



## ASPE Nashville Chapter Holds 2<sup>nd</sup> Annual Target Shooting Competition



*Doug Karaszewski (1st Place) and Larry Crouch (runner up)*

American Society of Plumbing Engineers Nashville Chapter is pleased to announce they held their second annual Target Shooting Competition.

The competition was held

at the Tennessee Wildlife Recourses Agency on Friday, June 24, 2011. Many people came out to attend this event and had some great fun and 2 hours of tar-

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## Wiggs, Haun, & Bohan to Represent Mueller Industries



*Jeff Bohan, Neil Haun & Larry Wiggs*

Wiggs, Haun & Bohan are pleased to announce they are now representing

Mueller Industries in the states of Tennessee, Ken-

CONTINUED from PAGE 4

## Southern Wholesalers Association Host Annual Convention in Hilton Head



*Barbara & Jim Whiteherst*

Wow it was hot in Hilton Head this June, but not just the weather. The 83<sup>rd</sup> annual SWA convention was

a hot ticket this year with a high reaching 382 attendees overall. The attendance was

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### THE PIPELINE



**Alex Hall**  
*Tennessee Editor*

Hello everybody. I hope you are having a great summer. I have spent the last few months gathering a firm understanding of this industry and more importantly, getting to know the people who make it succeed. In the process I have made many new friends, and am eager to meet more of you as we continue to build this publication in the great state of Tennessee.

Just like with any business, an emphasis on a strong network community is the key to longevity, and with that in mind, I will make certain that this paper will belong to you. It will represent your people, your business, your achievements, and will remain an enthusiastic voice for your industry. Thanks for your support and I hope to see you all soon! ♦

## David Morgan, New Branch Manager of Noland Chattanooga



Noland Chattanooga Company in 2004 and has pleased to announce, David Morgan is now the Branch Manager of Noland Chattanooga. David joined Noland

Company in 2004 and has been in the plumbing industry for 7 years and the HVAC industry for 17 years. In his

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## MAPA to Hold 19<sup>th</sup> Annual Fishing Tournament

The Memphis Area Plumbing Association (MAPA) is excited to announce they will be holding their 19<sup>th</sup> annual fishing tournament on September 17, 2011 at Charlie's Camp in Tunica, MS. This event is held each year to benefit the MAPA and for their members to have a fun and exciting day.

The MAPA will kick off the fishing tournament at 5:30am or first light. Each boat of 2 fishermen will have

a chance to win 1<sup>st</sup>, 2<sup>nd</sup>, or 3<sup>rd</sup> prize money in each category, Bream, Bass or Crappie. Total prize money for each category will be \$600.00. There will also be a "big fish" pool for each category. Everyone who does not win a cash prize will win a door prize. After the weigh-in, MAPA will be providing a delicious fish fry meal for everyone in attendance, fishermen or just guest.

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## Uponor's, Wes Sisco Comes to Ferguson Nashville

Wes Sisco, Senior Trainer with Uponor came to Nashville to hold trainings June 21<sup>st</sup> and 22<sup>nd</sup> at Ferguson Enterprises, 1708 Elm Hill Pike, in the Nashville Training Room. There were a total of 27 attendees at the two trainings, ranging from Homebuilders, Plumbers, Mechanical Contractors, HVAC contractors and Engineers.

On the 21<sup>st</sup>, Intermediate Radiant Design was on the agenda, and class participants learned the value of Radiant Floor Heating and Cooling, how to determine

loads, how to size piping for the project, layout and design criteria. This is normally

a 2-1/2 day class at an Uponor factory training that was condensed to an 8 hour class, to help interested contractors understand more about the science of Radiant Floor Heating/Cooling.

ing/Cooling.

On the 22<sup>nd</sup>, Commercial Products were the topic of conversation, and Wes helped to educate all in attendance of the wide variety of how various Uponor products-from Radiant Systems, Plumbing Systems, Pre-In-

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## Publisher's Message



**Jack Morgan**  
Editor and Publisher

Greetings Plumbing Pros. I hope you all are having a wonderful summer and was able to take that well deserved family vacation. It was very nice to see so many friends and Industry professionals at the 119<sup>th</sup> PMA convention at St. Simons and The 83<sup>rd</sup> annual SWA convention at Hilton Head. So

many of these members really do so much for our industry and I would like to thank you all for allowing me to be a part of it. It's hard to believe the 4<sup>th</sup> of July is upon us and as so many of us have seen difficult times in our economy. We are a strong nation and there are so many men and women still fighting for our freedom. Please remember them in our celebration of the birth of our great country. The signs are looking better and with the upcoming election next year, we will have an opportunity for a real change to move our country forward. New Housing starts were up 6% last month and consumer confidence as well, retail sales reports are up, and all of these are good signs of recovery. How-

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ever if you're like me it's not happening fast enough but at least it is moving in a better direction. As we move onto the end of summer and early fall and vacations come to halt there are many events, golf tournaments, open houses, etc. Please give us a call ahead of time so we can be there to cover your news and events. The GSIA will be holding their annual convention July 10<sup>th</sup> -14<sup>th</sup> at St. Simons, the PHCC connect 2011 will be in Minneapolis MN September 21-24<sup>th</sup>, and ASPE Atlanta Golf outing will be held at Bradshaw Farms September 21<sup>st</sup>. Please send any important dates such as these to us and we will publish them in our calendar of events.

