

THE WHOLESALER[®]

News of Plumbing • Heating • Cooling • Industrial Piping Distribution

PVF Hall of Fame 2006



New inductees into THE WHOLESALER PVF Hall of Fame for 2006 are the PVF Roundtable, Affiliated Distributors and Ferguson, represented by (clockwise from upper left): Sidney Westbrook, CEO of Westbrook Manufacturing and founder of PVF Roundtable; Bill Weisberg, chairman and CEO of Affiliated Distributors; and Rob Braig, vice president of Ferguson's Commercial Industrial Business Group. A backdrop of fittings from Houston-based J&J Inc. frames these luminaries. The PVF Hall of Fame begins on page 48.

A.Y. McDonald buys Cambridge Brass of Canada

DUBUQUE, IOWA — A.Y. McDonald has acquired Cambridge Brass of Cambridge, Ont. The transaction was completed April 3 between McDonald and Masco Corporation of Taylor, Mich., parent company of Cambridge Brass. Cambridge Brass was founded in 1905. Masco Corporation has owned Cambridge Brass since 1992.

Cambridge Brass is a manufacturer of
(Turn to Cambridge Brass... page 43.)

Ferguson to open HVAC branch network in S.C.

NEWPORT NEWS, VA. — On April 1, Ferguson opened its first location in Columbia, S.C., in what will be a stand-



alone network of dedicated HVAC stores throughout the state. Columbia will serve as the network's main branch and is operating out of a temporary location on Old Dairy Road until a permanent
(Turn to S.C. home to new... page 43.)

Deal totals \$500 million

Wheatland Tube parent acquired by Carlyle

BY MORRIS R. BESCHLOSS
PVF and economic analyst

John Maneely Company, parent of Wheatland Tube and Seminole Tubular Products, was acquired by global private equity firm Carlyle Investment Group for \$500 million in debt and equity.

Wheatland Tube is a manu-



facturer of steel pipe and tubular products, while Seminole Tubular produces plumbing and electrical fittings.

Carlyle spokesman, managing director Dan Pryor, indicated that the new acquisition will concentrate more aggressively on specialty and large-size steel products, where quick turn-around time and service is a critical factor.

Pryor believes that the Maneely Companies' emphasis on such a spectrum will enhance an already enviable profit record. He also lauded the location of Maneely's seven plants in five geographically central states — Pennsylvania, Ohio, Illinois, Arkansas and Texas — which will help save on transportation costs.

"We look forward to working with Pete Dooner and his management team to take JMC to the next level of success and profitability,"
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PVF HALL OF FAME

Affiliated Distributors' PVF Division is illustrious Hall of Fame inductee

BY MORRIS R. BESCHLOSS
PVF and economic analyst

Affiliated Distributors, the nation's major integrated marketing group, has made an inestimable impact on the PHCP industry in general, and the PVF sector, specifically, in the past 10 years. This has made A-D a slam dunk selection for *The Wholesaler's* prestigious PVF Hall of Fame.

Simply put, the objective of this massive organization — which embraces electrical, industrial, PVF, plumbing and HVAC suppliers — is to increase the market share and profitability of its Affiliate members and Supplier partners.

Because of the breadth and depth of its penetration into the PHCP industry's distribution system, A-D is arguably North America's No. 1 independent network. Its PVF division — which includes 67 distributors doing over \$3.3 billion in

sales through 475 locations in the U.S. and Canada — has created initiatives that have helped to propel the PVF distribution sector into its present position of prominence.

A-D's commitment to independent distribution during a period of increasing industry concentration has done much to reaffirm the ongoing and future role of PVF distributors and manufacturers committed to maintaining their independent ownership. According to A-D leadership, the prime reason behind this organization's decade-old success is delivering promised results to Affiliates.

This has been accomplished by the following strategies:

- Earning rebates based on their purchases from A-D preferred Suppliers. These comprise a select group of manufacturers and service providers. A-D claims the clout of an \$18-billion distributor network.

- Providing a national reach for its distribution membership on nationwide new project and MRO contracts.

- Requiring A-D preferred Suppliers to participate in strategic and tactical marketing programs with Affiliates.

- Facilitating multiple forums for intra-organization communications and

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networking among Affiliates and Suppliers.

- Providing leadership and support necessary for Affiliates to penetrate new emerging markets.

- Offering the opportunity to participate in sales promotions generated by



Bill Weisberg, chairman and CEO of Affiliated Distributors.

preferred Suppliers exclusively for A-D Affiliates.

