



# 2007 Premier 150

# A Year of CHANGE

By Pat Lenius

Fiscal year 2006 was another year of growth for most wholesalers, but projections for 2007 reflect a tiny drop in optimism.

**W**ho's on first? We awarded the top spot in our Premier 150 list this year to Newport News, VA-based, Wolseley-owned Ferguson Enterprises, which has occupied that position since 2002.

First-time entry HD Supply, a division of The Home Depot that serves business-to-business customers such as homebuilders, professional contractors, municipalities and maintenance professionals, followed as a close second. In total reported sales, HD Supply tops our No. 1, Ferguson. However, HD Supply declined to break down sales by product categories, and we know that a large portion of its sales is attributed to various building materials and industrial products outside of our industry. Its relevant sales in the PHCP category stem from its purchase of Hughes Supply and, previously, the former Apex Supply regional chain. Available information suggests it would come in second to Ferguson's PHCP sales volume.

Orlando, FL-based Hughes Supply, which had competed neck and neck with Ferguson for the top spot for the past few years, is now a part of HD Supply. The acquisition of

Hughes Supply more than doubled the size of HD Supply, bringing its 2006 combined sales to about \$12 billion.

Other than that, the top 50 companies in the list look pretty much the same as last year, with a few small position changes. More changes are evident among the companies listed from No. 51 to No. 150. Just as in our Premier 150 reports from 2006 and 2005, 16 PHCP wholesale firms moved up 10 or more spots in this year's version.

This year the survey was conducted by Clear Seas Research, a division of BNP Media, parent company of SUPPLY HOUSE TIMES. Surveys were sent out via e-mail, fax and regular mail and could be filled out online via a link. A dozen distribution firms in addition to HD Supply are new to the Premier 150 list this year. We heard back from about 220 companies this year and want to thank everyone who took the time to respond.

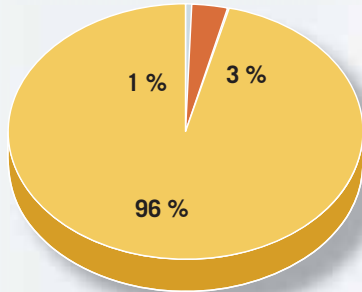
### The **TOTAL** Market

Combined sales for the companies listed as the Premier 150 were about \$53.5 billion. This includes estimates and reflects currency conversion to U.S. dollars.

## Sales Trends FOR PREMIER 150

(Year-To-Year Comparison  
And Projection)

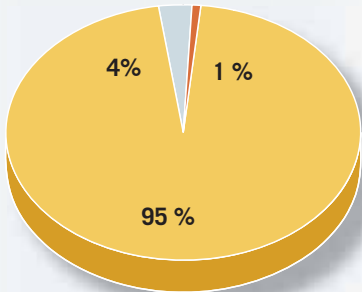
### 2005 vs. 2006 Sales (Projected)



- Decreased sales in 2006
- Flat sales in 2006
- Increased sales in 2006

Source: Supply House Times/Clear Seas Research/BNP Media 2007

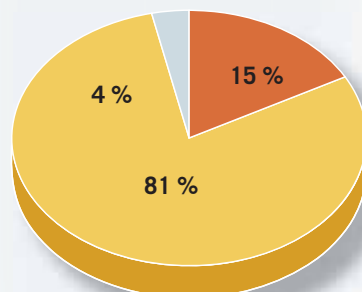
### 2005 vs. 2006 Sales (Actual)