On a sad note, Dan Johnson of SDS had his Atlanta Home explode. Dan's son Alan was blown from the house and was airlifted to the MCG burn center in Augusta. Dan's wife Susan is in ICU at Atlanta Medical center and Dan has been released. Please keep them in your thoughts and prayers and if you wish to contact them please do so through their office in Lilburn. Best Regards to all!

CONTINUED from PAGE 1

## Wes Sisco

sulated Uponor Ecoflex Systems can help them compete in today's market place, and provide the end user with efficient, high quality systems.

Along with the trainings, all of those in attendance were introduced to some new and innovative products such as the *Radiant Ready 30E*, which is basically a "Boiler Room" in a box, that provides the heat source, all of the components needed to complete a Radiant System (near boiler piping, pumps, expansion tank, micro bubbler, manifold(s), etc) that can provide 15 BTU per square foot which is enough to heat up to 2,000 square feet or 4,000 square feet of floor warming. As well as Fast Trak, which is another way to install radiant tubing in new construction or retrofit applications. Both of these exciting new products and all other Uponor products can be found at [www.uponorpro.com](http://www.uponorpro.com).

For further information on Uponor, or any upcoming training events at Ferguson Enterprises in and around Nashville, please feel free to contact Kelly Higgins at 615-456-7329.

## Move Over Law Expanded in Tennessee

On July 1, Electric and other utility workers will be protected by Tennessee's Move Over law.

The next time you see an electric utility vehicle working on the side of the road, slow down and give it room. The workers will appreciate your courtesy, and a new Tennessee law requires it. Tennessee's Move Over law now includes electric and other utility vehicles. Police, fire and highway construction vehicles were already covered before the law's expansion.

Effective July 1, motorists approaching a utility vehicle with flashing lights are required to move over if safe to do so, creating an empty lane buffer. When changing lanes is not

possible, motorists must reduce speed.

Roadway crashes are the leading cause of occupational fatalities in the United States. The Tennessee Department of Safety reports that more than 100 highway and street construction workers are killed each year as a result of vehicle crashes or equipment accidents on the job. Another 20,000 are injured.

The Tennessee law is the first-of-its-kind in the country. North Carolina's Move Over law includes utility workers but only during emergency situations such as storm restoration. Tennessee's law applies anytime utility vehicles are working with flashing lights.

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## ASPE

get shooting practice. 1<sup>st</sup> place winner was Doug Karaszewski and runner up

went to Larry Crouch.

The American Society of Plumbing Engineers Nashville Chapter would like to thank everyone that attended!



Gary Mahoney, Hunter Bogitsch, Charlie Fox



Barbara Ragland



## Carl Dunn Joins A.H. Deveney & Company

We have a new member joining our outside sales team. His name is Carl Dunn. Carl will be responsible for West Tennessee, North Mississippi and East Arkansas. Carl is based in Memphis and has an extensive sales background having covered this geography at the wholesale level. He is also the director of the Memphis Area Plumbers Association (MAPA). This gives Carl a distinct advantage when taking our products to the contractor for pull-through.

Carl is currently going through training both in Baton Rouge and in the field. He will be calling you to introduce himself in the near future. His contact info is below. This hire gives Deveney another pair of feet on the street and we are confident Carl will be very successful in his territory. You may reach Carl Dunn at 901-481-8071 or by email at [cdunn@ahdeveney.com](mailto:cdunn@ahdeveney.com).

## Who Can Lead the Economy to Recovery? It's Not the GOP or the Dems – It's CEOs

by Mark Faust

Mark Faust is tired of hearing politicians complain about President Obama, Obama complain about Congress and Congress complain about taxes when it comes to the stuttering economic recovery.

"The truth is that none of these people have that much to do with the growth of our economy," said Faust, founder of Echelon Manage-

ment and author of Growth or Bust! Proven Turnaround Strategies to Grow Your Business ([www.echelonmanagement.com](http://www.echelonmanagement.com)). "Tax and monetary policy can influence growth, but the onus is on business leadership to take steps now. It's the leaders in business whose shoulders prop up the economy, and while they tend to be even more demonized than politicians these days, they are the ones who hold our economic salvation in their hands. The leaders of companies are on the front lines of an international economic war. Their chief strategy to fight this war must begin to encompass a mindset that includes a turnaround mentality to put every facet of American business into an accelerated growth mode. As in war, failure is not an option, and there is only one mission for business leadership at this time – growth."

Faust, who has consulted for many major blue-chip corporations such as Proctor & Gamble, IBM, Monsanto, Apple, Syngenta, Bayer and John Deere, believes that business leaders have a far greater responsi-

bility to Americans than any elected official, and now is the time to own up to that responsibility.

