

Official Publication of the American Supply Association

# SUPPLYHOUSE

MARCH 2012

TIMES

## Blue Is The New Green

Bay Plumbing Supply stresses sustainability



Bay Plumbing Supply Owner Pat McQuillan

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## FOR THE RECORD

### > NEW FACILITIES...

**Northeastern Supply** moved its central distribution center to the Advantage Business Park in Aberdeen, Md. The new building gained 76,000 additional square feet yet is more energy efficient and has a lower rent payment.

## InSinkErator honors women's building group

> At the 57th annual Professional Women in Building Spike Club reception in February in Orlando, Fla., InSinkErator recognized outstanding members of the National Association of Home Builders' Professional Women in Building Council with awards and scholarships. Members who surpassed recruitment expectations in 2011 were given scholarships that their local council can use to provide financial aid to students pursuing degrees relevant to the building industry.

For the second straight year, **Carole Jones** of Home Builders Association of the Building Industry Association of Southeastern Mich., was the council's top recruiter. Jones, who enlisted 23 first-time attendees in 2011, received a \$500 scholarship and recognition pin.

Regional awards (\$350 scholarship and a recognition pin) were given to the following members:

- Northeast Region: **Annemarie Mitchell** of Capital Region PWB (New York);
- Southeast Region: **Carol Cheek** of HBA Durham, Orange and Chatham Counties (North Carolina PWB);
- Midwest Region: **Katie Hallett** of the BIA of Southeastern, Mich., PWB;
- Midwest, Mid-South and Texas Region: **Kimmi Houston** of the Central Oklahoma BA PWB; and
- American West Region: **Valerie Hardman** of Southern California BIA PWB.

## Banner Supply hosts party for Victoria + Albert's new tub and basin

> More than 75 people came to Banner Supply in Buffalo Grove, Ill., in mid-February to get an up-close look at Victoria + Albert's the Edge collection.

The collection includes a freestanding tub made from a one-piece Englishcast, a mixture of volcanic limestone and resin that is stronger and more durable than the typical acrylic. The tub measures 58-in. x 31-in. x 23-in. and features strong but thin walls, which allow a person more than 6-ft. tall to sit comfortably.

"The limestone is so strong, which lets us make it so thin," National Specification and Training Manager **Eric Phelps** told Supply House Times. "You'd be amazed at the interior."

Phelps said Victoria + Albert set out to design a bathtub that could be used in a retrofit or remodel since many homeowners are aging in their respective homes.

"(The tub) fits into the same footprint," Phelps said.

Banner Supply held a catered event as Phelps and Vice President of Sales North America **Javier Korneluk** showcased the new products. Banner Supply showroom manager **Michelle Henderson** was impressed with the turnout for a midweek event.

"I was very pleased because it was a product launch. To have 75 people on a Wednesday night, that's a home run," Henderson said.

Henderson believes having an event for Victoria + Albert's Edge Collection was a perfect marriage between manufacturer, wholesaler and customer.

"This is the focus. A lot of our clients are going in this direction with free-standing tubs," she said.



North Shore Kitchen and Bath's **Diana Kubiak** sits in the new Victoria + Albert Edge freestanding tub at a February event hosted by Banner Supply in Buffalo Grove, Ill. Photo by **John McNally**

## Lochinvar opens suburban Chicago distribution center

> In addition to expanding its product lines, Lochinvar recently opened a new distribution center in the Chicago suburb of Elk Grove Village, Ill.

Lochinvar has other warehouses in Detroit, Orlando, Tampa, Pompano Beach, Fla., and Dallas along with its company headquarters in Lebanon, Tenn. The Chicago-area location features the company's full line of water heaters, boilers, pool heaters and storage tanks, with most products ready for immediate pickup or delivery.

"The addition of the new stocking warehouse in the Chicago area allows us to continue to grow our business by expanding upon our distribution," Lochinvar Vice President of Sales **Mike Lahti** said. "Increasing our presence in the Midwest helps to better reach our valued current customers, while introducing new customers to the high-efficiency and advanced technology, which Lochinvar products are known for throughout the industry."