

# Premier 150: THE RANKINGS

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

Rank	Company	City	State	Locations	Employees	% of Business		
						P&H	PVF	HVACR
51	Andrew Sheret Ltd.*	Victoria	BC	20	299	NA	NA	NA
52	Temperature Equipment Corp.*	Lansing	IL	NA	NA	0	0	100
53	Edward B Ward Co.*	South San Francisco	CA	3	NA	0	0	100
54	Crawford Supply Co.*	Morton Grove	IL	20	NA	80	0	20
55	Sid Harvey Industries	Garden City	NY	74	NA	25	0	75
56	Northeastern Supply	Baltimore	MD	30	NA	84	0	16
57	Davis & Warshow	Maspeth	NY	10	280	65	20	0
58	Trumbull Industries	Warren	OH	6	260	47	34	0
59	The Portland Group*	N. Billerica	MA	13	NA	75	0	25
60	Johnson Supply	Houston	TX	23	290	0	0	100
61	Davidson Pipe Supply Co.	Brooklyn	NY	8	210	0	82	0
62	American Refrigeration Supplies	Phoenix	AZ	33	230	0	0	100
63	The Granite Group	Concord	NH	18	350	NA	NA	NA
64	Hirsch Pipe & Supply Co.	Van Nuys	CA	13	275	90	5	0
65	Wolff Bros Supply	Medina	OH	9	260	24	10	14
66	Connor Co.	Peoria	IL	24	233	51	9	38
67	Redlon & Johnson	Portland	ME	14	265	58	10	5
68	Auer Steel & Heating Supply Co.	Milwaukee	WI	7	192	13	0	87
69	The Century Cos.	Houston	TX	21	200	3	0	97
70	Central Supply Co.	Indianapolis	IN	4	195	55	0	7
71	Irr Supply Centers	N Tonawanda	NY	28	NA	NA	NA	NA
72	Aireco Supply*	Savage	MD	39	NA	0	0	100
73	Behler-Young	Grand Rapids	MI	15	200	6	0	94
74	J.H. Larson Co.	Plymouth	MN	8	250	15	5	15
75	Robertson Heating Supply Co.	Alliance	OH	30	261	53	0	43
76	Ridgewood Corp.*	Harriman	NY	17	NA	75	8	15
77	The Macomb Group	Sterling Heights	MI	9	180	10	90	0
78	Harry Cooper Supply Co.	Springfield	MO	3	195	41	2	7
79	MSI HVAC	Fontana	CA	7	400	0	0	100
80	Plumb Supply Co.	Des Moines	IA	17	230	43	30	25
81	ACES AC Supply	Houston	TX	13	115	0	10	100
82	Bruce Supply Corp.*	Brooklyn	NY	4	NA	60	40	0
83	Farnsworth Wholesale Co.	Gilbert	AZ	3	105	100	0	0
84	Plumbing Distributors	Lawrenceville	GA	6	128	99	0	0
85	Pacific Plumbing Supply Co. LLC	Seattle	WA	17	186	85	14	0
86	Ameripipe Supply	Dallas	TX	8	168	0	50	0
87	O'Connor Co.	Lenexa	KS	7	119	0	0	100
88	Cregger Co.	Columbia	SC	19	152	95	5	0
89	Robert-James Sales	Buffalo	NY	9	120	0	100	0
90	Wool Plumbing Supply	Sunrise	FL	7	135	100	0	0
91	Wholesale Supply Group	Cleveland	TN	33	300	56	0	7
92	Universal Supply Group	Hawthorne	NJ	17	158	20	2	50
93	Smardan-Hatcher Co.	Gardena	CA	6	105	22	37	5
94	Aaron & Co.	Piscataway	NJ	6	178	76	0	24
95	Ed's Supply Co.	Nashville	TN	13	180	0	0	100
96	Refrigeration Sales Corp.	Valley View	OH	10	115	0	0	100
97	Hinkle Metals & Supply Co.	Birmingham	AL	11	110	0	0	100
98	Deacon Industrial Supply Co.	King of Prussia	PA	2	105	0	98	0
99	Kenny Pipe & Supply	Nashville	TN	9	187	85	15	0
100	United Supply/USCO*	North Plainfield	NJ	NA	NA	35	0	65

Keys To Rankings: P&H = plumbing and hydronics  
 PVF = pipe, valves and fittings; municipal waterworks; PVF controls HVACR = heating, air conditioning, refrigeration and controls

\* Editors' estimate All sales ranked in U.S. dollars Source: SUPPLY HOUSE TIMES/Clear Seas Research/BNP Media 2007

The total PHCP wholesaling market in the United States and Canada was estimated at \$73.2 billion, up 11% from a revised estimate of \$66 billion for 2005. We published \$65.9 billion in last year's report, but this figure was adjusted upward slightly in response to later revisions by the U.S. Census Bureau in its tracking of "Hardware and Plumbing" sales.

This year our estimates show the Premier 150 companies represent about 73% of the total market in the U.S. and Canada, up from 62.5% in 2006. A total of 16 Premier 150 companies reported sales of \$500 million or higher vs. 14 last year; 14 companies had sales in the range of \$200 to \$299.9 million, up from 11 last year; and 37 companies had sales of \$100 to \$199.9 million compared with 36 last year.

## Still Thinking POSITIVE

Sales projections are starting to shift a bit. Last year 96% of respondents projected increased sales for 2006, 3% predicted flat sales and only 1% expected to see a decrease. A few more companies actually did see a decline in 2006 sales (5%), and only 1% reported flat sales.

For fiscal 2007, 81% project a sales increase, 4% expect a decrease in sales and 15% predict flat sales.

Among the top 50 wholesalers in each of the segments — Plumbing & Hydronics, PVF and HVACR — no more than two to five companies from each group saw their sales decline in 2006.

More than half of the top 10 companies in the Premier 150 enjoyed double-digit sales increases, ranging from 18% to 35%.

The Canadian Institute of Plumbing & Heating reported that Canadian wholesalers achieved record high sales for 2006, up 7.5% compared with year-end 2005.

## Rising STARS

The 16 wholesalers that moved up 10 or more spots in the Premier 150 ranking were (in alphabetical order): Ameripipe Supply, Dallas, TX; Andrew Sheret Ltd., Victoria, BC; Century Cos., Houston, TX; Cregger Co., Columbia, SC; Davidson Pipe Supply Co., Brooklyn, NY; Davis & Warshow, Maspeth, NY; Farnsworth Wholesale Co., Gilbert, AZ; Gateway Supply Co., Columbia, SC; Hinkle Metals & Supply Co., Birmingham, AL; Hirsch Pipe & Supply, Van Nuys, CA; Independent Pipe & Supply, Canton, MA; Kenny Pipe & Supply, Nashville, TN;