



# WE'RE SERIOUS ABOUT SERVICE!

(...and Joe is personally available 24 hours a day, every day of the week)

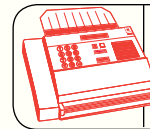
|   | Phone                                | Fax                   | Email                       |
|---|--------------------------------------|-----------------------|-----------------------------|
| ORDERS / CUSTOMER SERVICE                                 | <b>1-800-777-6500</b>                | <b>1-800-982-5934</b> | <i>CustServ@HodesCo.com</i> |
| SPECIAL ORDER SERVICES                                    | <b>Extension 226</b>                 | <b>1-800-982-5934</b> | <i>CustServ@HodesCo.com</i> |
| INTERNATIONAL PHONE                                       | <b>1-816-842-7795</b>                | <b>1-816-221-7679</b> | <i>CustServ@HodesCo.com</i> |
| RETURN AUTHORIZATION                                      | <b>Extension 239</b>                 | <b>1-800-982-5934</b> | <i>CustServ@HodesCo.com</i> |
| CREDIT / BILLING / PAYMENTS                               | <b>Extension 230</b>                 | <b>1-800-982-5934</b> | <i>CustServ@HodesCo.com</i> |
| CATALOG REQUESTS  | <b>Extension 241</b>                 | <b>1-800-982-5934</b> | <i>CustServ@HodesCo.com</i> |
| <b>HERMAN JOSEPH "JOE" HODES II<br/>PRESIDENT / OWNER</b> | <b>Mobile Phone<br/>816.914.5858</b> | <b>1-800-982-5934</b> | <i>joe@HodesCo.com</i>      |



### Phone Orders

Prepare your order, then call toll free 1-800-777-6500 and we'll take it from there. Can't find your account number? Product or shipment question? Your customer service rep can handle it. Phone recorders are on 24 hours a day, 7 days a week. **Live phone order receiving hours are Monday – Friday, 10 hours a day:**

|               |                 |
|---------------|-----------------|
| Pacific Time  | 5 a.m. – 3 p.m. |
| Mountain Time | 6 a.m. – 4 p.m. |
| Central Time  | 7 a.m. – 5 p.m. |
| Eastern Time  | 8 a.m. – 6 p.m. |



### Fax Orders

24 hour free fax ordering is available at 1-800-982-5934. Fax orders received by 3 PM CST will be shipped same day. A convenient order form is included in the back of this catalog. Let us know if we can include additional fax forms with your order.



[www.HodesCo.com](http://www.HodesCo.com)

- **Easy Online Ordering**
- **Stock Checking**
- **Customized Historical Usage Reports**
- **Inventory Control Audio Training**
- **Free Custom Bin Label Ordering**

## SIX MONTH PRICE FREEZE

### BACKORDERS:

ALL BACKORDERS UNDER \$25 WILL BE CANCELED. PLEASE ADD THE ITEM TO YOUR NEXT ORDER.

### Genuine Original Equipment Manufacturer Minimum Advertisement Pricing Policies

HodesCo is required by some of our direct vendor relationships to maintain minimum advertised pricing on some of their products. Although our own pricing policy goal is to set our own guaranteed prices for the six month catalog term, we are required by some of our direct vendor partners to maintain and update their minimum advertised product pricing on our website and customer invoices from time to time.

For this reason, we retain the right to comply with their requirements by updating their product pricing during the term of our paper catalog. We apologize for any inconvenience this may create for our valued customers.

