

A&B– Sun Pipe Line

**A&B Pipe and Supply
Sun Pipe and Valves**

Volume I, Issue I
June 12, 2007

From the editor.....

Welcome to Volume I, Issue I, of our new in-house newsletter—the A&B- Sun Pipe Line. Why this newsletter? Because we can! With all of these new user-friendly software programs, even a complete novice like me can put together this type of publication. As a retiree, I have the time to work on projects like this from my den, with a little help from volunteer contributors. More importantly, we felt that a newsletter might provide a morale boost to our most important asset—the A&B Pipe and Sun Pipe employees! We also hope that it will be fun and educational for you, too.

The content will evolve over time, and I'm sure it will improve with each issue. At this point, we envision the following features: 1) A feature about one employee, whom you will get to know a little better; 2) A photo feature on a current project that we are shipping product to. Although you might already be familiar with that project, we hope that this feature will give you a better understanding of our contribution in the overall structure; 3) Information regarding one of our suppliers, including new products, new promotions, or both; 4) News about the company that might be of interest to you, and finally; 5) Other news about the industry that might impact our business and help you on the job.

Overall, the success of this newsletter depends on your interest and your participation in the process. Therefore, I invite you to offer suggestions and contributions for our news material. We also encourage you to send letters to the editor. We are a small, locally owned firm, unlike our major competitors Home Depot Supply and Ferguson, so let's use this newsletter as our vehicle for company-wide communication!

Al Kocher, Editor

Steve Hild, Credit Manager.....

Florida Gator fans are intolerable after two NCAA basketball and one football National championship. Steve Hild is one of them, but we have to forgive him! Steve was a University of Florida graduate in 1972, with a degree in Accounting & Finance, and has been an avid college football fan ever since. He deserves a few titles by his alma mater.

Steve was born in Orlando, but as an Air Force “brat,” he moved around a lot as a youngster and lived in places such as Japan, the Philippines, and Hawaii. He returned to Orlando as a sophomore in high school and graduated before moving on to Gainesville. His first job after college was with Hughes Supply in Orlando in accounting and auditing, where he traveled the state as part of his job responsibilities. He was able to reduce his travel load in 1985, when he was promoted to Operations Manager at the Hughes branch on 17th Avenue and 23rd Street in Miami. In 1988, Hughes established a Regional headquarters in Ft. Lauderdale, and Steve was named South Florida credit manager.

Hughes closed the Regional office in 1991, and laid off most of the employees, including Steve. He quickly found a job as credit manager with King Koil Bedding and Mattress. In 2000, Steve joined A&B Pipe. He currently serves as Credit Manager for both A&B and Sun. This is a demanding position where he must act as the “tough guy” in cutting off customers whom he deems a risk for collection. It's a critical function for the company, since he is protecting our assets. He does the job well!

Steve likes to take long walks and enjoys boating. As a widower for the past seventeen years, he lives in a townhouse in Coconut Grove, where he has served as Treasurer of the townhouse owners association for the past seventeen years.





Jenkins Road K-8 School, Ft. Pierce.....



The Jenkins Road K-8 school encompasses 214,000 sq. ft. over five buildings. The school will be completed in August 2007. Morganti is the general contractor. Sun Pipe supplied pvf to John Bush Fire for the fire sprinkler system, to Florida Mechanical for the HVAC, and A&B supplied Thyssen Krupp pipe & fittings for the hydraulic elevators.

”I’ve been able to get by with about two less crew members because of the flexible drops. It’s a real time saver!”

Ric Van Nostrand, John Bush Fire



The school used about 2,200 Victaulic Firelock Flexible drops and Victaulic sprinkler heads. The flex drops are ideal for a dropped ceiling application. A technician who can install 16 to 18 sprinkler heads per day with a rigid pipe connection can do 60 plus with the flexible drop. After the hole is drilled in the tile, the head and inner circle of the escutcheon are maneuvered through the opening, the tile leveled, and the outer ring of the escutcheon pressed in, securing the sprinkler head in place. This process was completed after the entire system had been pressure tested and approved by the inspectors. There was no need to de-pressurize and cap a rigid pipe drop.



