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SUPPLYHOUSE

TIMES

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MORRISON

Smart Moves Morrison Supply continues its strategic growth.

From left, Morrison Supply's Stan Allen, Mark Kirby, Chip Hornsby and Kevin Moore

> **KBIS Product Preview**

> **Do You Buy American?**

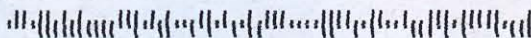
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Cregger Co. transfers two Illinois branches


➤ Cregger Co. recently transferred assets for two of its Illinois branches to St. Louis, Mo.-based Plumbers Supply Co.

The Cregger branches in Belleville, Ill., and Mount Vernon, Ill., now operate as part of the Plumbers Supply network. Customers are serviced by the current branch management and workforce with support from Plumbers Supply's central distribution center and extensive local resources. Financial terms were not disclosed.

The transfer allows Boone, N.C.-based Cregger Co. to invest more heavily in core markets across Georgia, the Carolinas and along the Eastern seaboard.

"The decision to exit the Illinois market was difficult," Cregger Co. CEO **Morris Cregger** said. "We had built a loyal customer base and our associates in this market were an integral part of the Cregger family and played a significant role in the success of our company. We are confident the transfer of these operations to Plumbers Supply is in the best interest of our customers and associates. They are positioned to service the market geographically and as a financially strong, family-owned independent distributor. Their values are very similar to ours."

Report: HD Supply plans for IPO

➤ According to a Yahoo! News report, private equity owners will take HD Supply public nearly  six years after buying the industrial distribution company out of Home Depot Inc. for \$8.5 billion. An HD Supply spokesperson declined comment to Supply House Times on the report.

Optimism, new programs highlight Forte conference

➤ The recent Forte 2013 Conference at the Fairmont Hotel in Dallas brought together more than 150 principals operating in excess of 250 showrooms across North America, as well as 65 preferred vendors.

The news for Forte principals was positive. According to Forte, volume in the decorative plumbing and hardware buying group's channel increased by 10% in 2012, while same-store sales increased by a comparable percentage. Forte welcomed five new preferred vendors who attended their first Forte conference in Dallas.

New Forte programs include a peer-to-peer network that debuted in Dallas. Forte shareholders now have a permanent group of peers with similar business models outside their market territories to discuss challenges, opportunities and trends at the annual conference and summer meeting.

Additionally, the buying group has compiled a large electronic library of manufacturer catalogs and price lists. Every Forte shareholder can download the most up-to-date Forte Preferred Vendor catalogs and price lists.

"People get a lot of camaraderie here and get a lot of ideas from our seminars, both our self-learning seminars and our group seminars. Networking is very valuable for everybody," Forte 2013 President **Jeff Burton** (The Bath + Beyond) said in a video interview with Supply House Times at the conference. "On top of that, we have product, special deals, vendors coming together and we've put together good partnerships with all the manufacturers."

Forte also presented its seventh-annual awards ceremony that honors outstanding achievement, professionalism and commitment to advancing the interests of Forte, its shareholders and preferred vendors.

Victoria + Albert Baths was named Forte 2012 vendor of the year. **Douglas Hermance** (Westheimer Plumbing & Hardware) was the recipient of the Forte 2012 President's Award. **Cantu Bathrooms & Hardware** (Vancouver, B.C.) was named 2012 showroom of the year. **David Yowell** (Hollywood Builders Hardware), **Allison Trimble** (Ginger's Bath Centre), **Bruce Whiteleather** (B & C Custom Hardware) and **Rebecca Whiteleather** (B & C Custom Hardware) all were honored with distinguished service awards.

The Forte summer shareholder meeting is June 16-17 in Chicago and the Forte 2014 Conference is Feb. 20-22 in Miami. Video interviews from the conference are available at www.supplyht.com.



Hansgrohe's **Cindy Welsh** (left) with 2013 Forte President **Jeff Burton** (The Bath + Beyond) at the Forte 2013 Conference in Dallas. The conference brought together more than 150 principals as well as 65 preferred vendors. Photo by Alan Primack.

— Mike Miazga

PRODUCT

Send new product information and photos to Suzette Rubio at rubios@bnprmedia.com.

PREVIEW



New Products at KBIS

Hands-free kitchen faucet

1 MotionSense from Moen provides an intuitive, hands-free kitchen faucet experience that responds to users' hand movements to activate water flow. There are three ways to turn on the faucet: the Wave Sensor, at the top of the faucet, starts and stops with a simple hand movement; the Ready Sensor, near the base of the faucet, identifies when an object is placed beneath the spout; and the handle on the side of the faucet offers manual operation. Powered by a battery pack or by an optional AC power adapter.

Moen. www.moen.com



The Galley sink

2 The Galley sink also functions as a work station, which includes cutting boards, colanders, a drain rack and stainless bowls. These standard accessories can slide above and below each other on two tiers inside the sink to accommodate food prep, cleanup and serving in one convenient place. Available in three lengths: 7', 5-1/2' and 4', and then as an under-mount sink or as an apron front sink. An induction or gas cook top is also available.

The Galley. www.thegalleysink.com



Jubilee bath collection

3 The ROHL Perrin & Rowe Jubilee collection includes faucets, shower kits, optional showerheads and accessories for the bath, which were inspired by classic English design. Each piece in the collection is of the highest quality materials and craftsmanship, and is hand-polished or brushed for a beautiful lasting shine.

ROHL. www.rohlhome.com



Product Focus: High-Efficiency Toilets

One-piece HET

4 This high-efficiency toilet (operating at 1.28 gpf) from Danze features the graceful use of oval shapes, perfect for bathrooms with a more traditional decor. The stylish look of the one-piece design features a concealed trapway, 3" flush valve technology with Fluidmaster pilot valve, an elongated bowl with 12" rough in and a 16-1/2" rim height. The Orrington one-piece is certified by the EPA's WaterSense program. Available in white or biscuit.

Danze. www.danze.com



Gravity flush HET

5 The Cadence One toilet from ICERA features sleek lines and smooth contours, and comes in both a 1.28-gpf version and an ultra-high efficiency 1.0-gpf model. With its Hyperion flushing technology, it employs a gravity-only flush system. It is EPA WaterSense-compliant and capable of cleaning more than 1,000 grams MaP in independent testing (compared to the industry average of 400 grams). Other features include ADA-compliant elongated bowls, MicroGlaze non-staining, anti-microbial surface and a soft-closed seat that comes standard. Available in white, bisque and black.

ICERA USA. www.icerausa.com