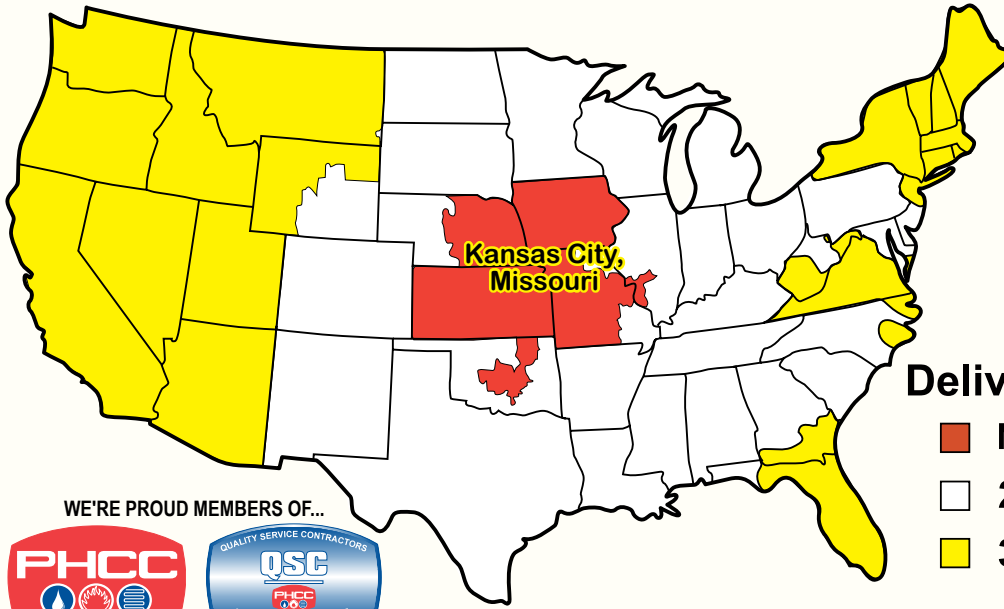


### WE ACCEPT ALL MAJOR CREDIT CARDS

All open credit invoices are net and due for payment 30 days from invoice date. Future orders will be held if payment is past due and a 2% per month (24% per annum) service charge will be collected on all past due balances.

### ASK ABOUT A.C.H. PAYMENT SERVICE

**ALL ORDERS RECEIVED BY 3:00 P.M. C.S.T. SHIP THAT SAME DAY!**



*Visit [www.HodesCo.com](http://www.HodesCo.com) for updates as we constantly improve our ship and delivery times. We're moving faster every day!*

**Delivery time**

- Next day
- 2 days
- 3 days

WE'RE PROUD MEMBERS OF...



*Note: Freight carriers do not include weekends and holidays as service days. Express or Saturday delivery is available at an additional cost.*



**SAME DAY SHIPPING**

Same day shipping is available on all orders placed by 3:00 p.m Central Time (including private label orders!).

Deliveries are Monday – Friday. Large items shipped by freight line may take longer. Customers located in 2 or 3 day ship areas may request Priority Overnight Service.

\$10 flat rate minimum order fee on orders under \$100.

**Closed Holidays**

- |                  |                           |
|------------------|---------------------------|
| New Years Day    | Thanksgiving              |
| Memorial Day     | Friday After Thanksgiving |
| Independence Day | Christmas Eve             |
| Labor Day        | Christmas Day             |

If a listed holiday falls on a Saturday, we will close the preceeding Friday; if the holiday falls on a Sunday, we will close the following Monday.

**F.Y.I.**

**We Have a Company-Wide Meeting Every Tuesday at 8:30 am C.S.T. to Discuss Ways to Better Serve You (20+ Years Without a Miss!)**

**Our #1 Policy**

Since 1943, we have been committed to a policy of guaranteed quality, speed and accuracy of performance, ample in-stock inventory, the lowest possible pricing and dedicated research for a continually better product selection to help save you time and money. Depend on Hodes Co.

**We're happy if you're happy.**

**FREE FREIGHT ON ALL ORDERS**

(IN THE CONTINENTAL UNITED STATES)

**\$10 Flat Rate Minimum Order Fee on orders under \$100**

You may place an order for any amount, but a \$10 Flat Rate Minimum Order fee is added to orders less than \$100. Add-ons to orders placed earlier in the day are accommodated at no extra charge if the original order has not yet been packed for shipping. We reserve the right to adjust orders to minimum package quantities.

|                       |                     |
|-----------------------|---------------------|
| <b>Price 1</b>        | <b>Price 2</b>      |
| Order Less Than \$500 | Order \$500 or More |



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Our **Special Order Services** department is standing by to take care of any out-of-the-ordinary, non-catalog item request you may have. End your search nightmares and let us carry the burden. Although we're constantly adding new items to our inventory for same day shipment to you, there are thousands of additional items available to you from over 500 different vendors. Our **Special Order Services** will save you time and money! We're your direct connection to total product satisfaction. Call toll free **1-800-777-6500**, fax 1-800-982-5934, Attn: S.O.S. or log on to [www.HodesCo.com](http://www.HodesCo.com).  
**You can also see our Manufacturer Cross Reference at [www.HodesCo.com](http://www.HodesCo.com)**

**Out of Stock Policy**

If we do not ship your order complete, we will notify you of this and ship your backorder of \$25 or more within 30 days or let you know of any exceptions. As of this catalog printing, 100% of all items shown are available for shipment. However, we reserve, during the "life" of this catalog, the right to consider any order complete when items are no longer in enough demand to be worthy of manufacturing due to cost-prohibitive minimums. Unless we are notified otherwise, we consider all items coded "C" on the packing list and invoice, to be complete. Please visit [www.HodesCo.com](http://www.HodesCo.com) for thousands of low demand products currently in our inventory but no longer shown in our catalog in our effort to save some trees.