John Bush Fire Protection, Inc., Port St. Lucie, started work on this project in December, 2006, and has recently completed the job. They used a work crew of 4 or 5 people, plus fabrication work in their own shop. Shown above left to right, Ric Van Nostrand was project superintendent, with Guido Lombardi, Kemo Chanderjack, and Perez Bryant working at the jobsite.

Saint Lucie County is moving away from the traditional elementary and middle schools to the K-8 concept. The idea is to improve the quality of education. In the process, there are significant savings in school busing expense.

Rand Calender was the salesman on this project for Sun Pipe. The material list included black schedule 40 pipe and weld fittings, Victaulic Firelock couplings, tees, elbows, butterfly valves, and various cast iron fittings. Shown below is the building incoming water line "riser," elbows and a tee, a butterfly valve with tamper switch, and a flow detector.

Florida Mechanical, West Palm Beach, was the mechanical contractor for the project. Tim Utt was Project Manager. The school uses about 800 tons of air conditioning capacity. Rand was also the salesman for this project, which included pipe, weld fittings, and various valves. Shown below are the chill water pipes (already insulated) in one of the mechanical rooms.





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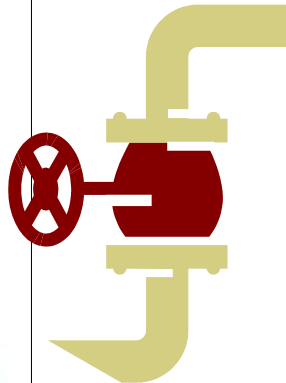
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Heard Around the Company.....

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Enrique Collazo, CEO, recently announced several organization changes at A&B. Mario Amador, formerly Sales Manager, has been promoted to General Manager. Al Riverol was named Sales Manager. He was previously doing outside sales and

will continue this effort along with his added managerial responsibilities for all sales efforts. Aroddy Morejon will manage the Inside Sales and Counter Sales teams. Yordany Espinoza, formerly Counter Sales, is now responsible for all shipping, receiving and storing as Warehouse Manager. These moves will strengthen internal procedures and overall customer relations. Congratulations to all for your new positions and we wish you much success!

Bud Walker, Underground Utility salesman, has now retired. We wish Bud all the rest and relaxation in his new, well earned endeavor.

A "welcome aboard" to Caterina Perez, now working in the Administrative Department.

At Sun Pipe, Mayra Enriquez, Office Manager, has returned from her extended "vacation." On January 2, she gave birth to a 7.8 pound baby girl, named Mia Shanelle. Mother and daughter did very well, and Mayra returned back to work on March 28th.

David Rhodes, Driver, is back to work, fully recovered. You gave us a scare, Dave!

Stockham

Stockham has recognized A&B Pipe as one of their Top Ten Distributors in 2006. "A&B consistently reflects superior customer service and dedication to assuring the customer comes first" said Gary Koon, Southeast Regional Manager for Stockham, at the recent presentation ceremony. Stockham is a quality designer and manufacturer of valves and the strong relationship between them and us has been mutually beneficial.

Green Buildings.....

You may have heard the term "Green Building" discussed lately. While somewhat new to South Florida, the concept will have a significant impact in our market area— sooner rather than later!

What is a "Green Building?" It is a rating that a building receives from the U.S. Green Building Council (USGBC), a Washington D.C. based group with 7,500 members and 75 local chapters. They rate buildings based on 34 performance benchmarks and 7 prerequisites including water savings, energy efficiency, materials selection, human and environmental health, indoor climate health, and sustainable site development. These are called LEED standards (Leadership in Energy and Environmental Design). Based on the USGBC evaluation, a building can get a rating (or certification) of Silver, Gold, or Platinum. The principal benefit to achieving this rank is currently government tax breaks, but there is now a growing trend towards favorable lending rates based on certification. Many builders also see it as a positive status symbol in a nation that is more green oriented.

Green buildings cost more to build, but save in energy costs. A LEED Silver building should add about 5% to the total cost, but may result in 20% to 30% per year in operational costs according to the USGBC. A growing number of South Florida developers are currently going through the certification process. To name a few— EcoPlex in West Palm Beach, Monarch Lakes in Miramar, and the planned Brickell Financial Center.

A&B and Sun Pipe should participate in this growing trend. Perhaps there are opportunities in some of the water recycling innovations or solar panel energy converters. We will find a way!