

# THE WHOLESALER

News of Plumbing • Heating • Cooling • Industrial Piping Distribution

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•THE WHOLESALER®—AUGUST 2008

## MOVING UP

### CONGRATS!

**Bacharach Inc.** hired **Tim Bass** as director of marketing. In addition to taking over marketing and advertising duties, Bass will oversee the customer service and repair departments.

**Larry Konopacz** was appointed manager of training and education at **Bell & Gossett's** Little Red Schoolhouse® in Morton Grove, Ill., succeeding **Roy Ahlgren**, who retired in March 2008. Konopacz began his ITT career in 1983 as a junior CNC programmer and progressed through a series of management-level engineering positions. In 1992, Konopacz transitioned from engineering to manufacturing and was named factory manager in 1995.

**Stephen Glaser** was appointed president and CEO of **Briggs Industries**. Glaser joined Briggs in 2004 as vice president-operations, leading the expansion of the company's supply chain and supporting key projects, including the implementation of SAP. In December 2007, he was appointed general manager. Prior to joining Briggs, Glaser held positions with Sony Electronics and Electrolux.

**Continental Fan Manufacturing Inc.** promoted **Jim Paron** to vice president-sales. Paron joined the company in 2002, bringing with him many years of experience in the fan industry. He helped formulate sales and marketing plans that have contributed to growth. His new responsibilities include directing sales for the company's three operating divisions: Industrial Fan, OEM Fan and Wholesale Products.

**eCommerce Industries Inc.** COO **Ron Books** won the Stevie Award for Best Executive of the Year in the computer software sector at the 2008 American Business Awards. **Dan Pritchard**, CEO of eCommerce Industries, also received recognition for his effort and insight over the last decade, with an honorable mention in the category of Best Turnaround Executive.

**Elkay Manufacturing Company** announced two key promotions:

• **Leslie Clark** was promoted to vice president-business excellence. In this newly created role, Clark will be responsible for leading Elkay's business practice review and standardization for the Plumbing Products, Corporate and Cabinet divisions. She will examine Elkay's processes across key areas of business operations and identify ways to increase effectiveness and productivity in each area. Clark joined Elkay in January 2006 as manager of lean implementation and continuous improvement and most recently served as vice president-engineering for sinks and faucets/new product development.

• **Rich Dickson** was named managing director of international sales. Dickson will leverage his global business relationships to identify and implement

growth opportunities for the Plumbing Products Division. He will continue to build the international sales team and will act as a liaison between existing and prospective global customers and Elkay's manufacturing facilities. Dickson has been with Elkay 18 years and has served in diverse positions with increasing responsibility. Since 2001, he has been managing director of global business development.

**Emerson Climate Technologies** appointed **Frank Landwehr** to vice president-marketing for the Air Conditioning



Frank Landwehr Gregg Turner

division and general manager of CR Compressors LLC. He has been with Emerson Climate Technologies for 21 years and had been vice president-product planning for the Refrigeration division. He also held positions in financial analysis and purchasing.

**Ferguson** announced the following appointments:

• **Gregg Turner** is general manager of the Lubbock, Texas, location. Turner joined Ferguson in 2000 as a management trainee in Lubbock and has held several key positions, including outside sales, branch manager and operations manager. He received the Operations Leadership Award for 2006 - 07.

• **Mike Wolfe** is general manager of the Dallas, Texas, location. Wolfe joined Ferguson in 2005 as an executive



Mike Wolf Allison Bradlee

trainee. He became general manager of Lubbock, Texas, in 2006 and, under his leadership, the location won Most Improved Supply House 2006-07.

• **Allison Bradlee** was named manager of recruiting and recognition for Wolsley's North American division. Bradlee will oversee all recruiting efforts and the recognition department. She will also coordinate with the temporary-staffing department to implement a



Tim Bass Stephen Glaser

new technology platform in an effort to save money and to help the company gain efficiencies. Bradlee joined Ferguson in 1998 as a management trainee. After holding several showroom positions, she transitioned into recruiting in 2003 and had been manager of recruiting since 2007.

**Klaus Grohe**, son of the founder of **Hansgrohe** and the company's leader for more than three decades, has

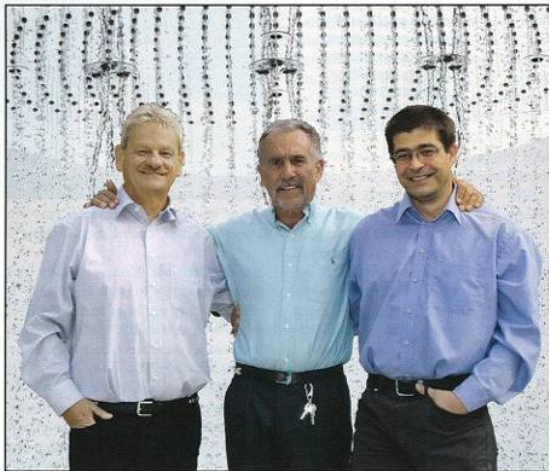


Leslie Clark Rich Dickson

improving end-user brand awareness, gaining placement of new products and programs and further penetrating new and existing channels of distribution.

**The Haws Corporation** has made several personnel changes:

• **Tom White** was promoted to executive vice president. White is a 15-year veteran of Haws, having served in a variety of positions in manufacturing, U.S. and international sales and opera-



Klaus Grohe, Siegfried Gansslen, Richard Grohe

stepped away from day-to-day operational management. He will continue to serve as chairman of the supervisory board, acting in an advisory capacity in the areas of innovation and brand management. The new chairman of the board and chief executive officer is **Siegfried Gansslen**, a 14-year veteran with Hansgrohe AG based in Schiltach, Germany. Gansslen had served as deputy chairman of the management board and chief financial officer. Hansgrohe brand manager **Richard Grohe**, Klaus's son, who has served on the board for the past three years, will assume Gansslen's former role as deputy chairman. He is responsible for ensuring that Hansgrohe's distinctive and deep-rooted culture of innovation continues to thrive.

**C.H. Hanson Company** has named **Phil Hanson**, executive vice president, as its director of sales and customer support. Hanson has been charged with the goals of increasing sales revenue,

his most recent assignment was as vice president-manufacturing. He will



Tom White Aaron C. Cross Jr.

be responsible for all Haws sales, marketing and manufacturing operations worldwide, as well as for championing new business ventures and maintaining his involvement in industry oversight.

• **Aaron C. Cross Jr.** succeeds White as vice president-manufacturing. Cross is an accomplished operations and engineering executive, with a distinguished background, including serving as corpo-