"The fate of the jobless, families and children are literally in the hands of business leadership," he added. "To not accelerate growth and innovation is to abandon those in dire need. Our C-level executives must begin to adopt the attitude that tolerating mediocrity in their leadership and growth is a sin. In a free market, the recession is a burden on the people, but a blessing to business, because it eradicates complacency, which is the opposite of innovation and true growth. It also destroys the enemy of growth and innovation: hubris and pride. It gleans the herd in business, which can sometimes have short-term ramifications for everyone, but in the long run it creates jobs, opens opportunity and strengthens the economy as a whole."

CEOs should be held responsible for their roles as leaders, moreso than even politicians, according to Faust.

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### Mueller

tucky, and Arkansas. Wiggs, Haun, & Bohan are leading manufacturers Rep Company that was established in 1974 by William H. McMath.

Mueller Industries, Inc. is a global leader in the manufacturing and distribution of copper tube and fittings; brass and copper alloy rod, bar and shapes; aluminum and brass forgings; aluminum and copper impact extrusions; plastic fittings, pipe and valves; refrigeration valves and fittings; and fabricated tubular products. Operations are located throughout the United States, Canada, Mexico, China and Great Britain.

Since their beginning in 1917 in Port Huron, Michigan, as the Mueller Metals Company, and later the

Mueller Brass Company, Mueller Industries has built a well-earned reputation for offering the finest-quality plumbing, HVAC, refrigeration, and industrial products in the industry— and have excelled in the development of new products and innovative manufacturing processes. Offering the widest selection of products and the most sophisticated production capability is just the beginning of their commitment to their customers.

Wiggs, Haun, & Bohan is excited to be representing Mueller Industries and looks forward to discussing with you the products they have to offer. For further information on Mueller Industries please contact Wiggs, Haun, & Bohan at 615-350-8334. You may also visit Mueller Industries website at [www.muellerindustries.com](http://www.muellerindustries.com)

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## Touch2O® And New Touch2O.XT™ Technologies Introduced to the Bathroom

When Delta Faucet introduced Touch2O® Technology in 2008, it revolutionized the kitchen faucet experience. Born of ethnographic research and human behavior studies, Touch2O Technology satisfied an unmet and unarticulated need to

enhance the way users turn on the faucet with messy hands and turn off the water when water is not needed between tasks.

"Almost immediately after we launched Touch2O Technology for the kitchen, consumers wanted a similar

solution for the home bathroom," said Scott Collevchio, Delta brand product manager. "Our designers and engineers ultimately landed on two options that help homeowners use water more intuitively in the bathroom with less



mess and hassle."

Lavatory faucets from the Talbott™ and Lahara® bath collections are now available with Touch2O Technology, allowing the user to tap the faucet on or off anywhere on the spout or handle. For an even cleaner experience, Addison® and Lahara® models feature Touch2O.xt™ Technology - "xt" for extra technology - that also offer an entirely hands-free experience.

About Delta® Lavatory Faucets with Touch2O and Touch2O.xt™ Technology:

Three operation modes: In manual operation, the user can control the flow and temperature of water by moving the handle to the desired position

With Touch2O functionality, the user can tap anywhere on the spout or handle to start or stop the flow of water. Water turns off automatically within one minute on the lavatory after the faucet is tapped on.

With Touch2O.xt Technology, the user can also have an entirely hands-free experience in addition to the Touch2O tap functionality.

Touch2Oxt™ Technology features a 4" sensing field around the entire faucet. The faucet automatically responds when user approaches the sensing field - no infrared sensor is used. Moving hands out of range intuitively shuts off the water flow within seconds when not needed, helping to save water. When hands are messy, you can start the flow of water without touching the faucet, helping keep you and your bathroom cleaner.

LED mode indicator: Blue LED flashes to indicate that the faucet is in hands-free mode and remains constant to indicate the touch feature is activated. It turns red when batteries need to be replaced. Requires 4 AA batteries. Under normal operation, batteries should last approximately 18 months.

Other Features:

WaterSense® Labeled [1]: Delta Faucet Company takes its role as a WaterSense® partner very seriously and is committed to working with the EPA to encourage efficient use of water resources and actively protect the future of our nation's water supply. WaterSense labeled lavatories from Delta Faucet use 32 percent less† water and perform as well or better than their less efficient counterparts.

DIAMONDTM Seal Technology: DIAMONDTM Seal Technology combines a durable DIAMONDTM Valve (a

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## Liberty Pumps Holds National Sales Meeting in Nashville, TN



Liberty Pumps recently held its national sales meeting at the Opryland Hotel in Nashville Tennessee. The meeting was attended by more than 100 sales people and included representative agencies from both the U.S. and Canada. The meeting highlighted new products,

provided hands-on training demonstrations and an awards ceremony recognizing top agencies for their outstanding performance in 2010. The final day concluded with a social event at the Grand Ole Opry featuring the Charlie Daniels Band as the closing act. ♦



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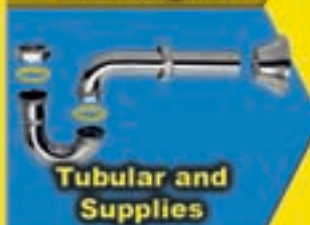
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Tennessee Association of Plumbing Heating Cooling Contractors  
**PRESIDENT'S MESSAGE**



*Rick Thompson*  
TAPHCC State President

At this time of year when we are celebrating our nation's independence I need to tell you who my heroes are. They are the people that put others first and never feel that their time is more valuable than anyone else's. They are the people that look beyond their personal lives and even though they are busy, they find the time to help with something greater than themselves. There are many heroes in the PHCC.

