; PVF controls
HVACR = heating, air conditioning, refrigeration and controls NA = Not Available

* Editors' estimate

All sales ranked in U.S. dollars

Source: Supply House Times/BNP Media Market Research 2014



www.supplyht.com

THE RANKINGS

\$500 million or more
 \$50 million - \$99.9 million
 \$100 million - \$499.9 million
 \$49.9 million and under

% of Business

Rank	Company	City	State/Province	Branches	Showrooms	Employees	P&H	PVF	HVACR
51	*Bakersfield Pipe & Supply	Bakersfield	CA	NA	NA	NA	NA	NA	NA
52	Johnson Supply	Houston	TX	24	24	245	0%	0%	100%
53	Robertson Heating Supply	Alliance	OH	31	5	265	48%	0%	49%
54	Connor Co.	Peoria	IL	23	13	240	62%	3%	35%
55	Plumb Supply Co.	Des Moines	IA	18	11	242	45%	28%	27%
56	Central Supply Co.	Indianapolis	IN	4	3	155	49%	15%	2%
57	Hirsch Pipe & Supply Co.	Van Nuys	CA	16	2	255	95%	5%	0%
58	Wolff Bros. Supply	Medina	OH	11	3	270	32%	0%	18%
59	City Pipe & Supply Corp.	Odessa	TX	6	0	90	1%	96%	0%
60	Farnsworth Wholesale Supply	Mesa	AZ	5	1	210	48%	26%	21%
61	Munch's Supply Co	New Lenox	IL	7	0	200	0%	0%	100%
62	Behler-Young	Grand Rapids	MI	15	15	178	8%	0%	92%
63	Merican Refrigeration Supplies	Phoenix	AZ	31	31	200	0%	0%	100%
64	Rampart Supply	Colorado Springs	CO	3	2	195	87%	11%	0%
65	Williams Distributing Co.	Grand Rapids	MI	12	5	230	4%	0%	54%
66	O'Connor Co.	Lenexa	KS	6	0	123	0%	0%	100%
67	APR Supply Co.	Lebanon	PA	31	7	249	41%	13%	46%
68	Plumbing Distributors, Inc.	Lawrenceville	GA	7	7	178	65%	5%	0%
69	Colonial Commercial Corp.	Hawthorne	NJ	17	6	155	21%	3%	53%
70	Todd Pipe & Supply	Anaheim	CA	5	0	119	100%	0%	0%
71	Crawford Supply Co.	Morton Grove	IL	20	10	175	65%	0%	10%
72	Eastern Industrial Supplies	Greenville	SC	13	0	195	10%	90%	0%
73	Aaron & Co.	Piscataway	NJ	8	4	191	49%	20%	30%
74	Pacific Plumbing Supply Co.	Seattle	WA	15	3	156	85%	5%	10%
75	Robert James Sales	Buffalo	NY	9	0	146	0%	100%	0%
76	Independent Pipe & Supply Corp.	Canton	MA	7	0	105	15%	75%	8%
77	Kenny Pipe & Supply	Nashville	TN	10	2	185	75%	25%	0%
78	All-Tex Pipe & Supply	Dallas	TX	6	0	114	0%	100%	0%
79	M & M Supply Co.	Oklahoma City	OK	12	12	122	0%	100%	0%
80	Puget Sound Pipe & Supply Co.	Kent	WA	8	0	120	0%	100%	0%
81	S.W. Anderson Sales Corp.	Farmingdale	NY	9	0	120	3%	0%	95%
82	Porter Pipe and Supply	Addison	IL	3	3	131	6%	82%	4%
83	Deacon Industrial Supply Co.	Harleysville	PA	1	0	84	0%	98%	2%
84	M&M Supply Co.	Duncan	OK	12	0	119	0%	100%	0%
85	Supply New England	Attleboro	MA	17	8	155	61%	10%	19%
86	Harry Cooper Supply Co.	Springfield	MO	3	3	150	38%	3%	5%
87	Torrco	Waterbury	CT	12	5	135	75%	15%	5%
88	WM.F. Meyer Co.	Aurora	IL	8	3	110	90%	10%	0%
89	AC Pro	Fontana	CA	8	0	225	0%	0%	100%
90	Ameripipe Supply	Dallas	TX	6	0	140	0%	80%	0%
91	Wool Plumbing Supply	Sunrise	FL	7	7	110	100%	0%	0%
92	C&L Supply	Vinita	OK	10	4	111	17%	0%	27%
93	Security Supply Corp.	Selkirk	NY	12	9	150	80%	10%	10%
94	Gateway Supply Co.	Columbia	SC	13	7	135	65%	0%	35%
95	Western Water Works Supply Co.	Chino Hills	CA	6	0	68	0%	100%	0%
96	Murray Supply Co.	Winston-Salem	NC	6	1	112	40%	30%	10%
97	American Metals Supply Co.	Springfield	IL	7	0	80	0%	0%	100%
98	George T. Sanders Co.	Wheat Ridge	CO	15	3	145	90%	3%	7%
99	Acme Refrigeration of Baton Rouge	Baton Rouge	LA	18	0	110	5%	0%	95%
100	Lute Supply	Portsmouth	OH	14	3	111	15%	2%	80%
101	Wholesale Supply Group	Cleveland	TN	36	35	250	52%	0%	10%

