

WHOLESALE

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Issue Ever!



Teresa B. Murray Photography

Birmingham, Ala.-based V&W Supply continues to invest in their business to best serve customers. As part of that, the company recently renovated its 7,000-square-foot VW Gallerie, A Kahler Premier Showroom, with a sleeker, more modern look that features interactive displays. In the showroom are: (from left) Rachel Ayer, Dawn Calvert, Heather Wiggins, Sharron Edwards and Lauren Mahan. At the same time, V&W remains true to the traditions that 'brought them to the dance,' including an extraordinary emphasis on customer service. A feature article, based on interviews with executives Jim Herritt, Carlo Joseph and Lee Herritt, begins on page 168.

MSC Holdings, Inc. acquires Wholesale Specialties Inc.

FORT WORTH, TEXAS — MSC Holdings, Inc., parent company to Morrison Supply Company, Express Pipe & Supply and Farnsworth Wholesale Company, and a leading wholesale distributor of plumbing and builder products throughout the West and Southwest, recently announced that it has acquired the assets of

Acquisition expands MSC Holdings' footprint into Colorado

Denver-based Wholesale Specialties Inc., one of the largest plumbing supply businesses in Denver and surrounding markets.

Wholesale Specialties will continue to operate under its existing management and brand name, led by Ron, Sandy, Bobby and Bryan Schiff. Noted for top customer serv-

ice by a focused and experienced team throughout its organization, Wholesale Specialties is a great addition to the MSC Holdings group, according to a press release from MSC.

Chip Hornsby, Chief Executive Officer of MSC Holdings, said, "We welcome Wholesale Specialties to our growing family of companies throughout the West and Southwestern U.S. We share the commitment of Wholesale Specialties to continue to provide their customers with great value and excellent service

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PRODUCT NEWS



Designer drains

Manufacturer of stainless steel, low profile channel drain systems has partnered with architect and designer Michael Graves to present a drain collection that captures the imagination of the bath design industry. Graves designed line features "Waves" and "Cosmo," both appealing to contemporary style. Available in brushed and stainless steel, and a new oil rubbed bronze finish. Ideal for residential, hospitality, or commercial spaces. All drains are ADA approved and easy to install. **QUICK DRAIN USA.** www.quickdrainusa.com

Heat pump series

The Tranquility Console (TRC) Series heat pump units provide high-efficiency WSHF "ductless" solutions for tighter spaces requiring quiet, individual HVAC operation.



The Tranquility TRC Series features a +20° to 120° F. range of operation, and also environmentally friendly EarthPure zero-ozone-depletion refrigerant. Available in 3/4- through 1 1/2-ton capacities. **CLIMATEMASTER.** www.climatemaster.com

Cross-line laser

Manufacturer expands laser line with the GLL 2-15, a compact and high-performing leveling and alignment solution. The tool features visible laser lines, an accurate pendulum leveling system, and an over-molded construction.



It handles floor and ceiling applications, windows and door frames, and ceiling light fixtures. It's accurate to within 1/8" over 33 feet and has a 50-foot working range. Comes with the BM3 Positioning Device. Can be paired with Bosch BP350 Pole System. **BOSCH MEASURING TOOLS.** www.boschtools.com

Combi boilers for most climates



The NCB Series combi-boilers simultaneously deliver hydronic heat and unlimited domestic hot water for large homes in most climates. They occupy 80% less space than traditional models. Combi-boilers are offered in models NCB-180, NCB-210, and NCB-240. Maximum heating input for hydronic heating is 80,000 BTU/H, 100,000 BTU/H and 120,000 BTU/H. New line comes with 10-year warranty for heat exchangers, five-year warranty for parts, and a one-year warranty for labor. Homeowners can benefit from energy savings with AFUE ratings up to 93.6. **NAVEN AMERICA, INC.** www.navenamerica.com

Radiant panel system

Watts Radiant's SmartTrac is a non-structural, modular panel system, designed to simplify radiant heating and cooling installations in subfloor, wall and ceiling applications. It's easy to configure and quick to install. Features include lightweight body, ability to configure for any space, and thin ultra low profile. System is made from a minimum of 92% recycled content. **WATTS WATER TECHNOLOGIES.** www.wattsradiant.com



