

J&K Sales
Associates
Manufacturers' Agents

**Agency
News**

September 2007

A Division of KASA Industries, LTD.

**TAKAGI USA APPOINTS J&K SALES
AS NEW ENGLAND REPRESENTATIVE**

J&K Sales is pleased to announce our recent appointment as the New England representative of Takagi USA wall-hung gas water heaters. Takagi, located in Irvine CA, has been producing tankless gas water heater technology since 1952. Takagi has the most complete residential and commercial offering available in the market. Takagi manufactures eight models with outputs that range from 140,000 btu to as high as 235,000 btu.

The newest member of the Takagi Tankless water heater family is the T-H1. With 95% energy efficiency, the T-H1 is the most technologically advanced water heater available in the market today. The new T-H1 is equipped with a pre-heating system and built in neutralizer that provides greater efficiency and reliability.

Since there is no tank to fill, there is no end to your supply of hot water. Depending on the model, Takagi Tankless water heaters deliver between 200 to 500 gallons of hot water every hour on demand. Tankless systems guarantee that an endless supply of water is available to residences, commercial spaces or anywhere a constant source of hot water is needed. Since a tankless water heater has neither a storage tank to keep heated all day, nor a pilot light, it burns gas only when you need hot water. This eliminates standby heat loss, which can be as high as 3-4% every hour for storage tank type water heaters. This higher efficiency can allow you to save up to 50% off your utility costs.

The Takagi Tankless Water Heater is made using the best quality material for durability and long life, unlike storage tanks which are designed to eventually rust and be thrown away. The Takagi tankless system uses all copper and brass water ways, stainless steel burners, a rust resistant baked polyurethane finish and even has pipe freezing protection.

J&K Sales is currently conducting training sessions at distributor's locations, as well as the secondary market level, with live-fire units and hands-on training to get the contractor comfortable using Takagi products. Please contact J&K Sales for more information.



J&K SALES ASSOCIATES VOTES NO TO VOICEMAIL

We are pleased to announce that our Agency has once again rejected, out of hand, the 19th voice mail proposal as presented to us by our phone system service provider.

We have decided to continue to employ a radically innovative new concept in customer service: "Human Beings Actually Answering the Phone"!!!



We understand the transitional issues involved in not utilizing voice mail.

We apologize for:



Not allowing our customers to spend 10 minutes punching buttons in multiple menus!

Not having to wait for return phone calls on important matters!

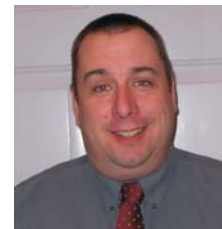
Destroying the illusion that voice mail is a customer service advantage rather than what it really is - a time management system that is employed to dictate when it is convenient to allow customers to interrupt our busy day!

Quick Reference

Article Topic	Page
Takagi Introduction	1
J&K Rejects Voicemail	1
Meet Our People	2
New Product Corner	2
CPVC Fire Sprinkler Pipe & Ftgs.	3
Oatey Easy Tap Closet Flange	3
Legend Valve - Maximize IROI	4
ASP Line Introduction	4
Turbo Torch Re-Organization	5
Hercules Sta-Put Ultra Putty	5
Hercules MegaLoc w/ Kevlar	5
Spears Labwaste Approvals	6
CPVC CTS Package	6
Hubbard / Hold-Rite PexRite	7
Hubbard / Hold-Rite Rapid System	7
Price Increases	8
Current Promotions	8

Meet the Newest Member of the J&K Sales Tech Team!

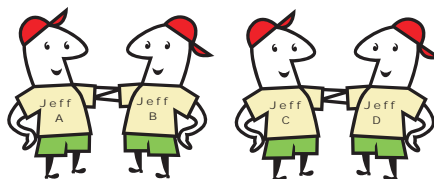
We are pleased to announce the appointment of Jeff A. Young as an Outside Technical Service Trainer in our Engineered Product group.



Jeff has a long background in our industry. He spent 17 years as a Gas Service Technician Installer and another 2-1/2 years running his own company, Jeff Young Propane Service. He then spent one year in the wholesale distribution business working as a sales representative. Jeff holds a Vermont gas license, Class "S" Plumbing license and Class "S" Electrician license.

