Why Higher Inventory Turns Are Important for Higher Profits

Baethke Plumbing maintains healthy profits and consistent cash flow with careful inventory management that gets measured, managed, and evaluated each month. Precise guidance and efficient online ordering through Hodes Co.'s Stock Service System make it easy for Baethke to place orders quickly, turn inventory more frequently, and keep the cost of goods at just 11 percent of overall sales, freeing up more cash to pay bills, benefits, and bonuses. Here's how they do it.

John Baethke doesn't believe in seat-of-the-pants guessing, estimating, or planning when it comes to running his business, Baethke Plumbing, based in north central Chicago.

Sure, experience and gut instinct have a place and are important when running a business, but systems and structure are more scalable, repeatable, and most importantly – more profitable.

"We try to take as much guesswork out of our business as possible with systems like our field service software and Hodes Co.'s Stock Service System," Baethke said. "These systems help us run our business as smartly and efficiently as possible. They help us keep score, improve, hit our goals, and they are crucial for long-term success and sustainability."

Baethke and his 14 employees provide plumbing service and repair for residential and commercial customers across the greater Chicago area. Six trucks, six plumbing technicians and three apprentices fan out across the city each weekday, and since 1993, Baethke estimates he and his teams have completed more than 250,000 drain, pipe, sewer, and water heater jobs.

> "I watch industry benchmarks, talk with other business owners, and measure our own performance monthly. We know from research and historical performance that we need to keep cost of goods at 11% or less as a percentage of sales, and we want to turn inventory at least eight or more times over the course of a year."
>
> **John Baethke, Owner, Baethke Plumbing**



John Baethke
Owner,
Baethke Plumbing

BAETHKE PLUMBING

Managing By the Numbers: Inventory Turns and Cost of Goods

Baethke believes in transparency, targets, and controls in managing his business, especially on the inventory side.

HODES CO PROferred PLUMBING PARTS

PAINS & GAINS

Pains

• Baethke Plumbing measures and manages inventory levels and buying patterns on a regular basis.

• Benchmarks are established based on industry standards from other business owners.

• Keeping parts purchases and inventory turns within parameters is an ongoing goal.

Gains

• 10-minute ordering and preset min and max levels for parts make it easy for Baethke to order quickly and accurately.

• Parts usage reports and audit trails inform ordering and prevent overbuying based on gut instinct.

• Baethke frees up more cash throughout the year by keeping inventory purchases at or around 11 percent of sales, and inventory turns at 8 or more.

"We talk about inventory as a team, and we have reporting trails for usage and replenishment, everyone knows that we care about this issue," Baethke said. "We also look at the trucks together and make sure that everyone's following standard operating procedures, we keep each other accountable. Good teams make each other better."

At Baethke, access to ordering is limited, only two warehouse employees are authorized to order parts through the Hodes Stock Service System. Minimum and maximum levels are maintained based on usage volumes. Baethke also keeps an eye on key financial performance indicators as well such as inventory turns and cost of good as a percentage of sales.

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>
> **- John Baethke, Baethke Plumbing**

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Based on annual total sales of $3.5 million, that means Baethke and his team strive to keep parts buying at about $30,000 per month. They also never want to have more than $30,000 to $40,000 in inventory on hand at any time. Any more than that ties up cash that could otherwise be used as operating capital for payroll, utilities, and other expenses.

In addition to the tracking and controls benefits, Baethke said the Stock Service System from Hodes is also easy on time and labor levels. Scanners and iPads are used to scan bins, enter quantities, and access reports and past orders.

"It takes our guys just 10 minutes twice a week to place our parts order," Baethke said. "And Hodes ships fast so we just order what we need for a week or two, which preserves cash and prevents overbuying."

Baethke runs his business based on communications, systems, and numbers and he has these tips for anyone looking to streamline operations and improve cash flow and profitability:

1. Give your team clear guidance. Communicate what you want, make sure everyone understands, and then check on status and progress regularly.

2. Automate everything. Manual systems cause gaps that create errors, delays, and waste. Never do anything manually that can be tracked, entered, or reported – automatically.

