

Ferguson Upgrades Greenville, S.C. Showroom



The Ferguson Bath, Kitchen & Lighting Gallery located at 575 Woodruff Road recently upgraded and expanded its showroom product offerings. The 4,900 square foot space now fea-

and expanded its showroom product offerings. The 4,900 square foot space now fea-

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Bob Lloyd Promoted to Ferguson's Manager of Counters

Ferguson of Raleigh is pleased to announce the promotion of Bob Lloyd to Manager of Counters effective August 1, 2011. Bob's new responsibilities will be overseeing 9 area counters, promoting product training and working with vendors to provide product training for Ferguson's customers.

Bob Lloyd began his career with Ferguson 13 years ago and is a 33 year veteran of the plumbing and distribution industry. Learning the



trade from his father who was a Plumbing Contractor,

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THE PIPELINE



Cary Hamilton
Territory Manager

Hello Plumbing Pros. I hope you all are enjoying this tropical summer. This month I would like to share with you some products, services, and initiatives that are trending for our industry this year. 2011 is all about value, savings, and health without forgetting style. Hopefully you find some information here that you can research and pass on to your customers.

1. Lead Free: Vermont and California set new Lead Free Standards for Faucets. The faucet manufacturers are now meeting these strict new requirements. So, now you can buy the lead free version and be assured that your faucet made to the highest Lead-Free Standard. **2. Hands Free Touch Electronic Faucets:** Who knew it was such a chore to turn on a faucet? This may

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Murray Supply Company Hosts Sporting Clay Event at Friendship Sporting Clays



Murray Supply Company, a Winston-Salem, NC based wholesale distributor hosted a sporting clay event on July 5, 2011 at Friendship

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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 McFarland as the Eastern Division Sales Manager for the United States. McFarland, based out of



Jim McFarland

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

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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 83rd annual SWA convention was a hot ticket this year with a high reaching 382 attendees overall. The attendance was

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PHCC-NC Holds 2011 Summer Convention



The Oxfords take home the 1st place Putt-Putt Tourney Prize (Charlie, Deah, Isiah, & Micah)

PHCC-NC, Inc. held its 2011 Summer Convention July 14-July 17 at the Holi-

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Ferguson

tures displays of designer lighting from brand names like Minka, Progress and Murray Feiss. Also new to the showroom is the addition of appliances from top manufacturers including Thermador, Jennair and KitchenAid. The appliances are displayed within beautifully designed fully-functioning kitchens. Display vignettes of bath and kitchen faucets, whirlpool tubs, state-of-the-art showers and other decorative accessories have also been upgraded to reflect today's most popular styles.

"90 percent of the prod-

uct in the showroom is new," said Cynthia Lancaster, showroom manager. "The upgrades showcase the latest and greatest in kitchen and bath design trends, which is meant to inspire the homeowner. Because it is so visual, the showroom is also more interior-designer oriented."

Ferguson invites local homeowners, builders, remodelers, designers and plumbers to visit the recently upgraded showroom. Business hours are Monday – Friday, 9:00 a.m. – 5:00 p.m. and Saturday, 10:00 a.m. – 3:00 p.m. Walk-ins are welcome. For an appointment, call 864-288-0281.

Ferguson Headquar-

tered in Newport News, Va., Ferguson is the largest wholesale distributor of plumbing supplies in the U.S. and a major distributor of HVAC/R equipment, waterworks and fire protection products, and industrial pipes, valves and fittings. Ferguson is committed to the growth of their business, their people, and their support of the communities in which they do business. Ferguson has sales of \$8.1 billion and approximately 17,000 associates in 1,350 service centers located in all 50 states, the District of Columbia, Puerto Rico, Mexico and the Caribbean. For more information, visit www.ferguson.com.

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Bob Lloyd

Bob worked in the field for 2 years and then moved to distribution side. He has held many positions including, Warehouse Clerk, Delivery Driver, Counter Sales, Billing Associate, Warehouse Manager, Credit Manager, and Location Manager. In a recent interview with the Carolina Plumbing News, Bob stated that what he enjoys most about working for Ferguson Enterprises is "Working with his customers, both internal and external and being part of the Raleigh team."

