

2006 PREMIER 150:

ON A ROLL

Fiscal year 2005 surpassed the “unprecedented” sales growth in fiscal 2004 and wholesalers project a **BRIGHT OUTLOOK** for continued growth in 2006.

By Pat Lenius

It has been a very good year, and PHCP wholesalers surveyed by SUPPLY HOUSE TIMES are projecting more of the same for fiscal 2006. Last year we reported that a record percentage of responding wholesalers enjoyed higher sales in 2004 and about 95% projected sales would rise again in 2005. The number of responding PHCP wholesalers who achieved those sales increases in fiscal 2005 was even higher: 95.8%.

The volume of the total market of PHCP wholesalers in the United States and Canada was estimated at \$65.92 billion (U.S.) for fiscal year 2005, up 8.8% from \$60.6 billion (U.S.) in 2004.

Much of the sales gain was a function of higher prices, according to an industry insider. Inflation boosted the prices of copper tube and plastic pipe in particular. The Producer Price Index compiled by the U.S. Bureau of Labor Statistics revealed that the selling price for copper and copper alloy tube rose by 35.6% between December 2004 and December 2005; the selling price for plastic pipe and fittings jumped 48.3% in that same period. The Producer Price Index is the price at which a commodity or product is sold at its first sale. This refers to the first sale after it has been manufactured, mined, refined or produced.

Inflation also helped in the plumbing category, although not so dramatically.

Prices were up 4.3% for both vitreous china fixtures and fixture fittings and trim in December 2005 vs. December 2004, according to the Producer Price Index.

MOVING On UP

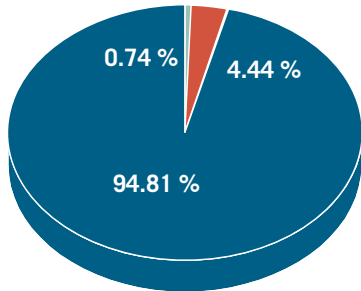
Just like last year, 16 PHCP wholesale firms moved up 10 or more spots in this year's Premier 150 listing. Four companies moved up 20 or more spots in the ranking: Industrial Piping Specialists, Tulsa, OK; Ameripipe Supply, Dallas, TX; Dealers Supply Co., Forest Park, GA; and Aces A/C Supply, Houston, TX.

A few more companies joined the ranks of the

Sales Trends FOR PREMIER 150

(Year-To-Year Comparison
And Projection)

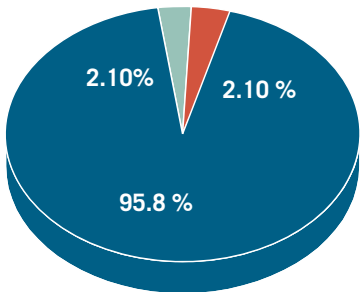
2004 vs. 2005 Sales (Projected)



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

Source: SUPPLY HOUSE TIMES/BNPMedia 2006

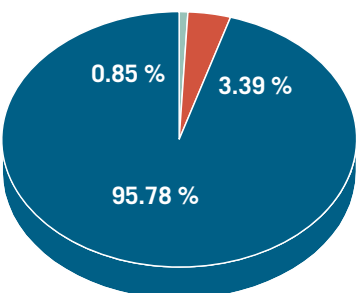
2004 vs. 2005 Sales (Actual)



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

Source: SUPPLY HOUSE TIMES/BNPMedia 2006

2005 vs. 2006 Sales (Projected)



