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SUPPLYHOUSE

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TIMES

SMITH-COOPER
INTERNATIONAL

Forward thinkers

Smith-Cooper sets a higher standard.

From left: Smith-Cooper's Jason Hild (COO),
Bob Cooper (President) and George Bullock (CFO).

PLUMBING - PVF - HYDRONICS - HVAC
A **bnp** PUBLICATION
medial

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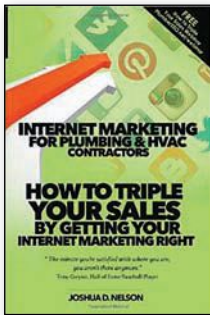
➤ Master distribution trends

➤ Brand building tips



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PRODUCT PREVIEW



Sales and marketing book

Author Josh Nelson's "Internet Marketing for Plumbing & HVAC Companies: How to Triple Your Sales by Getting Your Marketing Right" shares proven up-to-the-minute strategies and techniques. The book is written specifically for plumbing and HVAC business owners looking to increase sales and grow their businesses through proper Internet marketing. The book is written based on real-world case studies of plumbing and HVAC companies across the U.S. and Canada.

Plumbing & HVAC SEO. <http://plumberseo.net>

Business intelligence software

Phocas business intelligence software enhances the business decision-making process through its capabilities in the critical areas of ad hoc data discovery, visual/graphics output and connectivity/accessibility from any of today's broad

range of mobile devices, tablets and other electronic mediums. The company's technology was ranked No. 1 in 13 categories and was identified as a leader in 26 others in the BARC BI 2014, the world's largest business intelligence software survey.

Phocas Software. www.phocassoftware.com



Kitchen and Bath Showcase



Rolling door collection

Basco Mfg. Co., introduces the Vinesse collection, an all-new value-priced rolling door that combines the demand for custom, heavy glass quality with standard sizing for greater cost efficiencies. The inline door and panel application creates a stylish rolling door designed for popular, standard opening sizes at a value price point. The Vinesse offers customers with a smaller shower space a unique shower enclosure. The product is available with a two-day lead time for projects that may require timely delivery.

Basco Mfg. Co. www.bascoshowerdoors.com

Lavatory faucets

Matco-Norca adds two new two-handle widespread lavatory faucets in chrome finish to its Classic line of designer faucets: CL-480CLB and CL-480GDB. Matco-Norca's Classic family offers a full range of base finishes and a full offering of pressure-balanced tub and shower, roman tubs, lavatories, kitchen pullouts, bathroom accessories and job packs. The two new 8" faucets come with metal wrist-blade handles and washerless cartridges with 11 3/16" spouts. Both faucets feature quick connection installation. The CL-480CGDB option also comes with a brass grid drain. With a maximum flow rate of 1.5 gpm at 60 psi, the faucets meet or exceed ANSI/ASME A 112.18.1M/A112.18.1, IAPMO/cUpC and are ADA compliant. The CL-480CLB also is WaterSense compliant.

Matco-Norca. www.matco-norca.com



One-piece toilet

Icera introduces the addition of the Cadence one-piece toilet to its premium line of bath fixtures. The design of this new model features sleek lines and smooth contours that infuse high-end style to virtually any décor. The compact 27.5" bowl creates a subtle profile in the bath with a shorter front-to-back dimension than most round-front toilets. The toilet offers an ADA chair-height elongated bowl and super-quiet flush mechanism, and is EPA WaterSense compliant using 1.28 gpf. A 9" x 7" water spot, optimized rim jets and skirted trapway reduce odor and facilitate cleanliness. An oversized 2 1/8" trapway and 3" flush valve virtually eliminates clogging, while precision rim jets and a MicroGlaze non-staining antimicrobial finish make for an easy-to-maintain bowl.

Icera. www.icerausa.com

Fireclay sinks

Houzer announces the launch of its Platus series apron-front fireclay sinks. Manufactured using Houzer's signature proprietary clay and mineral blend, the Platus series sinks are durable and highly resistant to scratches, chips, cracks and heat damage. The Platus sinks come with a lifetime warranty and are available in 30" and 33" sizes. The 9 1/4" deep single-bowl sinks are available in white and biscuit, and are ideal for high-traffic kitchens. The lead-free sinks are made from all natural materials.

