

# WHOLESALE the SAALER

NEWS OF PLUMBING, HEATING, COOLING AND INDUSTRIAL PVF

PHCP PROS



## CELEBRATING VALUES AND TRADITIONS

*This year marks the 125th anniversary for First Supply LLC, a family-owned and -operated wholesale distributor with roots starting in La Crosse, Wisconsin, and now covering the Upper Midwest. The founders and its leaders were known to swing the bat and take risks — backed up by hard work, commitment to team members, customers, and the manufacturing companies they partner with. Pictured are family members Joe Poehling, chairman emeritus; CEO and President Katie Poehling Seymour; and CFO Todd Restel, who guide the company and carry on its traditions. Read about its rich history and many firsts – turn to page 50.*

**A Wholesale Commitment to the Industry and sponsor of this year's Wholesaling 100.**

PRESENTED BY

**BRADFORD WHITE**  
WATER HEATERS

@PHCPro

Company	2018	2019	2020	2021	2022	Page
<b>A</b> Aaron and Co., Inc.	85	74	73	71	69	98
AC Pro	75	56	54	49	42	84
Air Management Supply	-	-	-	91	87	104
American Piping Products	56	36	43	67	47	86
American Refrigeration Supplies, Inc.	70	67	68	60	64	94
APR Supply Co.	66	63	59	55	49	88
Auer Steel & Heating Supply Co.*	57	50	50	33	57	92
<b>B</b> Behler-Young	73	61	58	54	52	88
BR Supply Inc.	-	-	-	-	97	110
<b>C</b> Cayce Mill Supply*	99	94	96	97	99	110
CCOM	-	72	71	72	71	98
Century Holdings/Century A/C	49	47	49	34	58	92
Chicago Tube and Iron Co.	40	31	32	42	19	72
Coburn Supply Co., Inc.	24	24	23	21	20	74
The Collins Company	-	-	94	93	95	108
Connor Co.	71	68	60	62	62	94
Consolidated Supply Co.	39	39	39	38	34	80
Consumers Pipe	100	95	94	94	91	106
Crawford Supply Co.	80	71	70	68	67	96
Cregger Co., Inc.	53	51	44	40	38	80
<b>D</b> Dakota Supply Group	-	-	-	-	23	74
DistributionNOW	5	6	7	9	10	71
Distributor Corp of New England	-	-	-	73	73	98
<b>E</b> Eastern Industrial Supplies, Inc.	79	65	62	61	55	92
Edgen Murray*	8	8	6	7	8	70
EMCO Ltd.*	12	11	11	8	7	70
Etna Supply	38	37	33	31	28	78
<b>F</b> F. W. Webb Co.	14	13	13	12	9	71
Famous Enterprises	29	28	25	24	26	74
Ferguson Enterprises, Inc.	1	1	1	1	1	70
First Supply, LLC	32	33	29	27	31	78
<b>G</b> G.W. Berkheimer Co., Inc.	54	49	51	50	48	88
Gateway Supply Co., Inc.	86	77	77	70	66	96
General Plumbing Supply	48	45	45	43	41	84
George T. Sanders	91	83	84	81	79	102
Goodin Co.	43	40	41	39	39	82
Granite Group Wholesalers, LLC	45	35	35	32	30	78
Group Deschenes, Inc.	16	16	12	11	13	72
Gustave A. Larson Company	31	35	34	36	37	80
<b>H</b> Hajoca Corp.*	8	9	9	4	4	70
Hirsch Pipe & Supply Co.	58	54	53	51	51	88
<b>I</b> Industrial Piping Specialists	25	26	27	25	29	78
IRR Supply Centers, Inc.	59	64	59	59	60	94
<b>J</b> J. Lorber Company*	-	99	100	100	100	110
JABO Supply Corp.	-	98	99	98	98	110
Johnson Supply & Equipment Corp.	77	70	75	75	74	100
Johnstone Supply	7	7	8	5	5	70
<b>K</b> Keller Supply Co.	20	19	18	17	18	72
Kelly Pipe	35	27	24	30	24	74
Koch Air LLC	55	46	48	46	43	84