- Decreased sales in 2005
- Flat sales in 2005
- Increased sales in 2005

Source: Supply House Times/Clear Seas Research/BNP Media 2007

### 2006 vs. 2007 Sales (Projected)



- Decreased sales in 2007
- Flat sales in 2007
- Increased sales in 2007

Source: Supply House Times/Clear Seas Research/BNP Media 2007

# 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
1	Ferguson Enterprises	Newport News	VA	1237	22,008	26	38	9
2	HD Supply	Orlando	FL	1000	26,000	NA	NA	NA
3	WinWholesale	Dayton	OH	555	5,383	52	13	11
4	Wilson	Houston	TX	250	2,500	0	75	0
5	Watsco	Coconut Grove	FL	380	3,200	0	0	100
6	McJunkin Corp.	Charleston	WV	99	1,467	0	100	0
7	Hajoca Corp.*	Ardmore	PA	NA	NA	80	10	10
8	Red Man Pipe and Supply Co.	Tulsa	OK	70	1,080	0	70	0
9	Emco Ltd.*	London	ON	170	1,900	50	40	10
10	Wolseley Canada	Burlington	ON	246	2,800	42	42	15
11	Interline Brands	Jacksonville	FL	145	3,800	35	0	12
12	Johnstone Supply	Portland	OR	NA	NA	10	5	75
13	F.W. Webb Co.	Bedford	MA	65	1,300	45	20	25
14	Morrison Supply Co.	Fort Worth	TX	67	1,030	85	0	15
15	R. E. Michel Co.	Glen Burnie	MD	205	1,480	11	0	86
16	U.S. Airconditioning Distributors	City of Industry	CA	49	800	0	0	100
17	Consolidated Pipe & Supply	Birmingham	AL	34	640	25	50	0
18	Groupe Deschenes	Montreal	QC	65	1,112	NA	NA	NA
19	Keller Supply Co.	Seattle	WA	60	NA	80	10	10
20	Kelly Pipe Co. LLC	Sante Fe Springs	CA	14	218	0	100	0
21	Locke Supply	Oklahoma City	OK	157	775	34	0	33
22	Slakey Brothers	Elk Grove	CA	34	558	49	0	51
23	Coburn Supply Co.	Beaumont	TX	40	710	45	18	24
24	NB Handy Co.	Lynchburg	VA	14	435	0	0	53
25	Southern Pipe & Supply Co.*	Meridian	MS	NA	NA	95	0	5
26	ACR Group	Houston	TX	54	483	0	0	100
27	First Supply LLC	Madison	WI	19	530	39	25	8
28	Crane Supply*	Toronto	ON	NA	NA	25	75	0
29	Russell Sigler	Tolleson	AZ	11	261	0	0	100
30	Mingledorff's	Norcross	GA	21	325	0	0	95
31	Thos. Somerville Co.	Upper Marlboro	MD	23	525	84	0	14
32	Famous Enterprises	Akron	OH	29	500	NA	NA	NA
33	Chicago Tube & Iron	Romeoville	IL	10	420	12	84	4
34	United Pipe & Supply	Portland	OR	33	428	0	51	5
35	Columbia Pipe	Chicago	IL	19	367	21	74	5
36	Consolidated Supply Co.	Portland	OR	17	335	65	35	0
37	CC Dickson Co.*	Rock Hill	SC	NA	NA	0	0	100
38	Blackman Plumbing Supply Co.*	Bethpage	NY	NA	NA	85	0	10
39	Gustave A. Larson Co.	Pewaukee	WI	44	390	5	0	95
40	Etna Supply Co.	Grand Rapids	MI	14	300	42	58	0
41	G.W. Berkheimer Co.	Portage	IN	22	388	0	0	100
42	Standard Plumbing Supply	Salt Lake City	UT	70	380	90	0	10
43	United Refrigeration*	Philadelphia	PA	NA	NA	0	0	100
44	Bartle & Gibson Co. Ltd.	Edmonton	AB	29	350	72	0	0
45	Industrial Piping Specialists	Tulsa	OK	4	127	0	100	0
46	Habegger Corp.	Cincinnati	OH	22	260	1	0	96
47	Goodin Co.	Minneapolis	MN	10	380	53	23	20
48	Peirce Phelps	Philadelphia	PA	15	245	0	0	98
49	ABCO Refrigeration*	Long Island City	NY	NA	NA	0	0	100
50	Koch Air LLC	Evansville	IN	6	212	0	0	99

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

# 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;

# Premier 150: THE RANKINGS

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

The Macomb Group, Sterling Heights, MI; Piping & Equipment, Houston, TX; Robert-James Sales, Buffalo, NY; and Wholesale Supply Group, Cleveland, TN.