Keys To Rankings:

P&H = plumbing and hydronics PVF = pipe, valves and fittings; municipal waterworks; PVF controls
 HVACR = heating, air conditioning, refrigeration and controls NA = Not Available

* Editors' estimate

All sales ranked in U.S. dollars

Source: Supply House Times/BNP Media Market Research 2014

Turn up the volume

Respondents to the Premier 150 survey registered \$56.3 billion in sales for fiscal 2013. That number is up from last year's total of just under \$51 billion and greatly improved from a 2011 total of nearly \$43 billion in sales.

Ferguson, with its 1,350 branch locations, again was the overall No. 1 company in terms of total sales.

The survey shows both the pipe, valves and fittings and plumbing-hydronics segments of the industry enjoyed robust total sales increases in 2013. The PVF segment led the way this time around with survey respondents reporting total sales of \$14.4 billion — a sound increase from a 2013 total of \$12.5 billion in sales.

"2013 was a year of solid growth and territory expansion for our company," East Windsor, Conn.-based Collins Pipe & Supply President **Brian Tuohey** said. "We look for 2014 to be more of the same."

The P & H component of the industry reported total sales of \$8.9 billion for fiscal 2013, up from a 2013 total of \$7.1 billion. "The strategic changes we made during the recession have paid off," said Elkhart, Ind.-based Mid-City Supply President **Jeff New**. "2013 was a great year and we also expect 2014 to be good."

HVACR-focused supply houses reported \$9.4 billion in total sales, down from \$10.5 billion in 2013.

In terms of the survey's fiscal demographics, 8% of respondents reported 2013 sales of \$500 million or more. The greatest number of companies responding to the survey fell in the \$34.9 million or less category (35%), while companies with 2013 sales in the \$50-\$99.9 million range accounted for 21% of the survey's respondents.

"With the worst of the economy behind us, we are rapidly moving from survival mode and back into a growth and expansion mode," Wilmington, N.C.-based Murray Supply CEO **Charlie Murray** said.

Gazing into the future

While 2013 was a strong year for many, even more companies are looking at 2014 to be another prosperous year with 89% of survey respondents predicting increased sales this

THE RANKINGS

\$500 million or more
 \$100 million - \$499.9 million

\$50 million - \$99.9 million
 \$49.9 million and under

% of Business

year. No company that responded to the survey predicts its sales will decrease this year, while 10% say sales will stay flat.

“We experienced double-digit growth in 2013 and are anticipating exceeding this in 2014,” New York-New Jersey-based Ramapo Wholesalers General Manager **Tony Lo Russo** said.

