

Premier 150



Thinking Positive

More than half of the wholesalers contacted predict a sales increase in 2003.

by **Pat Lenius** LeniusP@bnp.com

Last year more than 70% of the wholesalers contacted for Supply House Times' Premier 150 survey expected sales to increase in 2002. Those optimistic projections for fiscal 2002 largely came to pass, with 61% of the wholesalers contacted reporting a sales increase and 10.98% maintaining flat sales. Only 28.05% had a sales decrease.

There was a slight improvement in the percentage of companies that had a sales increase of 10% or higher: 8.7% compared with 7.3% for fiscal 2001, as well as for those facing a sales decline of 10% or more: 5.3% compared with 8% reported last year.

Also, 25 companies jumped up 10 spots or more within the Premier 150 list compared with last year, and at least some of that movement has to be attributed to increased sales.

Plumbing and heating wholesalers overall had about a 1.5%

Premier 150: The Rankings

gain in 2002, but the PVF sector was off. Both foreign and domestic steel pipe shipments were down about 10% in 2002, according to an industry source. Also, it's unlikely that the projected growth of valve shipments — estimated at 1.9% by an industry group — actually happened, the trade source said.

The volume of the total market of PHCP wholesalers in the United States and Canada was estimated at \$54.2 billion for 2002, vs. \$53.2 billion for 2001. These figures include refrigerant components and the portion of the PVF market represented by companies that offer exclusively PVF. These sales estimates are based on U.S. Census Bureau figures, analyzed and adjusted by an industry expert.

The Canadian Institute of Plumbing & Heating reported that total year-end sales for Canadian wholesalers exceeded the previous record set last year by an estimated 7%. CIPH also said the outlook for 2003 remains positive, attributed to a strong housing market in Canada, which is due to employment growth, increasing income and low mortgage rates.

Our 10-Year Anniversary

This marks the 10th year that SUPPLY HOUSE TIMES has published its Premier 150 survey of wholesalers. In 1993 the top 150 PHCP wholesalers generated sales of about \$16 billion, which accounted for about 40% of the total market. This year's survey found that the Premier 150 wholesalers reported 2002 sales of \$29.7 billion, representing 55% of the estimated total market.

The first Premier 150 survey found that 47% of the firms listed were currently involved in at least two of the three core markets (plumbing and hydronic heating; industrial PVF; and HVACR). This year's survey finds that 66% of the top 150 companies are involved in at least two of the core markets and 26% are in all three.

The number of companies with sales of \$500 million and higher has doubled compared with 1993, to 12 wholesalers this year. In 1993, 32 companies had sales of \$100 million or more; that number expanded to 47 for fiscal 2002. While 79% of the Premier 150 wholesalers had annual sales of under \$100 million in our 1993 survey, this year's research found that 61% were in that category.

In the first version of the survey, W.W. Grainger was ranked No. 1 and Ferguson Enterprises No. 2, followed by United

