

WHOLESALE

the

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LEHMAN PIPE

68 YEARS



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1946-2014



**PVF HALL
OF FAME**

TOTO inks national distribution deal with WinWholesale

**Products now
available from coast-
to-coast distributor**

MORROW, GA. — TOTO, one of the largest plumbing manufacturers in the world with \$5.1 billion in annual sales, announced on April 1 that it has entered into a strategic alliance with WinWholesale Inc., to distribute the company's high-performance, planet-friendly products across 37 states in the United States.

WinWholesale is one of America's largest distributors of construction and industrial materials. Select Win branded and Noland Company locations now have available TOTO's full line of residential and commercial fixtures and fittings in more than 285 local supply houses and 131 kitchen and bath showrooms.

(Turn to
Winwholesale... page 55.)

Lehman Pipe & Plumbing Supply is the newest inductee into the PVF Hall of Fame. Founded by Julian and Dorothy Lehman in Miami in 1946, their son Dennis is the long-time President. When Dennis came on board in 1974, he helped refine the company's focus on pipe, valves and fittings, and also created a bustling export division. Their inventory and service have helped them thrive in a highly competitive market. Page 112.



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Bechtel Corp. recognizes Collins Pipe & Supply for performance on power projects

EAST WINDSOR, CONN. — Collins Pipe & Supply Co., Inc. of East Windsor, Conn., was one of 56 companies recognized for outstanding work on power projects with the annual Bechtel Power Subcontractor and Supplier Recognition Awards. The



awards honor subcontractors and suppliers who supported Bechtel Power's communications, renewable, transmission, nuclear, and thermal projects during 2013.

"Subcontractors and suppliers play a critical role in our ability to deliver projects to our customers with the highest levels of safety, quality and ethics," said Toby Seay, President of

Bechtel's Power Global Business Unit. "The expertise and innovation they bring are essential to a project's success."



Brian Tuohy, President of Collins Pipe said: "This recognition supports our company's dedication to service excellence and our desire to partner with companies, like Bechtel, that share this same philosophy."

Collins Pipe Director of Power and

Energy, Mike O'Neill, accepted the award on behalf of Collins Pipe during an award ceremony in Frederick, Md. O'Neill credited the outstanding talents of his teammates. "This award reflects the tremendous efforts and dedication of our team. To be recognized by a company such as Bechtel is truly an honor," said O'Neill.

Companies were evaluated on multiple factors. They include: over-

all performance; the ability to deliver quality equipment on time; the ability to work collaboratively to meet milestones; and meeting or exceeding project expectations in aspects of safety, construction performance, technical expertise and environmental compliance. Nominations were submitted by Bechtel project procurement and contracts managers, and final recommendations were approved by senior-most leadership within Bechtel's power business.

Visit www.collinspipe.com
www.bechtel.com

Infor releases Distribution SX.e; integrates 10x

NEW YORK — Infor, a leading provider of business application software serving more than 70,000 customers, announced Infor Distribution SX.e version 10.0, enabling social, mobile and analytics capabilities to the core enterprise resource planning (ERP) solution.

The latest version builds upon the Infor 10x strategy to incorporate broader support for Infor ION, the purpose-built middleware and Infor Ming, le™, a comprehensive social collaboration platform. Infor SX.e is known as a robust distribution business solution that is specifically designed to help distributors manage end-to-end operations. The release provides deep distribution functionality and substantial enhancements to user experience, business intelligence enablement and connectivity to best in class solutions.

The Infor 10x initiative integrates proven, industry-driven applications with modern and innovative technologies, providing a collaborative and smarter ERP. The latest release of Infor Distribution SX.e fulfills this mandate by providing industry-centric functionality that fits the specific

needs of the micro-verticals served. Infor SX.e v10.0 is engineered for speed and allows people to work the way they live.

Some distributors, such as Kaman, are already implementing SX.e v10 into the workplace to increase productivity and efficiency for employees. "As a large and growing distributor, Kaman is challenged to standardize our systems onto one highly functional platform. Infor provides us with the right technology to help us rapidly integrate acquisitions and improve the productivity and effectiveness of all Kaman employees," said Michael Pastore, Vice President of Kaman Distribution. "We look forward to deepening our already strong relationship with Infor as we convert to SX.e v10."

"It is always our objective to build solutions to meet the strategies and priorities of our customers in the industries we serve. Infor SX.e v10 is a powerful release that will allow distributors to modernize the way they approach their business objectives," said Andy Berry, General Manager and Vice President of Distribution, Infor. "The 10x release provides our customers with an innovative solution to answer the evolving demands of the distribution industry."

Visit www.infor.com

LOS ANGELES — Twenty years ago, jewelry designer Adrienne Morea found inspiration in a simple home improvement, and became the driving force behind Atlas Homewares, a decorative hardware company. Atlas celebrates two decades of combining fashion and function.

"When I began Atlas Homewares in 1994 there was a 'fashion' void in the decorative hardware category. The choices in hardware were limited to just a few companies' selection of the same items, and they were not pretty by any stretch of the imagination," said Adrienne Morea, Atlas Homewares' Founder and CEO. "I looked to my then business of designing jewelry for inspiration. I thought the styles I was designing in mini-format for earrings would make a great design statement if just a bit bigger. Voila! Atlas Homewares was born."