While optimism in the industry remains high, there is one word that concerns survey respondents — margin. “The last couple years have been strong sales years for us, but we’re still struggling with intense margin pressure,” Murray noted. “Unfortunately, we don’t see that improving much any time soon. This is the ‘new normal’ we have been preparing for. We’re excited about the future and what we’re doing.”

Metairie, La.-based Southland Plumbing Supply also is feeling margin erosion in its market and is taking steps to counteract that trend.

“We have added emphasis to our showrooms with the addition of lighting, appliances and a new contractor showroom adjacent to our Kohler plumbing showroom,” Owner-President **Alan Vinturella** noted.

Sioux Center, Iowa-based Plumbing & Heating Wholesale is expecting more positives to come from the local commercial industry this year. “We expect the commercial sector to remain strong in 2014, driving plumbing business,” CEO **Mike Plasier** said. “The residential sector in our territories really is coming to life in both single-family and multifamily housing. Our showroom also has taken a giant leap forward and we expect it to be solidly profitable in 2014.”

Major news from 2013

- The International Builders’ Show and KBIS announced plans to co-locate their events in Las Vegas starting in 2014.
- Morrison Supply announced the acquisition of Santa Monica, Calif.-based Express Pipe & Supply as well as Oklahoma City-based Norman Plumbing Supply. MSC Holdings, parent company of Morrison and Express Pipe & Supply, also acquired the assets of Mesa, Ariz.-based Farnsworth Wholesale.
- **Robert Mannheimer** was named chairman of the board at Blackman Plumbing Supply.
- MRC Global acquired the operating assets

Rank	Company	City	State/Province	Branches	Showrooms	Employees	P&H	PVF	HVACR
102	Robinson Supply	Fall River	MA	7	4	100	10%	0%	90%
103	Central States Group	Omaha	NE	4	0	74	0%	50%	0%
104	Republic Plumbing Supply	Norwood	MA	9	5	120	70%	15%	10%
105	Dealers Supply Co.	Forest Park	GA	15	5	101	0%	0%	100%
106	Collins Pipe & Supply Co.	East Windsor	CT	5	0	72	0%	100%	0%
107	Metropolitan Pipe & Supply	Cambridge	MA	1	0	71	45%	45%	5%
108	Worly Plumbing Supply	Columbus	OH	4	4	84	95%	4%	1%
109	Central Arizona Supply	Mesa	AZ	10	7	110	90%	0%	10%
110	ILLCO	Aurora	IL	8	0	91	13%	15%	72%
