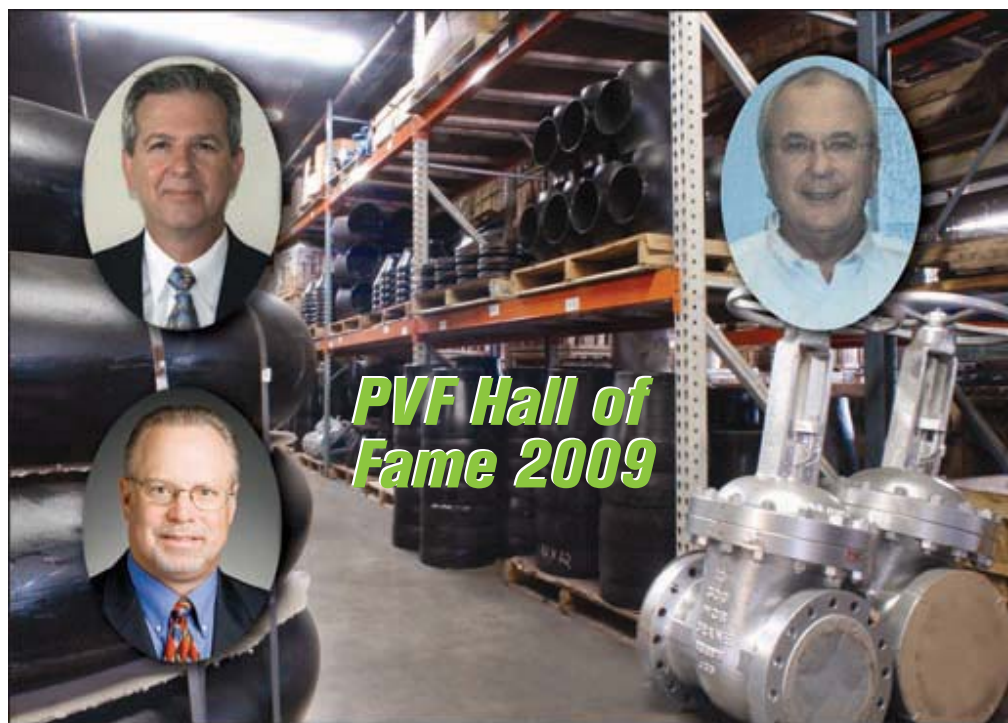


# THE WHOLESALE

News of Plumbing • Heating • Cooling • Industrial Piping Distribution



**PVF Hall of  
Fame 2009**

The 2009 inductees into the PVF Hall of Fame are (clockwise from upper left): Pat Adams president and treasurer of Missouri-Kansas Supply Co.; Randy Cowart, CEO of Powell Valve; and Tom Fish, CEO of Anvil International. Coverage of the 2009 PVF Hall of Fame, which includes profiles of each of these outstanding companies, begins on page 32.)

## Meeting growing regulations

# T&S Brass U.S. facility converts to lead-free

TRAVELERS REST, S.C. — T&S Brass, a leading manufacturer of plumbing and foodservice equipment, announced that its U.S. facility has converted to Eco Brass (lead-free) alloy. Effective January 1, 2010, products manufactured from the U.S. facility will meet new lead reduction legislation set forth by California Assembly Bill 1953 (AB1953).

“As of January 1, 2010, California and Vermont will require all fixtures and fittings that are introduced into commerce



to meet the new lead reduction legislation,” said Eva-Marie Fox, vice president-marketing. “By 2010, most T&S products, from spray valves to electronic faucets, will comply with this law and will have a weighted average lead content of no more than 0.25%.”

By converting to the Eco Brass alloy, all new models manufactured will provide low-lead health benefits to the consumer and deliver the same quality and performance as other T&S products. To ensure that the new products

meet T&S’s exacting standards, the line has been through vigorous testing and has shown no difference in strength or finish.