Jeff A. Young is not to be confused with Jeff L. Young, who is responsible for leading our Technical Service group. The hiring of Jeff A. Young is part of our long term diabolical plan to hire everyone that we can with the name of Jeff Young.

So if your name is Jeff Young and you are interested in a rewarding career in the Manufacturer Rep business, please send your resume in confidence to (you guessed it) - Jeff Young!!



NEW PRODUCT CORNER

Harvel Plastics Inc.:

- ★ 3-1/4" PVC Standard Tolerance Extruded Rod

Spears Manufacturing:

- ★ Class 125 IPS Large Diameter Molded Fittings

- ★ PVC & CPVC Wafer Butterfly Valves

- ★ Pressure Regulated Turf Swivel Joint

Legend Valve & Fitting:

- ★ No Hub Couplings

- ★ Expansion Repair Coupling

- ★ Straight Valve - Icemaker Connection

- ★ Full Port Ball Valve with Drain (1/2", 3/4" & 1")

- ★ Rising Stem Gate Valve

Oatey SCS.:

- ★ Easy Tap Closet Flanges

- ★ Sta-Put Ultra Plumbers Putty

- ★ Megaloc w/ Kevlar

JAK PAK WAREHOUSE ADDITIONS:

Takagi Specialty Vent Kits.:

- ★ Venting kits for Takagi Tankless Water Heaters

Simpson Dura-Vent:

- ★ Dura-Tech All Fuel - 5 ft. Pipe Lengths Available in 5", 6", 7" & 8" diameters

Atlanta Specialty Products:

- ★ DeWalt Trade Reference Books and Certification Manuals

- ★ Roto-Cut Tube Cutters

Baxi Boiler / Marathon International:

- ★ Selection of Boiler Repair Parts





CPVC FIRE PROTECTION Spears Manufacturing & Harvel Plastics



Spears Manufacturing and its FlameGuard™ CPVC fitting product line has been a leader in non-metallic piping system fittings for the fire sprinkler industry for over 20 years.

- ◆ Fully listed & approved by National Code Authorities
- ◆ Broadest product line of fittings available in market
- ◆ Widest availability of product through 10 national distribution centers
- ◆ Patented unique offering of Stainless Steel Reinforced and Brass Sprinkler Transition Fittings
- ◆ Immune to MIC and other forms of corrosion
- ◆ Easy installation with one step solvent cement

Harvel Blazemaster® CPVC Fire Sprinkler pipe has a 20 year proven track record of reliable performance in life safety systems with thousands of installations around the world.

- ◆ Fully listed & approved by National Code Authorities
- ◆ Designed specifically for Fire Protection Systems
- ◆ Proven performance 50 years (x2) life cycle
- ◆ 10 Year written warranty
- ◆ Immune to MIC and other forms of corrosion
- ◆ Easy to install / fabricate

J&K Sales, with the support of both Spears and Harvel, currently offers training classes for distributors and contractors to educate the installer on the do's and don'ts of installing and handling a CPVC fire sprinkler system. J&K Sales has over 25 years experience in the plastic industry and is well-versed in the technical support of all products currently produced by Spears and Harvel. Please contact your salesperson or our office to receive more information on Spear's and Harvel products and training.



Oatey Introduces the New Easy Tap™ Closet Flange

Oatey is pleased to announce the introduction of **Easy Tap™** Closet Flanges to the line of Residential Drainage products.

Easy Tap™ is a patent-pending design that allows for easier knock-out and removal of the test cap and ensures that it will not fall down into the DWV line.

Oatey Easy Tap™ Closet Flanges offer you the best in quality, durability and performance from the name you trust, in the sizes and variations you need.

OATEYSCS™
Supply Chain Services



- ☞ 3" or 4" flange solvent welds inside of 4" or over 3" schedule 40 DWV pipe.
- ☞ Test cap removes by tapping on hammer icons, breaks out in one piece.
- ☞ Built-in catch teeth prevent the test cap from falling down into the DWV line.
- ☞ Four mounting slots for closet bolts. Four countersunk holes for secure attachment to the floor.
- ☞ Available with all-plastic rings, metal rings and corrosion-resistant Stainless Steel Rings.