**Special Order Returns**

A minimum 25% restocking fee is charged on all special order returns. Non-catalog merchandise will reflect return fees charged to us by our vendor and may exceed 25%. In many cases special order items are non-returnable.

**Damage / Shortage Claims**

Please be sure to count the cartons you sign for and note any damage on the Bill of Lading. Open your order immediately to check for any concealed damage. If damaged, the original carton should be kept for possible carrier inspection. Shortage or damage claims need to be reported within 5 days of delivery. To process a claim, we need your invoice number or customer number. Once we ship an order it's consigned to the carrier. Please note: THEY are responsible for any shortage or damage incurred — until you sign a clear bill of receipt. Usually, carriers will not honor a claim if they have a signed receipt from you.



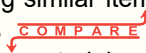
**Hassle-Free Returns**

Our return policy is simple and hassle-free. Call customer service at 1-800-777-6500 or e-mail us at [CustServ@HodesCo.com](mailto:CustServ@HodesCo.com) with the original invoice number and the items you need to return. That's all. We'll arrange for the pickup if the return is due to our error. Please include a copy of the Return Materials Authorization (RMA) with the items and your credit memo will be processed immediately. A minimum 25% restocking fee will be charged unless return is due to our error. Common Sense Credit.

**Generic Part Information**

The term "Generic" is used for products that are replacements for original equipment manufacturers products. The generic parts are not made by the original equipment manufacturer but are replacements that are made by other companies. References to brand names and numbers are for identification purposes only and are not intended to imply that items are made by the original equipment manufacturer.

**Product Selection**

All products are continually sourced by Hodes Co to provide you with the best possible products at the lowest possible cost. When comparing similar items, identify item differences by the compare arrows  indicator. It is our policy to provide consistent quality material every time you order. We will identify different levels of value with separate product numbers to ensure your expectations are met. It is our goal to become your complete source of plumbing goods. There can be no ECONOMY without QUALITY, for if there is no QUALITY there is no ECONOMY.



Our catalog is constantly updated every issue. If you are an active purchaser, you will automatically receive a new catalog. Free catalogs are available by calling us at 1-800-777-6500, or at [www.hodesco.com](http://www.hodesco.com).

**Duplicate Catalogs**

If you receive more than one catalog please help us save waste and distribute it to someone who will put it to some use. Thank you!



**Repair Parts Schematic Breakdowns**

Exploded views of the most popular lavatory and kitchen faucets, shower valves and flush valves provide an invaluable reference tool. Items we stock are identified with our part number and can be referenced on our website [www.hodesco.com](http://www.hodesco.com) and in the customized retail catalog.



**Catalog Recycling**

We are committed to keeping our environment healthy. Please help support this commitment by recycling all out-dated catalogs.

**Uh...Oh Catalog Errors**

We strive to provide a completely error free catalog, but if errors are discovered, they are corrected in our computer immediately. Please note that current computer pricing supercedes printed catalog pricing.

**Copyright Protection**

No reproduction either in whole or in part may be made from this catalog without written permission from us. Any reproduction of this catalog constitutes a violation of the copyright laws of the United States of America. HJH Corporation © May 2026

# ORDER FORM

## GENERAL INFORMATION

MAIL: P.O. BOX 410107  
 KANSAS CITY, MO 64141  
 STREET: 2751 GILLHAM ROAD  
 KANSAS CITY, MO 64108



PHONE: (800) 777-6500  
 FAX: (800) 982-5934  
 WWW.HODESCO.COM

CUSTOMER CODE: \_\_\_\_\_ COMPANY NAME: \_\_\_\_\_

BILLING ADDRESS: \_\_\_\_\_

SHIPPING ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE#: \_\_\_\_\_ FAX#: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ BACKORDER STATUS:  CARRY  CANCEL

P.O.#: \_\_\_\_\_ PRIVATE LABELS  YES  NO

\* CHARGE CREDIT CARD ON FILE  YES  NO SHOW PRICES ON PACKING LIST  YES  NO

COMMENTS: \_\_\_\_\_

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BACKORDERS OF \$25 OR LESS WILL BE CANCELED  
 TERMS: NET 30 DAYS • TRANSPORTATION COST PAID  
 \$10 MINIMUM ORDER FEE ADDED TO INVOICE UNDER \$100.00









\_\_\_\_\_ CREDIT CARD #

\_\_\_\_\_ EXPIRATION DATE

|                                  |                                |
|----------------------------------|--------------------------------|
| Price 1<br>Order Less Than \$500 | Price 2<br>Order \$500 or More |
|----------------------------------|--------------------------------|



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BILLING ADDRESS: \_\_\_\_\_

SHIPPING ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE#: \_\_\_\_\_ FAX#: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ BACKORDER STATUS:  CARRY  CANCEL