Bob Lloyd currently resides in Raleigh, NC with his

wife Rebecca and their two wonderful children. In his spare time Bob enjoys doing almost anything outdoors and restoring his 68 Camaro.

You may reach Bob Lloyd at 919-796-7974.

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Murray Supply

Sporting Clays in East Bend, North Carolina with a group of customers and Murray Supply employees from the Winston-Salem Branch including Branch Manager Andrew Anglin, Inside Sales Associate Bobby Williams, Chief Operating Officer George Yezbak, and Outside Sales Associate Tim Norman. The event attendees began the afternoon with lunch and then enjoyed an afternoon of shooting clays. This was a great opportunity for Murray Supply Company associates and their customers to spend time together and develop relationships. At the end of the sporting clay event the winners received gift cards.

Murray Supply Company is a family owned and operated company that was founded in 1965 by Mr. C.V. Murray in Charlotte, North Carolina. The company is engaged in the wholesale distribution of residential and commercial plumbing, PVF, HVAC, industrial along with maintenance, repair and operations products. Murray Supply Company serves their customers from one showroom and six locations in North Carolina.

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Scenes from the 83rd 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



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PHCC-NC

day Inn Resort Wrightsville Beach, NC. This is the fourth year in a row the PHCC has held its summer convention at this location; however, this year came with a bonus with Mechanical Contractors of NC joining in on the fun! The two associations are in the process of merg-

ing with an official merge date and name change set for January 1, 2012 to NC Plumbing & Mechanical Association.

This year's Summer Convention kicked-off convention Thursday the 14th with a "Get the Scoop" ice cream sundae social sponsored by Sheet Metal Duct Suppliers and "cool & refreshing" way to meet & greet members of

both associations. Both groups joined in Friday morning at Jungle Rapids Family Fun Park for its 4th Annual Big Bad Putt-Putt Tournament which was the usual hit. Following the 10AM shotgun start, the group also enjoyed Grand Prix Go-Kart Racing, Laser Tag, Rock Climbing Wall, Kids Jungle, & the Sky Tower & goody bags spon-

sored by American Standard. The afternoon was spent networking, enjoying the beach & resort followed by an outdoor welcome reception sponsored by Heat Transfer Sales & Raypak. The group also played cornhole outside on the terrace & held a "future's so bright, gotta wear shades" festive sunglasses contest. The following morning, both boards had their breakfast sponsored by Taylor & Turner Financial then meet with their respective associations followed by a combined meeting of board to address merger items. Afterwards the group met for a picnic from Robert's Market sponsored by Randy Marion Chevrolet-Buick-Isuzu then volleyball, fellowship & the start of making new memories as one asso-

ciation. The evening's dinner was sponsored by James M. Pleasants Company & featured the Ladies' Auxiliary Education Foundation Silent Auction which tends to generate good humor in contractor's putting fellow contractors as the last bidders! We appreciate everyone who attended to make this first joint convention such a success! Many thanks to our generous sponsors: Federated Insurance, Haas Sales, Heat Transfer Sales & Raypak, James M. Pleasants Company, PHCC Ladies' Auxiliary, Randy Marion Chevrolet-Buick-Isuzu, Sheet Metal Duct Suppliers, & Taylor & Turner Financial Group. Call PHCC-NC's state office 919-532-0522 for more merger information & to join today. ♦

CONTINUED from PAGE 1

Aquatherm

"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. ♦

CONTINUED from PAGE 1

THE PIPELINE

seem silly at first, but faucet handles can spread germs. So not having to touch the faucet handle assures that you can wash your hands or food without contaminating it first. **3. Lighted Faucets and Showers:** Just a cool little trend that brightens up your sink area. Lights are also being used in tubs and showers to set moods or to synchronize with music. **4. Movable and Adjustable Faucets:** Faucets that can be adjusted and move in different configurations. A good example of this is the Kohler Karbon Faucet. The Karbon Faucet articulates and stays in the position that you choose. If you haven't had the chance to check this faucet out, it is a must see. **5. Heated Toilet Seats:** This trend continues from previous years. If you live in the mountains, this little luxury never gets old. **6. Water Saving Faucets & Fixtures:** Faucets and Toilets are some of the biggest water wasters in your home. By changing to low-flow faucets you gain savings and