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

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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 Name	City	State	Locations	Employees	P&H	PVF	HVACR
1	FERGUSON	Newport News	VA	773	N/A	51	28	10
2	HUGHES SUPPLY	Orlando	FL	500	9700	48	9	20
3	WINWHOLESALE	Dayton	OH	423	4760	58	20	13
4	WATSCO INC.	Coconut Grove	FL	317	N/A	0	0	100
5	WILSON SUPPLY	Houston	TX	205	N/A	10	80	10
6	McJUNKIN CORP.	Charleston	WV	118	1436	0	100	0
7	HAIJOCA CORP.*	Ardmore	PA	250	N/A	80	10	10
8	RED MAN PIPE & SUPPLY CO.	Tulsa	OK	65	1000	0	70	0
9	EMCO LTD.*	London	ON	170	1900	50	40	10
10	WOLSELEY CANADA*	Burlington	ON	235	N/A	62	14	23
11	INTERLINE BRANDS	Jacksonville	FL	65	2732	42	0	12
12	R.E. MICHEL CO.	Glen Burnie	MD	182	1450	11	0	86
13	JOHNSTONE SUPPLY	Portland	OR	300	295	10	5	75
14	F.W. WEBB CO.	Bedford	MA	67	1300	45	25	30
15	U.S. AIRCONDITIONING DISTRIBUTORS	City of Industry	CA	43	705	0	0	100
16	MORRISON SUPPLY CO.*	Fort Worth	TX	58	N/A	75	10	15
17	CONSOLIDATED PIPE & SUPPLY	Birmingham	AL	31	575	25	50	0
18	GROUPE DESCHENES	Montreal	QC	52	1139	0	0	0
19	KELLER SUPPLY CO.	Seattle	WA	52	N/A	0	0	0
20	SLAKEY BROTHERS	Elk Grove	CA	34	571	49	0	51
21	LOCKE SUPPLY CO.	Oklahoma City	OK	153	N/A	34	0	33
22	N.B. HANDY CO.	Lynchburg	VA	13	365	0	0	60
23	KELLY PIPE CO. LLC	Sante Fe Springs	CA	11	204	0	100	0
24	SOUTHERN PIPE & SUPPLY CO.*	Meridian	MS	80	650	95	0	5
25	FIRST SUPPLY GROUP	Madison	WI	14	520	52	37	8
26	COBURN SUPPLY CO. INC.	Beaumont	TX	37	600	51	19	25
27	AIR COLD SUPPLY	Pomona	CA	13	460	0	0	100
28	THOS. SOMERVILLE CO.	Upper Marlboro	MD	22	N/A	84	0	16
29	RUSSELL SIGLER	Tolleson	AZ	10	228	0	0	100
30	ACR GROUP INC.	Houston	TX	46	451	0	0	92
31	MINGLEDORFF'S	Norcross	GA	18	270	0	0	95
32	FAMOUS SUPPLY	Akron	OH	27	500	30	15	45
33	CHICAGO TUBE AND IRON CO.	Romeoville	IL	11	420	12	84	4
34	DXP ENTERPRISES	Houston	TX	42	528	0	50	0
35	CRANE SUPPLY (Div. Crane Canada Co.)	Toronto	ON	33	400	25	75	0
36	UNITED PIPE & SUPPLY CO.	Portland	OR	29	350	20	75	5
37	BLACKMAN PLUMBING SUPPLY CO.*	Bethpage	NY	10	N/A	85	0	10
38	COLUMBIA PIPE & SUPPLY CO.	Chicago	IL	17	N/A	19	73	8
39	GUSTAVE A. LARSON CO.	Pewaukee	WI	43	370	3	0	97
40	ETNA SUPPLY CO.	Grand Rapids	MI	12	300	39	61	0
41	PALMER-DONAVIN MANUFACTURING CO.	Columbus	OH	9	310	0	0	25
42	C.C. DICKSON CO.	Rock Hill	SC	108	N/A	0	0	100
43	CONSOLIDATED SUPPLY CO. (Oregon)	Portland	OR	16	305	70	30	0
44	HABEGGER CORP.	Cincinnati	OH	22	260	1	0	96
45	G.W. BERKHEIMER CO.	Portage	IN	15	300	0	0	100
46	UNITED REFRIGERATION*	Philadelphia	PA	270	N/A	0	0	100
47	BARTLE & GIBSON CO. LTD.	Edmonton	AB	28	N/A	81	5	1
48	ABCO REFRIGERATION SUPPLY CORP.*	Long Island City	NY	17	N/A	0	0	100
49	GOODIN CO.	Minneapolis	MN	9	N/A	57	23	20
50	SID HARVEY INDUSTRIES	Garden City	NY	73	70	25	0	75

* Editors' estimate
 All sales ranked in U.S. dollars
 Keys To Rankings: P&H = plumbing and hydronics
 waterworks; PVF controls
 HVACR = heating, air conditioning, refrigeration and controls
 PVF = pipe, valves and fittings; municipal