How Does a Wholesaler Maximize Their Inventory Return on Investment (IROI)?

Today's Wholesale Distributors are faced with new challenges that have manifested over the past couple of years. Raw material increases have significantly raised the cost of his greatest financial investment, his inventory. This has occurred at the same time while conversions to alternative piping systems have escalated. These two issues alone have made forecasting what product (let alone what quantities) to have on the shelf even more difficult than at any time in the past. A distributor today must carry: I.P.S., Copper, Pex, CPVC tubing, and related products in order to satisfy the needs of his customers!

In today's uncertain economy, it has never been more important for our Wholesaler customers to partner with high performing suppliers. Companies who enable him to have the right product on the shelf, at the right time, in the right quantities while turning that asset as many times as possible

What does performance really mean to a distributor? One distributor supporting several Legend products reports that their inventory turns are at 8 for Legend as opposed to other suppliers as low as 3 times per year. The result is that his IROI for Legend is at least 3 times better!

Can technology really help?

Legend now has several VMI customers each with varying technological capabilities yet each benefit. One VMI partner has grown their inventory turns to greater than 14 per year, growing their IROI to more than 45%!

Today's wholesaler should be looking for supplier partners that guarantee his success. He should be looking at companies like Legend Valve.



ASP PRODUCT ADDITION TO JAK PAK PROGRAM DeWalt Trade Reference Books, Roto-Cut Tube Cutters

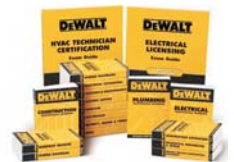
J&K Sales is proud to introduce the newest additions to our Jak Pak Warehouse program offering: ASP DeWalt Trade Reference Books and Roto-Cut Tube Cutters.

Atlanta Special Products, based out of Wasco, Illinois, offers a number of quality products designed to save time and make the plumbers job easier! With hundreds of items available, they have a solution for every problem!!

The first addition of products to our Jak Pak Warehouse program are the DeWalt® Trade Reference and Exam & Certification Books. This complete line of reference books is designed for the professional to increase productivity, reduce down time and get the job done right. The series is engineered and manufactured specifically for the building, technical and MRO trades.

The Trade Reference Series books are used as everyday, on-the-job "tools" providing the most valuable reference information needed to get the job done right and on time. The 4" x 6" size allows them to fit easily into a toolbox or pocket and their durable binding allows the book to lay flat when opened while keeping pages intact. With over 350 pages of reference materials for comprehensive topic coverage and easy-to-read charts and illustrations for fast, on-the-job solutions, these books are a must have for any professional!! The series includes everything from Plumbing, HVAC, Electrical, Construction to name just a few!

The series also includes a set of Exam & Certification books designed to aid anyone who is preparing to take the Plumbing, Electrical or HVAC Technician Certification test. This series is a perfect resource to help beginners or seasoned pros prepare for and pass licensing and certification exams across all states.



The other products added to our Jak Pak Warehouse program are the Roto-Cut copper and CPVC tubing cutters. Available in 1/2", 3/4", and 1" sizes. These heavy duty metal cutters are designed to eliminate external burrs, work in confined areas and be used with just one hand. Best of all, the wheels on these cutters are easy to change, unlike the competition! Just remove two screws, replace the blade and you are done!! Simple and easy!



Each of these items can be combined with any other Jak Pak Warehouse products in order to qualify for the Jak Pak Warehouse program pricing and terms. If you are interested in these items, or any other items from ASP, contact your J&K Sales person today for more information.

TurboTorch Becomes Dedicated Business Group Focusing on HVAC and Plumbing Industries



In a move reflecting the expanding business opportunities in the HVAC and plumbing industries, Thermadyne Industries, Inc., a global leader in cutting and welding products, is launching its TurboTorch line of air-fuel and oxy-fuel products as a separate operating unit. The change is a result of TurboTorch's desire to expand its market share by increasing focus on new product development, customer service and support and better service to the plumbing and HVAC market.