without having to sacrifice much in the way of comfort. Look for products with the WaterSense label. **7. American Made:** Companies like Moen, Delta, Kohler and American Standard did not need a government bailout and they are making products that compete worldwide. I personally hope this trend grows for years to come. **8. Inexpensive:** Price will be a big issue in 2011. Look for the brands that carry stylish looks for less to prosper. **9. Modern Design:** Classic and Transitional will still have their fans. However, modern is the look that is being shown on tv shows and magazines. **10. Slow Closing Toilet Seats:** Another hold over trend that will grow stronger in 2011.

Here are a few trends that are "out" for 2011. **1.** Huge Car-Wash Style Showers. **2.** Oversized Jacuzzi Style Tubs. **3.** Cheap Non-Brand Name Plumbing Products. **4.** Non-Pull Out Spray Kitchen Faucets. **5.** Polished Brass Finishes.

I hope you enjoyed this list of 'ins' and 'outs'. Have a great month. ♦

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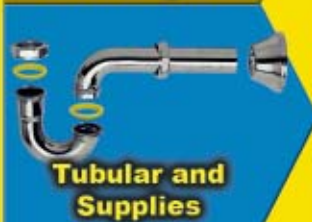
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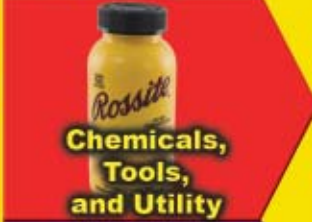
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Scenes from the PHCC-NC & MC of NC Summer Convention



Abby the Bird, Jake the Man & Carla the Talker!



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MC of NC President, Rodney Pressley & family with Abby



Cornhole, anyone?



PHCC BOD Jeff Voss, "official convention paparazzi", Will Voss & Ladies' Auxiliary Treasurer & Dinner Decorator, Janice Voss



The Oxfords take home the 1st place Putt-Putt Tourney Prize (Charlie, Deah, Isiah, & Micah)



MC of NC BOD, Jennifer Warren & Maci, Sheet Metal Duct Suppliers



PHCC BOD:s, Rick Whitaker Brown Brother's Plumbing & Heating with Chad & Kathy Edmondson, James M. Pleasants Co.



MC of NC BOD, Glenn & Betty Barbour - Freeman Gas & Electric



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GF Piping Systems Expands Sales, Service and Distribution Capabilities with Opening of Atlanta Facility

We are proud to announce our new warehouse and distribution facility in Atlanta, Georgia. The new 60,000 square-foot logistics center has space for a large product inventory and a sales department as well as a customer reception and specialist-training areas. The distribution center shortens lead times and provides better customer service in the region.

Product shipped from manufacturing plants in Europe and in Little Rock, AR, now have a closer destination, shortening the delivery cycle for our customers, while also reducing emissions into the environment.



CAROLINA EVENTS CALENDAR

1st Tuesday of Every Month 6PM
Columbia Chapter ASPE Meeting
LOCATION: Damon's Grill
Contact: 803-407-2643

August 4th, 2011 11am-2pm
Rigid Roadshow-Columbia, SC
LOCATION: Ferguson-9221 Farrow Road
CONTACT: (803) 699-4000

September 16th, 2011 9am-4pm
3rd Annual MCoFNC Fall Expo Raleigh, NC
LOCATION: NC State Fairgrounds
CONTACT: www.mcofnc.org

1st Tuesday of Every Month 6:30 PM
FAPCA Monthly Meeting
LOCATION: call for details
Contact: www.fapca.org

September 6th, 2011 10:30am -2pm
Ferguson Trade Show
LOCATION: Greenville, SC
CONTACT: 864-288-0281

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

2nd Tuesday of Every Month 6:30PM
CPHCCA Monthly Meeting
LOCATION: check website for details
CONTACT: www.cphcca.org

