



Professional Development

At Valley Supply Company, we are dedicated to the growth and development of our employees and customer business relationships. If you want any type of trainings or have any type of problems, please feel free to call me either at the office, 304-636-4015 ext142, or on my cell phone 724-494-7235.

Sincerely,
Rogers R. Earl Jr. Pres./CEO

Upcoming Events & Company NEWS

Nordyne Training

Features and Benefits Of High Efficiency Equipment:

September 20th in Parkersburg
September 21st in Clarksburg
September 22nd in Elkins
September 23rd in St. Albans

Up Coming Wedding !!!

Congratulation to **Greg** Ramsey and Amy Currence who's wedding is September 5th, 2010.

Newly Weds !!!

Congratulations to **Shauna** and Jimmy Griffith on their recent wedding, August 7th, 2010

Promotions / New Hires

- ⇒ Great Job Michael Hornbeck For Showing Superior Leadership and Customer Service Skills That Won Him The Promotion To Warehouse Manager In Parkersburg
- ⇒ Welcome Aboard Virginia Earl who was recently hired as Showroom Consultant in Elkins

MONTHLY
JOURNAL
Valley Supply
Company, Inc.
Distributor of
Quality Products
Since 1905

Valley Supply Co.

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Labor Day Hours

Your #1 Wholesaler

Will Be Closed In Observance Of Labor Day, September 6, 2010.

The first Labor Day in the United States was celebrated on September 5, 1882 in New York City.

Labor Day marks the beginning of the NFL and college football seasons. NCAA teams usually play their first game the week before Labor Day, with the NFL traditionally playing their first game the Thursday following Labor Day.

The Southern 500 NASCAR auto race was held this day from 1950 to 2004.

Serving WV Since 1905

Our 4 Locations

Ritchie Bennett, Br. Mgr.

11th ST. and Railroad Ave
Elkins, WV 26241
(304) 636-4015
Fax (304) 636-4064
800-755-8259

Steve Tuzzo, Br. Mgr.

415 N. Fifth St.
Clarksburg, WV 26301
(304) 624-5636
Fax (304) 622-6266
800-766-9370

Dwayne Tippie, Br. Mgr.

230 Oliver St.
Saint Albans, WV 25177
(304) 201-1963
Fax (304) 201-1964
800-829-5393

Bill Smith, Br. Mgr.

515 33rd St.
Parkersburg, WV 26101
(304) 422-3533
Fax (304) 422-5986
800-541-1925

Holiday Tax Credit—What It Means To You.

NO TAXES FOR 3 MONTHS ? ! ? !

West Virginia's ENERGY STAR® Sales Tax Holiday is in its third, and *final*, year.

From September 1, 2010 through November 30, 2010, we will *not* have to pay the State's 6% sales and use tax on certain ENERGY STAR® qualified products.

This gives you the opportunity to help improve your customers' homes, cut their energy bills, in some cases 30% to 50% savings, help the environment and educate them about how energy efficient products will save them more money over the next few years than what it actually costs to purchase.

One simple and relatively inexpensive home improvement is replacing your bathroom ventilating fans. Panasonic Whisper series bathroom fans are a way to help your customer save money while improving their home. If you walk into a bathroom and realize that a jet engine is warming up for take off, it is a great opportunity to offer a solution that will save energy and is basically 6% off the standard ticket price.

For additional information about Panasonic bathroom vent fans you can

ask your local Valley Supply Sales Rep or visit <http://www.panasonic.com/business/building-products/ventilation-systems/products/whisper-green.asp>

Another great home improvement that qualifies for the Tax Holiday and for the Tax Credit is a tankless hot water heater. Not only will you save 30 percent to 50 percent on your hot water heating bill, but the savings can pay you back in as little as three years. To learn more about the advantages of tankless hot water heaters visit <http://www.navianamerica.com/rearning/tank.aspx?skin=tank>

These are just a couple of the many options that are available to help save money, help the environment, and qualify under the Tax Holiday. There are even some instances where the item will also qualify for the Federal Tax Credit, an extra 30% off up to \$1,500.