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| 6      |     |             |             |       |            |
| 7      |     |             |             |       |            |
| 8      |     |             |             |       |            |
| 9      |     |             |             |       |            |
| 10     |     |             |             |       |            |
| 11     |     |             |             |       |            |
| 12     |     |             |             |       |            |
| 13     |     |             |             |       |            |
| 14     |     |             |             |       |            |
| 15     |     |             |             |       |            |
| 16     |     |             |             |       |            |
| 17     |     |             |             |       |            |
| 18     |     |             |             |       |            |
| 19     |     |             |             |       |            |
| 20     |     |             |             |       |            |
| 21     |     |             |             |       |            |
| 22     |     |             |             |       |            |
| 23     |     |             |             |       |            |
| 24     |     |             |             |       |            |
| 25     |     |             |             |       |            |

BACKORDERS OF \$25 OR LESS WILL BE CANCELED  
 TERMS: NET 30 DAYS • TRANSPORTATION COST PAID  
 \$10 MINIMUM ORDER FEE ADDED TO INVOICE UNDER \$100.00



\_\_\_\_\_ CREDIT CARD #

\_\_\_\_\_ EXPIRATION DATE

ORDER FORM



|                       |                     |
|-----------------------|---------------------|
| <b>Price 1</b>        | <b>Price 2</b>      |
| Order Less Than \$500 | Order \$500 or More |

**THANK YOU FOR OPENING AN ACCOUNT WITH US!**

PAYING BY CREDIT CARD AT THE TIME YOU PLACE YOUR ORDER HAS THE FOLLOWING BENEFITS:

- RECEIVE UP TO A 30 DAY GRACE PERIOD FROM YOUR CREDIT CARD COMPANY
- RECEIVE ADDITIONAL INCENTIVES AND GIFTS FROM YOUR CREDIT CARD COMPANY
- SAVE THE TIME OF GOING THROUGH ADDITIONAL CREDIT APPLICATION PROCESS, JUST CALL, FAX OR E-MAIL YOUR ORDER, PAY BY CREDIT CARD AND YOUR ORDER SHIPS IMMEDIATELY!



Card # \_\_\_\_\_ Exp \_\_\_\_/\_\_\_\_/\_\_\_\_ Verification Code \_\_\_\_\_

Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

**ACCOUNT INFORMATION**

(Please type or print legibly)

( ) New Account ( ) Updated Information Date \_\_\_\_\_

|                     |       |                 |       |        |       |
|---------------------|-------|-----------------|-------|--------|-------|
| Legal Business Name |       |                 |       |        |       |
| DBA:                |       |                 |       |        |       |
| Street Address      |       | Mailing Address |       | County |       |
| City                | State | Zip             | Phone | Fax    | Email |

Please place a check mark where appropriate:

- ( ) Corporation
- ( ) Partnership
- ( ) Proprietorship

Please place a check mark where appropriate:

- ( ) Taxable
- ( ) Non-Taxable\*
  - ( ) Resale
  - ( ) Exempt

\*If Non-Taxable please include a copy of your exemption certificate with this application

Fed ID# EIN \_\_\_\_\_

|                       |                     |
|-----------------------|---------------------|
| <b>Price 1</b>        | <b>Price 2</b>      |
| Order Less Than \$500 | Order \$500 or More |



Phone: 1-800-777-6500  
Fax: 1-800-982-5934  
Web: www.HodesCo.com

**GENERAL INFORMATION**

**CREDIT APPLICATION**

**ACCOUNT INFORMATION**

|                              |                       |           |
|------------------------------|-----------------------|-----------|
| Legal Business Name:         |                       | DBA Name: |
| Primary business address:    |                       |           |
| City:                        | State:                | ZIP Code: |
| Phone:                       | Fax:                  | Email:    |
| How long at current address? | How long in business: |           |

**BANKING INFORMATION**

|                        |                    |                     |
|------------------------|--------------------|---------------------|
| Bank name:             |                    |                     |
| Bank address:          |                    | Phone:              |
| City:                  | State:             | ZIP Code:           |
| <b>Type of account</b> | <b>Date Opened</b> | <b>Contact Name</b> |
| Savings                |                    |                     |
| Checking               |                    |                     |

**BUSINESS/TRADE REFERENCES**

|                  |        |           |
|------------------|--------|-----------|
| Company name:    |        |           |
| Address:         |        |           |
| City:            | State: | ZIP Code: |
| Phone:           | Fax:   | E-mail:   |
| Type of account: |        |           |
| Company name:    |        |           |
| Address:         |        |           |
| City:            | State: | ZIP Code: |
| Phone:           | Fax:   | E-mail:   |
| Type of account: |        |           |
| Company name:    |        |           |
| Address:         |        |           |
| City:            | State: | ZIP Code: |
| Phone:           | Fax:   | E-mail:   |
| Type of account: |        |           |