Paul Minter will head the new business unit and has been named Vice President and General Manager of TurboTorch. For the last year, Minter has been the leader of Thermadyne's Specialty Markets group.

"Paul will have full management responsibility for the sales and profitability of TurboTorch and establishing the required business and operating structure," said Thermadyne's Executive Vice President Martin Quinn. "Paul is a seasoned executive and strong leader with a proven track record in senior management positions with prior employers and more recently with Thermadyne in the sales and marketing of TurboTorch".

"Professionals have come to count on TurboTorch's innovative design, engineering and manufacturing", said Minter. "It's Contractor training is recognized by North American Technician Excellence (NATE), and it has earned the same loyalty and quality distinction as it's affiliated brand, Victor.

I am looking forward to taking TurboTorch to its next level of success in the dynamic HVAC and plumbing industries."

TurboTorch markets the most comprehensive line of air-fuel and oxy-fuel products and accessories of any manufacturer. Its "Swirl-Tip" and "Soft-Flame™" torches and tips are the tools of choice for trade professionals worldwide. The TurboTorch Pro-Line™ series torches give operators the added convenience of a self-lighting torch feature. Turbo's premium quality products include tools for Acetylene, LP Gas, MAPP®, and oxy-acetylene applications. Cylinders, hand torch kits, and brazing and soldering alloys complement TurboTorch's equipment offering.

HERCULES INTRODUCES TWO GREAT NEW PRODUCTS!!



STA-PUT® ULTRA NON-STAINING PLUMBER'S PUTTY

Hercules is proud to introduce Sta Put® Ultra™ a unique, professional grade non-staining plumber's putty that is safe for most types of plumbing fixtures and surfaces. Several manufacturers claim their product is non-staining, but just read their labels. Their warnings and instructions for pre-treatment are not simple, fast, or effective. Unlike all other plumber's putty, Sta Put® Ultra™ is oil-free and can be used without pre-treatment.



Applications include natural, porous surfaces such as stone, marble, granite, plastics, rubber, and fiberglass, as well as grout and on manufactured sinks, shower bases, countertops, and other surfaces. It molds easily, remains permanently soft, malleable, and flexible. Sta Put® Ultra™ does not melt, rot, crumble, dry out or shrink. It is easy to clean up and does not leave a greasy residue on hands or surfaces.

MEGALOC - NOW WITH THE STRENGTH OF DUPONT KEVLAR!

The latest generation in the Hercules line of already outstanding thread sealants, Megaloc is the highest performing thread sealant on the market. It not only wipes clean from hands and tools with just a dry rag, but washes out of clothes too!



Megaloc can be used on both plastic and metal pipe and fittings. It is grit-free and does not contain PTFE. It sets soft; no cure time required; never hardens, cracks or becomes brittle. Megaloc has no odor and is non-separating, nonflammable, and non-hazardous.

**If DuPont KEVLAR can stop a speeding bullet.....
It can surely stop a leak!**

SPEARS LABWASTE

Massachusetts Approved for Acid Waste Systems

Spears CPVC LabWaste System is the first CPVC system to be accepted under 248CMR Massachusetts Plumbing Code. Spears received final approval in April 2007 and the most comprehensive line of CPVC Acid Waste system has been listed with the State.

The advantage of Spears CPVC LabWaste is the ease of installation with a one-step solvent cement system. The product meets the 25/50 flame/smoke rating to be used in the return air plenums (check with your local AHJ for local code requirements).

Please contact your salesperson or our office to set-up a training on this revolutionary new acid waste system!



*Reliable Facts,
Reliable Products!
Since 1969*



CPVC CTS PACKAGE

Harvel Plastics & Spears Manufacturing



Spears Manufacturing offers the most complete product line of CPVC CTS fittings and valves for potable water available in the industry today. Spears fittings and valves offer patented stainless steel reinforced transition fittings that prevent over torqued cracked fittings and valve components during installation.