As is true in the success of most independent PHCP industry and distribution organizations, a strong leader has to be at the forefront of innovative growth strategies. A-D chairman and CEO Bill Weisberg embodies the best of these qualities.

Morris R. Beschloss, a 49-year veteran of the pipe, valve and fitting industry, is PVF and economic analyst for *THE WHOLESALER*.

Braig

(Continued from page 56.)

nesses globally. We certainly have PVF opportunities throughout North America and around the world.

Beschloss: *With America's industrial sector having shrunk precipitously in the last decade, on which major end use industries will your group be concentrating?*

Braig: We will obviously focus on those industrial sectors that we believe are viable long-term. As the industry changes, we will adjust our focus and strategy. We will evaluate those sectors by the product, the process or the customer segment they serve.

Beschloss: *Since much of the PVF industry's growth is tied to upgrading, automation and mechanization, do you have plans to acquire companies that are involved in providing such services?*

Braig: Process orientation has been, and will continue to be, a central component in the PVF industry. Investing in technology and process improvements is a requirement of any company supporting the industrial PVF market. We will continue to improve and expand the processes necessary to support the individual segments in which we participate.

Beschloss: *With exports becoming an ever-important aspect of America's overall industrial arena, do you expect to broaden your group's activities in shipping into the global market?*

Braig: Wolseley operates on a global platform and will continue to broad-

en those capabilities. This certainly gives Ferguson an opportunity to follow the PVF industry and our customers around the world. Today, we have the capability to support our customers, here in North America or globally, through our branch network, our distribution system and through our national accounts sales teams. We are capable of supporting global opportunities in concert with our customers.

Beschloss: *Although Ferguson's policy has been to promote from within, will you be recruiting external PVF distribution personnel to accelerate your growth process?*

Braig: Ferguson has always been customer focused and associate driven. We support robust training programs for all associates. Our recruiting team is actively engaged not only in recruitment on college campuses for talented management trainees, but in every market for experienced sales, operations and management talent.

In the last six months, as a company, we added 2,500 new associates and a large percentage were from local markets. There is tremendous value in acquiring industry talent and experience. We've been successful in blending the expertise of industry veterans within our existing operations so that in the end we have a diverse and talented team servicing our customers.

We will continue to grow with a mix of trainees, experienced professionals from within Ferguson and leaders who join our company from the PVF industry.

Beschloss receives prestigious UI award

URBANA, ILL. — Morris R. Beschloss, a columnist for *The Wholesaler* and a 1952 graduate of the University of Illinois in journalism, has been named the first recipient of the UI College of Communications "Distinguished Alumnus Award." Beschloss is being honored for his illustrious career as a Chicago industrialist, his journalism career in the Coachella Valley, Calif., area, and his dedication and support of the College of Communications and the University of Illinois.



Beschloss

Beschloss will receive the award during a ceremony on September 25. He will also deliver the Distinguished

Speaker Series in Journalism speech that day in Gregory Hall on the campus.

Beschloss and his wife Ruth, also a UI alumna, established the Beschloss Family Media Design Center in the College in 2000 with a gift of \$500,000.

After becoming president of Hammond Valve at age 33, Beschloss expanded the company dramatically, and the group that Beschloss eventually headed became one of the nation's largest valve suppliers. In addition to his work on *The Wholesaler*, Beschloss publishes two newsletters, provides weekly on-air commentary on the CBS network in Palm Springs, Calif., appears regularly as a foreign affairs and economic analyst for KPSI and EZ 103 radio, writes global economic columns for *The Desert Sun* newspaper, serves as economic advisor to Rep. Mary Bono, and as executive advisor to the Harris Bank in Chicago.

United Pipe opens locations

PORTLAND, ORE. — United Pipe & Supply Inc. has continued to expand its branch locations to help better serve customers. On April 17, United Pipe & Supply will open its first Montana location in the city of Bozeman.

United Pipe has served contractors in the Pacific Northwest for over 50 years and have been servicing Montana customers from its Idaho and Spokane, Wash., locations. Montana has long been part of the company's growth plan.

In addition, United Pipe's Pasco,

Wash., branch has moved to a larger facility in order to better serve its customers in the Pasco area. By opening new facilities located in closer proximity to customers, it means less down time when picking up parts, and makes those last-minute stops more convenient and cost effective.

With 30 branch locations and over 375 employees, United Pipe & Supply prides itself on its well-trained, knowledgeable staff providing exceptional service to the waterworks, pump, irrigation, HVAC and AG markets.