Morea used her sense of style, creativity and determination to drive her to succeed in what had been a male-dominated industry. She has had an amazing knack for being ahead of trends—and in some cases, even helping to create them. From her original look in 1994 of 'whimsical' hardware, to 'eclectic' hardware in 1999, to contemporary in 2004, to ultra modern in 2014. She has continued to move the pendulum as architecture, design and trends have inspired her.

Morea and her company have won some of the industry's top awards, both for excellence in design and for business accomplishments. Among her most cherished achievements

are both specific awards for design like the *Kitchen* and *Bad Business* hardware category winner for the Zanzibar collection and the Ernst and Young Entrepreneur of the Year Award for excellence in business.

Today, Atlas Homewares has a national reputation as a "forward thinking" designer of decorative hardware, including knobs, pulls, bath accessories, house numbers and switch

plates. The company's products are available at luxury kitchen and bath showrooms around the country, as well as online through many retail websites. Adrienne also supplies major retailers including Lowes, Home Depot and Orchard Supply with private label collections tailored to their specific needs. Adrienne is still at the helm of the company, providing the creative direction for each new collection.

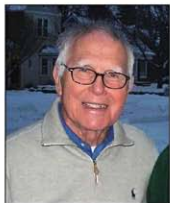
"Atlas is on the move these days, with more recognition from designers and architects than ever before. Our 20 years in business have been an ever-growing snowball of both loyal and new customers. I think because the product collections continue to grow in breadth and depth. I'm always going to design something a little offbeat that could take five years to catch on with the mainstream public. But that doesn't matter... we want to be first with a look. Our special niche is a creative addition each year that continues to build on the current collections and catch the eye of the most discerning designers," said Morea.

Visit www.atlshomewares.com



OBITUARY

Jim Hedges devoted career to plumbing industry, dies at age 88



BIRMINGHAM, MICH. Jim Hedges, born January 9, 1926, passed away on March 17, 2014. A proud Coast Guard veteran, Hedges spent his entire career in the plumbing industry. Along the way, he made a lot of friends. He began his career with the WT Andrew Co. a

highly regarded wholesaler in Detroit, working in outside sales for 15 years. He credits the success that he had in business to the excellent training that he received there.

In the early 1960s, Hedges started a manufacturers' representative business, James G Hedges and Associates, and was fortunate to represent many talented manufacturers in the industry. In the early 1980s, he sold the rep business and bought Schans Supply, a plumbing wholesaler located in Utica, Mich. and ran that business until he retired in the late 1990s. Since his retirement, Hedges stayed in touch with a few old friends as well as continued to follow industry news.

Hedges was a devoted husband, father and grandfather. In retirement he and Mary, his wife of 62 years, spent winters in Sarasota and enjoyed

watching Spring training baseball and visits from the family.

Beloved husband of the late Mary, Hedges was the dear father of Diane M. Huits (Jay), Karen A. Catton (Tom), Nancy J. Jackson and Amy L. Uecker (Bob), and grandfather of Jeffrey,

Eric, Emily, Becky, Allie, Sarah, Cindy, Adam, Grant and Will.

Funeral services were held at Holy Name Church, 630 Harmon at Woodland, in Birmingham, Mich.

For those who wish to leave comments for Hedges' family in an online guestbook, or get additional information on memorials to the Capuchin Soup Kitchen:

Please see www.desmond-funeralhome.com/obituary/james-hedges/J1362529

MTI wins Manufacturer of the Year, celebrates 25 years

ATLANTA – MTI announced its win of the 2014 Manufacturer of the Year during a recent ceremony in Atlanta. Out of 500 companies, MTI Baths was recognized for impact, involvement and innovation in the community. Georgia's largest local awards event honoring Manufacturing and Supply Chain companies, the Movers & Makers Awards, are the county's annual

recognition of exceptional companies involved in the manufacture, processing or distribution of tangible products.

"For the past 25 years it has been wonderful to operate our business in the great State of Georgia, and particularly rewarding to be in Sugar Hill, Gwinnett County," said MTI Baths CEO Kathy Adams. "We at MTI Baths credit a large part of our success to our employee culture and a huge element of that culture is the practice of 'being thankful.' We are appreciative of the structure, laws, institutions and practices that allow for unlimited opportunity in the United States of America. Without such structure, we would not have found our success. And now, we find it especially gratifying to be recognized by Partnership Gwinnett and the Gwinnett Chamber of Commerce – the very organizations who are charged with being sure that such laws and institutions remain intact. All of the 155 employees of MTI Baths are thankful for this award and an extra special thanks from our 107 employees who are also owners!"

Companies were evaluated based upon criteria involving economic impact in the community, corporate responsibility and workforce excellence programs. "With more than 500 companies that 'move or make' in Gwinnett County, manufacturing and supply chain companies play an essential role in our local economy, and drive innovation and competitiveness," said Troels Adrian, Senior Project Manager, Advanced Manufacturing & Supply Chain Management, Gwinnett Chamber Economic Development and Partnership Gwinnett. "It is our privilege to recognize the impact these pioneering companies have in Gwinnett, and to highlight our community as a home for the manufacturing industry of the future."

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