September 7th, 2011 10:30am -2pm
Ferguson Trade Show
LOCATION: Charlotte, NC
CONTACT: 704-332-7355

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

3rd Tuesday of Every Month
Raleigh Chapter ASPE Meeting
LOCATION: NCSU University Club
CONTACT: www.aspe-raleigh.org

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

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

4th Tuesday of Every Month
Charlotte Chapter ASPE Meeting
LOCATION: To be determined
CONTACT: Hal Angel at 704-525-3388

September 8th, 2011 10:30am -2pm
Ferguson Trade Show
LOCATION: Greensboro, NC
CONTACT: 336-664-6509

October 13th, 2011 10:30am -2pm
Ferguson Trade Show
LOCATION: Greenville, NC
CONTACT: 252-756-6101

August 2nd, 2011 11am-2pm
Rigid Roadshow-Greensboro, NC
LOCATION: Ferguson-305 Friendship Drive
CONTACT: (336) 664-6509

September 9th, 2011 9:30am
39th Annual P.I.O. Golf Tournament
LOCATION: Maulden, SC
CONTACT: Elmo Strickland (864) 335-1075

October 26th, 2011 10:30am -2pm
Ferguson Trade Show
LOCATION: Columbia
CONTACT: 803-256-2387

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Scenes from the 83rd 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



Brendon Donahue of Cregger Co. and Les and Pamela of Welden-IPS



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 83rd Annual Southern Wholesalers Convention at Hilton Head



2nd place, Bob & Leigh Mycoff presented by Terry Schafer (center) of SWA



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



Laurie & Mike Born of McKee-Nix

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 un-

structured 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.

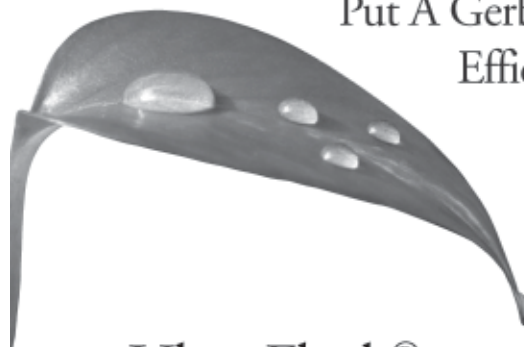
It was not all work and no play. The golf tournament was well attended with 80 golfers striking trees, ponds and the occasional fairway and green. The spouses had an afternoon party and the kids played in the pools and on the beach. It is amazing to see how many spouses have gotten to know each other 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 Whiteherst 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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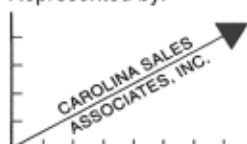
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Scenes from the Ferguson Gastonia, N.C. Tradeshow



Wes Ingram of Carolina Sales Assoc. with Sterling Combs of Ferguson



Tim Bowman and Mark Haney of Anytime Plumbing speak with Brian Cross of ProMarketing



Eddie Goodwin, Ferguson; Ben Atkins, WB & Assoc.; and Tony Parrott, Ferguson



Clay Tingler, Smith & Stevenson; with William Munyan and William Rakatansky of R&M Group



Jon Wells, City of Gastonia; with Tom Sturm and JR Burroughs of Kohler



Jacque Griffith of IKB Sales & marketing with John Harril of City of Gastonia



Mike Cornwell of Crescent Home Builders with Jason Abernethy, RepSouth



Don Smith of Quality Marketing with Tim Edison of PSNC Energy



Seth Goddard and Ryan Gidson of Milwaukee Tool with Brandon Wright of Gaston County Schools

PLUMBER PROGRAM

As Easy as...

1

HAVE THE CUSTOMER CALL US

2

GIVE US THE JOB INFORMATION

3

& PICK UP \$200 CASH!

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HOW THE PROGRAM WORKS

1. Have the customer call us.
2. You will need to give us the job information:
 - a. mail in the certificate
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3. Choose your gift; a \$200.00 check sent to you or you can pick up at our office.

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3. Free company benefit for your people.
4. Increased Customer Service

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*Results Based on 2010 survey of over 400 contractors