Company Name	Locations	Empl.	% of Business		
			P&H	PVF	HVACR
1 FERGUSON, Newport News, VA	714	12000	49	30	9
2 HUGHES SUPPLY INC., Orlando, FL	442	7156	50	11	3
3 CARRIER ENTERPRISES (part of CARRIER CORP)*, Farmington, CT	50	N/A	0	0	100
4 WATSCO INC., Coconut Grove, FL	290	2400	0	0	100
5 HAJIGA CORP.*, Ardmore, PA	250	2000	80	10	10
6 WINWHOLESALE INC., Dayton, OH	413	3160	58	21	12
7 EMCO LTD., London, ON	122	1881	43	48	8
8 WILSON, Houston, TX	160	1700	0	55	0
9 McJUNKIN CORP., Charleston, WV	185	1500	0	99	0
10 JOHNSTONE SUPPLY INC., Portland, OR	254	2225	5	0	75
11 RED MAN PIPE & SUPPLY CO., Tulsa, OK	70	765	0	80	0
12 PAMECO CORP.*, Golden, CO	280	1600	1	0	82
13 NOLAND CO., Newport News, VA	103	1358	57	0	28
14 F.W. WEBB CO., Burlington, MA	51	1108	40	30	30
15 R.E. MICHEL CO. INC., Glen Burnie, MD	148	1144	12	0	88
16 USFLOW CORP.*, Grand Rapids, MI	82	980	75	85	0
17 MORRISON SUPPLY CO., Fort Worth, TX	44	884	75	10	15
18 BARNETT INC.*, Jacksonville, FL	38	N/A	75	0	5
19 BUILDERS PLUMBING & HEATING SUPPLY CO., Addison, IL	21	688	70	0	7
20 CONSOLIDATED PIPE & SUPPLY CO. INC., Birmingham, AL	24	508	25	50	0
21 SO. CALIF. AIR CONDITIONING DISTRIBUTORS INC., City of Industry, CA	19	340	0	0	100
22 APEX SUPPLY CO. INC.*, Atlanta, GA	23	608	45	15	30
23 SLAKEY BROTHERS INC., Sacramento, CA	29	470	38	2	60
24 KELLER SUPPLY CO., Seattle, WA	40	N/A	80	10	10
25 TODD PIPE & SUPPLY, Hawthorne, CA	8	450	80	10	0
26 GROUPE DESCHENES INC., Montreal, QC	47	758	80	5	15
27 LOCKE SUPPLY CO., Oklahoma City, OK	148	700	34	0	33
28 SOUTHERN PIPE & SUPPLY CO.*, Meridian, MS	65	800	95	0	5
29 DXP ENTERPRISES INC.*, Houston, TX	54	511	0	44	0
30 FIRST SUPPLY GROUP INC., Madison, WI	14	473	08	37	31
31 GENSCO INC., Tacoma, WA	20	550	0	0	100
32 THOS. SOMERVILLE CO., Upper Marlboro, MD	22	475	81	8	11
33 MINGLEDORFF'S INC., Norcross, GA	18	258	0	0	100
34 ACR GROUP INC., Houston, TX	46	400	0	0	100
35 EAST COAST METAL DISTRIBUTORS INC., Durham, NC	28	N/A	0	0	100
36 N.B. HANDY CO. INC., Lynchburg, VA	12	305	0	0	85
37 FAMOUS ENTERPRISES, Akron, OH	24	588	48	8	48
38 PALMER-DORVIN MANUFACTURING CO., Columbus, OH	9	302	0	0	20
39 CCBURN SUPPLY CO., Beaumont, TX	34	475	53	14	28
40 CHICAGO TUBE AND IRON CO., Chicago, IL	11	410	10	80	10
41 BLACKMAN PLUMBING SUPPLY CO.*, Bethpage, NY	10	350	88	2	10
42 C.C. DICKSON CO.*, Rock Hill, SC	108	550	0	0	100
43 HABEGGER CORP., Cincinnati, OH	18	240	1	0	81
44 RUSSELL SIEGLER INC., Phoenix, AZ	7	180	8	0	100
45 UNITED REFRIGERATION INC.*, Philadelphia, PA	221	1780	0	0	100
46 ABCO REFRIGERATION SUPPLY CORP., Long Island City, NY	16	250	0	0	100
47 G.W. BERKHEIMER CO. INC., Portage, IN	15	250	0	0	100
48 CRANE SUPPLY, Toronto, ON	35	350	39	59	1
49 UNITED PIPE & SUPPLY CO. INC., Portland, OR	22	320	30	30	7
50 ETNA SUPPLY, Grand Rapids, MI	10	280	38	58	0

* Editors' estimate

All sales ranked in U.S. dollars

Premier 150: The Rankings

■ \$500 million or more
■ \$100 million - \$499.9 million
■ \$50 million - \$99.9 million
■ \$35 million - \$49.9 million