Source: SUPPLY HOUSE TIMES/BNPMedia 2006

PREMIER 150

Premier 150: **THE RANKINGS**

Rank	Company Name	City	State	Locations	Employees	% of Business		
						P&H	PVF	HVACR
51	EDWARD B. WARD CO.*	South San Francisco	CA	3	N/A	0	0	100
52	KOCH AIR LLC	Evansville	IN	7	201	0	0	95
53	INDUSTRIAL PIPING SPECIALISTS	Tulsa	OK	4	150	0	100	0
54	PEIRCE-PHELPS	Philadelphia	PA	15	N/A	1	0	99
55	ABLE DISTRIBUTING CO.*	Phoenix	AZ	9	N/A	100	0	0
56	TEMPERATURE EQUIPMENT CORP.	Lansing	IL	13	190	0	0	100
57	GRANITE GROUP WHOLESALERS	Concord	NH	18	349	65	15	20
58	CRAWFORD SUPPLY CO.	Morton Grove	IL	19	N/A	80	0	20
59	JOHNSON SUPPLY	Houston	TX	24	264	0	0	100
60	TRUMBULL INDUSTRIES	Warren	OH	6	252	42	30	0
61	NORTHEASTERN SUPPLY	Baltimore	MD	27	315	85	0	15
62	IRR SUPPLY CENTERS	North Tonawanda	NY	28	250	68	0	32
63	BEHLER-YOUNG CO., THE	Grand Rapids	MI	16	250	5	0	95
64	PORTLAND GROUP, THE	N. Billerica	MA	13	300	75	0	25
65	REDLON & JOHNSON SUPPLY	Portland	ME	13	N/A	75	5	15
66	AUER STEEL & HEATING SUPPLY CO.	Milwaukee	WI	7	190	13	0	87
67	AMERICAN REFRIGERATION SUPPLIES	Phoenix	AZ	33	216	0	0	100
68	CONNOR CO.	Peoria	IL	24	227	48	13	34
69	CENTRAL SUPPLY CO.	Indianapolis	IN	3	195	93	0	7
70	WOLFF BROS. SUPPLY	Medina	OH	8		35	0	15
71	DAVIS & WARSHOW	Maspeth	NY	10		72	22	0
72	ANDREW SHERET LTD.*	Victoria	BC	19	299	74	12	4
73	ROBERTSON HEATING SUPPLY	Alliance	OH	27	282	52	0	44
74	J.H. LARSON CO.	Plymouth	MN	7	240	15	0	15
75	HIRSCH PIPE & SUPPLY CO.	Van Nuys	CA	12	253	90	5	0
76	DAVIDSON PIPE SUPPLY CO.	Brooklyn	NY	8	210	0	85	0
77	AIRECO SUPPLY*	Savage	MD	34		0	0	100
78	BRUCE SUPPLY CORP.*	Brooklyn	NY	5	N/A	60	40	0
79	CENTURY A/C SUPPLY (CENTURY HOLDINGS)	Houston	TX	17	191	0	0	100
80	MSI HVAC	Fontana	CA	6	500	0	0	100
81	RIDGEWOOD CORP.*	Harriman	NY	17	N/A	75	8	15
82	PALERMO SUPPLY CO.	Bergenfield	NJ	9	240	79	5	10
83	HARRY COOPER SUPPLY CO.	Springfield	MO	3	N/A	41	2	7
84	PLUMB SUPPLY CO.	Des Moines	IA	17	N/A	42	26	30
85	PLUMBING DISTRIBUTORS	Lawrenceville	GA	6	119	99	0	0
86	REFRIGERATION SALES CORP.	Valley View	OH	9	125	0	0	100
87	ACES A/C SUPPLY	Houston	TX	13	107	0	0	100
88	MACOMB GROUP	Sterling Heights	MI	8	166	13	87	0
89	SMARDAN-HATCHER CO.	Gardena	CA	6	112	35	60	0
90	TEMPERATURE SYSTEMS	Madison	WI	2	N/A	9	0	91
91	PLUMBERS WAREHOUSE, THE	Carson	CA	7	150	90	5	5
92	WOOL PLUMBING SUPPLY	Sunrise	FL	7	130	100	0	0
93	PACIFIC PLUMBING SUPPLY CO LLC	Seattle	WA	15	N/A	100	0	0
94	EXCELSIOR MANUFACTURING & SUPPLY CORP.*	Itasca	IL	11	N/A	1	0	66
95	UNIVERSAL SUPPLY GROUP	Hawthorne	NJ	17	N/A	20	0	60
96	DEACON INDUSTRIAL SUPPLY CO.	King of Prussia	PA	2	N/A	2	98	0
97	AARON & CO.	Piscataway	NJ	6	N/A	55	23	22
98	WM. F. MEYER CO.	Aurora	IL	7	N/A	100	0	0
99	FARNSWORTH WHOLESALE CO.	Gilbert	AZ	2	101	100	0	0
100	AMERIPIPE SUPPLY	Dallas	TX	6	N/A	0	100	0

