

PREMIER 150

No. 99. The company has two locations and 100% of its business is in plumbing.

Hinkle Metals & Supply Co., Birmingham, AL, joined the Premier 150 list at No. 108. It has 11 locations.

Penco Corp., Seaford, DE, was introduced to the Premier 150 list at No. 145. The company has six locations and more than half of its business is in HVACR.

American Industrial Supply, Perth Amboy, NJ, is also new to the Premier 150. It ranked at No. 149. The company has one location and is primarily involved in PVF.

Modern Plumbing Supply, New Milford, CT, ranked No. 150. The company operates four locations and reports 70% of its sales is in plumbing.

POSITIVE Performance

Among the top 50 wholesalers in the Plumbing and Hydronics segment, 47 reported sales increases; 34 had double-digit increases and 17 enjoyed increases of 14% or higher vs. 2004.

In the Pipe-Valves-Fittings segment, 48 of the top 50 wholesalers had sales increases; 39 reported a double-digit rise in sales; and 25 saw their sales grow by 14% or more vs. 2004.

Among the top 50 HVACR wholesalers in the Premier 150 listing, 48 reported a sales increase. For 33 of those, the sales jump was by a double-digit percentage and for 19 wholesalers, sales were up by 14% or higher.

The Canadian Institute of Plumbing & Heating reported in its December 2005 newsletter, "Pipeline," that October 2005 was the best month of the year, with sales up 12% vs. 2004. CIPH also acknowledged that significant levels of inflation in product categories, particularly PVF and waterworks, resulted in dollar increases being greater than the increase in physical volume. Double-digit increases were reported in HVACR, hydronics and PVF in the year-to-date report that included October.

BRIGHT Outlook, Future CHALLENGES

Rick Elliott, president of McKeough Supply, Chatham, Ontario, Canada, and chairman of CIPH, said in the association's newsletter, "Pipeline" that 2006 promises to be a profitable year.

About 96% of the companies that responded to the Premier 150 survey indicated they expect sales to increase in 2006.

