

FORCED AIR HEATING AND AIR CONDITIONING

DEAR CUSTOMER:

The Columbia Pipe HVAC division has served Northern Illinois for many years, offering HVAC products to both the residential and commercial sectors. And our newest location in Milwaukee has given us more tools with which to work and a second state in which to partner with our customers. We are proud of the reputation we have earned in the communities we serve.

A successful organization has many components. We have excellent product lines from well-known, quality manufacturers. But what really sets Columbia apart are our people and our value-added services. Heating and cooling are vital to the health and safety of every community. That is why we will open our facilities, any time, day or night, 24/7/365, to help resolve an emergency situation.

And with inventories well over two million dollars, that include parts and accessories, chances are we will have what you need, when you need it. Our near 96% service level is further testimony to that statement.

Columbia Pipe has developed and perfected an interbranch transfer system, using our own vehicles and personnel. So, if a product you want is stocked at another location, we can very often get it to you very early the next day after order placement. It has been said "nobody moves material like Columbia Pipe".

Our telephone system enables us to have any of our HVAC people, at any location, with you on the telephone. And we can conference up to 6 people. We literally could have your field person, your office, our manufacturer and a couple of Columbia Pipe partners on the same call.

With our large fleet of company-owned trucks, we offer daily delivery to the communities we serve. And we will make special runs for you.

Columbia Pipe also employs cellular phones, beepers, multiple phone lines, and voice mail to help you stay-in-touch with our people.

Our Mincron computer system enables us to perform a variety of services for you, in virtually no-time: System-wide stock check, previous order data, quotation followup and more.

But all these systems and all our fine products would mean little if we did not have skilled, dedicated, caring people. And we do! Our staff is on board to provide the service you and your customers need! At Columbia Pipe, we have faith in our people and have empowered them to make important decisions in a timely fashion.

Our inside sales group is very experienced and knowledgeable. Call us. We will answer your questions, coordinate deliveries, and take care of the myriad of problems that can and do occur.

We work as a team at Columbia Pipe. Our outside sales group will visit you, your job site, or your customers' offices, and facilitate training, go over prints and whatever else it takes to get the job done for you.

Our three technical service advisors (TSA's) are factory-trained not only to answer your questions but to trouble-shoot problems as well.

We also are pleased to have a stamped engineer on staff, who will assist in engineering and laying out specific projects. Our HVAC Product Manager and Sales Manager make sure all the components of our team – customers – manufacturers – Columbia Pipe – are in sync.

At Columbia HVAC, we are proud of our company, our people, and our products. And we would be proud to have you as a customer partner.

Call us.

Sincerely,

David Blake
HVAC Manager

WISCONSIN

Milwaukee Madison
Appleton Wisconsin Rapids
Wausau

MICHIGAN

Grand Rapids
Kalamazoo/Battle Creek
Menominee (UP)

INDIANA

Hammond
Gary



COLUMBIA PIPE & SUPPLY CO.
SERVICE *plus* SOLUTIONS

Phone: 773-927-6600

MAJOR MANUFACTURERS



Choosing a Heil® home comfort product means more than just selecting a brand. It means selecting a product backed with tremendous assets in design engineering, quality manufacturing, and service support – and a 100-year tradition of excellence.

Heil heating and cooling products are designed and built to deliver outstanding energy efficiency, which can translate into big savings on your utility bills. Heil puts each unit through some of the industry's toughest quality testing. And they back their products with some of the most exceptional warranties in the business. Heil's commitment to superior quality and product development means you can choose Heil products with confidence – knowing they'll perform season after season, year after year.

At Columbia Pipe, we have invested in Heil inventories consisting of equipment, accessories, and parts, so we can help you furnish new construction projects and service older units in need of a tune-up.

Go to www.heil-hvac.com for further information and data on Columbia's long-time mainstay for HVAC equipment.