* Editors' estimate

All sales ranked in U.S. dollars

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

Source: SUPPLY HOUSE TIMES/BNPMedia 2006

\$100 million-plus organizations. This year 67 of the Premier 150 wholesalers reported sales of \$100 million or higher, vs. 65 last year.

The top 10 companies listed in the Premier 150 accounted for 58.3% of the sales reported by all 150 firms.

"There will always be a place for the independent wholesaler," said the president of one of the Premier 150 companies. While his company does not fall within the category he described, he pointed out that wholesalers with sales ranging from \$5 million to \$10 million are increasing at a faster rate than mid-size wholesalers, who are becoming fewer in numbers. Some of these smaller wholesale firms are being opened by former big-box employees.

"If your sales are under \$15 million, you can do a lot more and be more flexible," he said.

CONSOLIDATION Hits The Giants

As in past years, Newport News, VA-based Ferguson and Orlando, FL-based Hughes Supply competed for the top spot in the Premier 150. The big news at Hughes was reported in February 2006, when big-box giant The Home Depot announced it would acquire Hughes Supply and operate it as part of The Home Depot Supply, its division that serves business-to-business customers such as homebuilders, professional contractors, municipalities and maintenance professionals. Hughes had been No. 2 in the Premier 150 ranking since 2002; prior to that, the wholesaler had occupied the No. 1 position since 1998. The acquisition was completed in the first quarter of 2006, so Hughes reported its results for 2005 as Hughes Supply.

Another force in the PHCP wholesaling industry, Noland Co., which like Ferguson is based in Newport News, VA, is missing from the Premier 150 list this year following its acquisition by WinWholesale, Dayton, OH, in April 2005. The inclusion of Noland's sales made WinWholesale an even more powerful No. 3 in the Premier 150 list.

Kelly's Pipe & Supply, Las Vegas, No. 103 in the 2005 Premier 150, was not included in this year's edition following its acquisition by Hajoca Corp., Ardmore, PA, reported in May 2005.

East Coast Metal Distributors, Durham, NC, was acquired by Watsco, based in Coconut Grove, FL. Watsco announced its intentions in December 2004, and they

PREMIER 150

were reported in January 2005 SUPPLY HOUSE TIMES. East Coast Metal Distributors, No. 29 in the 2005 Premier 150 (based on 2004 sales results) and No. 10 in the top 50 HVACR distributors, was removed from the list this year.

Other companies that are not on this year's list:

■ Parnell-Martin Cos. LLC, Charlotte, NC, ranked at No. 59 in the 2005 Premier 150, was acquired by Wolseley plc, Reading, England, parent company of Ferguson (reported in February 2005).

■ Frischkorn, Richmond, VA, ranked No. 75 in the 2005 Premier 150, was acquired by Newport News, VA-based Ferguson at the end of November 2005 (reported in December) and declined to participate in this year's Premier 150.

■ Bardon Supplies Ltd., Belleville, Ontario, Canada, ranked No. 77 in the 2005 Premier 150, was acquired by Groupe Deschenes, Montreal, Quebec, Canada, (reported in July 2005). Groupe Deschenes was ranked No. 20 in 2005 and moved up to No. 18 in the 2006 list.

■ SPS Co., Minneapolis, ranked No. 93 in the 2005 Premier 150, when contacted for this year's edition, asked to be removed from the list.