New to the Premier 150 this year, besides HD Supply, were (in alphabetical order): All-Tex Pipe & Supply, Dallas, TX ([www.alltexsupply.com](http://www.alltexsupply.com)); APR Supply, Lebanon, PA ([www.aprsupply.com](http://www.aprsupply.com)); Bergen Industrial Supply, Elmwood Park, NJ ([www.bergenindustrial.com](http://www.bergenindustrial.com)); City Pipe & Supply, Odessa, TX ([www.citypipe.com](http://www.citypipe.com)); M. Cooper Supply, Orland Park, IL ([www.mcoopersupply.com](http://www.mcoopersupply.com)); Modern Supply Co., Knoxville, TN ([www.modernsupplyco.com](http://www.modernsupplyco.com)); Munch's Supply Co., New Lenox, IL (no Web site found); Murray Supply Co., Winston-Salem, NC ([www.murraysupply.com](http://www.murraysupply.com)); O'Connor Co., Lenexa, KS ([www.oconnor-hvac.com](http://www.oconnor-hvac.com)); Standard Plumbing Supply, Salt Lake City ([www.standardplumbing.com](http://www.standardplumbing.com)); Western Water Works Supply, Chino Hills, CA ([www.wwwsco.com](http://www.wwwsco.com)); and Wichita Sheet Metal Supply, Wichita, KS ([www.wsmind.com](http://www.wsmind.com)).

## Changing **FACES**

The 13 new faces on the Premier 150 list replace 13 companies that were listed last year.

Hughes Supply was removed because it is now reported as part of HD Supply.

Ferguson/Wolseley acquired the following companies which were removed from this year's listing: Air Cold Supply, Pomona, CA, which ranked at No. 27; Palermo Supply Co., Bergenfield, NJ, ranked No. 82; The Plumbers Warehouse, Carson, CA, ranked No. 91; and Supply North Central Group, Ann Arbor, MI, ranked No. 129 last year.

Able Distributing Co., based in Wausau, WI, and Phoenix, AZ, was removed from this year's list following its acquisition by Ardmore, PA-based Hajoca Corp.

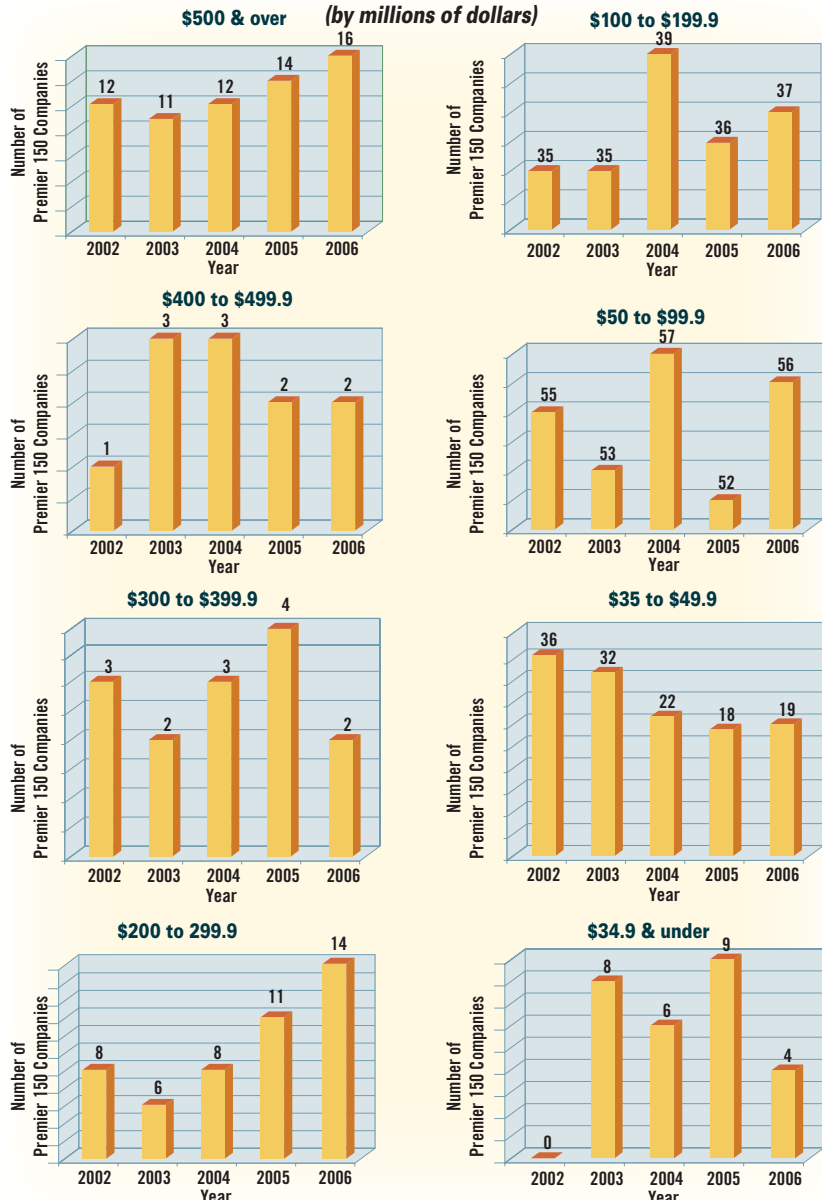
DXP Enterprises, Houston, TX, which was ranked No. 34 last year, was removed from the list this year in response to their informing us that they do not sell the products we list in the survey as relevant to our industry. Other companies that were listed last year but were pushed off the list by the newcomers include: American Industrial Supply, Perth Amboy, NJ, ranked No. 149 last year; Nu-Way Supply, Utica, MI, ranked No. 143 last year; Jabo Supply Corp., Huntington, WV, ranked No. 148 last year; and Modern Plumbing Supply,