Company Name	Locations	Empl.	% of Business		
			P&H	PVF	HVACR
51 COLUMBIA PIPE & SUPPLY CO., Chicago, IL	14	316	24	87	9
52 CRAWFORD SUPPLY CO., Morton Grove, IL	24	240	75	0	25
53 GUSTAVE A. LARSON CO., Pewaukee, WI	24	250	0	0	100
54 SID HARVEY INDUSTRIES INC., Garden City, NY	70	450	30	0	70
55 PEIRCE-PHELPS INC., Philadelphia, PA	17	250	1	0	68
56 KOCH AIR LLC, Evansville, IN	5	192	0	0	95
57 TEMPERATURE EQUIPMENT CORP., Lansing, IL	13	160	0	0	90
58 EDWARD B. WARD CO., South San Francisco, CA	5	114	0	0	100
59 PARNELL-MARTIN COS. LLC., THE, Charlotte, NC	18	210	100	0	0
60 JOHNSON SUPPLY, Houston, TX	23	260	0	0	100
61 GOODIN CO., Minneapolis, MN	9	271	55	20	25
62 KELLY PIPE CO. LLC, Santa Fe Springs, CA	10	206	0	94	6
63 BEHLER-YOUNG CO., THE, Grand Rapids, MI	15	218	5	0	95
64 GRANITE GROUP, THE, Concord, NH	18	300	65	15	20
65 PORTLAND GROUP, THE, N. Billerica, MA	11	285	67	0	33
66 REDLON & JOHNSON SUPPLY, Portland, ME	13	245	93	5	1
67 CONSOLIDATED SUPPLY CO. (Oregon), Portland, OR	16	240	70	30	0
68 CONNOR CO., Peoria, IL	23	220	50	17	30
69 WOLFF BROS. SUPPLY INC., Medina, OH	8	260	33	2	15
70 CENTRAL SUPPLY CO. (Indianapolis)*, Indianapolis, IN	2	172	65	10	0
71 ROBERTSON HEATING SUPPLY, Alliance, OH	29	253	52	0	43
72 TRUMBULL INDUSTRIES INC., Warren, OH	6	202	29	35	0
73 BARTLE & GIBSON CO. LTD., Edmonton, AB	28	293	85	4	0
74 DAVIDSON PIPE SUPPLY CO. INC., Brooklyn, NY	8	200	0	75	5
75 ABLE DISTRIBUTING CO. INC., Phoenix, AZ	7	170	99	1	0
76 IRR SUPPLY CENTERS INC., North Tonawanda, NY	28	N/A	70	0	30
77 NORTHEASTERN SUPPLY INC., Baltimore, MD	23	260	87	1	11
78 SPS CO., Minneapolis, MN	6	205	100	0	0
79 AIRECO SUPPLY INC., Savage, MD	34	247	0	9	100
80 J.H. LARSON CO., Golden Valley, MN	7	220	15	0	15
81 DAVIS & WARSHOW INC., Maspeth, NY	9	255	70	23	0
82 AUER STEEL & HEATING SUPPLY CO., Milwaukee, WI	5	142	10	0	90
83 AMERICAN REFRIGERATION SUPPLIES INC., Phoenix, AZ	31	210	0	0	100
84 FRISCHKORN INC., Richmond, VA	15	195	0	90	0
85 RIDGEWOOD CORP., Harriman, NY	17	170	88	1	11
86 HARRY COOPER SUPPLY CO., Springfield, MO	3	201	41	2	7
87 DEACON INDUSTRIAL SUPPLY CO., King of Prussia, PA	2	103	2	98	0
88 SMARDAN-HATCHER CO. INC., Gardena, CA	6	110	60	35	0
89 CC DISTRIBUTORS INC., Corpus Christi, TX	22	151	35	30	15
90 CAPITOL GROUP*, Springfield, IL	9	170	50	30	20
91 PALERMO SUPPLY CO. INC., Bergenfield, NJ	9	230	76	3	9
92 BAROON SUPPLIES LTD., Belleville, ON	17	277	57	13	30
93 REFRIGERATION SALES CORP., Cleveland, OH	10	120	5	0	95
94 BELL PUMP CO./SIMONS CO., Hartford, CT	30	190	45	0	55
95 PLUMBERS WAREHOUSE, THE, Carson, CA	7	150	90	5	5
96 INDUSTRIAL PIPING SPECIALISTS, Tulsa, OK	4	80	0	100	0
97 EXCELSIOR MANUFACTURING & SUPPLY CORP., Itasca, IL	10	230	1	0	66
98 PLUMBING DISTRIBUTORS INC., Lawrenceville, GA	6	111	100	0	0
99 SOLAR SUPPLY INC., Lake Charles, LA	42	200	0	0	100
100 LEE SUPPLY CORP., Indianapolis, IN	8	175	55	0	40

* Editors' estimate

All sales ranked in U.S. dollars

Westburne (U.S.); McJunkin Corp.; Hughes Supply; Hajoca Corp.; Familian Corp.; Noland Co.; Winwholesale; and Familian Northwest.

Grainger was removed from the list in the 1998 Premier 150 survey, when SUPPLY HOUSE TIMES said it would stick to companies whose primary business was in PHCP.