If you have any heating, plumbing, bathroom, or kitchen related questions please feel free to call your local Valley Supply Company:

Elkins—800-755-8259
Clarksburg—800-766-9370
St. Albans—800-829-5393
Parkersburg—800-541-1925

IAQ CONTINUED FROM P.3

fungi, bacteria, tobacco smoke and other small particles that can cause harm. A Honeywell F300E or F500B whole-house electronic hepa air cleaner, installed into new or existing forced-air heating/cooling systems, can trap more than 90 percent of fungi and ragweed pollen, and more than 70 percent of certain bacteria that passes through it.



Moisturize. During the winter in cold climates, the relative humidity inside an average home is 15 percent. People generally are most comfortable when the relative humidity is approximately 40 percent. Indoor air that's too dry can take a toll on your family, and your home suffers, too.

A whole-house humidifier, such as a Skuttle 2000 or General 1042LH, combats uncomfortable conditions that can contribute to dry skin, out-of-tune pianos and damage to hardwood floors by automatically regulating the humidity levels in your home. As an added benefit, homeowners can reduce heating bills because people feel more comfortable at a lower temperature setting if humidity is at a proper level.

Ventilate. According to the Heating, Refrigeration and Air Conditioning

Institute, your home should have new, fresh air every three hours. In drafty older homes, built before the emphasis on energy conservation, fresh air exchange occurs naturally as stale air seeps out and fresh outside air is drawn in. But in a home that is tightly weatherized, it can take as long as 10 hours to bring in new air. A FRESH 100 fresh air intake will allow your weather tight home to gain the fresh air needed to keep indoor pollutants to a minimum.

This year, don't let the top three homeowner pet peeves get you down! Stop on in to get what you need to improve your home's air quality, leading to a healthier, happier home.

Questions or Comments?
Please call me at 304-636-4015 ext123.
Thanks, Paul

Plumbing Solutions: Items To Keep Handy

~Ken Roy, Plumbing

Purchasing Manager

When I was asked to do an article on some plumbing items that would help anyone prepare for winter I thought, "Winter? What has happened to summer?" But the nights have gotten cooler and the days have gotten shorter, meaning the inevitable, winter is on its way.

So what would I not be caught without?

The first thing that came to mind were Sharkbites!

Sharkbites are designed to meet ANSI/NSF-61 and ASSE 1061 product standards for use in portable water and hydronic heating water distribution.

They are approved to be used underground and behind walls without access panels.

They connect copper tubing, CTS CPVC and PEX. There is no need for solder, flux, clamps, unions, or glue.... SO

Don't get caught without pipe fittings this winter!!

Stock up with Sharkbite fittings before the pipes begin to leak. We stock the whole line of Sharkbite fittings, NO Solder, NO Glue, Just Push and Fit!!

Vendor Of The Month

TOTO

5% Off All Drake

Series Toilets For The Month Of September*

*While Supplies Last



Guinevere Air Bath

[Click Here >](#)

TOTO started in 1917 as the first Japanese producer of vitreous china sanitary ware and in 1996 relocated its corporate headquarters to Atlanta, Georgia, opening the Morrow pressure casting plant.

Toto offers a complete line of commercial and decorative plumbing fixtures and fittings, faucets, accessories, shower and flush valves, as well as lavatories, toilets, Air Baths and urinals.

For over 90 years, Toto has produced superbly designed, high performance lifestyle enhancing plumbing products for residential bathrooms and commercial restrooms. They concentrate not only on what customers want for water conservation but also on creating a more enjoyable bathroom experience through products that infuse sophisticated style with substance, optimize water conservation and provide consis-

-tent, exceptional performance.

TOTO embraced water and energy conservation years before the USA government mandated.