Rank	Company	City	State	Locations	Employees	% of Business		
						P&H	PVF	HVACR
101	Temperature Systems	Madison	WI	2	115	8	0	92
102	Thermal Supply*	Seattle	WA	22	NA	0	0	91
103	Solar Supply*	Lake Charles	LA	NA	NA	0	0	100
104	Supply New England	Attleboro	MA	16	172	73	2	0
105	Wm. F. Meyer Co.	Aurora	IL	7	85	100	0	0
106	Gateway Supply Co.	Columbia	SC	10	150	62	5	33
107	Vamac	Richmond	VA	18	142	47	3	0
108	Munch's Supply Co.	New Lenox	IL	6	130	20	0	80
109	Independent Pipe & Supply Corp.	Canton	MA	6	100	15	73	0
110	S.W. Anderson Sales Corp.	Farmingdale	NY	7	160	0	0	92
111	Young Supply Co.	Chesterfield	MI	16	162	2	0	88
112	R.V. Cloud/Fresno Distributing*	Campbell	CA	2	NA	90	0	0
113	City Plumbing & Electric Supply	Gainesville	GA	7	141	40	0	0
114	Piping & Equipment	Houston	TX	8	107	0	100	0
115	Riback Supply Co.	Columbia	MO	21	200	37	4	31
116	Bush Supply*	Harlingen	TX	NA	NA	35	0	0
117	Excelsior Manufacturing and Supply Corp.	Itasca	IL	10	177	1	0	76
118	George T. Sanders Co.	Wheat Ridge	CO	12	160	90	0	5
119	Dealers Supply Co.	Forest Park	GA	12	125	0	0	100
120	Best Plumbing Tile Stone	Yorktown	NY	3	115	25	0	0
121	C&L Supply	Vinita	OK	8	104	15	0	33
122	Apex Supply Co.*	Dallas	TX	15	NA	65	30	5
123	Solco Plumbing Supply*	Brooklyn	NY	4	NA	98	37	0
124	Western Water Works Supply	Chino Hills	CA	5	48	0	100	0
125	Robinson Plumbing and Heating	Fall River	MA	6	118	61	0	38
126	Torrington Supply Co.	Waterbury	CT	9	117	65	20	10
127	Puget Sound Pipe and Supply Co.	Kent	WA	7	110	5	95	0
128	Republic Plumbing Supply Co.	Norwood	MA	9	120	75	20	0
129	Allied Refrigeration	Signal Hill	CA	15	NA	0	0	95
130	Burns Cascade*	Syracuse	NY	4	NA	0	100	9
131	M. Cooper Supply Co.	Orland Park	IL	2	78	79	19	2
132	Worly Plumbing Supply	Columbus	OH	4	97	99	0	1
133	Mountain States Pipe & Supply*	Colorado Springs	CO	7	NA	0	40	0
134	All-Tex Pipe & Supply	Dallas	TX	3	95	0	100	0
135	Murray Supply Co.	Winston-Salem	NC	6	95	50	50	0
136	Security Supply	Selkirk	NY	11	133	80	0	15
137	APR Supply Co.	Lebanon	PA	16	150	33	13	48
138	Acme Refrigeration of Baton	Baton Rouge	LA	14	110	5	0	80
139	Thrifty Supply	Bellevue	WA	13	NA	0	0	100
140	Wichita Sheet Metal Supply	Wichita	KS	5	206	NA	NA	NA
141	Southern Refrigeration Corp.	Roanoke	VA	9	90	5	10	65
142	Central States Industrial Supply	Omaha	NE	3	80	0	100	0
143	W.A. Roosevelt	La Crosse	WI	4	113	23	0	39
144	Lute Plumbing Supply	Portsmouth	OH	12	83	11	4	83
145	Monumental Supply Co.*	Baltimore	MD	2	NA	10	55	30
146	Eastern Industrial Supplies	Greenville	SC	10	125	5	95	0
147	Penco Corp.	Seaford	DE	6	95	45	7	44
148	Bergen Industrial Supply Co.	Elmwood Park	NJ	1	60	10	75	10
149	Modern Supply Co.	Knoxville	TN	7	95	40	0	40
150	City Pipe & Supply Corp.	Odessa	TX	4	49	0	100	0