If you want to be part of a team that is concerned with the present and future of our industry, our communities and our country then PHCC is for you. The PHCC Association was founded and based on the basic principle of people coming together with the main goal of

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**Touch20®**

ceramic cartridge embedded with diamonds) with InnoFlex® PEX waterways. The valve requires no lubrication, eliminates wear on seals, and ensures "like new" operation for the life of the faucet, lasting up to 10 times longer than the industry standard.[2] The InnoFlex waterways eliminate potential leak points and are less hassle to install. Water does not come in contact with potential metal contaminants once inside the faucet, meeting current state specific and upcoming national legislation.[3]

Variety of finish options: Lavatory faucets featuring Touch20 Technology are available in Brilliance® Stainless finish. Touch20.xt models are available in chrome, Brilliance® Stainless and Venetian Bronze® finishes. The Addison collection also offers the Champagne Bronze™ finish.♦

improving an industry and sharing that improvement with their communities.

A PHCC member was talking about his mother's water bill being outrageously high and that his mother lived out-of-state. Looking online at the PHCC website, he found several companies in the area that his mother lived. He then called one of the companies and they professionally and efficiently found and repaired a leak at his mother's house.

A new PHCC member called another member in a different Chapter to get some help on a cast iron plumbing job. This new member was guided on how he needed to proceed with his pricing so he can be com-

petitive and also have the money in the project to do it right if he wins the job.

Nine college-bound students received a \$1000 TAPHCC scholarship this year to help pay for their college education. These scholarships were given freely and with no hidden clauses, agendas or terms for payback.

During this tough economic time a group of PHCC leaders decided to restructure an old program to help their fellow members, new and old, better understand the critical accounting steps needed to control their businesses overhead and operating expenses. The new Understanding Overhead program is comprehensive

and up-to-date with expanded features.

With the annual celebration of our country's independence that just passed, let's remember that we are free and safe today because of the many who unselfishly gave of their time and some

of them, their lives. There is no stronger form of unselfishness than that. They are and always will be the heroes in our country. Focus today on becoming a part of something greater than you or your company and I know you will benefit.♦

**Middle TN Chapter PHCC Holds Annual Golf Tournament**



*First Place Winners in First Flight were Chris Richey, Jim McClain, Barry Jewell and Marcus Sartain.*

Over 36 golf teams descended on Pebble Brook Golf Course in Greenbrier June 17th for the Middle TN

Chapter PHCC 9th Annual Golf Tournament. Over 250 people from the PHCC and  
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## Aquatherm Hires New East Coast Sales Manager

Experienced sales professional expands polypropylene piping company's growing presence in the Eastern U.S.

Aquatherm, Inc., a German-based manufacturer of polypropylene-random pressure piping systems announced the addition of Jim



Jim McFarland

McFarland as the Eastern Division Sales Manager for the United States.

McFarland, based out of the Charlotte, NC area, possesses over 25 years of pipe, valve and fitting experience. Effective June 1, McFarland began managing sales for the East-

ern states, filling the growing need for additional manpower at Aquatherm, as U.S. sales looks to double in 2011. According to Aquatherm President Steve Clark, P.E., "Bringing Jim on board is another step continuing to grow Aquatherm's already flourishing presence in the U.S. market. We're growing rapidly as the market becomes more familiar with our unique, cost effective, and environmentally friendly piping systems, and we'll continue to hire talented people to support our

efforts and our customers," Clark said. McFarland will report to Vice President of Sales, Ed Eldredge, and will work with Aquatherm's growing network of manufacturer's representatives and distributors, in addition to providing training. "We're really excited to be having Jimmy come on board," said Eldredge. "He's got a lot of experience, he knows his stuff, and he's got a lot of energy."

Contact McFarland at jim.mcfarland@aquathermpipe.com or 704-964-3119. ♦

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## Recovery?

"CEOs and company presidents need to be held to the same type of productivity yardsticks that production and others are held to," he said. "However, rather than productivity, the yardstick boards of directors must use with top leadership is the rate of innovation being facilitated throughout a company. Cost cutting as the only means of growing profits is the tool of inept, derelict and uncreative leadership. When there is a consistent level of mediocre performance in the innovation of a company, the board has only one option with the CEO/President, to allow him to leave the position the same way he or she came

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## Annual Golf

the Nashville Rescue Mission were in attendance.

Golf Committee members were Lee Ann Dichtel and Lynn Bogle from the Nashville Rescue Mission and Melvin Scott, Bill Hoffman, Ed Miles and Ralph Gregory from the Middle TN PHCC.