Company	2018	2019	2020	2021	2022	Page
<b>L</b> Lehman Pipe & Plumbing Supply	98	93	89	86	84	104
Locke Supply Co.	24	23	19	18	16	72
Lute Supply	97	89	90	90	89	104
<b>M</b> M & A Supply Co., Inc.	95	100	86	84	86	104
MRC Global, Inc.	2	4	5	6	6	70
Masters Supply, Inc.	-	88	88	87	86	104
Metropolitan Pipe and Supply	-	90	91	89	85	104
Mingledorff's, Inc.	19	19	17	16	15	72
Mountainland Supply Co.	60	42	37	35	27	76
Munch's Supply Co.	36	29	26	22	25	74
<b>N</b> Northeastern Supply	-	-	61	52	61	94
Noble Plumbing Supply*	-	21	23	23	22	74
<b>P</b> Pace Supply*	-	-	36	47	46	86
Pacific Plumbing Supply	83	75	76	74	70	98
Penco Corporation	-	97	98	95	90	106
Plumb Supply Company	52	48	52	48	45	88
Plumbing & Heating Wholesale	-	-	-	-	94	108
Porter Pipe & Supply	76	60	64	66	54	90
Preferred Pump	21	22	21	20	17	72
Puget Sound Pipe & Supply Co.	82	76	78	77	78	100
<b>R</b> R.E. Michel Co., Inc.	15	15	14	14	12	72
Refrigeration Sales Corp.	-	69	69	65	65	94
Robert James Sales, Inc.	85	86	88	83	80	102
Romar Supply	-	-	-	99	96	110
<b>S</b> Shearer Supply	74	62	63	58	56	92
Sid Harvey Industries, Inc.	46	42	40	37	36	80
Sigler Wholesale Distribution	16	17	16	15	14	71
Slakey Brothers, Inc.*	32	30	31	29	35	80
Southern Pipe & Supply*	18	18	19	19	21	74
Supply New England	-	81	82	82	77	100
<b>T</b> The Macomb Group	42	38	38	44	40	82
The Portland Group	65	58	55	57	59	92
Thos. Somerville	-	-	46	45	44	84
Traeger Brothers & Assoc.	-	-	93	96	93	108
Trumbull Industries	68	64	67	63	68	96
<b>U</b> US Air Conditioning Distributors	27	28	28	26	32	78
<b>W</b> Watsco, Inc.	3	3	3	2	2	70
Western Water Works Supply	84	73	74	69	78	98
Wholesale Supply Group	-	-	-	-	82	102
Winston Water Cooler	-	53	47	41	33	78
Wilkinson Supply Company	-	96	97	92	92	108
Wm F. Meyer Co.	-	78	80	76	76	100
Winsupply, Inc.	5	5	4	3	3	70
Wolff Brothers Supply*	62	61	57	56	63	94
Wolseley Canada, Inc.*	13	13	14	13	11	71
Wool Plumbing Supply	93	85	85	83	83	102
Worly Plumbing Supply, Inc.	-	92	92	88	88	104
<b>Y</b> Young Supply Co.	85	79	81	79	75	100

\*Editor's Estimate

# TOP HVAC/R, PVF, P&H DISTRIBUTORS

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ANNUAL WHOLESALING

## HVAC/R

RANK	COMPANY	PAGE
1	Watsco	70
2	Johnstone Supply, LLC	70
3	Ferguson Enterprises Inc	70
4	Winsupply Inc.	70
5	R.E. Michel Company	71
6	Sigler Wholesale Distributors	71
7	F.W. Webb Company	71
8	Mingledorff's, Inc.	72
9	Munch's Supply*	74
10	Hajoca*	70
11	US Airconditioning Dist.	78
12	Emco*	70
13	Sid Harvey's	80
14	Gustave A. Larson Company	80
15	AC Pro	84
16	G. W. Berkheimer Co., Inc.	88
17	Koch Air	84
18	Slakey Brothers*	80
19	Behler Young	88
20	Locke Supply Co.	72
21	Shearer Supply	92
22	Auer Steel & Heating Co.*	92
23	Century A/C Supply & Air Management Supply	92
24	Famous Enterprises	74
25	American Refrigeration Supplies, Inc.	94
26	Refrigeration Sales Corp.	94
27	Goodin Company	82
28	Coburn Supply Company	74
29	Cregger Company, Inc.	80
30	Granite Group Wholesalers	78
31	Keller Supply Company	72
32	APR Supply Co	88
33	Robertson Heating Supply	88
34	Distributor Corporation of New England	98
35	Johnson Supply	100
36	Mountainland Supply Company	76
37	CCOM Group	98
38	Young Supply Company	100
39	M&A Supply Company, Inc.	102
40	First Supply	78
41	Dakota Supply Group	74
42	Irr Supply Centers, Inc.	94
43	General Plumbing Supply	84
44	The Portland Group, Inc.	92
45	Thos. Somerville Co.	84
46	Plumb Supply Company	84
47	Aaron and Company, Inc.	98
48	Northeastern Supply	94
49	Gateway Supply Company, Inc.	96
50	Noble Plumbing Supply*	74