Keys to Rankings: P&H = plumbing and hydronics  
 PVF = pipe, valves and fittings; municipal waterworks; 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

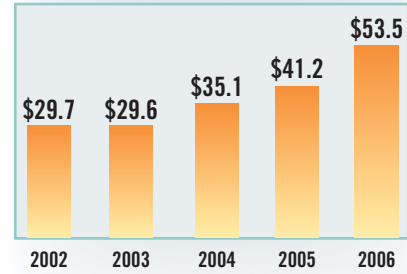
### Consolidation Update



Source: Supply House Times/Clear Seas Research/BNP Media 2007

### Combined Sales

FOR THE PREMIER 150  
(in billions of dollars)



Source: Supply House Times/Clear Seas Research/BNP Media 2007 Note: All dollars converted to U.S.

New Milford, CT, ranked No. 150 last year.

### MISSING Or Just MISSED ...

We inadvertently omitted Brock-McVey Co. from this year's list.

**Brock-McVey Co.**, Lexington, KY, ranked No. 131 last year. Based on our estimates of their sales, this company would have ranked No. 137.

**Equipment Sales Corp.**, Mobile, AL, was not listed last year, and just missed the list this year. The company has 11 locations, 102 employees and 100% of its sales are in HVACR.

### Outlook For 2007

With more than 80% of Premier 150 wholesalers projecting sales increases in fiscal 2007, the outlook for PHCP distributors remains positive.

The U.S. housing market is expected to continue to remain soft for the remainder of the calendar year, Wolseley said in its interim results for the half year ended Jan. 31, 2007. The repairs, maintenance and improvement, and commercial and industrial markets are expected to continue to hold up. Ferguson should increase its market share and achieve good levels of organic growth, but at a more modest rate than the first half. Wolseley reported that sales for its U.S. plumbing and heating operations, including Ferguson, rose by 18.8% in the first half, with trading profit up by 13.4%. Organic revenue growth of 9.1% was more than twice that of the market generally, Wolseley said.

Wolseley also said that in Canada, exploration-related business is expected to improve, but the new residential housing market is likely to slow from recent high levels.

