

New look,  
same great content!



## A LOOK INSIDE FERGUSON

Ferguson marks its 60th anniversary in business this year, and in this issue we take a look at the history of this venerable company — as well as their continued commitment to core values instilled by the founders and nurtured by legendary

leaders along the way. Today's leadership includes (from left) COO Kevin Murphy, CEO Frank W. Roach and CFO Dave Keltner. We also explore what the future holds for this leading diversified wholesaler in a feature beginning on page 96.

## ASA Distributor member strength continues

ITASCA, ILL. — In the second quarter of 2013, the growing strength trend within American Supply Association distributor members continued. Second quarter 2013 per day quarterly revenues stood at 7.3%, as compared to 3.6% in third quarter 2012.

The growth rate is returning to the levels seen in late 2010 through early 2012. For June, ASA distributors reported 9.2% improvement in revenues, versus 2012. As compared to 2011, revenues are up 14.4% for the month and 14.7% for the quarter. This is versus 2010 with 25.7% increase for the month and 25% increase for the quarter.

(Turn to Strong trend...  
page 18)



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# APPOINTMENTS & HONORS

## Congrats!

(Continued from page 64.)

transportation, fleet management and facilities needs. His experience will allow Morrison to put structure and processes in place to minimize spending with its transportation costs, fleet and facility purchases. He will develop consistencies and compliance in order for Morrison to leverage its size as the company continues to acquire and grow organically.

**Navien** restructured its Marketing Department and expanded the group with the addition of three new people:

- **Stephanie-Ann Yu** has accepted the position of Marketing Coordinator. She will be working out of the Irvine office, taking requests for marketing material shipments and overseeing graphic projects within the Marketing Department. Yu has an MBA with a marketing emphasis as well as five years of marketing and design experience.

- **Vanessa Nulick** has been with Navien in the Irvine office since October 2011, and is the new Marketing Program Coordinator. She will be providing support to the Navien co-op program, taking charge of trade show coordination as well as the marketing budget.



Vanessa Nulick



Sarah Arnold



Autumn Camp



Nonnie Wright

- **Marc Heffner** was promoted to the newly created Specialty Sales marketing role with a focus on New Home Builders and Commercial Sales, two significant market-opportunities for Navien. Eric Ashley continues work in Irvine as the Marketing Supervisor.

**PRIER Products** appointed **Sarah Arnold** Marketing Coordinator and Customer Service Representative. Arnold will coordinate the marketing of PRIER's products through the website, blogging, press releases and social media, as well as assisting with all aspects of customer service.

**ProSource** announced two new showroom managers:

- **Autumn Camp** will manage its new Spartanburg, S.C., showroom. Camp hails from a construction/plumbing industry family and worked for a local marketing firm before joining ProSource. "Autumn grew up in the plumbing industry with a father and two uncles in the business, so she is a terrific choice to manage our new Spartanburg showroom and to assist plumbers, builders, designers and homeowners with selections based on style and functionality," said **Tonya Martin**, Manager of Sales at ProSource.

- **Nonnie Wright** was named Showroom Manager in Anderson, S.C. Wright has more than 20 years of building industry

experience having served as Director of Construction for Inspired Communities. She holds several industry certifications including Certified Green Professional. "Nonnie's building experience is invaluable to customers who are making decisions on plumbing fixtures, lighting and other selections for new home construction and renovations," said Martin. "She has a great working knowledge of the brands, product lines and how to determine the best style and fit for each situation."

Both women will consult with builders, designers, architects and homeowners on selections for plumbing, lighting, and cabinet and door hardware.

**ROTHENBERGER USA** announced that **Brian Santiago** has been promoted to National Sales Manager—West. He is accountable for the direction, coordination and growth of all sales and sales support activities for the business segments of ROTHENBERGER USA. Santiago has been part of the Greenlee sales team for over six years and was able to help successfully grow sales in the California marketplace. His focus on contractors both large and small, earned him Greenlee's distinguished Electrical Wholesale Salesman of the year.

**Rinnai America Corporation** announced that **Dale Reeder** joined the company as VP of Customer Care. Previously, Reeder was Senior VP of Field Operations at Ryko Solutions, and President and CEO at A&E Factory Services, LLC. He has held similar positions at Maytag Corporation, where he worked for nearly two decades, Magic Chef Corporation and Phelps Dodge Cable and Wire Co.

**Speakman** introduced **Kevin Mayer** as National Sales Manager. Mayer will be responsible for growing the commercial and specification channel at Speakman. All of

Speakman's Regional Managers will directly report to Mayer and he will also be directly managing all West Coast specification reps. Mayer has varying leadership experience with Kohler, ECR International and Briggs Industries.

**Victoria + Albert** appointed **Eric Phelps** VP of Sales for North America. Phelps succeeds **Javier Korneluk** as the day-to-day manager of U.S. and Canadian sales operations. Phelps reports to **Okke Roosjen**, Group Sales Director, which is a newly formed global role. This strengthening of



Dale Reeder



Eric Phelps

the sales team comes in response to year on year growth in the company's network of dealers combined with increased activity in the contracts market.

**Watts Water Technologies, Inc.** announced that **Suellen Torregrosa** has joined the company as President, Americas. Torregrosa previously served as President of Milton Roy Company, a global manufacturer of controlled volume (metering) pumps and related equipment. Torregrosa was appointed President of Milton Roy Company when it was owned by United Technologies Corporation and continued to serve as



Suellen Torregrosa

President through its sale to a private equity group in December 2012. Torregrosa worked for several business units of United Technologies Corporation from 1990 until the sale of Milton Roy Company in December 2012, including as VP and General Manager, Americas of Milton Roy Company from 2006 until November 2011, General Manager, Dynamic Controls of Hamilton Sundstrand Company from 2002 to 2006, and in several management roles of progressive responsibility for Falk Corporation from 1990 to 2002. United Technologies Corporation is a diversified provider of high technology products and services to the building and aerospace industries.

**David J. Coghlan**, President and Chief Executive Officer, commented, "We are very pleased to add to our team someone with Suellen's leadership skills and proven record of success in delivering sustainable growth, driving continuous improvement, improving profitability and increasing cash flow. We believe that Suellen will be a valuable asset to our Company in continuing to grow and expand our business in the Americas." ■

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