Based on that thinking, this year's list no longer includes Alamo Ironworks of San Antonio, Texas, ranked No. 71 last year; Fairmont Supply Co. of Canonsburg, Pa., ranked No. 34 last year; TW Metals of Exton, Pa., ranked No. 13 last year; and Wallace Hardware of Morristown, Tenn., ranked No. 61 last year. A few distributors with small percentages of sales in the PHCP industry remain on the list this year because they responded to this year's survey.



\$500 & Over	
Year	Number Of Premier 150 Companies
1998	12
1999	13
2000	14
2001	13
2002	12

\$400 to \$499.9	
Year	Number Of Premier 150 Companies
1998	4
1999	2
2000	2
2001	2
2002	1

\$300 to \$399.9	
Year	Number Of Premier 150 Companies
1998	2
1999	2
2000	3
2001	3
2002	3

Premier 150: The Rankings

Other companies missing from this year's list include Familian Northwest of Portland, Ore. (ranked No. 9 last year), which has been integrated into Ferguson (Newport News, Va.), and Joliet Valve of Minooka, Ill. (ranked No. 103 last year), which was acquired by McJunkin Corp. (Charleston, W.Va.).

PVF distributor Kelly Pipe Co. LLC of Santa Fe Springs, Calif., ranked No. 62 this year, acquired Pacific Pipe, an Oakland, Calif.-based PVF distributor, in 2002, so Pacific Pipe (ranked No. 134) will not be on the list next year.

Consolidation and economic woes have resulted in more deletions from the list. In 1998, 33 companies included in the 1993 Premier 150 were no longer on the list. This year, 62 companies that were on the list in 1993 are no longer in the ranking.

\$200 to \$299.9	
Year	Number Of Premier 150 Companies
1998	10
1999	11
2000	10
2001	8
2002	8

\$100 to \$199.9	
Year	Number Of Premier 150 Companies
1998	40
1999	40
2000	38
2001	38
2002	35

\$50 to \$99.9	
Year	Number Of Premier 150 Companies
1998	53
1999	50
2000	55
2001	55
2002	55

\$35 to \$49.9	
Year	Number Of Premier 150 Companies
1998	30
1999	32
2000	28
2001	31
2002	36