Houzer Sink. www.houzersink.com



PRODUCT PREVIEW

Shower drain

The new LUXE stainless-steel square wedgewire drain is perfect for stylish, modern-design custom showers in all residential and commercial settings. LUXE's addition of the decorative grate and 5" x 5" stainless-steel square drain completes the collection of architectural-grade, 100% stainless-steel linear and tile-insert shower drains. The wedgewire drain can be placed anywhere in the shower layout for the design of barrier-free, zero-threshold entry showers for seniors aging at home, as well as for architects and interior designers creating ADA-complaint wheel-in-entry showers with style in all commercial settings.

LUXE Linear Drains. www.lineardrains.com



Decorative hardware finish

Atlas Homewares' slate finish features sophisticated grays and earthy tones to create a warm, rich look that is comfortable at home in both modern and traditional decors. The finish translates as a gray-toned metallic with a light sheen and subtle grain. The new finish is available in Atlas

Homewares' Ergo, Nobu, Sutton Place, Browning, IT and U-Turn collections. Options will range from dramatic appliance pulls, to knobs and handles of all sizes and shapes.

Atlas Homewares. www.atlashomewares.com

Faucet and sink designs

Lenova's Ozone collection faucets feature exclusive water-air patented technology that infuses ozone directly into the water through a chamber inside the spout. This process creates ozonized water that is completely safe to drink and makes an effective disinfectant with many applications. The collection includes six styles of bath or kitchen faucets to choose from including a single lever, twin lever, pullout, filtered water and ozone sensor. All are available in brushed-nickel or polished-chrome finishes. Lenova's new Apogee collection of budget-friendly sinks and faucets features both traditional and modern styles to suit any décor and offers a full array of kitchen and bath faucets as well as shower and tub fillers. The line also includes above-counter sinks.

Lenova. www.lenovasinks.com



New Products

Balancing valve

Jomar Hydronics introduces the Terminator G, a bronze/ductile-iron, fixed-orifice, global-style balancing valve. The multi-turn hand wheel and equal-percentage throttling disk provide superior accuracy, while an integrated metering device reduces commissioning time. A memory stop allows the Terminator G to be used as an isolation valve without the need to rebalance after every use.

Jomar Valve. www.jomarhydronics.com

Hole saw

Milwaukee Tool's Hole Dozer bi-metal hole saw is built to withstand the most punishing applications. Equipped with the first-ever lifetime warranty against tooth breaks, this saw brings high durability and increased productivity to users. The saw features the Rip Guard tooth form where each tooth is built with more steel behind the cutting edge for added strength. The added tooth strength along with 8% cobalt give added life to the teeth, allowing for increased jobsite productivity and continued hole quality. The saw also features the Plug Jack, an all-access slot design that allows full access during plug removal. The Plug Jack gives access lower into the cup for thick material and higher toward the teeth for thin material. The Hole Dozer comes in 56 different diameters ranging from 9/16" to 6", as well as in a variety of general purpose and specialty mix kits.

Milwaukee Electric Tool. www.milwaukeetool.com



Battery backup sump pump

Pentair recently debuted its new Internet-connected battery backup sump pump with Virtual Water Assistant remote monitoring. The system protects from basement flooding by providing text or email alerts if the backup pump is activated, power is lost or the battery charge is low, all of which may lead to costly basement flooding. The system kicks into action during power outages or if the primary pump fails. The backup works alongside any existing sump pump and can help protect a home for days on a single charge. The system allows a homeowner to remotely run a diagnostics test cycle to confirm the system is working correctly. The homeowner also can set up the system to send a text or email alert to their plumbing contractor, ensuring the contractor is immediately made aware of any major issues and that their assistance may be required. The battery backup sump pump features an energy-efficient DC pump that can deliver up to 2,700 GPH of flow and also can remove more than 11,500 gal. on a single charge when running on the recommended 75Ah battery.

Pentair. www.virtualwaterassistant.com