**CONTACT INFORMATION**

|                          |  |         |
|--------------------------|--|---------|
| Purchasing Contact Name: |  | Phone:  |
| Fax:                     |  | E-mail: |
| A/P Contact Name:        |  | Phone:  |
| Fax:                     |  | E-mail: |

**ACCOUNT PREFERENCES**

|                |             |         |
|----------------|-------------|---------|
| Backorders:    | Carry:      | Cancel: |
| P.O. Required: | P.O. Limit? |         |

Please place a check mark where appropriate:

- Taxable
- Non-Taxable\*
  - Resale
  - Exempt

\*If Non-Taxable please include a copy of your exemption certificate with this application

Please place a check mark where appropriate:

- Corporation
- Partnership
- Proprietorship

Fed ID# EIN \_\_\_\_\_

**AGREEMENT**

- By submitting this application, you authorize Hodes Company to make inquiries into the banking and business/trade references that you have supplied.
- All invoices are to be paid 30 days from the date of the invoice. Invoices not paid within terms will be subject to service charge of 2% per month.
- Claims arising from invoices must be made within five working days.

**SIGNATURES**

|        |
|--------|
| Title: |
| Date:  |

CREDIT APPLICATION

## BLACK HONOR THY PLUMBER™ T-SHIRTS



• Honor Thy Plumber logo embroidered in yellow

| Item # | Description             | Price 1 | Price 2 |
|--------|-------------------------|---------|---------|
| 87-100 | Black Small T-Shirt     | 11.35   | 9.99    |
| 87-101 | Black Medium T-Shirt    | 11.35   | 9.99    |
| 87-102 | Black Large T-Shirt     | 11.35   | 9.99    |
| 87-103 | Black X-Large T-Shirt   | 11.35   | 9.99    |
| 87-104 | Black XX-Large T-Shirt  | 11.35   | 9.99    |
| 87-105 | Black XXX-Large T-Shirt | 11.35   | 9.99    |

## CAMO HONOR THY PLUMBER™ T-SHIRTS



• Honor Thy Plumber logo embroidered in yellow

| Item # | Description            | Price 1 | Price 2 |
|--------|------------------------|---------|---------|
| 87-140 | Camo Small T-Shirt     | 14.76   | 12.99   |
| 87-141 | Camo Medium T-Shirt    | 14.76   | 12.99   |
| 87-142 | Camo Large T-Shirt     | 14.76   | 12.99   |
| 87-143 | Camo X-Large T-Shirt   | 14.76   | 12.99   |
| 87-144 | Camo XX-Large T-Shirt  | 14.76   | 12.99   |
| 87-145 | Camo XXX-Large T-Shirt | 14.76   | 12.99   |

## BLACK HONOR THY PLUMBER™ HOODIE



• Honor Thy Plumber logo embroidered in yellow

| Item # | Description            | Price 1 | Price 2 |
|--------|------------------------|---------|---------|
| 87-120 | Black Small Hoodie     | 24.99   | 21.99   |
| 87-121 | Black Medium Hoodie    | 24.99   | 21.99   |
| 87-122 | Black Large Hoodie     | 24.99   | 21.99   |
| 87-123 | Black X-Large Hoodie   | 24.99   | 21.99   |
| 87-124 | Black XX-Large Hoodie  | 24.99   | 21.99   |
| 87-125 | Black XXX-Large Hoodie | 24.99   | 21.99   |

## YELLOW HONOR THY PLUMBER™ KNIT HAT



• Honor Thy Plumber logo embroidered in black on front  
• Hodesco embroidered in black on back

| Item # | Description   | Price 1 | Price 2 |
|--------|---------------|---------|---------|
| 87-184 | Camo Knit Hat | 10.22   | 8.99    |

## BLACK HONOR THY PLUMBER™ KNIT HAT



• Honor Thy Plumber logo embroidered in yellow on front  
• Hodesco embroidered in yellow on back

| Item # | Description    | Price 1 | Price 2 |
|--------|----------------|---------|---------|
| 87-183 | Black Knit Hat | 10.22   | 8.99    |

## CAMO HONOR THY PLUMBER™ HOODIE



• Honor Thy Plumber logo embroidered in yellow

**NEW**

| Item # | Description           | Price 1 | Price 2 |
|--------|-----------------------|---------|---------|
| 87-126 | Camo Small Hoodie     | 34.08   | 29.99   |
| 87-127 | Camo Medium Hoodie    | 34.08   | 29.99   |
| 87-128 | Camo Large Hoodie     | 34.08   | 29.99   |
| 87-129 | Camo X-Large Hoodie   | 34.08   | 29.99   |
| 87-130 | Camo XX-Large Hoodie  | 34.08   | 29.99   |
| 87-131 | Camo XXX-Large Hoodie | 34.08   | 29.99   |

