

Official Publication of the American Supply Association

# SUPPLY HOUSE

DECEMBER 2011

TIMES



CEO Pace Robinson and President & COO Dottie Ramsey with Millie, Modern's new spokeswoman.



## 2011 WHOLESALER OF THE YEAR MODERN SUPPLY

PLUMBING - PVF - HYDRONICS - HVAC

#BXNNKXX \*\*\*\*\*AUITO\*\*SCH 5-DIGIT 34230  
 #324439017 9# VX 004 200 SCK 154  
 SHELLY JOHNSON  
 JENNINGS & COMPANY  
 436 WOODLAND DR  
 SARASOTA FL 34234-3772  
 C07

A **bnp** PUBLICATION  
media

WWW.SUPPLYHT.COM



Get the free mobile app at <http://gettag.mobi>  
Scan with your smartphone to access: [supplyht.com](http://supplyht.com).

not any  
ed by

## BITS AND PIECES

### > AWARDS...



**Rheem's** XR90 Extreme Recovery gas water heater was the winner of a 2012 AHR Expo Innovation Award in the plumbing category. **ClimaCool's** SHC onDEMAND simultaneous heating and cooling heat pump system earned the award in the Green Building category. All Innovation award winners will be honored at the 2012 AHR Expo Jan. 23-25 in Chicago.

Martin Sivy, **ThermaSol's** Western regional sales manager, was named Manufacturing Professional of the Year and also earned the Distinguished Service Award at the DPHA annual conference in San Jose, Calif.

**Globe Union Group**, parent company to **Gerber** and **Danze**, was a platinum sponsor of the Lymphoma Research Foundation's annual event in New York in October. Led by President and CEO Michael Werner, who was diagnosed with lymphoma in 2006, the company helped to raise \$1.1 million for lymphoma research. Werner also was honored with the foundation's Freundlich Leadership Award, which recognizes outstanding leaders in the community who support the LRF's mission.

### > INDUSTRY NEWS...

**Prier Products** appointed **Brennan Brothers** as the company's exclusive manufacturers representative for Louisiana and Mississippi.

Professional photographer Chris Crumley selected **Victoria + Albert's** classic Victorian slipper tub for his "Mermaid and Bathtub Underwater" series. The series will



be shot in a special 22,000-gallon pool Crumley built for his underwater work.

**Caroma's** Flow showerhead recently gained WaterSense approval. The Caroma Flow is the company's first foray into shower products. The showerhead flows at 1.5 gpm at 80 psi.

## Xylem Launches As New Water Technology Company

**>** Xylem recently announced it completed its spin-off from ITT Corp. and has begun operations as a \$3.2 billion standalone global water technology company.

Xylem's product brands, applications expertise and technological strength enable the transport, treatment, testing and efficient use of water in public utility, residential and commercial building services, industrial and agricultural settings. The company serves customers in more than 150 countries to address critical water issues such as growing water scarcity, aging infrastructure and more stringent environmental regulations.

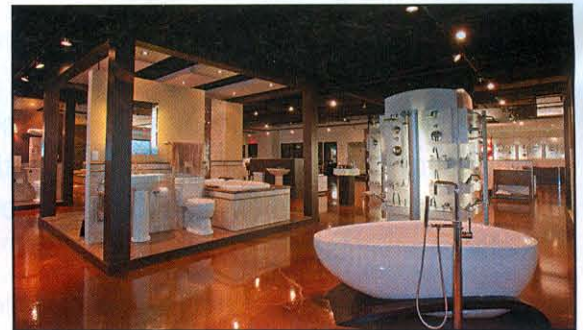
As of Nov. 1, Xylem will regularly trade on the New York Stock Exchange under the ticker symbol XYL and will list on the Standard & Poor's 500 Index.



## Banner Plumbing Honored For Showroom Of The Year

**>** Banner Plumbing's state-of-the-art kitchen and bath showroom in Buffalo Grove, Ill., was named Decorative Plumbing and Hardware Association's "Showroom of the Year" at the recent annual conference in San Jose, Calif.

The award is presented annually to an outstanding showroom for its business practices, customer service, human resource practices and industry support. After being nominated by an industry peer, the showroom is evaluated for training programs, marketing programs, customer service, involvement and support in the industry, merchandising, and innovative presentation of decorative plumbing and hardware products within the showroom. This is the first time that Banner has received this award.



Michelle Henderson, showroom manager, is in charge of updating displays and ensures that a full range of lines are on the floor with a variety of price points and décor, a mix of manufacturers and an emphasis on green. Many of the displays are interactive and customers are even encouraged to make an appointment after hours to try out the tubs and showers.

## Senate Adds Veteran Employment Tax Credit

**>** The U.S. Senate recently added an amendment to provide tax credits to companies that hire veterans. That amendment was part of unanimously approved legislation to repeal a federal mandate that government agencies withhold part of their payments to contractors. The bill must now go back to the House for another vote. The bill is expected to pass the House. President Barack Obama indicated he will sign the amended bill.

In addition to the withholding repeal, the legislation provides a \$5,600 tax credit for each veteran a company hires who has been unemployed for at least six months. Companies also would be offered a \$9,600 tax credit for hiring out-of-work veterans with service-related disabilities. According to a Businessweek.com report, unemployment among the youngest veterans, ages 18-24, was at 30% in October, up from 18.4% a year ago.

Continued on page 45.