■ Bell Pump Co./Simons Co., Hartford, CT, ranked No. 94 in the 2005 listing, also requested that it be deleted from the 2006 Premier 150 list.

■ J.D. Daddario Co., Franklin, MA, which made its debut in the 2005 Premier 150 list at No. 101, was removed from the list this year following its acquisition by Ferguson early in 2005.

■ Webb Distributors, Glendale, AZ, which joined the Premier 150 list in 2005 as No. 112, was not included in this year's listing due to its acquisition by Ferguson. Air Cold Supply, a Ferguson enterprise, and Webb Distributors, a family-owned business, combined forces in Arizona and California in July 2005, creating nearly 50 locations in the region. Air Cold Supply had been acquired by Ferguson as part of the Westburne Co. acquisition in 2002. Webb Distributors began operations in 1959 under the name of Baseline Trading Center. The company was split into two divisions in 1984, with the wholesale side of the business taking the name, Webb Distributors.

OTHER Changes

Still on the list, but estimated this year,

Premier 150: THE RANKINGS

■ \$500 million or more
■ \$100 million - \$499.9 million

■ \$50 million - \$99.9 million
■ \$49.9 million and under

% of Business

Rank	Company Name	City	State	Locations	Employees	P&H	PVF	HVACR
101	S.W. ANDERSON SALES CORP.	Farmingdale	NY	7	N/A	0	0	91
102	YOUNG SUPPLY CO.	Chesterfield	MI	16	N/A	2	0	98
103	ED'S SUPPLY CO. INC.	Nashville	TN	10	172	0	0	100
104	UNITED SUPPLY CO.*(aka USCO)	North Plainfield	NJ	6	N/A	35	0	65
105	SUPPLY NEW ENGLAND	Attleboro	MA	15	N/A	83	2	0
106	CREGGER CO.	Columbia	SC	14	127	95	5	0
107	THERMAL SUPPLY*	Seattle	WA	22	155	0	0	91
108	HINKLE METALS & SUPPLY CO. INC.	Birmingham	AL	6	110	0	0	60
109	SOLAR SUPPLY	Lake Charles	LA	49	250	0	0	100
110	WHOLESALE SUPPLY GROUP	Cleveland	TN	31	350	52	6	0
111	KENNY PIPE & SUPPLY	Nashville	TN	8		90	10	0
112	VAMAC INC.	Richmond	VA	13	130	70	2	0
113	ROBERT-JAMES SALES*	Buffalo	NY	8		0	100	0
114	R.V. CLOUD CO./FRESNO DISTRIBUTING	Campbell	CA	2	140	90	0	0
115	RIBACK SUPPLY CO.	Columbia	MO	18	186	44	0	34
116	DEALERS SUPPLY CO.	Forest Park	GA	12	130	0	0	100
117	GATEWAY SUPPLY CO.	Columbia	SC	10	N/A	70	0	30
118	BUSH SUPPLY CO.*	Harlingen	TX	5	N/A	35	0	0
119	GEORGE T. SANDERS CO.	Wheat Ridge	CO	11	N/A	96	0	2
120	PUGET SOUND PIPE & SUPPLY	Kent	WA	7	110	5	95	0
121	CITY PLUMBING & ELECTRIC SUPPLY CO.	Gainesville	GA	6	135	35	0	0
122	INDEPENDENT PIPE & SUPPLY CORP.	Canton	MA	5	92	5	75	10
123	BEST PLUMBING TILE & STONE	Yorktown	NY	3	110	85	0	0
124	ALLIED REFRIGERATION	Signal Hill	CA	15	118	0	0	95
125	REPUBLIC PLUMBING SUPPLY CO.	Norwood	MA	8	N/A	70	20	5
126	SOLCO PLUMBING SUPPLY	Brooklyn	NY	4	105	98	0	2
127	APEX SUPPLY CO. (Dallas)*	Dallas	TX	14	N/A	65	30	5
128	ROBINSON PLUMBING & HEATING SUPPLY CO.	Fall River	MA	6	118	61	0	38
129	SUPPLY NORTH CENTRAL GROUP	Ann Arbor	MI	10	N/A	97	0	3
130	C&L SUPPLY INC.	Vinita	OK	8	98	21	0	34
131	BROCK-McVEY CO.*	Lexington	KY	8	N/A	20	0	60
132	PIPING & EQUIPMENT	Houston	TX	8	108	0	100	0
133	BURNS CASCADE*	Syracuse	NY	7	N/A	0	100	0
134	TORRINGTON SUPPLY CO.	Waterbury	CT	8	115	60	20	15
135	WORLY PLUMBING SUPPLY	Columbus	OH	4	90	99	0	1
136	MOUNTAIN STATES PIPE & SUPPLY CO.	Colorado Springs	CO	9	120	0	40	0
137	THRIFTY SUPPLY	Bellevue	WA	16	N/A	0	0	100
138	SECURITY SUPPLY CORP.	Selkirk	NY	12	128	88	0	10
139	W.A. ROOSEVELT CO.*	LaCrosse	WI	4	N/A	26	0	37
140	LUTE SUPPLY	Portsmouth	OH	14	87	12	3	84
141	SOUTHERN REFRIGERATION CORP.	Roanoke	VA	9	90	10	0	90
142	ACME REFRIGERATION OF BATON ROUGE	Baton Rouge	LA	12	100	0	0	100
143	NU-WAY SUPPLY KITCHEN & BATH*	Utica	MI	5	N/A	87	0	8
144	MONUMENTAL SUPPLY CO.*	Baltimore	MD	2	N/A	10	55	30
145	PENCO CORP.	Seaford	DE	6	N/A	48	5	45
146	CENTRAL STATES GROUP*	Omaha	NE	2	68	0	60	0
147	EASTERN INDUSTRIAL SUPPLIES	Greenville	SC	7	104	5	95	0
148	JABO SUPPLY CORP.*	Huntington	WV	3	N/A	3	97	0
149	AMERICAN INDUSTRIAL SUPPLY	Perth Amboy	NJ	1	N/A	6	94	0
150	MODERN PLUMBING SUPPLY	New Milford	CT	4	30	84	6	5