Company Name	Locations	Empl.	% of Business		
			P&H	PVF	HVACR
101 PLUMB SUPPLY CO., Des Moines, IA	16	175	45	15	40
102 TEMPERATURE SYSTEMS INC., Madison, WI	2	107	5	0	70
103 J.O. GALLOUP CO.*, Battle Creek, MI	11	135	0	100	0
104 BROCK-McVEY CO.*, Lexington, NY	8	188	7	5	68
105 BUSH SUPPLY CO.*, Harlingen, TX	5	91	35	0	0
106 ANDREW SHERET LTD., Victoria, BC	18	209	90	7	0
107 LONGLEY SUPPLY CO.*, Wilmington, NC	12	140	36	0	30
108 WOOL PLUMBING SUPPLY, Sunrise, FL	5	120	95	5	0
109 BRUCE SUPPLY CORP.*, Brooklyn, NY	5	105	60	40	0
110 USCO INC. (United Supply Co.), North Plainfield, NJ	6	102	18	0	82
111 HIRSCH PIPE & SUPPLY CO. INC., Van Nuys, CA	10	175	90	5	0
112 ACES A/C SUPPLY INC., Houston, TX	12	94	0	0	100
113 YOUNG SUPPLY CO., Detroit, MI	14	145	5	0	95
114 SUPPLY NORTH CENTRAL GROUP, Ann Arbor, MI	13	N/A	96	0	1
115 THORNES*, Saint John, NB	5	120	20	25	10
116 ROBERT-JAMES SALES INC., Buffalo, NY	8	110	0	100	0
117 EB'S SUPPLY CO. INC., Nashville, TN	8	130	0	0	75
118 SUPPLY NEW ENGLAND, Attleboro, MA	17	160	40	50	0
119 MOUNTAIN STATES PIPE & SUPPLY CO., Colorado Springs, CO	3	120	20	30	0
120 AARON & CO. INC., Piscataway, NJ	6	143	81	0	19
121 S.W. ANDERSON SALES CORP., Farmingdale, NY	6	135	0	0	85
122 THERMAL SUPPLY INC.*, Seattle, WA	22	125	0	20	71
123 R.V. CLOUD/FRESNO DISTRIB.*, Campbell, CA	2	95	85	0	0
124 CENTURY A/C SUPPLY*, Houston, TX	11	125	0	0	75
125 CAL-STEAM WHOLESALE PLUMBING SUPPLY*, Hayward, CA	11	247	40	45	5
126 CANYON PIPE & SUPPLY INC.*, Phoenix, AZ	6	98	60	0	40
127 BEST PLUMBING TILE & STONE, Yorktown Heights, NY	3	105	88	0	0
128 D.C. SALES CO. INC.*, Minneapolis, MN	7	N/A	25	0	75
129 MSI HVAC, Mira Loma, CA	5	313	0	0	100
130 KENNY PIPE & SUPPLY INC., Nashville, TN	11	125	100	0	0
131 MACOMB PIPE & SUPPLY, Sterling Heights, MI	6	117	18	77	5
132 WHOLESALE SUPPLY GROUP INC., Cleveland, TN	28	267	49	0	6
133 SOLCO PLUMBING SUPPLY INC.*, Brooklyn, NY	4	100	95	0	5
134 PACIFIC PIPE CO., Oakland, CA	4	90	0	75	0
135 PUGET SOUND PIPE & SUPPLY, Kent, WA	5	75	0	100	0
136 RIBACK SUPPLY CO., Columbia, MO	18	175	50	0	35
137 CREGGER CO. INC., Columbia, SC	14	102	93	7	0
138 GATEWAY SUPPLY CO. INC., Columbia, SC	11	N/A	70	0	30
139 WM. F. MEYER CO., Aurora, IL	5	62	100	0	0
140 ALLIED REFRIGERATION INC., Signal Hill, CA	16	121	0	0	95
141 INDEPENDENT PIPE & SUPPLY CORP., Canton, MA	5	85	20	75	5
142 GEORGE T. SANDERS CO., Wheat Ridge, CO	9	150	98	0	3
143 BURNS CASCADE*, Syracuse, NY	6	94	0	100	0
144 PIPING & EQUIPMENT INC., Houston, TX	8	93	0	100	0
145 UNIVERSAL SUPPLY GROUP, Hawthorne, NJ	9	89	20	0	80
146 REPUBLIC PLUMBING SUPPLY CO., Norwood, MA	7	105	70	25	0
147 TORRINGTON SUPPLY CO., Waterbury, CT	7	100	70	20	10
148 C&L SUPPLY INC., Vinita, OK	8	96	20	0	35
149 KELLY'S PIPE AND SUPPLY CO., Las Vegas, NV	3	N/A	70	20	0
150 DEALERS SUPPLY CO., Forest Park, GA	12	108	0	0	100

* Editors' estimate

All sales ranked in U.S. dollars

Welcome New Members

This year's Premier 150 list includes seven new members. Mountain States Pipe & Supply (Colorado Springs, Colo.) entered at No. 119; Wm. F. Meyer Co. (Aurora, Ill.) was No. 139; Universal Supply Group (Hawthorne, N.J.), Republic Plumbing Supply Co. (Norwood, Mass.), Torrington Supply Co. (Waterbury, Conn.), and C&L Supply (Vinita, Okla.) ranked Nos. 145 through 148, respectively; and Dealers Supply Co. (Forest Park, Ga.) was No. 150.

Still Optimistic

This year, of the 140 companies willing to make a sales prediction for fiscal 2003, 100 are projecting sales growth. The responses from 22 companies included percentage increase forecasts ranging from 2% to 13%, with the average being 7%. Only two companies said they expected sales to decline; the remaining 38 projected sales would stay the same. <<