3. Know your numbers. Understand what benchmarks and targets you should be using for your business based on size, sales volume, and revenue mix. Establish goals and compare against actuals each month. What gets measured gets managed.

"This is a family business, we care a lot, and we want our people to care a lot," Baethke said. "That means we share details, we use the best tools and systems we can, and we take care of each other and our customers. The business model is simple, solid and it's been working since 1993."

Joe Hodes is the president of Hodes Co. and consults with plumbing shop owners across the country on inventory management and optimization. You can reach him by email at Joe@HodesCo.com or by phone at 816.914.5858.

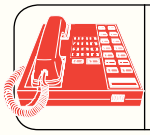
HODES CO PROFERRED PLUMBING PARTS



WE'RE SERIOUS ABOUT SERVICE!

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

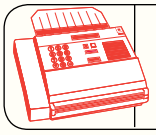
	Phone	Fax	Email
ORDERS / CUSTOMER SERVICE	1-800-777-6500	1-800-982-5934	CustServ@HodesCo.com
SPECIAL ORDER SERVICES	Extension 226	1-800-982-5934	CustServ@HodesCo.com
INTERNATIONAL PHONE	1-816-842-7795	1-816-221-7679	CustServ@HodesCo.com
RETURN AUTHORIZATION	Extension 239	1-800-982-5934	CustServ@HodesCo.com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



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.

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.



www.HodesCo.com

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







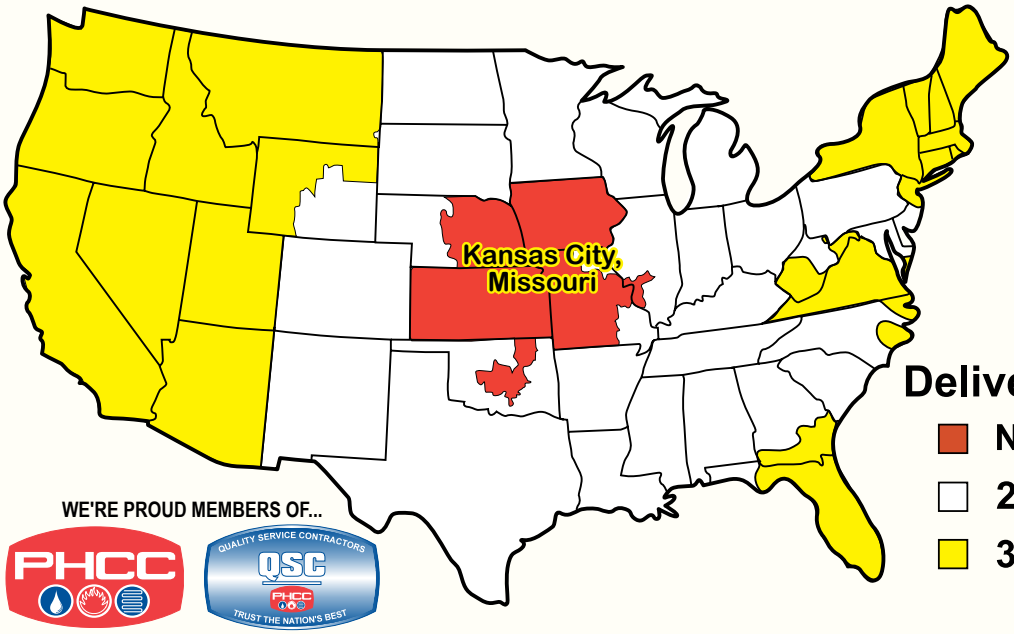


WE ACCEPT ALL MAJOR CREDIT CARDS

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 for updates as we constantly improve our ship and delivery times. We're moving faster every day!

WE'RE PROUD MEMBERS OF...

PHCC

QUALITY SERVICE CONTRACTORS QSC PHCC TRUST THE NATION'S BEST

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.**

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.

You can also see our Manufacturer Cross Reference at 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 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 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 COMPARE 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.