## CAMO HONOR THY PLUMBER™ CAP



• Honor Thy Plumber logo embroidered in yellow

| Item # | Description            | Price 1 | Price 2 |
|--------|------------------------|---------|---------|
| 87-186 | With Honor Thy Plumber | 17.03   | 14.99   |

## CAMO HONOR THY PLUMBER™ CAP



• HTP logo embroidered

| Item # | Description   | Price 1 | Price 2 |
|--------|---------------|---------|---------|
| 87-189 | With HTP Logo | 21.58   | 18.99   |

## BLACK HONOR THY PLUMBER™ CAP



• Honor Thy Plumber logo embroidered in yellow

| Item # | Description            | Price 1 | Price 2 |
|--------|------------------------|---------|---------|
| 87-185 | With Honor Thy Plumber | 14.76   | 12.99   |

## BLACK HONOR THY PLUMBER™ CAP



• HTP logo embroidered

| Item # | Description   | Price 1 | Price 2 |
|--------|---------------|---------|---------|
| 87-188 | With HTP Logo | 18.17   | 15.99   |

# HONOR THY PLUMBER™

## PROFESSIONAL GRADE PRODUCTS

## HONOR THY PLUMBER™ STADIUM CUP



• Dishwasher safe  
• 100% BPA Free  
• Made in USA  
• 5 cups per pack

| Item # | Description                | Price 1 | Price 2 |
|--------|----------------------------|---------|---------|
| 87-175 | Honor Thy Plumber - 5 pack | 7.94    | 6.99    |

| Price 1               | Price 2             |
|-----------------------|---------------------|
| Order Less Than \$500 | Order \$500 or More |



Phone: 1-800-777-6500  
Fax: 1-800-982-5934  
Web: www.HodesCo.com

**524 Page Full-Line Material Markup Private Label Catalog.**  
**With over 10,400 professional quality products shown and STOCKED!**

The catalog pricing reflects a three tier retail price markup from our Hodes Company Volume 96 Buyers Catalog:

- Tier 1:** Any product priced in our Volume 96 Buyers Catalog under \$10 shows a markup retail price times 3.
- Tier 2:** Any product priced in our Volume 96 Buyers Catalog \$10-\$49.99 shows a markup retail price times 2.5.
- Tier 3:** Any product priced in our Volume 96 Buyers Catalog \$50 or more shows a markup retail price times 2.

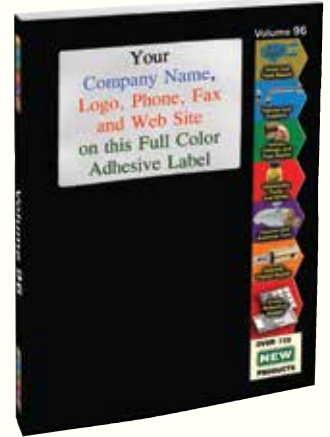
**Examples:**

Item in Volume 96 Buyer Catalog shows a price of \$2.  
 The Markup Catalog shows \$6.

Another item in Volume 96 Buyer Catalog shows a price of \$12.  
 The Markup catalog shows \$30.

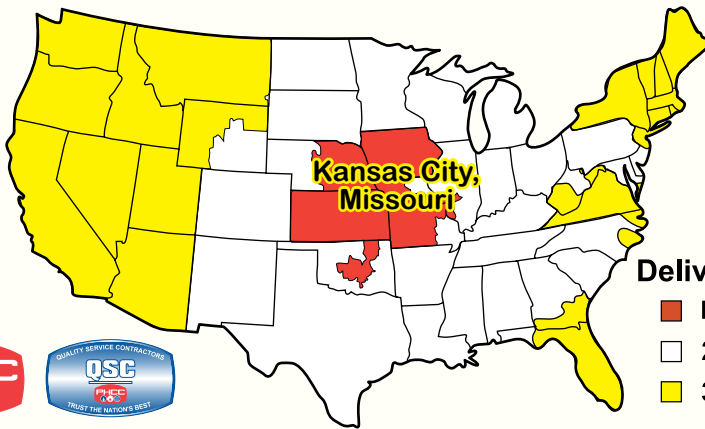
Another item in Volume 96 Buyer Catalog shows a price of \$60.  
 The Markup Catalog shows \$120.