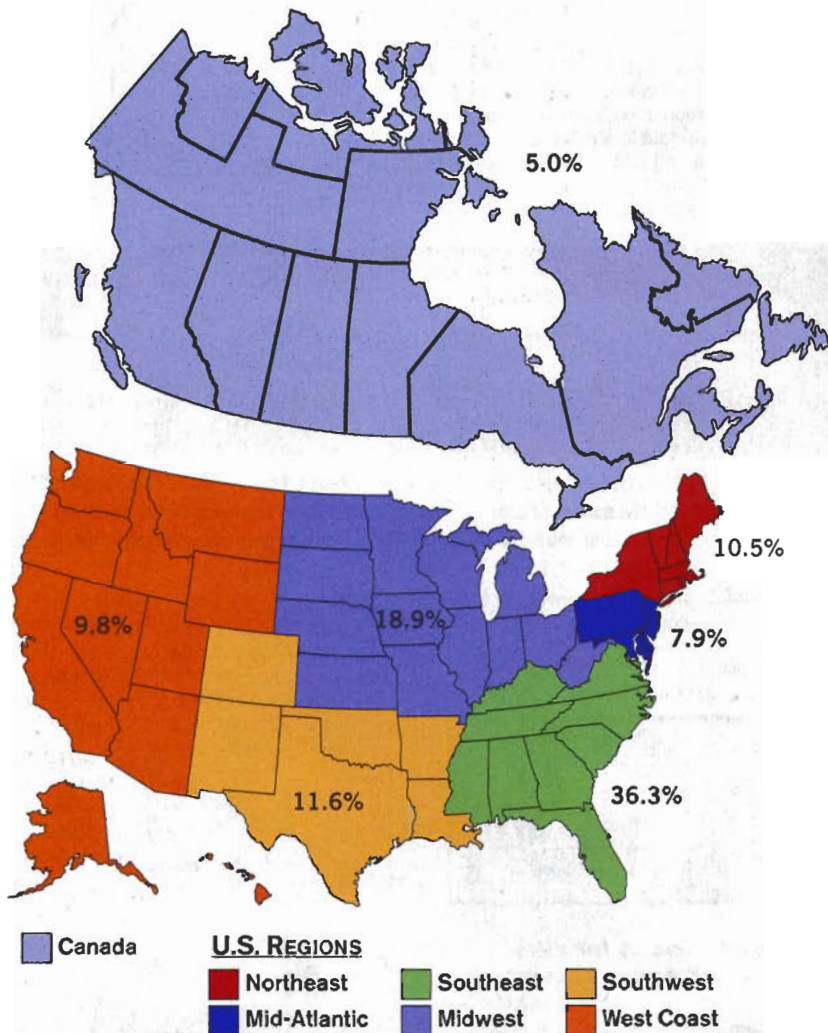
Charts continued on page 34

Combined Sales For The Premier 150

(in billions of dollars)

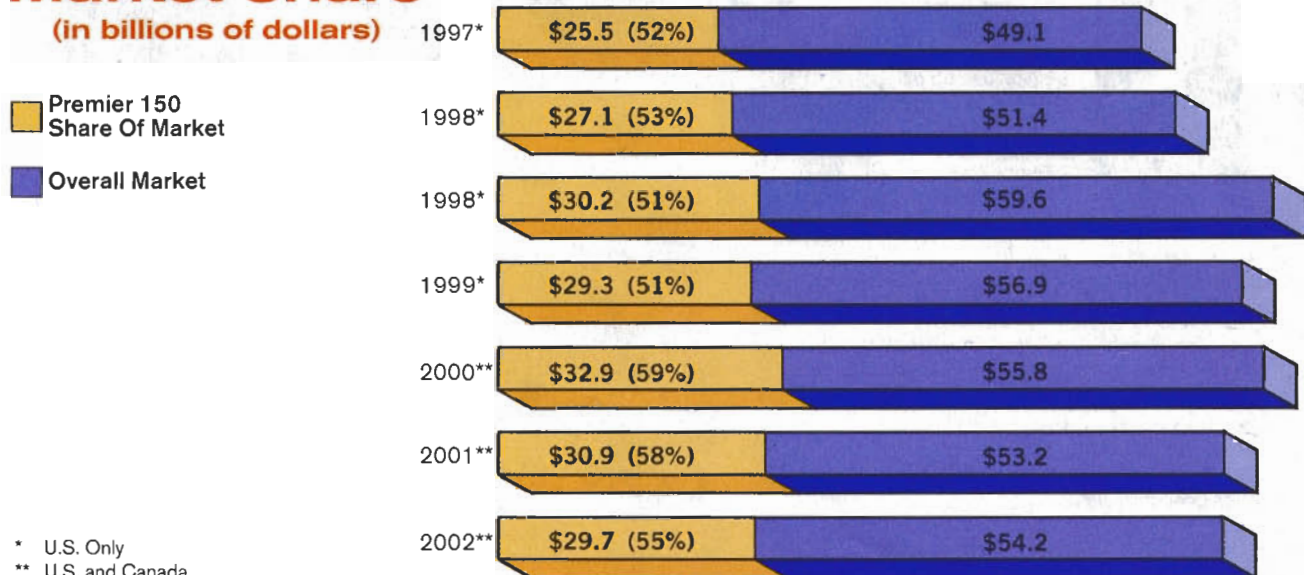


2002 Percent Of Total Sales For The Premier 150 By Region



Market Share

(in billions of dollars)