Prior to January 1, 2010, T&S Brass will offer a limited line of “CA” designated models that have been verified to fully comply with  
(Turn to Brass manufacturer... page 43.)

## Beschloss attains emeritus status

Long-time contributor, PVF expert and economic analyst Morris Beschloss has been honored with the distinction of being named industry, PVF and economic analyst emeritus. See story on page 80.

## A.O. Smith acquires Applied Energy Recovery Systems

MILWAUKEE, Wis. — A.O. Smith Corporation has acquired Applied Energy Recovery Systems Inc. (AERS) of



Norcross, Ga., a leading manufacturer of commercial and residential heat pump water heaters. Terms of the transaction  
(Turn to AERS bought... page 43.)

## Hercules Industries opens Wyoming branch

CASPER, WYO. — Hercules Industries has opened its 13th location, this one in Casper, Wyo. Already operating in Colorado, New Mexico, Utah and Arizona, this is Hercules’ first Wyoming location.

“Our Casper branch gives us the ability to serve the entire state,” said co-owner William Newland. “We previously served  
(Turn to Wyoming... page 43.)



# 2009 PVF HALL OF FAME

## Anvil International perpetuates brand name with expanding product lines as Mueller Water Products subsidiary

**INTRODUCTION BY  
MORRIS R. BESCHLOSS**  
*PVF and economic analyst*

Anvil has distinguished itself by continuing to burnish a name that has engendered universal respect throughout our industry's PVF sector and its various participants.

I want to especially thank Anvil's president Tom Fish, along with his associates, who put the elements of Anvil in proper context, facilitating this presentation for Anvil's induction into the PVF Hall of Fame:

At Anvil, "Building Connections That Last" describes its approach to business as much as the products it provides its customers.

Thomas E. Fish, president of Anvil International, describes it slightly differently. "Deep roots" is how he describes the company's history, dating back to the 1850s when Frederick Grinnell acquired the assets of the Providence Steam & Gas Pipe Company, which eventually evolved as Grinnell Corporation in 1944. In 1999, Anvil International was formed when Tyco divested the company formerly known as Grinnell Supply Sales and Manufacturing. From that time on, Anvil continued the rich tradition of manufacturing and distributing quality piping products.

Although many aspects of Anvil's

business remain the same, a lot has changed over the past 10 years to improve customer service and satisfaction. Changes and enhancements to the business include a new warehouse management system utilizing bar-coding on all Anvil products, improving order accuracy and shipping times; electronic commerce programs to provide support and reduce cost for our customers; the combination of smaller locations to strategically placed Regional Distribution/Service Centers to provide better fill rates; consolidating manufactur-

ing facilities across the U.S. to improve manufacturing efficiencies; and an expanded team of Research & Development professionals. As important as these changes have been, many of them can be described as back office or behind the scenes. More visible to Anvil's customers was the introduction of Anvil's SPF products, its international product line; and the refocus of its sales teams into specialized roles in the

mechanical, fire and energy markets, all of which were done to provide customers with the products and sales efforts to fill their ever-changing needs. In addition to organic growth, Anvil has grown through acquisition, strategically adding products and services that enhance its ability to service customers. For example, the acquisition of Beck/Picoma and Merit Manufacturing added complimentary domestic product lines and beneficial manufacturing technologies, while the addition of the Star Piping Products Building Construction



**Tom Fish, president,  
Anvil International**

Connections That Last" is a simple statement representing a confidence in the company's product lines, its view on customer relationships, and their history of dedicated and long-service employees. A prime example of this is John Martin, vice president-national accounts and a veteran of the PVF industry, who has built lasting connections with customers and industry professionals for over 40 years. Anvil credits its success to building lasting connections with their customers.

Fish agrees. "By listening to our customers, offering our product knowledge, and servicing them to the best of our abilities, we position ourselves to become strategic partners with each customer. As their partner, we align ourselves to understand and meet their objectives, which ultimately will place us in a position to meet our own objectives: increased market share through a solid customer base. The focus on each and every customer's total satisfaction in our products and our people will build the connections that last."