**(Our Volume 96 Hodes Catalog Printed in black and white without our contact information and with markup pricing)**



- Put one on every truck
- Use it for counter sales

| Item # | Description           | Price 1 | Price 2 |
|--------|-----------------------|---------|---------|
| 95-566 | Markup Priced Catalog | 25.78   | 22.69   |



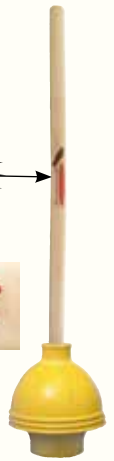
**Delivery time**

- Next day
- 2 days
- 3 days



**PROGOLD™ BIG YELLA HYDRO-THRUST PLUNGER**

**YOUR COMPANY LOGO, NAME & PHONE# ADHESIVE LABEL HERE**



Sold individually private labeled with your company logo & phone number in your company colors

| Item # | Description            | Price 1 | Price 2 |
|--------|------------------------|---------|---------|
| 90-702 | Adhesive Private Label | 13.58   | 11.95   |

**Custom Full Color Service Call Back Adhesive Labels**



**For Service Call:**  
**555-555-5555**  
 www.innerlineplumbing.com

| Date | Tech | Reason Serviced |
|------|------|-----------------|
|      |      |                 |
|      |      |                 |
|      |      |                 |
|      |      |                 |
|      |      |                 |
|      |      |                 |
|      |      |                 |
|      |      |                 |
|      |      |                 |
|      |      |                 |

Innerline Plumbing is YOUR Licensed GreenPlumbers



**PLUMBING • HEATING  
 AIR CONDITIONING • ELECTRICAL  
 CALL FOR SERVICE**  
 (555) 555-0765 - Warrenton  
 (555) 555-6332 - Culpeper  
 (555) 555-3301 - Gainesville  
 Serving Our Community SINCE 1976  
 appletoncampbell.com  
 VA Class A Licensed & Insured

| Date | Tech | Reason Serviced |
|------|------|-----------------|
|      |      |                 |
|      |      |                 |
|      |      |                 |

95-519 4" x 5"

95-520 5-1/2" x 8-1/2"

- *Completely Custom* (you can put whatever you want on the labels)
- Great for HVAC systems, Water Heaters, Appliances and Disposers!!
- Labels shown smaller than actual size.
- 5 Sizes Available
- Full color printing on glossy adhesive labels
- Great Call Back Tool

95-518 3-1/2" x 4"

**APPROVED PLUMBING**  
 COMPLETE INSTALL & SERVICE SINCE 1981  
**440-526-2905**  
 Expect the Best - You Deserve the Best  
 We are licensed, bonded, & insured in over 30 states ( OH LIC #13728)  
 770 Ken-Mar Industrial Pkwy  
 Broadview Hts. Ohio 44147  
**For Service Call:**  
**555-555-2905**  
 www.approvedplumbing.com

**Paul's Plumbing**  
 LICENSED MASTER  
**For Service Call:**  
**816.842.7795**

95-515 1" x 2-5/8"

PRICED EACH - SOLD IN PACKAGE QUANTITIES ONLY

95-517 2" x 3-1/4"

**PJF**  
 Plumbing & Heating Co.  
 "Doing the job right the first time."  
 24 HOUR EMERGENCY SERVICE  
 For Service Calls:  
**224-338-0073**  
 www.PJFPlumbing.com

| Item # | Description     | Pkg Qty | Price 1 | Price 2 |
|--------|-----------------|---------|---------|---------|
| 95-515 | 1" x 2-5/8"     | 900     | .10     | .09     |
| 95-517 | 2" x 3-1/4"     | 600     | .22     | .19     |
| 95-518 | 3-1/2" x 4"     | 600     | .33     | .29     |
| 95-519 | 4" x 5"         | 500     | .44     | .39     |
| 95-520 | 5-1/2" x 8-1/2" | 250     | .56     | .49     |

Phone: 1-800-777-6500

Fax: 1-800-982-5934

Web: www.HodesCo.com



| Price 1               | Price 2             |
|-----------------------|---------------------|
| Order Less Than \$500 | Order \$500 or More |

# Private Label Valve Tags

Connect these Tags to every valve in your customers' homes!

Hang them on the main valves for water and gas or put these tags under the sink on the water shut offs.

Attach these tags anyplace in your customers home so that your phone number can be located quickly when your customer needs it the most!

These tags are **COMPLETELY CUSTOM, FULL COLOR** and **LAMINATED** with **YOUR** information and includes a cable tie to connect to your customers valves.

Card size is:  
3" x 4"



**Your logo and information on both sides. We will completely customize your design for you.**

SOLD IN QUANTITIES OF 500 ONLY

| Item # | Description  | Price 1 | Price 2 |
|--------|--|---------|---------|
| 95-525 | 3" x 4" Full Color Laminated Valve Tag w/Cable Tie | 1.13    | .99     |

# Hose Washer Cards

We have sold this copyrighted sales plan to plumbing shops since 1943. Repeat order after repeat order convinces us that it is a unique and effective way to make your business known to commercial and residential customers.