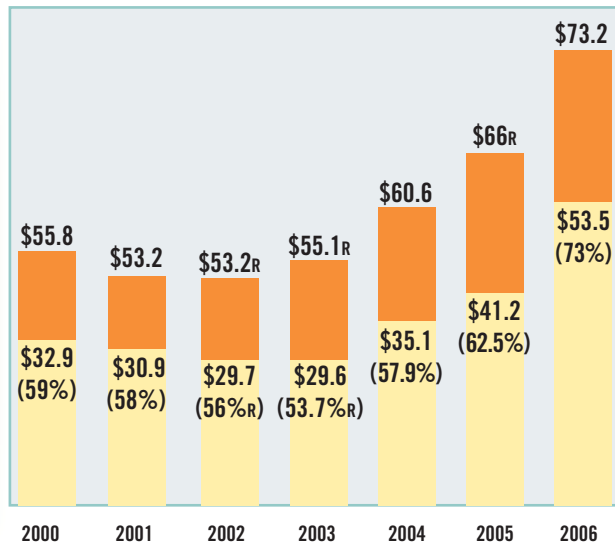
At The Home Depot, the 2007 sales outlook for HD Supply is for positive organic growth in the mid-single-digit area, according to Carol Tome, chief financial

### Market Share U.S. AND CANADA (in billions of dollars)

■ Premier 150 Share Of Market

■ Overall Market

R = revised estimate



Source: SUPPLY HOUSE TIMES/BNP Media 2007

# Segment LEADERS

Plumbing & Hydronics	Pipe-Valves-Fittings	HVACR
1. Ferguson Enterprises	1. Ferguson Enterprises	1. Watsco
2. WinWholesale	2. McJunkin Corp.	2. Ferguson Enterprises
3. Hajoca Corp.*	3. Wilson	3. U.S. Airconditioning Distributors
4. Emco Ltd.*	4. Red Man Pipe and Supply Co.	4. R. E. Michel Co.
5. Morrison Supply Co.	5. Wolseley Canada	5. Johnstone Supply
6. Wolseley Canada	6. Emco Ltd.*	6. WinWholesale
7. Interline Brands	7. WinWholesale	7. ACR Group
8. F.W. Webb Co.	8. Kelly Pipe Co. LLC	8. Russell Sigler
9. Keller Supply Co.	9. Consolidated Pipe & Supply	9. Mingledorff's
10. Southern Pipe & Supply Co.*	10. Chicago Tube & Iron	10. CC Dickson Co.*
11. Thos. Somerville Co.	11. Crane Supply*	11. Wolseley Canada
12. Blackman Plumbing Supply Co.*	12. Hajoca Corp.*	12. Gustave A. Larson Co.
13. Standard Plumbing Supply	13. Industrial Piping Specialists	13. G.W. Berkheimer Co.
14. Slakey Brothers	14. Columbia Pipe	14. United Refrigeration*
15. Consolidated Pipe & Supply	15. F.W. Webb Co.	15. Hajoca Corp.*
16. Consolidated Supply Co.	16. United Pipe & Supply	16. F.W. Webb Co.
17. Coburn Supply Co.	17. Etna Supply Co.	17. Habegger Corp.
18. Bartle & Gibson Co. Ltd.	18. Davidson Pipe Supply Co.	18. Slakey Brothers
19. Northeastern Supply	19. The Macomb Group	19. Peirce Phelps
20. Crawford Supply Co.*	20. Robert-James Sales	20. ABCO Refrigeration*
21. Hirsch Pipe & Supply Co.	21. Deacon Industrial Supply Co.	21. NB Handy Co.
22. Locke Supply	22. Consolidated Supply Co.	22. Koch Air LLC
23. The Portland Group*	23. Piping & Equipment	23. Temperature Equipment Corp.*
24. First Supply LLC	24. First Supply LLC	24. Edward B Ward Co.*
25. Farnsworth Wholesale Co.	25. Western Water Works Supply	25. Interline Brands
26. Davis & Warshaw	26. Burns Cascade*	26. Johnson Supply
27. Goodin Co.	27. Puget Sound Pipe and Supply Co.	27. American Refrigeration Supplies
28. Plumbing Distributors	28. All-Tex Pipe & Supply	28. Emco Ltd.*
29. Etna Supply Co.	29. Coburn Supply Co.	29. The Century Cos.
30. Wool Plumbing Supply	30. Independent Pipe & Supply Corp.	30. Aireco Supply*
31. Cregger Co.	31. Trumbull Industries	31. Locke Supply
32. Ridgewood Corp.*	32. Central States Industrial Supply	32. Sid Harvey Industries
33. Pacific Plumbing Supply Co. LLC	33. Ameripipe Supply	33. Auer Steel & Heating Supply*
34. Wm. F. Meyer Co.	34. Eastern Industrial Supplies	34. Behler-Young
35. R. E. Michel Co.	35. Goodin Co.	35. Morrison Supply Co.
36. Redlon & Johnson	36. Keller Supply Co.	36. MSI HVAC
37. Johnstone Supply	37. Bruce Supply Corp.*	37. ACES AC Supply
38. Central Supply Co.	38. Johnstone Supply	38. O'Connor Co.
39. Kenny Pipe & Supply	39. Smardan-Hatcher Co.	39. Ed's Supply Co.
40. Trumbull Industries	40. Plumb Supply Co.	40. Refrigeration Sales Corp.
41. Crane Supply*	41. Davis & Warshaw	41. Hinkle Metals & Supply Co.
42. Connor Co.	42. Murray Supply Co.	42. Solar Supply*
43. R.V. Cloud/Fresno Distributing*	43. Bergen Industrial Supply Co.	43. Coburn Supply Co.
44. Aaron & Co.	44. Monumental Supply Co.*	44. Temperature Systems
45. George T. Sanders Co.	45. Mountain States Pipe & Supply*	45. Thermal Supply*
46. Solco Plumbing Supply*	46. Apex Supply Co.*	46. S.W. Anderson Sales Corp.
47. Robertson Heating Supply Co.	47. Wolff Bros Supply	47. Dealers Supply Co.
48. Bruce Supply Corp.*	48. Redlon & Johnson	48. Young Supply Co.
49. Supply New England	49. Pacific Plumbing Supply Co. LLC	49. Munch's Supply Co.
50. Worly Plumbing Supply	50. Kenny Pipe & Supply	50. Allied Refrigeration