Spears CPVC CTS fittings and valve components, like **All other CPVC CTS fitting and valve competitors**, are manufactured in accordance with ASTM D 2846 for raw materials. As a result, Spears CPVC CTS products are fully compatible with all other CPVC CTS manufactured products. Don't be fooled by "Slight of Hand Card Tricks" from compound producers - Ask for Spears CPVC CTS fittings and valves!

Harvel is proud to introduce Harvel HydroKing® CPVC CTS pipe to its product offering. HydroKing®, the finest CPVC CTS pipe available in the industry today, is a custom blended CPVC that has been under development by Harvel for several years. It is backed by 50 years of Harvel cutting edge technology and experience in the industrial CPVC high temperature and corrosive process piping industries.

In addition, Harvel produces Flow-Guard Gold® CPVC CTS pipe.



Spears and Harvel offer the distributor and contractor the finest package of CPVC CTS pipe, fitting and valves. J&K Sales offers training classes to educate the installers on the correct procedures to assemble and use the product. You will not find a better one-two punch in the industry as both Spears and Harvel lead the way for all other manufacturers. Please contact your salesperson or our office to receive more information on Spears and Harvel products and training.

CHECK OUT THE NEW, INNOVATIVE PRODUCTS FROM HOLDRITE!!

PEXRITE® - The Torchless Installation

The rapid acceptance of PEX tubing in the United States has created a demand for PEX Stub-Out solutions and PEX to Copper Stub-Out transition solutions. Regardless of the Contractor's tubing preference Hubbard Enterprises / HOLDRITE has the ideal solution.

PEXRITE TURN-OUT System

This product offering consists of the PEXRITE series brackets and a #704 TURN-OUT that eliminates EXPENSIVE Copper Bullets by stubbing directly out in PEX.

PEXRITE LOCK-n-LOAD™ System

This product offering consists of the PEXRITE series brackets and a #701 LOCK-n-LOAD Clamp for PEX, Copper or CPVC. The #701 is easy to install by hand with no tools required.

PEXRITE Benefits:

- ◆ Ideal Stub-Out support solutions for PEX or Copper
- ◆ Put additional **\$PROFITS** in your pocket
- ◆ Eliminates torch, solder and flux
- ◆ Reduces unwanted noise and vibration
- ◆ Compatible with all PEX manufacturers



THE HOLDRITE® RAPID SYSTEM **The One Minute Low Cost Installation**

RAPID REWARDS:

- ✦ Easy to Install, No Screws Required
- ✦ Supports PEX, Copper, CPVC
- ✦ Variable Closure Clamp Secures up to 1" tube size
- ✦ Built Tough to Reduce Installation Damage from Other Trades
- ✦ Reduces Plumbing Noise and Provides Isolation

RAPID FACTS:

- ✦ Average Lavatory Installation - Less than One Minute
- ✦ Up to 30 Times Stronger than Other Methods
- ✦ One System for Multiple Applications

RAPID SOLUTIONS:

- ✦ Lavatory
- ✦ Water Heater
- ✦ Water Closet
- ✦ Tub / Shower, Vertical / Horizontal



Price Update

<u>Manufacturer</u>	<u>Effective Date</u>	<u>Manufacturer</u>	<u>Effective Date</u>
Harvel Plastics PVC Pipe	4/27/07	Oatey	6/1/07
Legend Valve Malleable Fittings	8/10/07	Simpson Dura-Vent	1/1/07
No Hub Couplings	7/10/07	Spears DWV	9/26/07
Wrot Copper	6/15/07	Flameguard Adapters	6/1/07
Marathon Int. / Baxi	10/1/07	Selected	3/26/07
NDS	8/15/07	Turbo	8/1/07

Current Promotions

<u>Promotion Name</u>	<u>Effective Dates</u>
CLC "Initial Order Promo"	Ongoing
Mill-Rose Screwdriver Extravaganza	10/1/07 - 12/31/07
Oatey Hercules for Hands	10/1/07 - 12/31/07
Oatey - Heating Promo	Through 1/31/08
Plumber-Ex New Customer Promo	Through 12/31/07
Legend "Heat is On" Promo	9/21/07 - 10/31/07
Turbo Savings Blitz	9/17/07 - 11/2/07

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