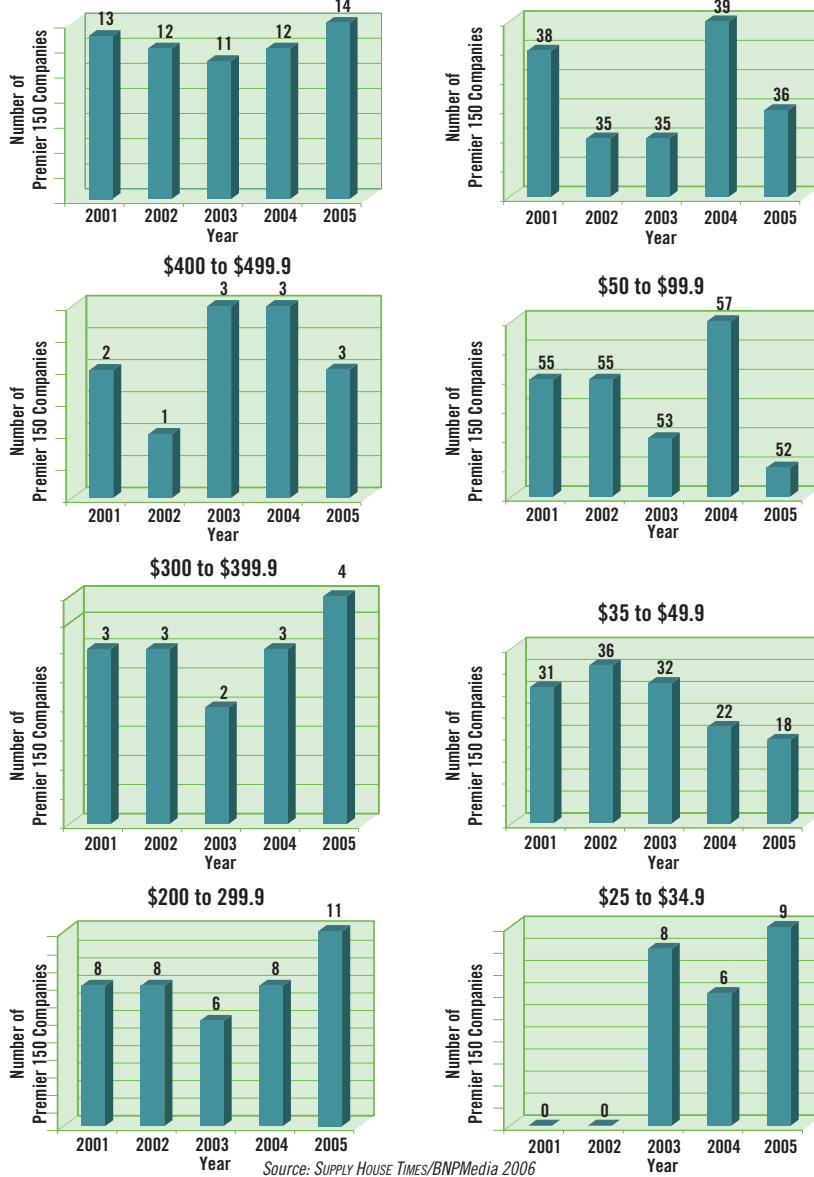
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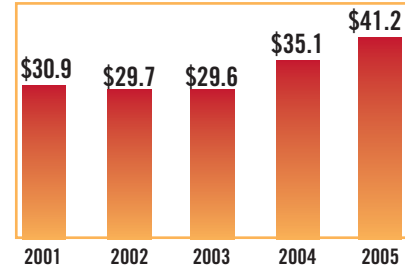
Source: SUPPLY HOUSE TIMES/BNPMedia 2006

