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PVF Hall of Fame



Welding Outlets, Inc. and Collins Pipe & Supply are the proud 2013 inductees into the PVF Hall of Fame. Coverage begins on page 56.



Sheryl Michalak,
 President, Welding Outlets, Inc.



Brian Tuohy, President,
 Collins Pipe & Supply Co., Inc.

60 years' solid growth

Ferguson reports revenue growth of 8%



NEWPORT NEWS, VA. — Ferguson's parent company Wolsley plc, the world's largest specialist trade distributor of plumbing and heating products to professional contractors, announced its financial results for the first-half of the 2013 fiscal year.

Ferguson's like-for-like (or same store) sales growth was 8.3%, including price inflation of approximately 1%. Trading profit was 29 %ahead

of last year.

"We are proud to celebrate our 60th anniversary this year with solid growth and a diversified business strategy that allows us to invest in our associates and the future of our company," said Ferguson CEO Frank Roach.

The repair, maintenance, improvement (RMI) segment remained resilient and the recovery in new construction continued. Ferguson's

Blended Branches (locations which serve both residential and commercial customers), Waterworks and B2C continued to gain market share. The ongoing focus on gross margins contributed to good profit flow through and the company grew revenues in its Heating, Ventilating and Air Conditioning business as well as their Waterworks and Industrial businesses.

Two high quality acquisitions were completed in the first half. Davis & Warshow is a Blended Branch business in New York and and Power Equipment Direct is a B2C business selling generators and power tools based in Chicago. Acquisitions accounted for 2.4% of revenue growth in the period.

Visit www.wolsley.com.



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Congressman Robert E. Latta (left) inspects samples of ADS corrugated drainage pipe as demonstrated by Tom Fussner, Executive Vice President and COO.

FINDLAY, OHIO — Congressman Robert E. Latta (R-OH) toured the Findlay manufacturing plant of Advanced Drainage Systems, Inc. (ADS), located in his 5th Congressional District of Ohio to gain a better understanding of what local businesses need to prosper. He also learned from ADS executives how the company identifies employees

the opportunities and obstacles currently facing our job creators," said Congressman Latta. "[Recently], the House of Representatives passed a very important piece of legislation, H.R. 803, the SKILLS Act (Supporting Knowledge and Investing in Lifelong Skills) to reform and modernize federal workforce development programs. Workforce development is

Ohio Congressman tours ADS plant

with the exact skills needed to continue the growth of ADS.

"I want to thank ADS for allowing me to visit their Findlay facility, which makes a variety of pipes for multiple uses that are distributed not only here in Ohio but across the United States. For me to be able to represent my district in Congress, it is absolutely essential for me to visit facilities, such as ADS, to hear about

critical to revitalizing America's economy, especially in northwest and west central Ohio, where many world-class manufacturing facilities, such as ADS, are located."

Currently, ADS has 3,800 employees and was founded in 1966. ADS designs and manufactures pipe and other products used in municipal storm and sanitary sewers, highway and agricultural drainage projects.

Headquartered in Hilliard, Ohio, it has a global network of 57 domestic and international manufacturing plants and 28 regional distribution centers plus engineering support and customer service groups.

Congressman Latta's visit on March 22 featured a tour of the Findlay plant as it was producing large diameter, corrugated high-density polyethylene (HDPE) pipe used in storm water management systems.

"It was an honor to host Congressman Latta," stated Tom Fussner, Executive Vice President and COO of ADS. "We appreciate the opportunity to discuss the needs of our organization and to provide an overview of how we operate, with a focus on our employee development programs."

During the past two years, acquisitions and heightened product demand enabled ADS to grow despite the nation's recent tough economic times.

"Part of our success is attributed to having manufacturing facilities in every region of the country, as well as throughout the Western Hemisphere," stated Fussner. "Not only does this make us the largest corrugated pipe producer in the world, but it increases our ability to locally and quickly supply customers with a full range of water management products that help to increase crop yields and meet the demand for pipe and structures used in infrastructure projects."

Visit www.ads-pipe.com

Webstone launches YouTube channel

WORCESTER, MASS. — Webstone announced the launch of the Webstone YouTube Channel where detailed videos highlighting the functionality, space, and labor saving advantages of Webstone's complete line of engineered products are now available.

Visit YouTube directly or access the channel via the literature and pre-

Webstone
VALVE INNOVATION

YouTube

sentations section of Webstone Valves' website.

Founded in 1954, Webstone is recognized as an industry leader for innovative design of residential and commercial valves used in plumbing, hydronic, radiant, solar and geothermal applications. These designs focus on time and space saving concepts that simplify future maintenance and upkeep of all piping systems. Some of Webstone's trademarked and patented items include Hydro-Core™, The Isolator™, Isolator EXP™, Pro-Connect™, and Pro-Pal™ Step Saving Valves.

Visit www.webstonevalves.com

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Navien America expands training program

IRVINE, CALIF. — Navien's new NPE had a surge in popularity as a result of its innovative features, easy installation and competitive pricing. To meet this demand, Navien expanded its educational program to support plumbers, contractors and construction professionals with all aspects of installation and maintenance.

For those seeking extensive training and certification, Navien offers in-depth hands on training with live fire units at its three state-of-the-art academies in Irvine, Calif.; Cherry Hill, N.J.; and Vaughan, Ont. For those seeking a brief introductory training closer to home, Navien frequently offers a variety of in-field trainings throughout North America.

If it is not possible to attend in person, Navien offers free webinars that consist of a one hour presentation and a question-and-answer pe-

riod for installers to discover the NPE from the convenience of their computer.

"We understand that installers' time is valuable, and Navien's goal is to provide different levels of in-

formative training to accommodate their schedule whether they have one hour or one day," said Brian Fenske, Manager of National Training at Navien.

Introduced to the market in October 2012, the NPE has helped revolutionized the tankless water heater market with 2 inches PVC venting capability, utilization of existing ½-inch gas lines, and field gas convertibility. These technical advances earned the NPE the prestigious 2013 AHR Expo Innovation Award.

Visit www.tanklessmadesimple.com