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 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 © October 2026

ORDER FORM

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

www.HODESCO PROferred PLUMBING PARTS.com

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
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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

☐ AMERICAN EXPRESS ☐ MasterCard ☐ VISA® ☐ DISCOVER®

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CREDIT CARD #

_____
EXPIRATION DATE

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 ADDITONAL CREDIT APPLICATION PROCESS, JUST CALL, FAX OR E-MAIL YOUR ORDER, PAY BY CREDIT CARD AND YOUR ORDER SHIPS IMMEDIATELY!

☐ VISA® ☐ MasterCard ☐ AMERICAN EXPRESS 3712 9500b JOHN DOE ☐ DISCOVER®

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 _____

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:
Type of account	**Date Opened**	**Contact Name**
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:
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CONTACT INFORMATION	
Purchasing Contact Name:	Phone:
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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	SIGNATURES
1. By submitting this application, you authorize Hodes Company to make inquiries into the banking and business/trade references that you have supplied. 2. 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. 3. Claims arising from invoices must be made within five working days.	Title: Date:

Phone: 1-800-777-6500
Fax: 1-800-982-5934
Web: www.HodesCo.com
HODESCO™
Price 1 Order Less Than $500
Price 2 Order $500 or More

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 TShirt	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 TShirt	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 embroiderered 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 embroiderered 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

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

HONOR THY PLUMBER™

PROFESSIONAL GRADE PRODUCTS

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™ 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

604 Page Full-Line Material Markup Private Label Catalog.

With over 11,000 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 99 Buyers Catalog under $10 shows a markup retail price times 3.

Tier 2: Any product priced in our Volume 99 Buyers Catalog $10-$49.99 shows a markup retail price times 2.5.

Tier 3: Any product priced in our Volume 99 Buyers Catalog $50 or more shows a markup retail price times 2.

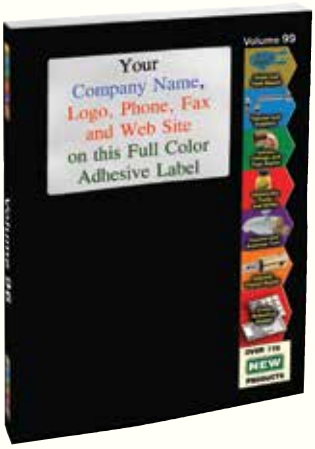
Examples:

Item in Volume 99 Buyer Catalog shows a price of $2.
The Markup Catalog shows $6.

Another item in Volume 99 Buyer Catalog shows a price of $12.
The Markup catalog shows $30.

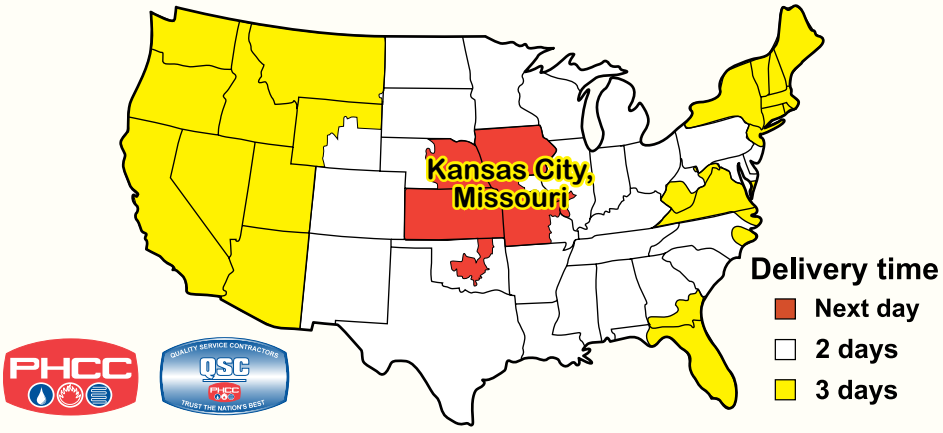
Another item in Volume 99 Buyer Catalog shows a price of $60.
The Markup Catalog shows $120.

(Our Volume 99 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



PROGOLD™ *BIG YELLA*
HYDRO-THRUST PLUNGER



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



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



95-519 4" x 5"

- *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"



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



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



PRICED EACH - SOLD IN PACKAGE QUANTITIES ONLY

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

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

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 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."

> "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

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.