

A&B – Sun Pipe Line

"In business since 1927"



A&B Pipe and Supply
Sun Pipe and Valves

Volume 1, Issue 17

March 10, 2010

2010 Summit Meeting, Miami ...

The A&B– Sun Pipe Fifth-Annual Field Marketing Summit was held on Saturday, February 20th at the A&B facility in Miami. A&B and Sun Pipe sales, marketing, and management personnel met with preferred supplier representatives from across the country to develop plans and goals for improving sales volume in 2010 and to discuss programs for improving service to our customers.



(ABOVE) Luis Lagos, Antonio Garcia, and Aroddy Morejon meet with Collin Schafer and Wes Gossan of Mueller Industries.



(ABOVE) Enrique Collazo, CEO of A&B and Sun Pipe, and Maurice Madarang, meet with Tim Mulholland of GM Sales representing O.C. Keckley and Elkhart.

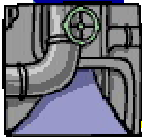
(LEFT) Rand Calender and Jose Guzman with Carlos Brunet of Victaulic inspecting a Firelock control valve.

(BELOW LEFT) Lazaro Lopez, Mario Amador Jr. and Richard Ruback meet with Joe Tamero, Dave Crowl, and Matt Tolly of Hodel-Natco.

(BELOW) Alex Garcia, Russel Bray, and Mario Amador are reviewing the new tool line from Ridgid, presented by Steve Fontenet.

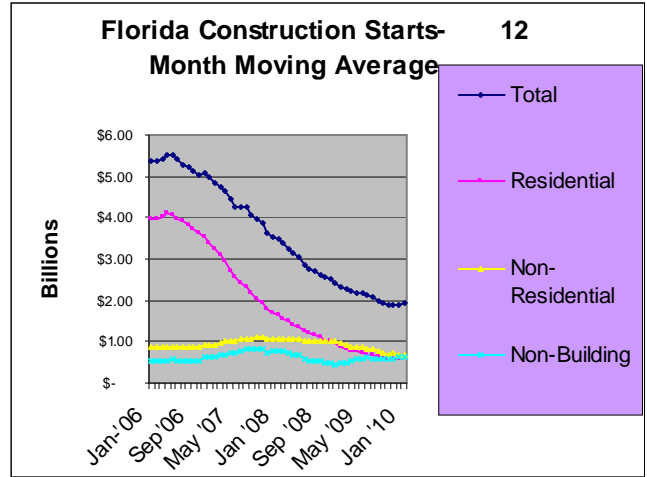
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From the editor...

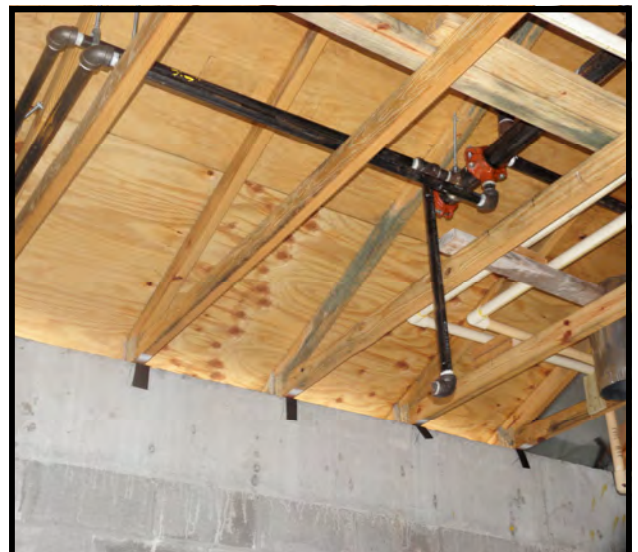
The long slide may be over! Since April of 2006, Florida Construction starts (12 month moving average) have been declining, led by residential homes. From a high during 2005 and early 2006 of over \$4 billion per month start activity, we have bottomed out at \$600 to \$700 million. November residential starts showed the first increase in the moving average in 3 1/2 years, and continued through January. No one expects a strong recovery until the employment numbers turn positive, but we should now begin an upward trend. The residential permit activity printed in the South Business Journal each week for Miami-Dade, Broward, and Palm Beach has been encouraging with the major builders G.L. Homes, D.R. Horton, Lennar Homes, Centerline Homes, and Minto Construction all listed for multiple approvals.