Through constantly evolving manufacturing practices and advanced technology, Toto has pioneered the way

in plumbing fixture efficiency and sustainability. Advanced innovations such as the Eco-Power fittings and valves, and through their highly active participation in and support of the United States Green Build Council (USGBC), have made TOTO a world leader in plumbing products that have helped to advance society and help protect its future at the same time.

Toto's state-of-the-art plant in Morrow, Georgia is a testament to conservation and quality control. For example, they recycle the water they use as well as thoroughly treating it before returning it to the county.



Toto recycles all pallets, aluminum and paper, and successfully implemented a closed-loop

process with recycled cardboard. Their forklifts use soybean-based hydraulic oil, and the imperfect and damaged china is crushed and recycled back into roadbed construction.

Toto even encourages their employees to practice sustainability by offering incentives for employee owned-hybrid cars, and employees can bring their recyclables into work to be recycled.

~www.totousa.com

HVAC Tech: Indoor Air Quality

~Paul Gainer, HVAC Purchasing Manager~

Even with today's hectic pace, Americans still spend more than 50 percent of each day in their homes. In a recent survey, consumers ranked their top-three homeowner pet peeves that impact home comfort and livability:

1. Particles in the air (especially dust, pet hair and allergens),
2. Uneven temperatures
3. High utility bills.

Taking those concerns into consideration, here are some home comfort make-over solutions that can help you improve your home's livability.

Remember the last time you saw sun beaming through a window?

The visible particles that

dance in a sunbeam represent only one percent of all the particles actually present in home indoor air. That means 99 percent of airborne particles - everything from pollens, pet dander, and mold spores to bacteria - are too small to be seen with an unaided eye. A standard 1-inch furnace filter, the most common form of home air filtration, removes less than three percent of these particles.

What can you do to help improve indoor air quality? Consider a whole-house solution - installed in your home's central heating and air conditioning system - to zap, trap, moisturize and ventilate.



Zap. Mold and bacteria often blow through the air when a heating and cooling system's fan runs. For many years, hospitals, pharmacies and commercial kitchens have used ultraviolet (UV) light to "zap" or kill airborne particles like mold and bacteria. Now homeowners can benefit from UV technology too, with our Partners Choice 01

-0875 Saber Smart UV light. Mounted in the return-air duct of a home's heating and cooling system, a UV system emits energy that can kill a high percentage of airborne pollutants passing by the light. UV systems can also prevent mold growth on moist air conditioning coils.

Trap. A standard 1-inch furnace filter removes some of the larger contaminants that would otherwise enter your furnace and circulate throughout your home. It removes a very small percentage of dust, pollens, pet dander, plant spores, -P.4: IAQ

the NEWS: Air Conditioning Heating & Refrigeration

Enter the 'Best Contractor To Work For' Contest

Do you think your company is one of the best contracting firms in the industry? If you're an employee who believes that your work environment encourages growth, opportunity, recognition, and education, there's no better way to recognize your company's efforts than to nominate it for The NEWS' "Best Contractor To Work For" contest. Simply go to <http://bestcontractor.achrnews.com> fill out the online nomination form, and submit it to The NEWS by Nov. 15, 2010.

EYE ON IT Current Industry Trends

Copper—After hitting a recent high a few weeks earlier, copper held above \$7,000 per ton on the LME. Toward the end of August the red metal closed at \$7,287.00. Thus, keep on eye out for manufacturers to increase pricing.

PRODUCT REVIEW Monthly Pick

FocusPro 6000

5-1-1 / 5-2 Day Programmable Thermostat

Energy Savings - Save up to 33% on annual heating and cooling costs

Precise Comfort Control - Maintains consistent comfort to the highest level of accuracy

5 Year Warranty

Clear Backlit Digital Display – Easy to read in various lighting conditions

Easy Access Battery Replacement

Built-in Instructions Simple, pull-out instructions

Model Numbers
TH6220D1028
TH6110D1021