## PVF

RANK	COMPANY	PAGE
1	MRC Global Inc.	70
2	Edgen Murray*	70
3	DistributionNOW	71
4	F.W. Webb Company	71
5	Winsupply Inc.	70
6	Kelly Pipe Co., LLC	74
7	Chicago Tube & Iron	72
8	Industrial Piping Specialists, Inc.*	78
9	The Macomb Group, Inc.	82
10	Emco*	70
11	Keller Supply Company	72
12	Eastern Industrial Supplies, Inc.	92
13	Winston Water Cooler	78
14	American Piping Products, Inc.	86
15	Porter Pipe & Supply	90
16	Puget Sound Pipe and Supply Co.	100
17	Western Water Works*	98
18	Robert James Sales, Inc.*	102
19	Goodin Company	82
20	Rampart Supply	90
21	First Supply	78
22	Metropolitan Pipe & Supply Company	104
23	Granite Group Wholesalers	78
24	Plumb Supply Company	84
25	Etna Supply Company	78
26	Noble Plumbing Supply*	74
27	Consumers Pipe & Supply	106
28	Lehman Pipe and Supply	104
29	Famous Enterprises	74
30	Mountainland Supply Company	76
31	Coburn Supply Company	74
32	General Plumbing Supply	84
33	The Collins Companies	108
34	Traeger Brothers and Associates, Inc.	108
35	Cregger Company, Inc.	80
36	Thos. Somerville Co.	84
37	Jabo Supply Corp	110
38	Trumbull Industries, Inc.*	96
39	Northeastern Supply	94
40	Romar Supply, Inc.	110
41	Masters' Supply	104
42	Pacific Plumbing Supply Co. LLC.	98
43	APR Supply Co	88
44	Pace Supply Company*	86
45	Supply New England	100
46	Plumbing & Heating Wholesale	108
47	Hirsch Pipe & Supply Co., Inc.	88
48	CCOM Group	98
49	Wholesale Supply Group	102
50	Wolff Bros.*	94

## PLUMBING & HEATING

RANK	COMPANY	PAGE
1	Ferguson Enterprises Inc.	70
2	Hajoca*	70
3	Winsupply Inc.	70
4	Emco*	70
5	F.W. Webb Company	71
6	Preferred Pump	72
7	Noble Plumbing Supply*	74
8	Keller Supply Company	72
9	Consolidated Supply Co.	80
10	Etna Supply Company	78
11	Coburn Supply Company	74
12	Locke Supply Co.	72
13	Mountainland Supply Company	76
14	Edgen Murray*	70
15	First Supply	78
16	Pace Supply Company*	86
17	Hirsch Pipe & Supply Co., Inc.	88
18	Dakota Supply Group	74
19	Famous Enterprises	74
20	Rampart Supply	90
21	Thos. Somerville Co.	84
22	Cregger Company, Inc.	80
23	Slakey Brothers*	80
24	Crawford Supply Company	96
25	Plumb Supply Company	84
26	Chicago Tube & Iron	72
27	William F. Meyer Co.	100
28	Gateway Supply Company, Inc.	96
29	Pacific Plumbing Supply Co. LLC.	98
30	General Plumbing Supply	84
31	Granite Group Wholesalers	78
32	Northeastern Supply	94
33	Winston Water Cooler	78
34	Trumbull Industries, Inc.*	96
35	Goodin Company	82
36	Robertson Heating Supply	88
37	Wool Plumbing Supply	102
38	George T. Sanders Company	102
39	R.E. Michel Company	71
40	The Portland Group, Inc.	92
41	Aaron and Company, Inc.	98
42	Irr Supply Centers, Inc.	94
43	APR Supply Co	88
44	Worly Plumbing Supply, Inc.	104
45	Wholesale Supply Group	102
46	Supply New England	100
47	Masters' Supply	104
48	Wilkinson Supply Company	108
49	Wolff Bros.*	94
50	Penco Corporation	106