The tires on the card are hose washers that are easily removed. Your company name, phone number and service description is printed just the way you want it, and will be remembered when they need service.

Send us your letterhead or business card, or draw us a diagram of what you want.

**Full color printing included!** Set yourself apart today!



Use our line art or use a photograph of your truck.

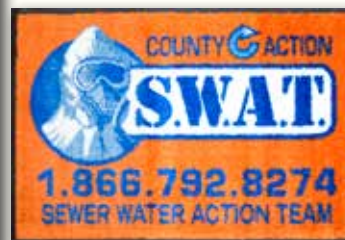
Card size is 6-3/4" x 3-5/8"

| Item # | Description         | Price  |
|--------|---------------------|--------|
| 95-501 | 1 Box of 1000 Cards | 937.59 |

## Private Labeled Jobsite Carpets For The Progressive Service Plumber

**Use the Private Label Jobsite Carpets To Complete Your Professional Image**

- We will color match with up to 24 colors per design...No Art Charges!
- Logos are printed on the face of the mat with a state-of-the-art digital printer.
- 100% premium non-skid rubber backing with long wearing static dissipative nylon carpet ensures years of trouble free performance.
- NO SET UP CHARGE and FREE FREIGHT on ALL private label rug orders!
- Please allow 3 weeks from time of approval for delivery.



\* MANUFACTURER REQUIRES MINIMUM ORDER OF 2



**Save 15% when you order 11 or more carpets of the same size and design. Discount applied once order is received.**

| Item #  | Description   | Minimum Order Qty | Price 1 | Price 2 |
|---------|---|-------------------|---------|---------|
| 91-900* | 24" x 35" (Approximately 2' x 3') Private Labeled Carpet        | 2                 | 158.85  | 139.79  |
| 91-902  | 24" x 35" (Approximately 2' x 3') Honor Thy Plumber™ Red Carpet | 1                 | 143.28  | 126.09  |
| 91-903  | 24" x 35" (Approximately 2' x 3') Plain Red Carpet              | 1                 | 95.56   | 84.09   |
| 91-950* | 35" x 58" (Approximately 3' x 5') Private Labeled Carpet        | 2                 | 222.15  | 195.49  |
| 91-952  | 35" x 58" (Approximately 3' x 5') Honor Thy Plumber™ Red Carpet | 1                 | 202.72  | 178.39  |
| 91-953  | 35" x 58" (Approximately 3' x 5') Plain Red Carpet              | 1                 | 143.28  | 126.09  |

| Price 1               | Price 2             |
|-----------------------|---------------------|
| Order Less Than \$500 | Order \$500 or More |



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# Converting Inventory from Cash Clog to Cash Flow

Before Little Tommy's Plumbing Shop in Highland Park, Ill. had consistent inventory controls, business suffered. Shelves were too full or too empty, technicians were tied up in unbillable supply house trips, and data insights into usage and ordering were nonexistent. With inventory intelligence and auto-replenishment from Hodes Co., Tommy's trucks now have the right supplies in stock, less cash is locked up in inventory, and technicians can spend more time with customers and less time on parts runs.

Tom Mahoney calls it like he sees it. A true tradesman and entrepreneur, he deals with reality, is honest with himself and his employees, and works hard to make the best of any situation.

His inventory had become a problem and he was clear-eyed in his assessment.

"We had very few inventory expense controls, messy stock shelves, and no discipline on ordering," Mahoney said. "It was costing me thousands each month."

Little Tommy's serves Chicago's North Shore and the well-heeled suburbs of Deerfield, Glencoe, Highland Park, Highwood, Kenilworth, Lake Forest, and Wilmette. The company's nine technicians focus primarily on residential projects, with a small percentage of new construction and commercial projects as part of the mix as well.

Mahoney is the first to admit that as a plumber at heart, with a busy and

**"We've always put our customers and our people first and didn't spend much time on internal systems to make our business run better, but when I took a hard look at the dollars at stake with our inventory, I knew we had to do something."**



**Tom Mahoney**  
Owner of  
Little Tommy's  
Plumbing Shop



growing business, parts inventory was never a priority.

"We've always put our customers and our people first and didn't spend much time on internal systems to make our business run better," Mahoney said. "But when I took a hard look at the dollars at stake with our inventory, I knew we had to do something."

Mahoney decided to dig in and take a harder look at his inventory problems. He knew there had to be a better way.

## The Basics of Good Inventory Control

Not quite sure where to begin, Mahoney's first step was to research the fundamentals of inventory best practices.