



# Gustave A. Larson Company

WHOLESALE HVAC AND REFRIGERATION

## Supply House Times Premier 150 Gustave A. Larson Company Ranks #12 in HVACR Category and #39 Overall

Congrats to Larson Company!

Each year the Supply House Times releases their annual list of ranking the top 150 premier Plumbing & Hydronics, Pipe-Valves-Fittings Supply and HVACR distributors. For 2007, the Larson Company ranked #39. In the Segment Leaders Breakdown, the Larson Company ranked #12 in the HVACR category.

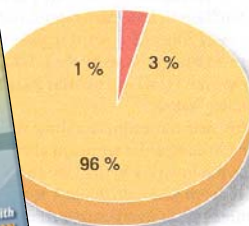
The survey this year was conducted by Clear Seas Research, a division of BNP Media, parent company of Supply House Times. Surveys were sent out via e-mail, fax, and mail and more than 220 companies responded.



### Sales Trends FOR PREMIER 150

(Year-To-Year Comparison  
And Projection)

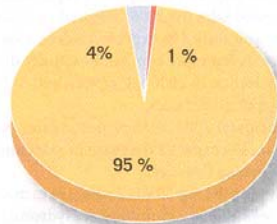
#### 2005 vs. 2006 Sales (Projected)



Increased sales in 2006  
Flat sales in 2006  
Decreased sales in 2006

Source: Supply House Times/Clear Seas Research/BNP Media 2007

#### 2005 vs. 2006 Sales (Actual)



Decreased sales in 2005  
Flat sales in 2005  
Increased sales in 2005

Source: Supply House Times/Clear Seas Research/BNP Media 2007

#### 2006 vs. 2007 Sales (Projected)



### PREMIER 150

## Premier 150: THE RANKINGS

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

Rank	Company	City	State	Locations	Employees	P&H	PVF	HVACR
1	Ferguson Enterprises	Newport News	VA	1237	22,008	26	38	9
2	HD Supply	Orlando	FL	1000	26,000	NA	NA	NA
3	WinWholesale	Dayton	OH	555	5,383	52	13	11
4	Wilson	Houston	TX	250	2,500	0	75	0
5	Watsco	Coconut Grove	FL	380	3,200	0	0	100
6	McJunkin Corp.	Charleston	WV	99	1,467	0	100	0
7	Hajoca Corp.*	Ardmore	PA	NA	NA	80	10	10
8	Red Man Pipe and Supply Co.	Tulsa	OK	70	1,080	0	70	0
9	Emco Ltd.*	London	ON	170	1,900	50	40	10
10	Wolseley Canada	Burlington	ON	246	2,800	42	42	15
11	Interline Brands	Jacksonville	FL	145	3,800	35	0	12
12	Johnstone Supply	Portland	OR	NA	NA	10	5	75
13	F.W. Webb Co.	Bedford	MA	65	1,300	45	20	25
14	Morrison Supply Co.	Fort Worth	TX	67	1,030	85	0	15
15	R. E. Michel Co.	Glen Burnie	MD	205	1,480	11	0	86
16	U.S. Airconditioning Distributors	City of Industry	CA	49	800	0	0	100
17	Consolidated Pipe & Supply	Birmingham	AL	34	640	25	50	0
18	Groupe Deschenes	Montreal	QC	85	1,112	NA	NA	NA
19	Keller Supply Co.	Seattle	WA	60	NA	80	10	10
20	Kelly Pipe Co. LLC	Sante Fe Springs	CA	14	218	0	100	0
21	Locke Supply	Oklahoma City	OK	157	775	34	0	33
22	Stakey Brothers	Elk Grove	CA	34	558	49	0	51
23	Coburn Supply Co.	Beaumont	TX	40	710	45	18	24
24	NB Handy Co.	Lynchburg	VA	14	435	0	0	53
25	Southern Pipe & Supply Co.*	Meridian	MS	NA	NA	95	0	5
26	ACR Group	Houston	TX	54	483	0	0	100
27	First Supply LLC	Madison	WI	19	530	39	25	8
28	Crane Supply*	Toronto	ON	NA	NA	25	75	0
29	Russell Sigler	Tolleson	AZ	11	261	0	0	100
30	Mingledorff's	Norcross	GA	21	325	0	0	95
31	Thos. Somerville Co.	Upper Marlboro	MD	23	525	84	0	14
32	Famous Enterprises	Akron	OH	29	500	NA	NA	NA
33	Chicago Tube & Iron	Romeoville	IL	10	420	12	84	4
34	United Pipe & Supply	Portland	OR	33	428	0	51	5
35	Columbia Pipe	Chicago	IL	19	367	21	74	5
36	Consolidated Supply Co.	Portland	OR	17	335	65	35	0
37	CC Dickson Co.*	Rock Hill	SC	NA	NA	0	0	100
38	Blackman Plumbing Supply Co.*	Bethpage	NY	NA	NA	85	0	10
39	Gustave A. Larson Co.	Pewaukee	WI	44	390	5	0	95