Territory Covered: Ohio, West Virginia, Indiana, Eastern Kentucky  
 Titles of Key Purch Decision Makers: Purchasing Manager, Senior Buyer  
 Master Distributor: No  
 Buying Group: Yes  
 AD  
 Percentage Buying Group Vendors: 15  
 Central Distribution Center: No  
 e-Commerce Presence: Yes  
**SALES MIX %**  
 Plumbing: 10  
 HVAC/R & Controls: 79  
 Hydronic Heating (res./light comm.): 1  
 Municipal Water/Utilities: 2  
 Tools & Equipment: 5  
 Pumps/Private Water Systems: 1  
 Other: 2  
**SALES VOLUME BY MARKET %**  
 Residential: 85  
 Commercial: 6  
 Other Wholesalers: 5  
 Institutional (Incl. high-rise residential): 2  
 Industrial & Facilities: 2  
 Percentage Online Orders: 2  
 Civic/Charity Participation – Organizations: Rotary, Chamber of Commerce  
 Incentive Programs: No  
 Training Facility/Educational Classes: Yes  
 Top Plumbing Lines: American Water Heater, American Standard, Charlotte Pipe & Foundry, KraftMaid Cabinetry, Delta  
 Top HVAC/R Lines: Goodman/Amana/Daikin, Seal-Tite Ductwork, White-Rodgers, Hart & Cooley, Mueller  
**OFFICERS:**  
 Christopher H. Lute - Chairman

Jason C. Lute - President/CEO  
 S. Michael Bentley - Exec. VP  
 Seth Ankrom - Director of Operations

**90** **PENCO CORPORATION**  
 1503 W Stein Hwy, PO Box 690  
 Seaford, DE 19973, USA  
 P: 302-629-2601 | F: 302-629-7911  
 TF: 800-727-7362  
 www.pencocorp.com  
 Year Company Founded: 1949  
 Company Privately Held: Yes  
 Family Owned Generations: 3  
 Total Locations: 7  
 Total Showrooms: 1  
 Locations to be Opened in 2022: 1  
 Number of Employees: 88  
 Outside Sales: 7  
 Inside Sales: 6  
 Territory Covered: Delmarva Peninsula  
 Titles of Key Purch Decision Makers: President, Treasurer, Supply Chain Manager, Purchasing Agent  
 Master Distributor: No  
 Buying Group: Yes  
 The Commonwealth Group  
 Percentage Buying Group Vendors: 53  
 Central Distribution Center: Yes  
 Cent. Dist. Center Square Footage: 100000  
 Cent. Dist. Center Branches Served: 6  
 e-Commerce Presence: No  
**SALES MIX %**  
 Plumbing: 64  
 Industrial PVF: 2  
 HVAC/R & Controls: 35  
 Other: 1

**SALES VOLUME BY MARKET %**  
 Residential: 90  
 Commercial: 6  
 Other Wholesalers: 2  
 Industrial & Facilities: 2  
 Percentage Online Orders: 3  
 Incentive Programs: Yes  
 Training Facility/Educational Classes: Yes  
 Top Plumbing Lines: Moen, Rinnai, Rheem Water Heating, Charlotte Pipe, Kohler  
 Top HVAC/R Lines: Rheem, Southwark, Atco, Climatemaster, Honeywell  
 Industry Events: TCG meetings, ASA  
**OFFICERS:**  
 Scott Sapna, President  
 Jeff Peterson, Treasurer  
 Kent Peterson, Vice Chairman  
 Geroge H. Sapna II, Chairman

**91** **CONSUMERS PIPE & SUPPLY**  
 13424 Arrow Blv  
 Fontana, CA 92336, USA  
 P: 909-728-4889 | F: 909-728-4889  
 TF: 800-338-7473  
 www.ConsumersPipe.com  
 MLabeling  
 ThePipeGuys  
 Year Company Founded: 1965  
 Company Privately Held: Yes  
 Family Owned Generations: 4  
 Total Locations: 5  
 Number of Employees: 56  
 Outside Sales: 12  
 Inside Sales: 10  
 Territory Covered: California & Southern Nevada

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