111	M Cooper Supply Co.	Mokena	IL	1	1	68	25%	75%	0%
112	Central Plumbing Specialties	Yonkers	NY	4	5	78	40%	40%	10%
113	Northwest Pipe Fittings	Billings	MT	6	2	148	40%	40%	8%
114	City Plumbing & Electric Supply	Gainesville	GA	8	7	114	60%	0%	0%
115	Texas Plumbing Supply Co.	Houston	TX	4	0	54	100%	0%	0%
116	R.J. Walker	Scranton	PA	9	3	95	30%	10%	60%
117	Neenan Co.	Kansas City	MO	10	1	75	80%	10%	10%
118	Mid-City Supply Co.	Elkhart	IN	6	6	80	35%	25%	35%
119	Wallington Plumbing Supply	Fairfield	NJ	4	1	70	70%	5%	20%
120	JABO Supply Corp.	Huntington	WV	4	0	78	0%	100%	0%
121	Lehman Pipe & Plumbing Supply	Miami	FL	1	0	47	30%	70%	0%
122	Penco Corp.	Seaford	DE	6	1	66	65%	5%	30%
123	Ramapo Wholesalers	Spring Valley	NY	6	3	47	50%	35%	15%
124	Raritan Group	Edison	NJ	1	0	49	0%	100%	0%
125	Plumbing & Heating Wholesale	Sioux Center	IA	6	1	62	45%	5%	45%
126	Shore Distributors	Salisbury	MD	12	0	40	23%	0%	75%
127	Best Plumbing Specialties	Myersville	MD	1	0	95	100%	0%	0%
128	Consumers Pipe & Supply Co.	Fontana	CA	3	0	40	0%	100%	0%
129	Cooney Brothers	Plymouth Meeting	PA	2	0	39	15%	80%	2%
130	Contractors Pipe & Supply Corp.	Farmington Hills	MI	6	1	48	96%	0%	4%
131	Southland Plumbing Supply	Metairie	LA	1	2	48	75%	15%	0%
132	City Supply Corporation	Des Moines	IA	1	0	26	85%	15%	0%
133	Reading Foundry & Supply	Reading	PA	6	3	48	55%	25%	15%
134	Southern Plumbing & Heating Supply Corp.	Yorktown	VA	3	2	43	70%	20%	0%
135	Industrial Piping Systems	York	PA	6	2	58	10%	90%	0%
136	Vic Bond Sales	Flint	MN	9	9	45	80%	0%	10%
137	Goodman Sales Co.	North Arlington	NJ	1	0	22	5%	80%	0%
138	South Amboy Plumbing Supply	South Amboy	NJ	0	1	20	80%	0%	20%
139	H & S Supply Co.	Valdosta	GA	2	2	26	40%	30%	15%
140	Western Supply Co.	Hutchinson	KS	4	2	40	35%	25%	20%
141	Gray Hodges Corp.	Knoxville	TN	4	4	42	63%	20%	0%
142	Valley Supply Co.	Elkins	WV	4	2	47	32%	28%	37%
143	Advance Plumbing & Heating Supply	Walled Lake	MI	2	1	42	60%	25%	15%
144	Centrex Technical Sales	Oilville	VA	1	0	19	0%	100%	0%
145	Green Supply Co.	Frisco	TX	1	0	15	100%	0%	0%
146	Maumee Supply	Perrysburg	OH	1	1	30	66%	25%	9%
147	Allagash International	South Portland	ME	2	1	23	30%	30%	40%
148	Economy Plumbing & Heating Supply Co.	Mattapan	MA	1	1	35	35%	10%	50%
149	Macon Supply Co.	Macon	GA	1	0	17	30%	65%	5%
150	Pyramid Pipe & Supply	Canoga Park	CA	1	1	19	60%	30%	0%