Modine Manufacturing Company has been a worldwide leader in thermal management for nearly 90 years. They design, engineer, test, and manufacture heat transfer products for a wide range of applications and markets. Modine is at work in practically every corner of the world.

Modine was founded in 1916 when Arthur B. Modine patented the Spirex radiator for tractors. Six years later, he invented the unit heater.

Modine is continuously moving forward with its vision of global heat transfer technology leadership. This can be seen in their \$80 million commitment towards the construction of two new technical centers – one in Racine, Wisconsin, the other in Bonlanden, Germany, home of its European Headquarters.

Please turn to Chapter 13, Hydronic Equipment, for details on our Modine product inventory.



A half-century ago, Ducane opened the doors of a metal fabrication business in Union City, New Jersey. Through product innovation and dedication, that small family enterprise quickly grew into an international leader in gas and oil furnace manufacturing.

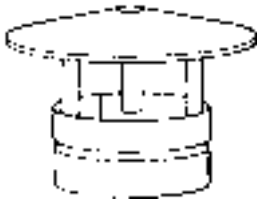
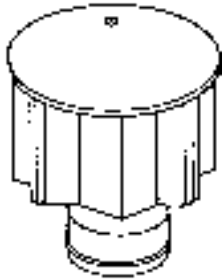
In the 1960's, the Ducane company relocated to its current 400,000 square foot facility to Blackville, South Carolina. Now a part of the Lennox International family, Ducane continues its heritage of quality, value and world-class service by offering a complete line of residential and light commercial heating and air conditioning products.

Today, Ducane remains a leading manufacturer of residential and light commercial heating and air conditioning products. The creativity and drive that shaped its history continue to shape its future. Columbia Pipe is pleased to be a distributor of Ducane heating and cooling products.



ZIPP-R air distribution products have stood for product quality, innovation, and customer satisfaction for over 50 years. Through the years, innovative thinking has ZIPP-R leading the way in new and better products in the HVAC industry.

Gary Metal Mfg. LLC is committed to investment in its people, facilities and equipment to provide you the best products, quality, and service at the best prices available. As Gary moves forward, its success is dependent on your success. Gary is committed to making your input and opinions an integral part in its process of improvement.



Columbia Pipe stocks a wide range of Gary products at several of our locations. And, to ensure we meet your service needs, Columbia Pipe receives shipments from Gary virtually weekly.

Ask your Columbia Pipe Account Manager for a tour of Gary's impressive, newly renovated manufacturing and warehouse facility in Gary, Indiana, just south of Chicago.

Call Columbia
for field help
troubleshooting
or help
specifying a job.
We offer
jobsite
assistance.



White-Rodgers is a market leader in the design and production of temperature regulation and gas flow/ignition controls for the HVAC and Appliance industries. With more than 7,500 active part numbers including integrated burner control products, thermostats and electronic air cleaners, White-Rodgers sets the pace for the industry. Comfort-Set® 80 Series programmable thermostats are recognized as the most popular digital thermostats in the industry. White-Rodgers continues to introduce innovative products that reinforce its position as a leader with the Comfort-Set® 90 Series Premium Thermostats, Comfort-Set® 80 Series Standard Thermostats and the Comfort-Set® 70 Series Economy Thermostats.

Temperature regulation and gas flow-ignition controls are the key applications of White-Rodgers products. White-Rodgers products can be found everywhere in homes, offices, restaurants and factories.

Homeowners may recognize White-Rodgers for the heating and cooling thermostat on their wall. White-Rodgers is well known and a preferred choice of OEM design engineers and aftermarket contractors and installers. You can find White Rodgers controls on gas furnaces, gas dryers and gas water heaters, for residential and light commercial applications.



Ask your Columbia Pipe Account Manager about our diversified White-Rodgers inventory, or go to www.whit-roddgers.com for detailed product information.