Dwight Ethridge, Tournament Director said, All proceeds from the annual tournament go to the Nashville Rescue Mission and we are proud to assist in this worthy cause. In the past 9 years we have donated over \$300,000 to the Mission. The Middle TN PHCC would like to thank all of their event sponsors: Merryman-Farr LLC - Platinum sponsor, Ferguson Enterprise - Gold Sponsor, Odom's Tenn Pride Sausage - Titanium Sponsor, State Water Heaters - Silver Sponsor, PHCC of Middle TN - Bronze Sponsor, Jack Steakley Plumbing - Bronze Sponsor, A O Smith Water Heaters/WoolfHarris - Bronze Sponsor, Jim McClain/ Oatey SCS - Bronze Sponsor, Moen Faucet Co - Bronze Sponsor, Zurn Industries/Fox Sales - Towel Sponsor, Chris-More Inc. - Lunch Sponsor, Kenny Pipe & Supply - Refreshment Sponsor, McCain Sales/Gerber fixtures - Closest to Pin Sponsor, Paul Hasty & Son Plumbing - Hole in One Vacation trip, Tom Bannen Chevrolet - Hole in One truck sponsor, And the 20 companies for Hole Sponsors

Next year's tournament will be held in June 2012. ♦

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[zurn.com](http://zurn.com)

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CONTINUED from PAGE 8

## Recovery?

into the position, fired with enthusiasm.”

About Mark Faust

Since founding Echelon Management in 1990, Mark Faust has consulted with hundreds of companies and spoken to hundreds of organizations on how to foster sales growth. He has interviewed and worked with Fortune 500 CEOs as well as many turnaround CEOs on

growth and turnaround projects and many articles. Faust has worked with companies such as P&G, IBM, Monsanto, Apple, Syngenta, Bayer, John Deere, as well as smaller closely held organizations, government agencies and even non-profits. He has been an adjunct COO, VP of Sales, board member/advisor and an adjunct professor at the University of Cincinnati and Ohio University. ♦

# American Standard Brands Donates Hundreds of Plumbing Products to Rebuild New Orleans Community

American Standard Brands will donate more than 1,500 plumbing fixtures and accessories to the St. Bernard Project (SBP) to help the non-profit organization rebuild homes in the hurricane-ravaged New Orleans, La., area.

American Standard is

providing top-rated toilets, faucets, showerheads and accessories to support the St. Bernard Project's Construction Program in the New Orleans area. The products will be used to rebuild homes for families who do not have the resources to repair the homes they

own, in addition to supporting SBP's Opportunity Housing Program, which renovates abandoned or blighted properties and converts them into properties for sale or rent. Nearly six years since Hurricanes Katrina and Rita ravaged the New Orleans area, the need is still great: more than 200 families still live in FEMA trailers and the U.S. Department of Housing and Urban Development estimates that 10,000 families want to return to the homes they own, but do not have the resources to rebuild. To date, SBP has engaged more than 34,000 volunteers to rebuild 380 homes. ♦

CONTINUED from PAGE 1

## David Morgan

new position, David is responsible for overseeing the daily operations of the store and inside and outside sales. He will also be helping with the merging of Noland Company Chattanooga into one complete Plumbing and HVAC Wholesale Company.

In a recent interview David stated, "My focus is on keeping the customers first here at Noland Company and we are excited to be able to offer our customers a one stop shopping facility where they can get almost any plumbing and/or HVAC product they need to complete their job."

David attended Cumberland University and Western Kentucky University. He currently resides with his wife Michelle and their 2 sons, Andrew and Eli. In his free time, David enjoys spending time with his wife and boys, going fishing and hunting and watching and playing baseball.

You may reach David Morgan at 423-892-2028. ♦

CONTINUED from PAGE 1

## Tournament

If you would like more information on this event or would like to sponsor this event please contact Carl Dunn at 901-481-8071. The MAPA will be placing a banner with each sponsor's name at the tournament.

The MAPA is very excited about this annual fishing tournament and hopes to see everyone there!! ♦

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\*MaP testing performed by IAPMO S&T Lab per MaP protocol outlined by Veritas Consulting and Keeler Company



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CONTINUED from PAGE 1

## SWA

highlighted by 74 manufacturer and rep companies and 35 wholesale companies. SWA also saw a soaring number of spouses moving up from 73 last year to 110 this year.

Those who attended were not disappointed beginning with a social networking seminar presented by Todd McDonogh of the Mad Dog Group. Participants learned about the fundamental application of social network media coupled with the practical application and power of the tool to bolster sales and marketing efforts.

This was followed up with best practices sessions that focused on the areas of marketing, sales, purchasing and best practices. It was said by one participant, "It was great to hear the perspective of each member of the supply chain as we wrestled with real day to day issues in the plumbing wholesaler's businesses. This new perspective gives me a better understanding of their challenges and a practical understanding of how I can help and be of greater value to them."

The event really heated up when David Kohler of the Kohler Company took the stage and gave his perspective on the event's focus which was "Success by Choice, Not by Chance." Mr. Kohler shared many of the values and strategic thinking practices that Kohler has used through the years which have positioned them as an industry leader. While there were many great points in his presentation, his comment about being intentional in pursuing goals that are measurable stood out as a major key to success.

