

WHOLESALE

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APR Supply hosted its 11th Annual APR Selling Show this summer in Hershey, Pa. It gave 1,200 trade pros from 650 contracting firms across Pennsylvania, Delaware, New Jersey and Maryland the opportunity to buy inventory at best-of-

year incentives from this 29-branch regional wholesaler. Shown at B.J. Terroni Co.'s booth are (from left) Anthony Reikow of B.J. Terroni; APR's Chairman Randy Tice and EVP John Tice; and John White III of B.J. Terroni. See feature on page 48.

MSC Holdings, Inc. acquires Farnsworth Wholesale Company

FORT WORTH, TEXAS — MSC Holdings, Inc., parent company to Morrison Supply Company — a leading wholesale distributor of plumbing, HVAC and builder products in the Southwest, and Express Pipe & Supply, a leading wholesale distributor of plumbing and builder products in

Southern California — has acquired the assets of Mesa, Ariz.-based Farnsworth Wholesale Company. As one of the largest plumbing supply businesses in the Arizona market, Farnsworth Wholesale Company has five locations and focuses on the Plumbing, HVAC and Waterworks markets. Farnsworth Wholesale will continue to operate under its existing brand name.

Chip Hornsby, Chief Executive Officer of MSC Holdings commented on the acquisi-

tion: "With the addition of Arizona to our business, we have become a formidable supplier from Texas over to Southern California, giving us the opportunity to be a predominant supplier in the Southwest. Our focus will continue to be on servicing our customers at the local level. We look forward to working with Farnsworth Wholesale Company's leadership team to achieve their goals in the Arizona market. The performance of each location is what creates our success today and in the future."

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AIA Expo successful for QuickDrain



FRISCO, COLO. — At the 2013 American Institute of Architects Expo, in the Denver Convention Center, many attendees found themselves at the Quick Drain USA booth.

"This was a great show for us! Since we are manufactured here, we didn't have to travel that far," said Jim Van Landingham, Vice President of the Residential Division at QuickDrain.

Van Landingham and Jeff Kelley, Vice President of the Commercial Division at QuickDrain, educated visitors on advantages and differences between Quick

Drain and other brands. "Architects loved to hear that Quick Drain can be installed at the threshold of a curbless shower without dropping the sub-floor. Combine that with a two- to four-hour install — instead of three days — along with the long list of other benefits, and we had some very excited architects!" Van Landingham said.

Quick Drain USA is a manufacturer of stainless steel, low-profile channel drainage systems for showers and wet areas.

Visit www.quickdrainusa.com

Gastite launches new mobile app

PORTLAND, TENN. — Gastite launched its new mobile application for sizing calculations on the iPhone and Android devices.

"The new app offers our installers the

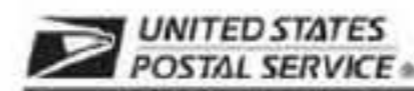
opportunity to solve sizing on the fly," noted Craig Barry, Vice President of Marketing. "This is a huge leap from the existing method, referring to printed tables and making calculations manually."



Using scroll wheels, users select gas type, length of tubing run, supply pressure, pressure drop, and flow capacity. The application calculates the size Gastite flexible

the app. Barry added, "Time is money. And our Gastite mobile sizing app uses complex formulas and most up-to-date mobile technology for the iPhone and Android to deliver solutions to our customers instantly."

Visit www.gastite.com



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