RESIDENTIAL HVAC PRODUCT LINE CARD

ADP EVAPORATOR COILS & UNIT HEATERS
A.O. SMITH WATER HEATERS
AMTROL
BELL & GOSSETT
BROAN
BUDERUS BOILERS
COMFORT-AIRE
DIVERSITECH PRODUCTS
DOLE HYDRONIC ACCESSORIES
DUCANE AIR CONDITIONING & HEATING
DURO DYNE FASTENERS & DUCT ACCESSORIES
DUST FREE BIO-FIGHTER ULTRAVIOLET LIGHT SYSTEMS
DYNAMIC AIR FILTERS
EMPIRE COMFORT SYSTEMS
ENERGY RECOVERY VENTILATORS
EQUIGUARD EXTENDED WARRANTIES
EWC ULTRA-ZONE ZONING CONTROLS
FLEXI-LINER
GASTITE FLEXIBLE GAS PIPING
GARY METAL MFG. LLC
GENERAL FILTERS/HUMIDIFIERS
GRUNDFOS PUMPS
HEIL HEATING/AIR CONDITIONING & PACKAGE PRODUCTS
ICP FAST PARTS
LENOX SAW BLADES & ACCESSORIES
LITTLE GIANT CONDENSATE PUMPS
LOCHINVAR BOILERS
MALCO TOOLS
MAXITROL REGULATORS
MODINE
MYSON
NU-CALGON COIL CLEANERS
PIPE, VALVES & FITTINGS
PUROLATOR FILTERS
RTI PEX PIPING SYSTEMS
SANYO DUCTLESS MINI-SPLITS
SIMPSON DURA-VENT
SKUTTLE DAMPERS
SPACE-PAK AIR CONDITIONING
TJERNLUND FANS
TRION AIR BEAR AIR FILTERS
WATTS REGULATOR
WEIL-MCCLAIN BOILERS & RADIATION
WHITE RODGERS

COMMERICAL HVAC PRODUCT LINE CARD

ADP EVAPORATOR COILS & UNIT HEATERS
A.O. SMITH WATER HEATERS
AIR TECHNOLOGY COMPUTER ROOM
AIR CONDITIONERS
AMANA PTAC UNITS
BELL & GOSSETT
BRASCH GAS DETECTION SYSTEMS
BREIDERT EXHAUST FANS & DESTRATIFICATION PRODUCTS
BTU ELECTRIC DUCT HEATERS
CAPTIVE AIRE KITCHEN VENTILATION SYSTEMS
COMFORT AIRE ROOM AIR CONDITIONERS
DESERT AIRE POOL ROOM DEHUMIDIFICATION SYSTEMS
DUST FREE BIO-FIGHTER ULTRAVIOLET LIGHT SYSTEMS
ENERGY RECOVERY VENTILATORS
FOREMOST SPIRAL DUCT
GARY METAL MFG. LLC
ICM CONTROLS HEAD PRESSURE CONTROLS
ICP COMMERCIAL 3 TO 20 TON ROOFTOP UNITS
J & J REGISTERS & GRILLES
LOCHINVAR BOILERS
KOLDWAVE PORTABLE AIR CONDITIONERS
MAGIC AIR CHILLED WATER, HOT WATER, DX COILS & BLOWER COIL
MAPLECHASE THERMOSTATS
MARKEL ELECTRIC BASEBOARD
MARS AIR CURTAINS
MAXITROL REGULATORS
MCDONNELL MILLER
MODINE UNIT & DUCT HEATERS
NU-CALGON COIL CLEANERS
PORTALS PLUS ROOF PENETRATION FLASHINGS
PUROLATOR FILTERS
RE-VERBER-RAY
RTI PEX PIPING SYSTEMS
SAFE AIR FIRE DAMPERS
SANYO DUCTLESS MINI-SPLITS
SIMPSON DURA-VENT
SLANT FIN RADIATION
SPACE-PAK AIR CONDITIONING
TJERNLUND FANS
WATTS REGULATOR
WEIL-MCLAIN BOILERS & RADIATION
WHITE-RODGERS