

**THE  
WHOLESALER®**

*News of Plumbing • Heating • Cooling • Industrial Piping Distribution*

**Our biggest issue ever!**

## PHAC Products moves to new facility

ALBANY, N.Y. — PHAC Products, a master distributor of plumbing products, has relocated to a new 23,000-square-foot warehouse in Albany. With a buildout of new offices and an efficient layout of warehouse space, the company will have the capacity to improve service and add additional inventory.

Harold Williams, president of PHAC Products, said that with the added capac-

ity, he anticipates a large new growth pattern and that new lines will be added.

PHAC Products has distributed products such as Delta, Moen, Grohe and Elkay to other distributors for more than 30 years and continues to service the needs of the market.

For a full listing of services and pictures of the new facility, go to [www.phacproducts.com](http://www.phacproducts.com).

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## MOVING UP

**Caroma** appointed *Rose Swanson* business development manager for the Southeastern U.S. She will develop sales and distribution strategies to expand Caroma's position and to capitalize on the trend towards green and environmentally friendly products. Swanson has more than 30 years of experience in consumer and industrial products; most recently, she served as district sales manager at TOTO USA.

*Randy Vander Ploeg* has joined **Continental Industries** as the vice president-national accounts. He will be establishing major wholesaler relationships and assisting regional sales managers with the territory interface to these accounts. Vander Ploeg spent the last 14 years in various sales positions with another manufacturer of air distribution and venting products.

**Danze Inc.** promoted *Michael Wurth* to director of design. Wurth had been product manager/fittings. With more than 25 years of design expertise, Wurth will provide leadership on branding, trends and product development for Danze's fittings business. He will also provide overall product and design strategic vision.

*John Edwards* was named chief operating officer of **Eastway Supplies**. Edwards joined Eastway in 1997 to establish its commercial plumbing and PVC division. He will now oversee Eastway's commercial, industrial and residential operations. Edwards will also be responsible for leadership of the kitchen and bath showroom.

**Elkay Manufacturing Company's** Plumbing Products Division (PPD) announced three promotions within its sales department:

\* *Mark Whittington* is senior vice president-sales. He will supervise Elkay wholesale sales and market development directors, Halsey Taylor sales manage-

ment. Elkay and Neptune retail sales management, Phylrich and the luxury segment, as well as national builder and hospitality accounts. Whittington joined Elkay in 1999 as the Broadview plant manager and most recently was vice president-trade sales and market development for the West.

\* *Ted Hamilton* is now director-trade sales and market development for the West, where he will focus on developing strong market strategies and pursuing sales growth objectives. Hamilton will oversee Elkay's regional market development managers, the trade sales support team and merchandising management, while continuing to handle several national accounts. Since joining Elkay in 1992, Hamilton has held a variety of key roles from sales services to finance and materials management. Most recently, he was the market development manager for the Midwest region.

\* *Mike Purcell* was promoted to director-trade sales and market development for the East. Purcell will continue to develop new initiatives and build relationships with key accounts to help grow sales. He will be responsible for supervising the regional market development managers, managing trade sales support and overseeing the merchandising management, and will continue to handle several national accounts. Purcell started with Elkay as Eastern regional sales manager in 2005 and most recently was national accounts manager.

**Emerson Climate Technologies** appointed *Alan Abramson* president of **Clive Samuels & Associates**. He has led and worked for several facility-engineering firms, and was a consultant to a variety of high-profile clients, offering his expertise as a registered professional engineer. He has a wealth of experience