The event also had provided manufacturers and reps structured time to meet with wholesalers and unstructured time to build relationships. The structured meetings allowed the manufacturers and reps opportunity for very focused and time limited meetings. This format was praised as a much more productive means of doing business and having a mid-year checkup.

It was not all work and no play. The golf tournament was well attended with 80 golfers striking trees, ponds and the occasional fairway and green. The spouses had an afternoon party and the kids played in the pools and on the beach. It is amazing to see how many spouses have gotten to know each other over the years. It has become fairly common for

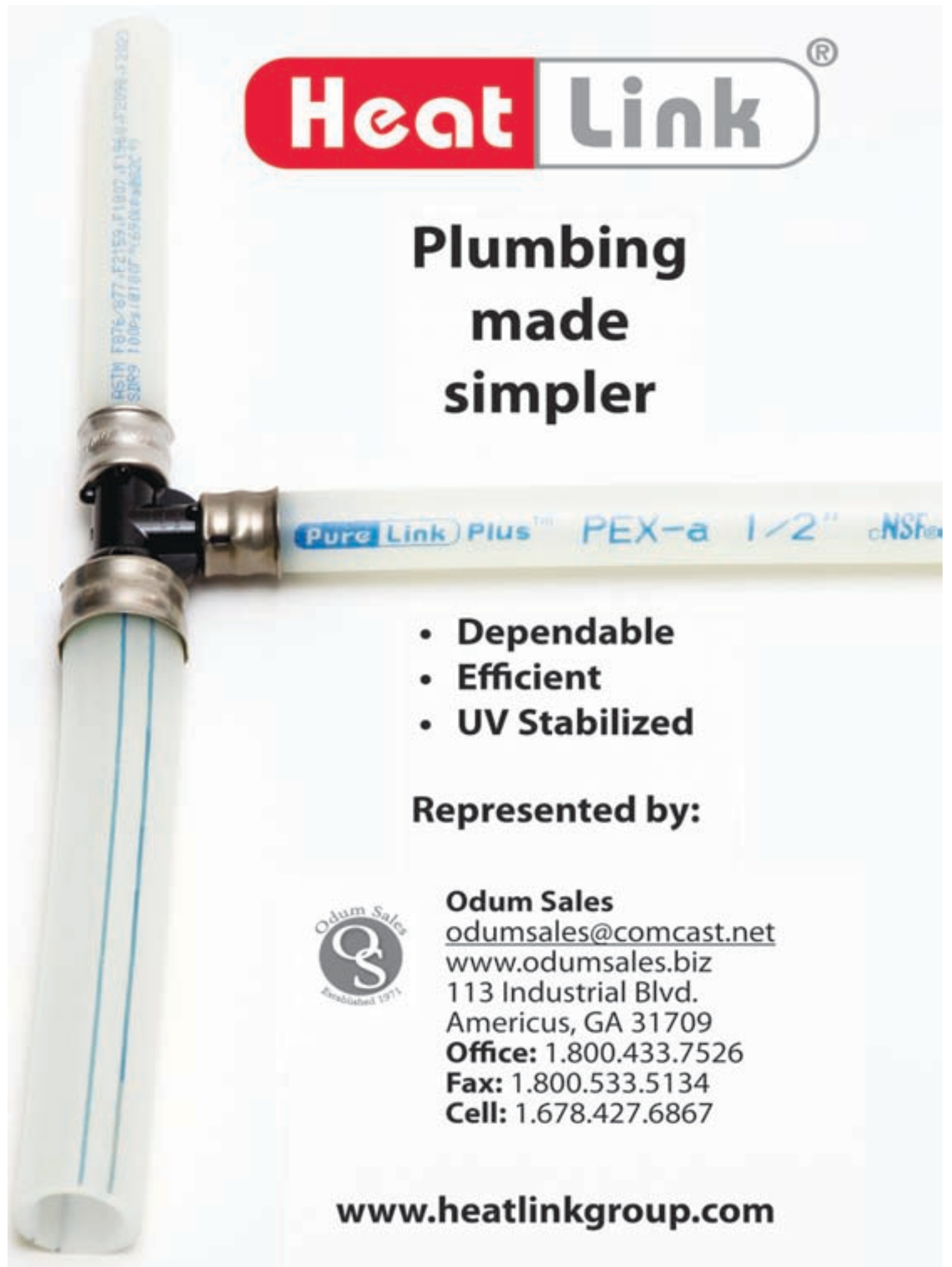
spouses to talk months prior to the event to make sure each other is attending and plan time together.

The grand finale was a closing party that celebrated the career of a true friend of SWA and the industry. Jim Whitehorse of Brasscraft Manufacturing has retired and was invited to the event as a guest of honor. Throughout the event he

was celebrated with two life size photo stand-ups making the rounds at every event. At the closing party, he was roasted and was praised for his faithful commitment to SWA and the influence he has had on so many people in our industry.