Anvil is unique in that it is the only single company with the range of products it offers. Wherever there is piping, there is likely an application for an Anvil product.

With approximately 2,000 employees, Anvil has shown the power of "deep roots" and prides itself on providing the most advanced piping products and services in the PVF industry. Integrity, dedication and excellence are core Anvil principles that support their motto "Building Connections That Last." ■

*Anvil maintains its corporate headquarters in Portsmouth, N.H., and operates ISO 9001:2000 certified manufacturing facilities in Pennsylvania, California, Tennessee, Texas (API certified), Rhode Island and Ontario, Canada. Major distribution centers and satellite warehouses are located strategically in the U.S., Canada and Europe.*

*Anvil International is a subsidiary of Mueller Water Products (NYSE:MWA) headquartered in Atlanta, Ga.*

**"Customer Service is Anvil's #1 objective. Our experienced Customer Service Team is knowledgeable, courteous and eager to serve our customers. The personal touch is what makes or breaks a Customer Service Team; Anvil's team is second-to-none when it comes to building and maintaining customer relationships."**

**— Dean Taylor, vice president-sales & marketing**

ing facilities across the U.S. to improve manufacturing efficiencies; and an expanded team of Research & Development professionals. As important as these changes have been, many of them can be described as back office or behind the scenes. More visible to Anvil's customers was the introduction of Anvil's SPF products, its international product line; and the refocus of its sales teams into specialized roles in the

Division significantly increased Anvil's footprint in the area of internationally sourced products. Anvil's acquisitions have focused on further development of its core product lines to provide a stronger base from which to grow over the next decade.

Tom Fish believes Anvil's goal is simple: "We want to provide our customers with a win-win situation; if Anvil can help its customers grow their sales and profits, Anvil should be able to grow as well."

Anvil's vice president-sales and marketing Dean Taylor commented, "We are honored for Anvil to receive the prestigious PVF Hall of Fame award. The recognition of our contributions to the PVF industry reinforces our belief that we've been headed in the right direction for years." Taylor leads a team of qualified and dedicated sales professionals that service over 5,000 independent distributors worldwide.

When asked about service, Taylor said: "Customer Service is Anvil's #1 objective. Our experienced Customer Service Team is knowledgeable, courteous and eager to serve our customers. The personal touch is what makes or breaks a Customer Service Team; Anvil's team is second-to-none when it comes to building and maintaining customer relationships." In addition, Anvil maintains a significant inventory commitment in its service centers and satellite warehouses. With over 40,000 SKUs stocked in warehouses across the U.S., Canada and Europe, Anvil's capability to supply its customers what they need, when they need it, is always there.

Anvil's watchwords, "Building

### Trusted for 150 years

**"We built our reputation from the ground up."**

Anvil's history stretches back to the mid-1800s, when a company named Grinnell® began providing its customers with the finest quality pipe products.

Since 2000, those quality products and services — and the people who provide them — have been known as Anvil® International. Anvil® customers receive the quality and integrity that have been building strong connections in both products and business relationships for over 150 years.

#### Focused Product Line

- Anvil® Malleable and Cast Iron Fittings
- Gruvlok® Couplings, Fittings and Valves
- Anvil® Hangers, Supports and Struts
- SPF™ Brand of Grooved Fittings and O-Lets, Malleable/Cast/Ductile Iron Fittings, and Steel Pipe Nipples
- Beck Welded Pipe Nipples
- Merit® Tee-Lets and Drop Nipples
- Anvil® Seamless Pipe Nipples
- Anvil® Steel Pipe Couplings and Small Steel Fittings
- J.B. Smith Swage Nipples and Bull Plugs
- Catawissa® Wing Unions
- Mueller UL/FM Valves