Kitchen sink family



New Ledge Prep sink line includes three models, each featuring a 90° ledge in front and a back that converts into a food prep center when paired with optional stainless steel colander and roll up grinder, and wood cutting board. Double bowl sink features low divider to fit large pans easily. Also available is 38" single bowl sink. All sinks can be mounted as drop in or undermounted. Models include, Bronze Oyster Lavatory Sink, Entertainer Sink and Large Bump-out Single Bowl Undermount Sink. **LENOVA.** www.LenovaSinks.com

Diffuser line adds sizes

Suction diffuser line offers three new sizes — 4" x 2.5", 5" x 3", and 8" x 5". Diffusers incorporate numerous features, simplifying installations and reducing costs. Devices provide maximum flow efficiency at the suction inlet of pump while reducing space and fitting requirements. Available for 125 psi or 250 psi working pressures, with either flanged or grooved-flanged connections. **TACO, INC.** www.taco-hvac.com



Water treatment line

Two Everpure commercial grade drinking water products are added to residential product lineup, the EF-1500 and EF-6000. These "full-flow" products can be used anywhere in the home and can be connected directly to any existing faucet. Systems are rated a 1,500 and 6,000 gallons capacity. They filter down to .5 microns and remove substances commonly found in tap water including lead and chlorine.

PENTAIR LTD. www.pentair.com



Cistern pumps

The C1 Series stainless steel submersible cistern pumps for gray water-filtered effluent service applications have the ability to pass solids 1/8" in diameter. Pumps are engineered with polymer hydraulics, providing superior resistance and abrasive handling. Available in flow ratings of 10, 20 and 30 gpm, with a max shut-off pressure greater than 100 psi and with a high quality 115 V or 230 V, 1/2 hp motor. **FRANKLIN ELECTRIC CO. INC.** www.franklin-electric.com

Boiler with controls

MagnaTherm is a 95% thermal condensing boiler or volume water heater that modulates efficiency and is available in 2.3, and 4 million BTU/hr sizes. Features include a 5:1 turndown, small footprint, slim design, removable top, stainless steel heat exchanger and multiple voltage options. The advanced VARI-PRIME™ pump control matches boiler firing rate to pump flow, reducing costs by 70%. On-board control functionality allows a balance of combustion and air and water flow for optimum efficiency. The touch screen allows an easy set-up. The sealed condensate trap doesn't require priming and accommodates 100 ft of vent. **LAARS.** www.laars.com



MTI Baths marks milestone

ATLANTA—MTI Baths celebrated its 25th anniversary recently, a milestone that highlights the transformation of a small family business into one of today's leading bath manufacturers. It all started with one man's dream to create a better bathtub. Today, the Atlanta-based company has 144 employees and more than \$20 million in revenue. It is respected throughout the industry as an innovator of custom and handcrafted bath products with a laser-like focus on quality and customer satisfaction.

The company was founded in 1988 by J.C. Henry, a factory machinist with an entrepreneurial spirit who wanted to make the best whirlpool tubs in the market.

As the curator of fine bath products — from tubs to sinks to shower pans — MTI can attribute some of its success to its high degree of quality and craftsmanship. Each product is built to order and handcrafted by artisans in the U.S. Each product is made to individual specifications and is manufactured only after the order is placed. Most MTI products ship within seven business days, the fastest in the industry.

Over the past quarter century, MTI has won many of the industry's top awards for innovative design, including nine prestigious ADEX awards last year alone. Among the most recent examples of their success on the design side of the business is the steady chorus of accolades generated by their new Juliet tub. Created by designer Audrey Newsome in partnership with MTI's President and Chief of Design Rus-



The MTI Juliet tub has a sculptured silhouette inspired by a vintage candy bowl, which changes depending on the viewing angle and fits in well in a traditional or contemporary space.

sell Adams, the Juliet has a sculpture-like silhouette that was inspired by a vintage candy bowl. Its versatile shape, which changes depending on the viewing angle, fits in well in a traditional or contemporary space. The tub has been featured in numerous design blogs and was named as a finalist in Interior Design® magazine's eighth annual "Best of Year" awards.