Keys To Rankings:

P&H = plumbing and hydronics PVF = pipe, valves and fittings; municipal waterworks; PVF controls
 HVACR = heating, air conditioning, refrigeration and controls NA = Not Available

* Editors’ estimate

All sales ranked in U.S. dollars

Source: Supply House Times/BNP Media Market Research 2014



www.supplyht.com

SEGMENT LEADERS

	Plumbing & Hydronics		Pipe-Valves-Fittings		HVACR
1	Ferguson Enterprises	1	MRC Global	1	Watsco
2	WinWholesale	2	Ferguson Enterprises	2	Ferguson Enterprises
3	Wolseley Canada	3	Kelly Pipe Co.	3	F.W. Webb
4	Morrison Supply Co.	4	Industrial Piping Specialists	4	US Air Conditioning Dist.
5	F.W. Webb	5	WinWholesale	5	WinWholesale
6	Keller Supply Co.	6	F.W. Webb	6	Habegger Corp.
7	Standard Plumbing Supply Co.	7	BPS	7	Gustave A Larson Co.
8	Bartle & Gibson Co.	8	Coburn Supply Co.	8	Peirce-Phelps
9	Consolidated Supply Co.	9	Wolseley Canada	9	G W Berkheimer
10	Plumbers Supply Co.	10	The Macomb Group	10	Slakey Brothers
11	First Supply	11	City Pipe & Supply Corp.	11	Wolseley Canada
12	Hirsch Pipe & Supply Co.	12	Robert James Sales	12	Morrison Supply Co.
13	Coburn Supply Co.	13	All-Tex Pipe & Supply	13	NB Handy
14	Thos. Somerville Co.	14	M & M Supply Co.	14	Aces A/C Supply
15	General Plumbing Supply	15	Puget Sound Pipe & Supply Co.	15	Century Holdings
16	Northeastern Supply	16	Eastern Industrial Supplies	16	Auer Steel & Heating Supply Co.
17	Todd Pipe & Supply	17	M&M Supply Co.	17	Johnson Supply
18	Rampart Supply	18	Deacon Industrial Supply Co.	18	Munch's Supply Co.
19	The Granite Group	19	Thos. Somerville Co.	19	American Refrigeration Supplies
20	Slakey Brothers	20	Groupe Deschênes	20	Behler-Young
21	Irr Supply Centers	21	Morrison Supply Co.	21	Plumbers Supply Co.
22	Goodin Co.	22	Keller Supply Co.	22	O'Connor Co.
23	Pacific Plumbing Supply Co.	23	Porter Pipe and Supply	23	Coburn Supply Co.
24	Connor Co.	24	First Supply	24	S.W. Anderson Sales Corp.
25	Trumbull Industries	25	Independent Pipe & Supply Corp.	25	Groupe Deschênes
26	Groupe Deschênes	26	Western Water Works Supply Co.	26	AC Pro
27	Wool Plumbing Supply	27	Consolidated Supply Co.	27	Robertson Heating Supply
28	Kenny Pipe & Supply	28	Ameripipe Supply	28	American Metals Supply Co.
29	Plumbing Distributors, Inc.	29	The Granite Group	29	Williams Distributing Co.
30	WM.F. Meyer Co.	30	Trumbull Industries	30	Irr Supply Centers
31	Crawford Supply Co.	31	Collins Pipe & Supply Co.	31	Goodin Co.
32	Robertson Heating Supply	32	Goodin Co.	32	Colonial Commercial Corp.
33	Central Supply Co.	33	Plumbers Supply Co.	33	Acme Refrigeration of Baton Rouge
34	Farnsworth Wholesale Supply	34	Plumb Supply Co.	34	Keller Supply Co.
35	Plumb Supply Co.	35	JABO Supply Corp.	35	Dealers Supply Co.
36	Torrcó	36	M Cooper Supply Co.	36	Robinson Supply
37	George T. Sanders Co.	37	Farnsworth Wholesale Supply	37	APR Supply Co.
38	Security Supply Corp	38	Central States Group	38	Lute Supply
39	Supply New England	39	Raritan Group	39	Connor Co.
40	Aaron & Co.	40	Consumers Pipe & Supply Co.	40	Northeastern Supply
41	Worly Plumbing Supply	41	Lehman Pipe & Plumbing Supply	41	First Supply
42	APR Supply Co.	42	Kenny Pipe & Supply	42	ILLCO
43	Central Arizona Supply	43	Metropolitan Pipe & Supply	43	Plumb Supply Co.
44	Gateway Supply Co.	44	Aaron & Co.	44	Thos. Somerville Co.
45	Texas Plumbing Supply Co.	45	Cooney Brothers	45	General Plumbing Supply
46	Wolff Bros. Supply	46	Central Supply Co.	46	Aaron & Co.
47	Republic Plumbing Supply	47	Murray Supply Co.	47	Farnsworth Wholesale Supply
48	Neenan Co.	48	Central Plumbing Specialties	48	Bartle & Gibson Co.
49	Wholesale Supply Group	49	Northwest Pipe Fittings	49	R.J. Walker
50	Harry Cooper Supply Co.	50	Industrial Piping Systems	50	Gateway Supply Co.

All sales ranked in U.S. dollars. Editor's estimates not included in category rankings due to incomplete company data.

Source: Supply House Times/BNP Media Market Research 2014

VOICES IN THE INDUSTRY

Some other thoughts from distributors regarding the 2013 fiscal year and expectations in 2014.