* U.S. Only

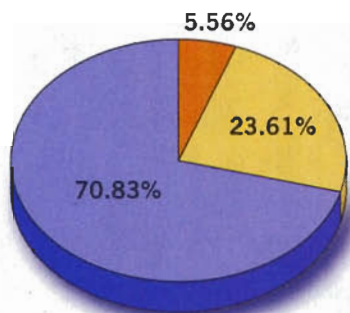
** U.S. and Canada

Sales Trends For Premier 150

(Year-To-Year Comparison And Projection)

2001 vs. 2002 Sales

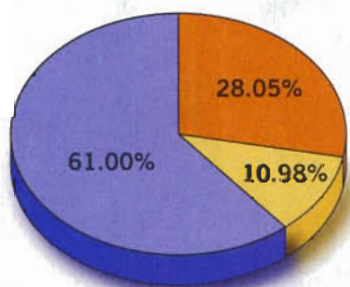
(Projected In Early 2002)



- Decreased sales in 2002
- Flat sales in 2002
- Increased sales in 2002

2001 vs. 2002 Sales

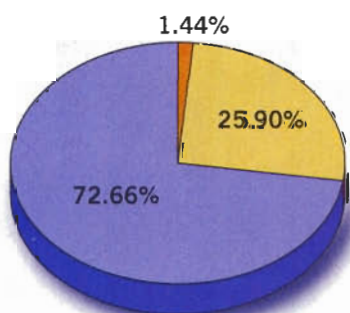
(Actual)



- Decreased sales in 2002
- Flat sales in 2002
- Increased sales in 2002

2002 vs. 2003 Sales

(Projected)



- Decreased sales in 2003
- Flat sales in 2003
- Increased sales in 2003

Segment Leaders

Plumbing & Hydronics

1. FERGUSON ENTERPRISES INC.
2. HUGHES SUPPLY INC.
3. HAJOCA CORP.*
4. WINHOLESALE INC.
5. EMCO LTD.
6. NOLAND CO.
7. MORRISON SUPPLY CO.
8. BARNETT INC.*
9. BUILDERS PLUMB. & HEAT. SUPPLY
10. TODD PIPE & SUPPLY
11. SOUTHERN PIPE & SUPPLY CO.*
12. KELLER SUPPLY CO.
13. GROUPE DESCHENES INC.
14. F.W. WEBB CO.
15. THOS. SOMERVILLE CO.
16. BLACKMAN PLUMBING SUPPLY CO.*
17. APEX SUPPLY CO. INC.*
18. THE PARNELL-MARTIN COS. LLC
19. SLAKEY BROTHERS INC.
20. FIRST SUPPLY GROUP INC.
21. REDLON & JOHNSON SUPPLY
22. CRAWFORD SUPPLY CO.
23. SPS CO.*
24. AHLE DISTRIBUTING CO. INC.*
25. COBURN SUPPLY CO. INC.
26. NORTHEASTERN SUPPLY INC.
27. FAMOUS ENTERPRISES
28. BARTLE & GIBSON CO. LTD.
29. CONSOLIDATED PIPE & SUPPLY CO.
30. LOCKE SUPPLY CO.
31. CONSOLIDATED SUPPLY CO. (Oregon)
32. RIDGWOOD CORP.
33. THE PORTLAND GROUP
34. THE GRANITE GROUP
35. IRR SUPPLY CENTERS INC.*
36. PLUMBING DISTRIBUTORS INC.
37. CENTRAL SUPPLY CO. (Indianapolis)*
38. GOODIN CO.
39. DAVIS & WARSHOW INC.
40. THE PLUMBERS WAREHOUSE
41. USFLOW CORP.*
42. WOOD PLUMBING SUPPLY
43. SUPPLY NORTH CENTRAL GROUP
44. ANDREW SHERET LTD.
45. PALERMO SUPPLY CO. INC.
46. HIRSCH PIPE & SUPPLY CO. INC.
47. CRANE SUPPLY
48. ROBERTSON HEATING SUPPLY
49. R.E. MICHEL CO. INC.
50. CONNOR CO.

