

PIPELINE

John Forness Promoted to President of Conyers Winnelson



Jack Morgan

Plumbing news! Hope you are enjoying your summer. Hard to believe that Labor Day is behind the corner, time when you're having fun and many of you are planning your events. So we know so we can help you and add them to our calendar. Just a couple of events this month on Sept. 12th in Philadelphia and Sept. 13th in Philadelphia. Also, we will be holding our Annual Professional Industry Source Book Expo in the next few weeks. (CONTINUED on PAGE 2A)

Winnelson Company in Conyers, Georgia would like to announce the recent promotion of John Forness to President effective June 5, 2012.



John joined Winnelson in June 2006 at the South Atlanta location and held the position of Outside Sales until being promoted to President and transferring to Conyers, Winnesboro, in a recent interview with John, he stated that what he enjoys most about working for Winnelson is "the ever growing relationships I gain with my customers and other Win employees and the opportunities for growth

Winwholesale offers to all of its employees." John continued to say "I look forward to working with all current and future customers in helping grow our industry and supporting them any way I can." (CONTINUED on PAGE 2A)

Coleman Russell Opens New Warehouse



Photo Courtesy: Coleman Russell

noted to
ger of
elson



Manager effective 2012 (CONTINUED on PAGE 4A)

2012 PROFESSIONAL INDUSTRY SOURCE BOOK



Georgia Plumbing News
PROFESSIONAL INDUSTRY SOURCE BOOK

- DISTRIBUTORS & WHOLESALE
- MANUFACTURERS REPRESENTATIVES
- PLUMBING ORGANIZATIONS & SERVICES

WWW.THEPLUMBINGNEWS.COM

NEW & UPDATED LISTINGS

ALABAMA/GULF COAST
Plumbing News
Supporting For The Plumbing Professional

erguson Birmingham Has New Manager of Counters

South Fairhope

THE PLUMBING NEWS MEDIA KIT

We Drive Sales



Jack Morgan
Editor and Publisher

The Plumbing News is the most read and received publication in its

As you know, tmarket area, as it goes out to all licensed Plumbing Contractors, Wholesalers, Manufacturers' Representatives, Engineers, Mechanical Contractors, Builders, Architects, Interior Designers, and other Plumbing Professionals. Please take time to review the enclosed information and samples of our current publications. The Plumbing News is a monthly regional, trade publication serving the Eastern United States. We are currently publishing in Georgia (with a print readership over 24, 000), the Carolinas (currently on hold, and with a print readership over 27, 000) and Tennessee, a bi-monthly publication (with a print readership over 18, 000) and with a combined monthly circulation over 100K digital downloads and hits per month, we will be expanding into other territories in the future. Our publication features articles of interest

publication features articles of interest in the local, state, regional, and various plumbing professionals, and participates with local organizations to provide valuable information about your company and our industry.

Once a year we include our Plumbing Professional's Industry Source Book, a buyer's guide for each market published. We publish 12 issues per year and offer advertising from ½ page to double-sided full-page inserts. We offer up to full-color process and use high quality production techniques to insure the best reproduction possible. If you need ideas in developing and advertisement, we will be happy to create the design and layout for you at no additional charge.

We also now offer a wide range of multi-media services, including, press-release creation and distribution, television, radio and video production.

For more information on Web, Digital Print, Graphics, Multi-Media, Social Media, or if you have any questions, please visit our website at www.theplumbingnews.com or www.morganpublishing.com.

Sincerely,
Jack H. Morgan
The Plumbing News,

EDITORIAL CALENDAR

January: Water Heaters	July: SWA Edition
February: Pumps	August: Tubs, Showers, China
March: New Technology	September: Faucets
April: Decorative Plumbing / KBIS	October: Fire Sprinklers, Irrigation
May: Tools & Trucks	November: Plumbing Specialties
June: Backflow	December: Commercial Plumbing & Engineering



THE PLUMBING NEWS: 3481 Lakeside Drive, Suite 2503 Atlanta, GA 30326
SALES DEPARTMENT: Jack Morgan, Phone: 770-378-1194 Fax: 404-330-8562 e-mail: plbgnews@aol.com
WEBSITE: WWW.THEPLUMBINGNEWS.COM • FIND US ON FACEBOOK @ THE PLUMBING NEWS • TWITTER: [HTTP://TWITTER.COM/PLUMBINGNEWS](http://TWITTER.COM/PLUMBINGNEWS)



Standard Ad Sizes

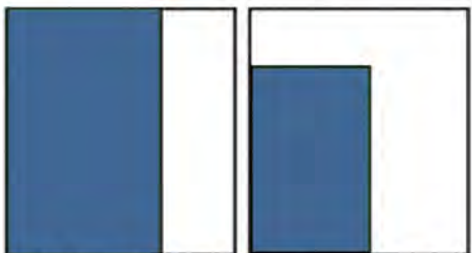
Standard Advertising Unit (SAU)



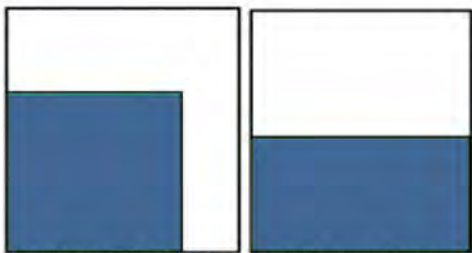
Double Truck Centerfold
21 1/4" w X 14" d



Full Page 9 3/4" w X 14" d
Junior Page 7 3/4" w X 10 1/2" d



Jr. Page Vertical 5 3/4" w X 14" d
Half Page Vertical 5 3/4" w X 11 1/2" d



Half Page Island 7 3/4" w X 8 3/4" d
Half Page Horiz. 9 3/4" w X 7" d

ADVERTISING RATES

Any single publication - each insertion billed net @

Contract	1-5 months	6-11 months	12 months
Double Truck	\$1917.	1764.	1622.
Single Page	950.	876.	804.
Junior Page	669.	615.	568.
Half Page	579.	532.	490.