Like other products in the Boutique Collection, the Juliet is manufactured in MTI's proprietary Engineered Solid Stone™. Known as ESS, this product gives the appearance of molded stone that is solid through and through, with no layers, hollows or voids. It is composed of a mixture of ground natural minerals and binding agents that are liquefied, poured and

then hardened. The finished look is luxurious, with hidden practical benefits such as a non-porous surface that resists stain, mold and mildew.

MTI makes plans for continued growth, including a new manufacturing plant to allow room for new product lines. CEO Kathy Adams underscores the importance of balancing "big picture" planning with the immediacy of the daily functions of running a business.

"The process of running a long-term sustainable business involves knowing when and how to change big items, such as product offerings, targeted distribution channels and marketing campaigns," Adams said. "We need to keep doing well all those things we are doing well. This is more than

maintaining the status quo. It is about continually improving and the natural consequence of that process is change."

MTI incorporates environmental responsibility into nearly every aspect of its business. They recycle materials used in manufacturing and shipping to everyday office supplies. Approximately 65% of the materials used in ESS is organic, and over 40% of the materials used in acrylic products is post-industrial recycled material. MTI uses the newest chemicals that offer the lowest emissions.

The company also designs products that enable consumers to be more environmentally responsible. The Jentle Jet® jetted laundry sink launders fine washables using only about five gallons of water, compared to 35+ gallons in a washing machine set to the delicate cycle. MTI's whirlpool cleaning system uses less than 10 gallons of water, far less than that required by other manufacturers' cleaning procedures. MTI believes that being "green" is an ongoing process, not an achievement, and is something that they will be committed to in the future.

In 2003, MTI became the first tub manufacturer to offer a Lifetime Warranty that is still the most comprehensive in the industry. Since then, the company has obtained multiple new patents, earned dozens of awards for new products and design excellence, and has been featured countless times on popular HGTV and DIY programs. In 2011, MTI's name was changed to MTI Baths to more clearly communicate the variety of its product offerings, which are available through an exclusive network of kitchen, bath and plumbing showrooms across the country.

Visit www.mtibaths.com

KBIS/IBS conventions 2014 a success for NAOPSP; group welcomes industry members



LAS VEGAS—The Kitchen and Bath Industry Show (KBIS) and International Builders Show (IBS) was a success, with more than 75,000 attendees.

"The consensus of KBIS participants was that the show was the best in several years," said Peter Schor, 40-year industry veteran.

In the "Best of KBIS 2014 Awards" Delta Faucets won gold in the bath category for its new Temp20 Technology and the TOTO Neorest 750H won silver. KBIS, IBS, and the newly added Stone Expo will be held together on January 20-22, 2015 (and again in 2016), at the Las Vegas Convention Center.

After the Show, The National Association of Plumbing Showroom Professionals hosted festivities and hospitality at Harrah's Hotel. Members and non-members in attendance included showroom consultants/sales staff/managers, manufacturers, manufacturers reps, public relations firms, press/media, service providers, and others.

The NAOPSP Hospitality Suite was sponsored by four manufacturers: Altman Products, a showroom faucet

manufacturer; SSI/Sustainable Solutions Inc. (Caroma Toilets and Fluid Faucets); ThermoSol; and Basco Shower Enclosures.

The NAOPSP has launched a major industry drive to form an executive board of directors and committees from within and outside the group. These industry leaders will help formulate the group's vision statement, mission, goals, education, and more. They will form an infrastructure that will include low cost membership fees for showroom personnel, manufacturers and other member categories. Sponsorship opportunities will be offered to manufacturers.

NAOPSP currently uses LinkedIn and a monthly newsletter to communicate to its membership. The NAOPSP is not a buying group nor does it compete with the DPHA. The group plans to facilitate online training and communication to share manufacturer information.

Visit www.naopsp.com