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

officer and EVP-corporate services, in a presentation at The Home Depot's Investor and Analyst Conference. No gross margin expansion is projected on the supply side. She said that the company is projecting a slight supply operating margin expansion due to productivity.

In January 2007 Canadian PHCP wholesalers saw sales rise 7.2% vs. January 2006. HVACR and hydronics "picked up" from December, and plumbing had a good month, while PVF and waterworks were basically flat vs. 2006, according to CIPH. The CIPH reported these results in its Pipeline newsletter, listing Statistics Canada as its source.

For more information, visit [www.ciph.com](http://www.ciph.com) or [www.statcan.ca](http://www.statcan.ca).

Canadian housing starts are projected to be moderate this year compared with 2006, but will remain in excess of 200,000 units for the sixth consecutive year, CIPH reported, based on information from Canada Mortgage and Housing Corp. Housing starts may dip below the 200,000 mark in Canada in 2008.

Next year's Premier 150 report may look very different. There are questions about the future ownership of HD Supply. As reported in March 2007 SUPPLY HOUSE TIMES, The Home Depot's board said it would consider selling its HD Supply division, spinning it off to investors or even establishing a separate IPO for the unit. That same news story referred to a news story that had surfaced in Great Britain earlier this year that a private-equity firm might attempt a takeover of Wolseley.

Please watch the pages of SUPPLY HOUSE TIMES and, in particular, visit our Web site, [www.supplyht.com](http://www.supplyht.com), frequently, to check for the latest news updates. We are taking steps to improve our Web site, enhance its content and make it a "must-see" Internet destination.

If you are a PHCP wholesaler and did not receive a Premier 150 survey this year, please contact Pat Lenius ([leniusp@bnpmedia.com](mailto:leniusp@bnpmedia.com)) and Lydia White at Clear Seas Research ([whitel@clearseasresearch.com](mailto:whitel@clearseasresearch.com)) so we can add you to our database. <<

*Special thanks to Lydia White and Beth McGuffin of Clear Seas Research; Suzette Rubio, associate editor of SUPPLY HOUSE TIMES; and Beth Shor, display sales assistant for the BNP Media Plumbing Group, for their help in gathering information for this report.*