As a final note, manufacturer support through sponsorships was at a 10-year high and the event would not be possible

without the commitment of so many. If you did not attend this year's event, you missed out and the industry is moving forward without you. There is every indication the event will grow even more and SWA is planning for next year at the Baypoint Marriott in Panama City Florida, June 24-26, 2012. Make sure you plan to attend, you will not regret it! ♦



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# Scenes from the 83<sup>rd</sup> Annual Southern Wholesalers Convention at Hilton Head



*Wade Henderson of Brasscraft and Eddie Gibbs of WinWholesale*



*Annette and Kira Salsman, Ashlyn Ivan and Monte Salsman of WinWholesale*



*Jim & Barbara Whiteherst*



*Randy & Barbara Wool of Wool Supply with Lou Ann and Larry Sago of Grohe America*



*Carol Moss and Jon James of Toto*



*Mark & Tonya Sweatt of Covenant Sales*



*Kathy, Kendall and Daryl Bullock of Oatey*



*Kim and John Landrum of Landrum Supply*



*Anna, Stephanie, Matelyn, Annette Salsman with Susan Larkin*



*Linda and Neal Miller of Bemis Church, Steve & Dorothy Adams of Brasscraft and Terry Shafer of SWA*



*Norma and Rory McGuckin with Jack, Anna, Tom and Robin Bush of Nibco*



*Luke Larkin, Michael Hawthorne, Rocky McDowell, Ronnie Bohannon, Mike Larkin, Annette Salsman and Susie Larkin*



*Cole, Zach, Luke, Amy & Chris Peason of Noritz America*



*Tony & Harri Wasch of Delany*



*Scott Skippy Bardreau, Todd Evans of Matco Norca*

# Scenes from the 83<sup>rd</sup> Annual Southern Wholesalers Convention at Hilton Head



*Matt Kozak of Bradford White, Michael Hobbs of Carr Co., Deb Kozak of Bradford White and Jim McGoldrick of Bradford White*



*Jim & Nancy Ernst of Watts*



*Shannon & Dennis DeBoch, Brendon Donahue, Christine & Mark Gieria and John Bates*



*David & Robin Hawthorne of Snider, Inc.*



*Tammy, Anna, & Coley Herrin of PDI and Brent, Laurie, Amber and Preston Tippett of PDI*



*Bob Christiansen of Chris-More, Candy Lapour of Elkay Sales, Kim Hardy of Chris-More, & Jerry Lapour of Elkay Sales*



*Paul Tuff of Cerro Flow and Hector Terlato of Wool Supply*



*Todd Evans of Matco Norca, Pace Roninson and Karen Robinson of Modern Supply*



*Kevin & Kris Kelley of Woolf Harris*



*Audrey & Bruce Carnevale of Bradford White*



*Paul Tuff of Cerro Flow with Tim Wiley of Moen*



*Longest Drive Winner, Ric Mitro*



*Zach & Parks Hudgins of Watts*

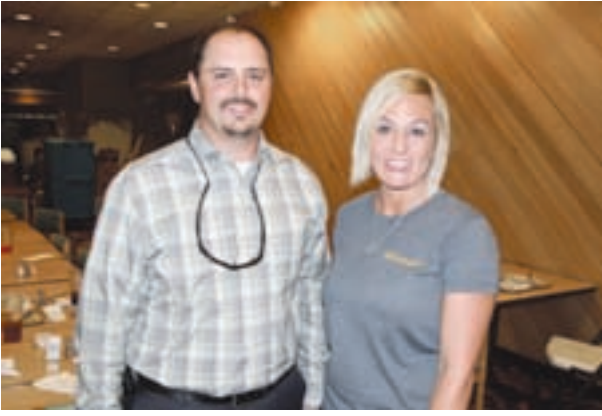


*John & Lisa Bates with Jim Whitehurst (center)*



*Longest Drive Winner, Cameron Mitro*

# Scenes from the Middle Tennessee PHCC Chapter Meeting



*Brad Sims of Lee Company and Jolene Dressel of Trojan Labor*



*John Fritts of TIS Insurance and Eddie Galbreath of Galbreath Brothers Plumbing*



*Rick Thompson, President of PHCC*



*Terry Kestner of Wehby Plumbing Company and Jack Steakley, Legislative Chairman*



*Dwight Etheridge of Chris-More Supply*



*Rick Thompson, President of PHCC*



*Terry Cobb, Director of Metro Codes, and Terry Selby, Chief Plumbing Inspector*



*Brad Sims of Lee Company*



*Terry Cobb, Director of Metro Codes*

# Scenes from the 83<sup>rd</sup> Annual Southern Wholesalers Convention at Hilton Head



*2<sup>nd</sup> place, Bob & Leigh Mycoff presented by Terry Schafer (center) of SWA*



*Dotti Ramsey of Modern Supply roast Jim Whiteherst, Honored Man of the Year*



*Donna & Mike Stallings*



*Honored Man of the Year, Jim "The Hair" Whiteherst*



*Laurie & Mike Born of McKee-Nix*



*Wade & Jean Long and Mike & Donna Stallings*

## WSG of Chattanooga



*Jerry Perry, Dennis Sutherland and Vernon Barnes*

WSG of Chattanooga, TN would like to recognize Dennis Sutherland, Jerry Perry, and Vernon Barnes as their Counter Sales team.