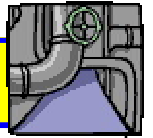


Non-residential building starts have been declining since late summer due to the high vacancy rates in commercial and office facilities. This will continue for quite a while until the unused space is filled and rental rates start increasing. The decline has been offset somewhat with the strong government and quasi-government building. Health care oriented construction seems to be the only non-residential growth in South Florida at this time. Non-building starts have been strengthening due to the Federal stimulus funding, but is not as buoyant as expected due to cuts in FDOT expenditures.

Fire Station #3, Port St. Lucie...

Fire station #3 on Ravenswood Lane is under construction by Paul Jacquin & Sons (RIGHT PHOTO) Life Safety Systems, Port St. Lucie, is installing the fire sprinklers, with most of the material from Sun Pipe. (BELOW) The branch lines are being fabricated on site. (BELOW RIGHT) The supply line is grooved steel pipe with Victaulic couplings. This installation is typical across the country as fire districts modernize their facilities to update locker rooms and sleeping quarters for the female firefighters and paramedics.

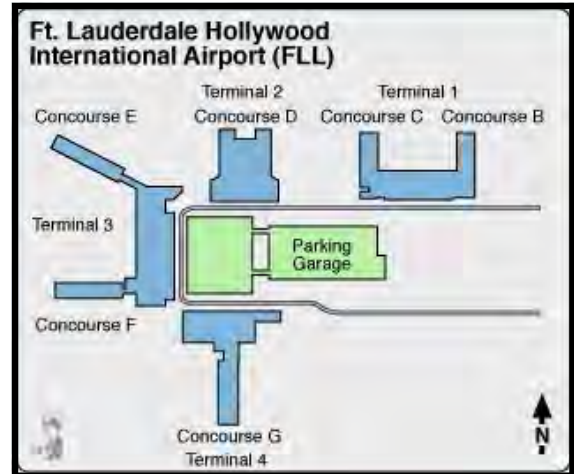




Fort Lauderdale-Hollywood International Airport ...

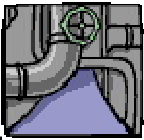
A&M Mechanical, Miami, recently changed out the chillers, pumps, and cooling towers for terminals 2, 3, and 4 at the Ft. Lauderdale International Airport. A&B Pipe Supplied most of the material to A&M. Operations continued during this process with the use of temporary cooling units.

(BELOW) Wayne Reisman (left), Maintenance Supervisor for the Broward County Aviation Department, and Russ Corwin (right), Project Supervisor for A&M stand in front of one of the newly installed cooling towers.



(ABOVE) Russ Corwin in front of one of the two 1,200 ton chillers now installed for terminals 2 and 3.

(LEFT) Some of the guys from A&M Mechanical working on the Ft. Lauderdale project.



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2010 Summit, continued...



(ABOVE) John Tillman, representing Stockham, meets with Alex Garcia, Mario Amador, and Russell Bray.

(RIGHT) Phil Tyree of Anvil International.

(BELOW) Al Riverol and Jose Alvarez meet with Pat Sawyer of Flex-Hose.



(ABOVE) Luis Lagos, Antonio Garcia, and Aroddy Morejon meet with Curt Clemons, Mathew Thesing, and Carlos Samayoa from Victaulic.

(BELOW) Mike Ross of Phoenix Forge Group meets with Alex Garcia, Mario Amador, and Russell Bray