PREMIER 150

Consolidation Update
(by millions of dollars)



Combined Sales
FOR THE PREMIER 150
(in billions of dollars)



Source: SUPPLY HOUSE TIMES/BNPMedia, 2006
Note: All dollars converted to U.S.

and possibly off the list next year: Able Distributing Co., based in Wausau, WI and Phoenix, AZ, ranked No. 60 in the 2005 Premier 150, was acquired by Ardmore, PA-based Hajoca Corp. (reported in November 2005). Based on our estimates of its performance in 2005, Able ranked at No. 55 in the 2006 listing.

Also still on the list is Emco Ltd., London, Ontario, Canada, which is now owned by Hajoca but according to trade sources, operates and reports independently. Emco was listed at No. 8 in the 2005 Premier 150 and based on industry estimates for fiscal 2005, was ranked at No. 9 in the 2006 list.

NEW Faces

Three companies were inadvertently left out of the 2005 Premier 150 listing: Pacific Plumbing Supply Co. LLC, Seattle, which would have ranked at about No. 97 and reported 90% of its sales in plumbing, 10% hydronics. This year the company ranked at No. 95 and reported the same percentage breakdown for fiscal 2005.

Worly Plumbing Supply, Columbia, OH, would have ranked at about No. 135 in last year's Premier 150 and this year was at the same position. Its sales percentage breakdown was 99% plumbing and 1% HVACR for both 2004 and 2005.

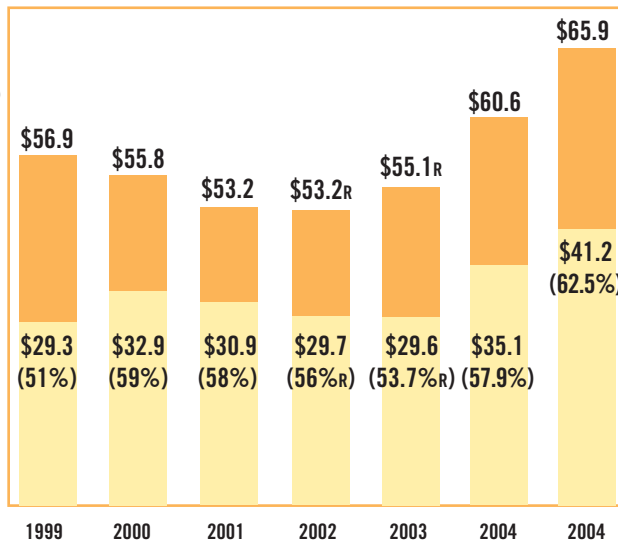
Record Supply Co. (R Supply), Reno, NV, would have ranked at about No. 145 in the 2005 Premier 150 based on fiscal 2004, but was removed from the list for 2006 following its acquisition by Ferguson, Newport News, VA, in December 2004, reported in February 2005.