Pipe-Valves-Fittings

1. FERGUSON ENTERPRISES INC.
2. McJUNKIN CORP.
3. WILSON INDUSTRIES
4. EMCO LTD.
5. RED MAN PIPE & SUPPLY CO.
6. HUGHES SUPPLY INC.
7. USFLOW CORP.*
8. WINHOLESALE INC.
9. CONSOLIDATED PIPE & SUPPLY CO.
10. HAJOCA CORP.*
11. CHICAGO TUBE AND IRON CO.
12. F.W. WEBB CO.
13. KELLY PIPE CO. LLC
14. DXP ENTERPRISES INC.*
15. COLUMBIA PIPE & SUPPLY CO.
16. CRANE SUPPLY
17. FIRST SUPPLY GROUP INC.
18. FRISCHKORN INC.
19. DEACON INDUSTRIAL SUPPLY CO. INC.
20. ETNA SUPPLY CO.
21. DAVIDSON PIPE SUPPLY CO. INC.
22. INDUSTRIAL PIPING SPECIALISTS
23. J.O. GALLOUP CO.*
24. ROBERT-JAMES SALES INC.
25. PUGET SOUND PIPE & SUPPLY
26. BURNS CASCADE*
27. PIPING & EQUIPMENT INC.
28. APEX SUPPLY CO. INC.*
29. UNITED PIPE & SUPPLY CO. INC.
30. LIBERTY EQUIPMENT & SUPPLY CO.
31. MACOMB PIPE & SUPPLY
32. PACIFIC PIPE CO.
33. TRUMBULL INDUSTRIES INC.
34. INDEPENDENT PIPE & SUPPLY CORP.
35. MORRISON SUPPLY CO.
36. CENTRAL STATES INDUSTRIAL SUPPLY
37. CONSOLIDATED SUPPLY CO. (Oregon)
38. THE IDEAL SUPPLY CO.
39. SUPPLY NEW ENGLAND
40. SMARDAM-HATCHER CO. INC.*
41. BRUCE SUPPLY CORP.*
42. WELER SUPPLY CO.
43. COBURN SUPPLY CO. INC.
44. BAL STEAM-HAYWARD*
45. TODD PIPE & SUPPLY
46. EASTERN INDUSTRIAL SUPPLIES INC.
47. GOODIN CO.
48. JABO SUPPLY CORP.
49. CC DISTRIBUTORS INC.*
50. CAPITOL GROUP*

HVACR Sales

1. CARRIER ENTERPRISES*
2. WATSCO INC.
3. JOHNSTONE SUPPLY INC.
4. PAMECO CORP.*
5. FERGUSON ENTERPRISES INC.
6. R.E. MICHEL CO. INC.
7. SO. CALIF. AIR CON. DISTRIB. INC.
8. GENSCO INC.*
9. MINGLEDORFF'S INC.
10. EAST COAST METAL DISTRIBUTORS
11. SLAKEY BROTHERS INC.
12. NOLAND CO.
13. WINHOLESALE INC.
14. C.C. DICKSON CO.*
15. ACR GROUP INC.
16. RUSSELL SIGLER INC.
17. UNITED REFRIGERATION INC.*
18. HAJOCA CORP.*
19. HABEGGER CORP.*
20. ABCO REFRIGERATION SUPPLY CORP.
21. G.W. BERKHEIMER CO. INC.
22. F.W. WEBB CO.
23. GUSTAVE A. LARSON CO.
24. EDWARD B. WARD CO.*
25. KOCH AIR LLC
26. N.B. HANDY CO. INC.
27. JOHNSON SUPPLY
28. PEIRCE-PHELPS INC.
29. TEMPERATURE EQUIPMENT CORP.
30. HUGHES SUPPLY INC.
31. THE BEHLER-YOUNG CO.
32. AIRECO SUPPLY INC.
33. SID HARVEY INDUSTRIES INC.
34. EMCO LTD.
35. AMERICAN REFRIGERATION SUPPLIES
36. APEX SUPPLY CO. INC.*
37. FAMOUS ENTERPRISES
38. AUER STEEL & HEATING SUPPLY CO.
39. LOCKE SUPPLY CO.
40. REFRIGERATION SALES CORP.
41. SOLAR SUPPLY INC.*
42. ACES A/C SUPPLY INC.
43. YOUNG SUPPLY CO.
44. MSI HVAC
45. USCO INC. (United Supply Co.)
46. MORRISON SUPPLY CO.
47. COBURN SUPPLY CO. INC.
48. TEMPERATURE SYSTEMS INC.
49. S.W. ANDERSON SALES CORP.
50. EXCELSIOR MFG. & SUPPLY CORP.

* Editors' estimate

All sales ranked in U.S. dollars