"We are forecasting an increase in 2014 due to some construction projects." —**James Mummert**, *Industrial Piping Systems*

"In 2013 revenue was up, margins were greater and we invested more into the company. In 2014, we will focus on measurable, operational improvements and what the customers want. Hopefully, we will achieve another strong year." —**Rogers Earl Jr.**, *Valley Supply Co.*

"Miami is an extremely active city today and I believe it will be busy for many years to come." —**Dennis Lehman**, *Lehman Pipe & Plumbing Supply*

"The energy sector continues to be strong and encourages our company to pursue growth opportunities as they present themselves." —**Ed Foreman**, *M & M Supply*

of Midland, Texas-based Production Specialty Services and also acquired Stream AS and Flangefitt Stainless. The company also opened a new regional distribution center in Tulsa, Okla.

- Ferguson acquired Fluid Systems Hawaii in an asset transaction and also broke ground on a new 400,000-sq.-ft. distribution center in Celina, Ohio.

- WinWholesale opened 13 new locations and made three acquisitions in fiscal 2013, which upped the company's portfolio to 559 locations around the country.

- F.W. Webb acquired Elmwood Park, N.J.-based industrial PVF distributor Bergen Industrial Supply and also opened a new location in Springfield, Mass.

- Cregger Co. transferred assets for two of its Illinois branches to St. Louis, Mo.-based Plumbers Supply Co.

- Bonney Forge acquired Italian industrial valve manufacturer BFE S.p.A.

- Central Plumbing Specialties expanded its Bond St. Grande Showroom and opened a new location in Rockland Co., N.Y.

- Mestek Chairman of the Board and CEO **John Reed** died.

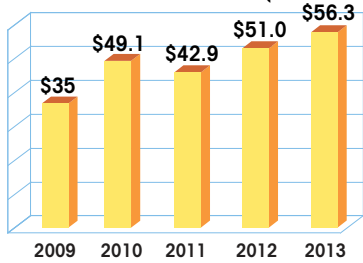
- Grundfos broke ground on the site of its new North American headquarters in Downers Grove, Ill.

- Southern Pipe & Supply celebrated its 75th anniversary with a major gala attended by 300 guests. The Meridian, Miss.-based company later was named the 2013 Supply House Times Supply House of the Year.

COMBINED SALES

For Premier 150

(in billions of dollars)

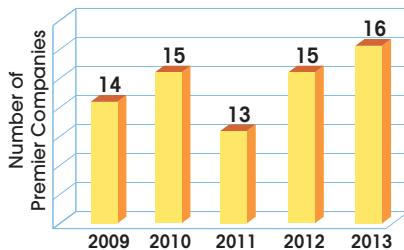


Source: Supply House Times/BNP Media Market Research 2014 All sales in U.S. dollars

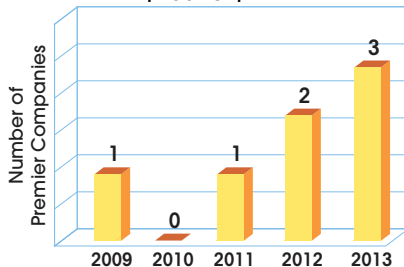
CONSOLIDATION UPDATE

(by millions of dollars)