Air Cold Supply, Pomona, CA, a division of Ferguson, is a new entry to the Premier 150 in 2006, ranking at No. 27, based on its performance in 2005. The company has 39 locations and 100% of its business is in HVACR.

Farnsworth Wholesale, Gilbert, AZ, made its debut on the Premier 150 list this year at

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

■ Premier 150 Share Of Market
■ Overall Market
R = revised estimate



Source: SUPPLY HOUSE TIMES/BNPMedia 2006

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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.

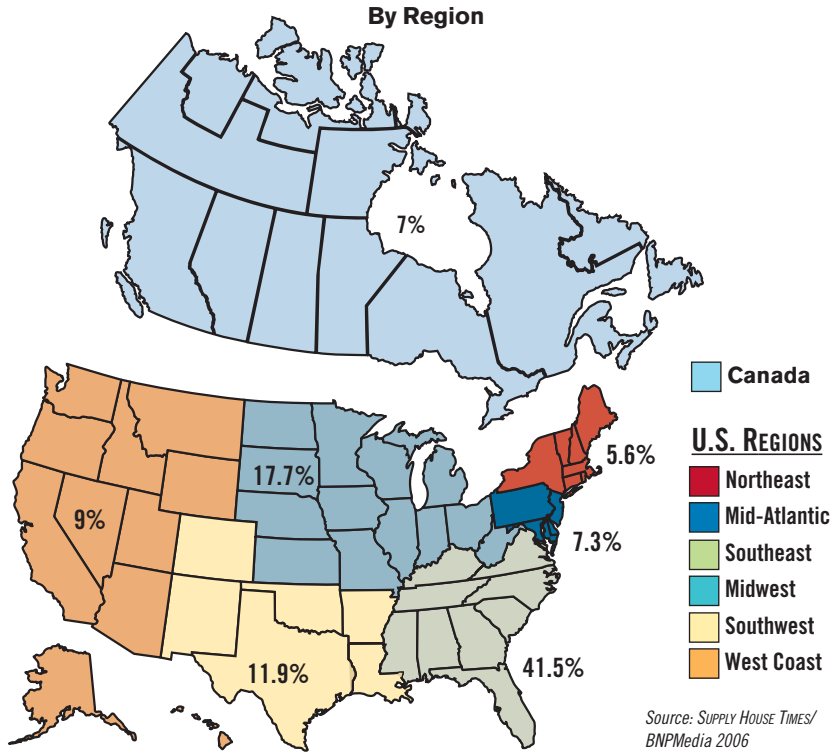
* Editors' estimate

All sales ranked in U.S. dollars

Source: SUPPLY HOUSE TIMES/BNPmedia 2006

One of the challenges for next year will be finding 150 wholesalers for the list! Consolidation continues at a rapid pace. Ferguson is said to be actively negotiating for a large number of companies. According to some trade sources, rumors have been circulating that Hajoca and The Home Depot may be having conversations. The Home Depot Supply has declared its intent to become the largest diversified wholesale distribution business in the United States by the end of the decade. Yet many of the independent PHCP wholesalers, as well as the big guys, remain optimistic about the future. Wholesalers are planning showrooms, opening new locations and developing programs and promotions to improve their businesses. And, as SUPPLY HOUSE TIMES Editor Jim Olszynski said in a recent editorial, "the vast majority of trade professionals prefer to buy from wholesaler-distributor supply houses rather than the big boxes." He said it is business as usual for the hundreds of smaller distributors who collectively sell more than 90% of our industry's goods. Bright outlook? Yes! <<

2005 Percent Of Total Sales FOR THE PREMIER 150



Leaders in Valve Technology



Pure Water Program

- Comprehensive NSF 61 Product Offering
- 2" and smaller Ball, Gate, Globe and Check valves certified to NSF standard 61
- All certified products meet or exceed California Prop. 65 requirements
- NSF Certification is standard feature on most brass and bronze products
- Less than 5 parts per billion lead
- Pure Water Logo for ease of identification



Contact Red-White Valve or your local representative for more information.

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