Any two publications - each insertion billed net @

Contract	1-5 months	6-11 months	12 months
Double Truck	\$1783.	1640.	1509.
Single Page	883.	814.	751.
Junior Page	621.	571.	521.
Half Page	539.	496.	456.

Any three or more publications - each billed net @

Contract	1-5 months	6-11 months	12 months
Double Truck	\$1658.	1526.	1405.
Single Page	823.	757.	697.
Junior Page	576.	530.	488.
Half Page	502.	461.	424.

Agency Commissionable Rates

15% advertising commissions paid only to recognized agencies submitting camera ready copy. Rates per edition per insertion.

Double Truck	\$2274.
Single Page	1128.
Junior Page	792.
Half Page	687.

Regional Color Rates

Spot Color - \$95. per color per page - NET

Black plus one standard color (red or blue).

Special request color \$150.00

Full Color Process - \$415. per page - NET

For Preferred Placement, pricing may vary.

THE PLUMBING NEWS: 3481 Lakeside Drive, Suite 2503 Atlanta, GA 30326

SALES DEPARTMENT: Jack Morgan, Phone: 770-378-1194 Fax: 404-330-8562 e-mail: plbgnews@aol.com

WEBSITE: WWW.THEPLUMBINGNEWS.COM • FIND US ON FACEBOOK @ THE PLUMBING NEWS • TWITTER: HTTP://TWITTER.COM/PLUMBINGNEWS

WWW.THEPLUMBINGNEWS.COM



FOLLOW US ON TWITTER AT: PLUMBINGNEWS
FOLLOW US ON FACEBOOK AT: THE PLUMBING NEWS



THE PLUMBING NEWS.COM

Banner advertising opportunities are available to advertisers in The Plumbing News

ADVERTISING RATES & WEB BANNER AD SPECS

Pricing listed in order by Home Page / Main Interior Pages / All Other Pages unless otherwise noted.

DOUBLE FEATURE AD

SIZE: 740 X 92

SINGLE FEATURE AD

SIZE: 370 X 92

BOOM BOX AD

SIZE: 300 X 250

TOWER AD

SIZE:
120 X 600

SINGLE BUTTON AD

SIZE: 88 X 31

DOUBLE BUTTON AD

SIZE: 88 X 62

TRIPLE BUTTON AD

SIZE: 88 X 93

For special every page pricing on single, double & triple button ads, call 770-378-1194.

THE PLUMBING NEWS: 3481 Lakeside Drive, Suite 2503 Atlanta, GA 30326
 SALES DEPARTMENT: Jack Morgan, Phone: 770-378-1194 Fax: 404-330-8562 e-mail: plbgnews@aol.com
 WEBSITE: WWW.THEPLUMBINGNEWS.COM • FIND US ON FACEBOOK @ THE PLUMBING NEWS • TWITTER: HTTP://TWITTER.COM/PLUMBINGNEWS

WWW.THEPLUMBINGNEWS.COM

ADVERTISING CONTRACT

Name of Advertiser	Billing Contact
Primary Contact	Phone
Email	Fax
Billing Address	City, State Zip
Bank	Bank Account Number
Credit Card	Number, Expiration
Website	

This advertiser agrees to purchase an ad in the following:

www.theplumbingnews.com e-news Industry Source Book

Ad Size	Rate Per Issue
Number of Issues	Total Price
Color	Payment terms
Notes	

- | | | | |
|-----------------------------------|--------------------------------|------------------------------------|-----------------------------------|
| <input type="checkbox"/> January | <input type="checkbox"/> April | <input type="checkbox"/> July | <input type="checkbox"/> October |
| <input type="checkbox"/> February | <input type="checkbox"/> May | <input type="checkbox"/> August | <input type="checkbox"/> November |
| <input type="checkbox"/> March | <input type="checkbox"/> June | <input type="checkbox"/> September | <input type="checkbox"/> December |

Terms:

- Advertiser agrees to pay for all advertising published by Morgan Publishing Company under the terms of this contract.
- Standard terms are net 14 days from date of publication unless other terms are noted in writing on this contract.
- Failure to pay under the terms of this contract may result in a short rate. If Publisher has to institute any collection efforts and/or legal action because of advertiser's breach of this agreement, including but not limited to, failure to pay in a timely manner, then advertiser shall be liable for interest, Publisher's attorneys fees, cost and other expenses incurred as a result of the breach.
- Early termination of this contract may result in a short rate.
- Advertiser will assume all liability for claims, which may arise from the publication of any advertisement supplied by the advertiser.
- All advertising is subject to the approval of the publisher who may refuse any ad, which contains inappropriate material.
- Any amendments to this contract must be in writing.
- By signing this agreement, the undersigned warrants that he/she has read and understands this agreement and is authorized to execute this contract on behalf of the above-mentioned company.
- This agreement shall be governed by and construed in accordance with the laws in the state of Georgia.

Advertiser Authorization	Date	The Plumbing News-Morgan Publishing Company Authorization	Date

Make Accounts payable to:

Morgan Publishing 3481 Lakeside Drive, Suite 2503, Atlanta, GA 30326