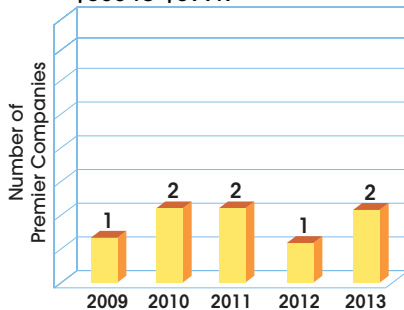
\$500 & over



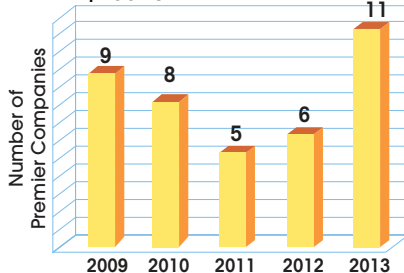
\$400 to \$499.9



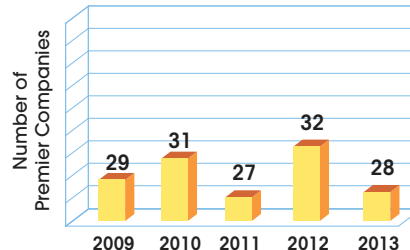
\$300 to \$399.9



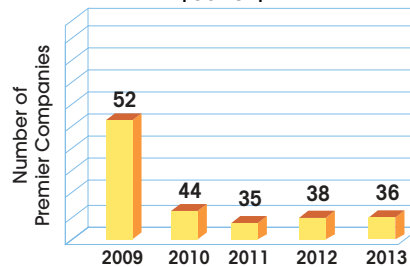
\$200 to \$299.9



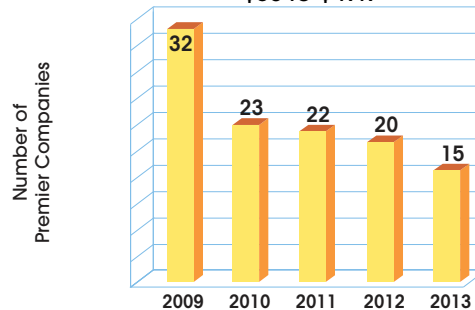
\$100 to \$199.9



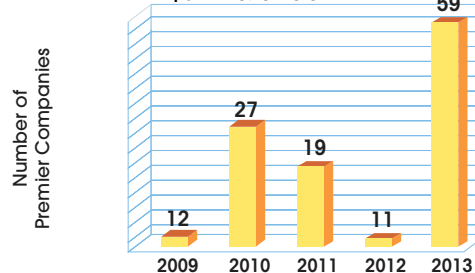
\$50 to \$99.9



\$35 to \$49.9



\$34.9 & under



Source: Supply House Times/BNP Media Market Research 2014

- Mainline Supply founder **Fred Kroger** died at age 89.

- Aquatherm President and CEO **Steve Clark** died at age 55.

- Audubon (N.J.) Supply celebrated its 100th anniversary.

- HD Supply announced it started an initial public offering of more than 53 million shares of common stock.

- Aaron & Co. acquired Brielle, N.J.-based distributor Dickson Supply.

- Orlando-based Spirit Group was named the 2013 Supply House Times Manufacturers Representative of the Year.

- Supply House Times was the recipient of an Award for Publication Excellence honor for its July 2012 cover titled "The House That Service Built." The cover shows MRC Global's Galena Park, Texas valve distribution center.

- Viega named **Dave Garlow** president and CEO and **Robert Boots** chief operating officer.

- Collins Pipe & Supply acquired the assets and staff of the Apex Remington Pipe & Supply location in Marcus Hook, Pa.

- Merfish Pipe & Supply purchased the assets of Pennsylvania-based distributor BBL.

- El Cajon (Calif.) Plumbing & Supply celebrated its 40th anniversary.

- Reeves Journal, started in 1920, joined BNP Media's Plumbing Group.

- COOPER Valves acquired Houston-based Accuseal.

- Grant Supply celebrated its 80th anniversary.

- American Standard Brands announced a distribution partnership with Ferguson.

- OmegaFlex's **Ed Moran** was named the winner of AIM/R's Golden Eagle Award.

- Knoxville, Tenn.-based Modern Supply announced a deal to carry Kohler products.

- Sumitomo Corp. and Edgen Group signed a definitive merger agreement.

- R.E. Michel Co. purchased Janesville, Wis.-based Connors Supply.

- American Piping Products acquired Ozark Tubular.

- Deacon Industrial Supply celebrated its 50th anniversary.

- Rheem acquired Heat Transfer Group.

- **Nadia Askar** joined BNP Media's Plumbing Group as associate editor.

- Energy expert and multi-time PVF Roundtable speaker **Michael Economides** died at age 64. ☞