Segment LEADERS

| Plumbing & Hydronics | Pipe-Valves-Fittings | HVACR |
|---------------------------------------|---------------------------------------|---|
| 1. FERGUSON | 1. FERGUSON | 1. WATSCO INC. |
| 2. HUGHES SUPPLY | 2. McJUNKIN CORP. | 2. HUGHES SUPPLY |
| 3. WINWHOLESALE | 3. WILSON SUPPLY | 3. FERGUSON |
| 4. HAJOCA CORP.* | 4. RED MAN PIPE & SUPPLY CO. | 4. R.E. MICHEL CO. |
| 5. WOLSELEY CANADA* | 5. HUGHES SUPPLY | 5. U.S. AIRCONDITIONING DISTRIBUTORS |
| 6. EMCO LTD.* | 6. EMCO LTD.* | 6. JOHNSTONE SUPPLY |
| 7. INTERLINE BRANDS | 7. WINWHOLESALE | 7. WINWHOLESALE |
| 8. MORRISON SUPPLY CO.* | 8. KELLY PIPE CO. LLC | 8. WOLSELEY CANADA* |
| 9. F.W. WEBB CO. | 9. CONSOLIDATED PIPE & SUPPLY | 9. AIR COLD SUPPLY |
| 10. SOUTHERN PIPE & SUPPLY CO.* | 10. CHICAGO TUBE AND IRON CO. | 10. RUSSELL SIGLER |
| 11. THOS. SOMERVILLE CO. | 11. WOLSELEY CANADA* | 11. MINGLEDORFF'S |
| 12. WILSON SUPPLY | 12. HAJOCA CORP.* | 12. ACR GROUP INC. |
| 13. SLAKEY BROTHERS | 13. CRANE SUPPLY (Div.Crane Canada) | 13. GUSTAVE A. LARSON CO. |
| 14. BLACKMAN PLUMBING SUPPLY CO.* | 14. F.W. WEBB CO. | 14. WILSON SUPPLY |
| 15. ABLE DISTRIBUTING CO.* | 15. UNITED PIPE & SUPPLY CO. | 15. C.C. DICKSON CO.* |
| 16. FIRST SUPPLY GROUP | 16. COLUMBIA PIPE & SUPPLY CO. | 16. F.W. WEBB CO. |
| 17. BARTLE & GIBSON CO. LTD. | 17. INDUSTRIAL PIPING SPECIALISTS | 17. SLAKEY BROTHERS |
| 18. COBURN SUPPLY CO. INC. | 18. ETNA SUPPLY CO. | 18. N.B. HANDY CO. |
| 19. CONSOLIDATED SUPPLY CO. (Oregon) | 19. DXP ENTERPRISES | 19. G.W. BERKHEIMER CO. |
| 20. CONSOLIDATED PIPE & SUPPLY | 20. FIRST SUPPLY GROUP | 20. HABEGGER CORP. |
| 21. CENTRAL SUPPLY CO. (Indianapolis) | 21. DAVIDSON PIPE SUPPLY CO. | 21. UNITED REFRIGERATION* |
| 22. CRAWFORD SUPPLY CO. | 22. DEACON INDUSTRIAL SUPPLY CO. | 22. ABCO REFRIGERATION SUPPLY CORP.* |
| 23. NORTHEASTERN SUPPLY | 23. AMERIPIPE SUPPLY | 23. HAJOCA CORP.* |
| 24. LOCKE SUPPLY CO. | 24. MACOMB GROUP | 24. EDWARD B. WARD CO.* |
| 25. HIRSCH PIPE & SUPPLY CO. | 25. ROBERT-JAMES SALES* | 25. TEMPERATURE EQUIPMENT CORP. |
| 26. PORTLAND GROUP, THE | 26. PUGET SOUND PIPE & SUPPLY | 26. PEIRCE-PHELPS |
| 27. REDLON & JOHNSON SUPPLY | 27. CONSOLIDATED SUPPLY CO. (Oregon) | 27. KOCH AIR LLC |
| 28. GOODIN CO. | 28. MORRISON SUPPLY CO.* | 28. JOHNSON SUPPLY |
| 29. GRANITE GROUP WHOLESALERS | 29. PIPING & EQUIPMENT | 29. EMCO LTD.* |
| 30. IRR SUPPLY CENTERS | 30. BURNS CASCADE* | 30. BEHLER-YOUNG CO., THE |
| 31. PLUMBING DISTRIBUTORS | 31. SMARDAN-HATCHER CO. | 31. AMERICAN REFRIGERATION SUPPLIES |
| 32. ANDREW SHERET LTD.* | 32. COBURN SUPPLY CO. INC. | 32. INTERLINE BRANDS |
| 33. DAVIS & WARSHOW | 33. INDEPENDENT PIPE & SUPPLY CORP. | 33. SID HARVEY INDUSTRIES |
| 34. WOOL PLUMBING SUPPLY | 34. BRUCE SUPPLY CORP.* | 34. AIRECO SUPPLY* |
| 35. PACIFIC PLUMBING SUPPLY CO. LLC | 35. TRUMBULL INDUSTRIES | 35. AUER STEEL & HEATING SUPPLY CO. |
| 36. ETNA SUPPLY CO. | 36. GOODIN CO. | 36. CENTURY A/C SUPPLY (CENTURY HOLDINGS) |
| 37. WM. F. MEYER CO. | 37. EASTERN INDUSTRIAL SUPPLIES | 37. FAMOUS SUPPLY |
| 38. FARNSWORTH WHOLESALE CO. | 38. FAMOUS SUPPLY | 38. LOCKE SUPPLY CO. |
| 39. PALERMO SUPPLY CO. | 39. JOHNSTONE SUPPLY | 39. MSI HVAC |
| 40. RIDGEWOOD CORP.* | 40. DAVIS & WARSHOW | 40. REFRIGERATION SALES CORP. |
| 41. R.E. MICHEL CO. | 41. JABO SUPPLY CORP.* | 41. ACES A/C SUPPLY |
| 42. PLUMBERS WAREHOUSE, THE | 42. PLUMB SUPPLY CO. | 42. MORRISON SUPPLY CO.* |
| 43. FAMOUS SUPPLY | 43. CENTRAL STATES GROUP* | 43. TEMPERATURE SYSTEMS |
| 44. CREGGER CO. | 44. MONUMENTAL SUPPLY CO.* | 44. ED'S SUPPLY CO. INC. |
| 45. BRUCE SUPPLY CORP.* | 45. GRANITE GROUP WHOLESALERS | 45. YOUNG SUPPLY CO. |
| 46. JOHNSTONE SUPPLY | 46. MOUNTAIN STATES PIPE & SUPPLY CO. | 46. SOLAR SUPPLY |
| 47. KENNY PIPE & SUPPLY | 47. AARON & CO. | 47. S.W. ANDERSON SALES CORP. |
| 48. ROBERTSON HEATING SUPPLY | 48. AMERICAN INDUSTRIAL SUPPLY | 48. THERMAL SUPPLY* |
| 49. SUPPLY NEW ENGLAND | 49. APEX SUPPLY CO. (Dallas)* | 49. COBURN SUPPLY CO. INC. |
| 50. GEORGE T. SANDERS CO. | 50. CONNOR CO. | 50. DEALERS SUPPLY CO. |

* Editors' estimate

All sales ranked in U.S. dollars

Source: SUPPLY HOUSE TIMES/BNPmedia 2006