Dennis Sutherland has been employed with WSG for 15 years and holds the position of Counter Sales. Dennis lives in Alabama where he currently resides with his wife Linda and has

2 grown children. In a recent interview with The Plumbing News, Dennis stated that WSG of Chattanooga is "A great place to work with great people." In his free time, Dennis enjoys going fishing.

Jerry Perry is a 22 year veteran of the industry and has been employed with WSG of Chattanooga since

2003, where he holds the position of Counter Sales. Jerry Perry recently stated to the Tennessee Plumbing News that he enjoys working with WSG of Chattanooga because of the great working environment. Jerry currently resides in Georgia with his wife of 21 years and has two grown children.

Vernon Barnes began his

career with WSG of Chattanooga 39 years ago, where he holds the position of Counter Sales. Born and raised in TN, Vernon currently resides in Hixon, TN. He has 4 grown children, 10 grandchildren, and 3 great grandchildren. In his free time, Vernon enjoys participating in charities and has

been participating in the Special Olympics charity for over 30 years.

With such an experienced counter sales team, they will undeniably contribute to an increasing sales and service at WSG of Chattanooga. You may contact WSG in Chattanooga, TN at 423-698-2445. ♦

## Fluidmaster Announces New President

Fluidmaster® Inc. today announced the selection of Todd Talbot to lead its global operations as company President. Mr. Talbot brings to Fluidmaster almost 30 years of building products industry experience, most recently as a Principal Partner since 2009 of MegaWestern Sales, a privately held firm representing manufacturers in the plumbing industry. After launching his career in 1982 as a sales representative for Hoyt Water Heater Company, he moved to Masco Corporation in 1988 where he served in a number of leadership roles over 19 years. Talbot became President of Alsons, a

marketer and manufacturer of quality hand showers, shower heads and accessories and later was President of both the Alsons and BrassCraft business units. In 2007, Talbot was named President and Chief Operating Officer of CRH Oldcastle Glass, an international supplier of building materials throughout Western Europe and the United States. He is a former Board Member of the non-profit industry association Plumbing Manufacturers International (PMI) and also served on the Board of the Vendor Member Division of the American Supply Association (ASA). ♦

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**LOCATION:** Call for Details  
**CONTACT:** 423-926-2665 (M. Vance)

**2nd Thursday of Every Month**  
 Memphis Area Plumbing Association  
**LOCATION:** Call for Details  
**CONTACT:** 901-763-3109

**3rd Monday of Every Month**  
 Nashville Chapter ASPE Meeting  
**LOCATION:** 2995 Sidco Dr., Nashville  
**CONTACT:** (615) 889-8900 (VP Membership)

**3rd Tuesday of Every Month 12 PM**  
 East Tennessee Chapter ASPE Meeting  
**LOCATION:** Rothchilds Catering  
**CONTACT:** www.easttmaspe.org

**3rd Tuesday of Every Month 11:00 AM**  
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**LOCATION:** Pickadilly's at Murfreesboro  
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**CONTACT:** Alana Ward 931-645-2859

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 Chattanooga PHCC Meeting  
**LOCATION:** Wally's on Ringold  
**CONTACT:** 423-622-3178

**4th Monday of Every Month**  
 Memphis Chapter ASPE Meeting  
**LOCATION:** 969 Ridgeway Blvd., Memphis  
**CONTACT:** (901) 795-0045 (VP Membership)

**4th Monday of Every Month**  
 Knoxville PHCC Meeting  
**LOCATION:** Calhoun's Bearden Hill  
**CONTACT:** 865-522-1124 Ann Harris

**July 22nd-23rd, 2011**  
 TAPHCC Summer Board Meeting  
**LOCATION:** Asheville, NC  
**CONTACT:** www.taphcc.com

**September 7-11th, 2011**  
 World Plumbing Conference  
**LOCATION:** Edinburgh, Scotland  
**CONTACT:** www.wpc2011.co.uk

**September 17th, 2011 5:30am**  
 19th Annual MAPA Fishing Tournament  
**LOCATION:** Tunica, MS  
**CONTACT:** Carl Dunn,

**September 21st-24th, 2011**  
 PHCC Connect  
**LOCATION:** Minneapolis, Minnesota  
**CONTACT:** www.phccweb.org

**October 4-7th, 2011**  
 Greenbuild 2011  
**LOCATION:** Toronto, Ontario  
**CONTACT:** www.greenbuildexpo.org

**October 5-7th, 2011**  
 WaterSmart Innovations Conference & Expo  
**LOCATION:** Las Vegas, Nevada  
**CONTACT:** www.WaterSmartInnovations.com

**February 8-11, 2012**  
 NAHB International Builders Show  
**LOCATION:** Orlando, FL  
**CONTACT:** www.buildersshow.com

**April 12th, 2012**  
 TAPHCC Annual Convention  
**LOCATION:** Nashville, TN  
**CONTACT:** www.taphcc.com

**April 27-29th, 2012**  
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**CONTACT:** www.kbis.com

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