



# **Residential & Commercial**

HEATING & COOLING

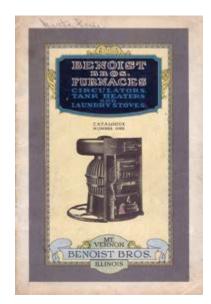
elcome to Benoist Brothers Supply Company, a leader in the heating and cooling distribution industry for more than 90 years. HVAC contractors of all sizes count on Benoist Brothers to provide the latest innovative products from the industry's top manufacturers for a complete range of both residential and commercial applications.

Benoist is a family owned and operated business, and we treat our customers as part of the family.

We know it takes more than having the right product at the right price to be successful, and we go that extra mile. With industry experience, technical expertise and a can-do attitude that won't ever quit, our team members will do

whatever it takes to help our contractors satisfy their customers and ultimately grow their businesses.











## HISTORICAL HIGHLIGHTS

#### 1928

Benoist Brothers Supply Company is established in Mt. Vernon, Illinois, by three brothers, Ray, Roy and Charlie Benoist, who started out manufacturing coal furnaces.

#### 1946

Charlie's son Albert (Bud) Benoist becomes Benoist's 2nd President and runs the company for more than 30 years.

#### 1987

Bud's son Jack Benoist becomes CEO/President and begins a campaign to expand the company, opening 10 new branches over the next 25 years.

#### 1987

Benoist opens a 2nd branch in Jackson, Missouri

#### 1989

Belleville, Illinois branch opens

#### 1991

Evansville, Indiana branch opens

#### 1993

Benoist opens a fifth branch and co-headquarters in Fenton, Missouri

# **Equipment - Materials**SUPPLIES & TOOLS

Furnaces • Air Conditioners • Geo-Thermal Systems Boilers • Mini-Splits • Controls • Pumps • Motors









### 1995

Owensboro, Kentucky branch opens

#### 1999

Union City, Tennessee branch opens

#### 2001

Benoist Brothers Supply opens the first ProStock store in Evansville, Indiana

#### 2003

Paducah, Kentucky branch opens

#### 2006

Springfield, Illinois branch opens

#### 2013

Earth City, Missouri branch opens

#### 2015

Jack Benoist's daughter Mindy Heitman becomes CEO

#### 2017

Peter Warren becomes Benoist's fifth CEO

#### 2018

Benoist acquires NuComfort Supply and adds three Chicago branches

# Why Choose **Benoist**?

"Growth and profitability in a business need teamwork and trusted relationships. Benoist checks all the boxes. Their top-notch friendly, professional and dedicated team provides viable solutions with Ruud equipment and a full line of quality products.

Ruud equipment has been a trusted product at Air Pro Heating & Cooling since 1989. Why? As a dealer you're only as good as the products you sell and the service you provide. Ruud Manufacturing's product research, design and support make it #1 in our product line.

Benoist is dedicated to continued education and programs to keep dealers on the cutting edge of technology and knowledge in the industry to meet the needs, wants and

expectations of the consumer. Benoist and Ruud are a winning combination. Air Pro Heating & Cooling is a proud Ruud Pro Partner in the HVAC Industry."

—**Russ & Angie Bade**,
Air Pro Heating & Cooling





# Hear It from Experienced Contractors...

"Bigg's Heating & Air has been a customer of Benoist Brothers and a Ruud dealer for 12 out of our 20 years in business.

The group at Benoist Brothers has become like family since partnering with them. From the guys on the sales counter, sales, support staff, delivery drivers, Dave in tech support and Jackie in financial, Benoist Brothers as a whole has helped me run my business at its full potential.



Ruud by far is the best equipment out there to date. From the technological advances they have made to the ease of service on them, quality parts and great warranty, you cannot beat them—coupled with the support from Benoist Brothers with sales and technical support that you will not find from any other company. It just makes my life easier and my company more profitable partnering with these two.

Since becoming a Ruud dealer, I have seen my business triple in size, call backs become less than 2%, warranty claims become a rarity and profit margins have increased over the years. This equipment—when installed correctly—will outperform any other brand out there!

I have to include that Benoist Brothers has become like a second family to me. A few years ago my wife went through some life-changing medical emergencies and was diagnosed with cancer. During this time the people of Benoist Brothers never failed to help me when it was needed. From Tony Hall calling every day to see how we were doing and what I needed to Dave Reaka helping my new techs with problems that I couldn't get to—I could go on and on of how the people at this company went out of their way to make sure we were okay personally. Their concern for me and my wife was beyond anything I have ever experienced dealing with a company. Thank you each and every one at Benoist for being not just a company I purchase things from but also being part of my family."

—**Andy Biggerstaff**, Bigg's Heating & Air



# **Customer Loyalty Trips**

APPRECIATION REWARDS

Bi-Annual Trips • Earn Trip Dollars Based on Sales

Double Trip Dollars Every April • Hosting Trips Since 1994

Previous Destinations: Hawaii, Antigua, Costa Rica, Mexico & Curacao







## **RUUD Pro Partner**

The program seeks to provide the best contractor loyalty experience in the industry—driven by product innovation, program advancements and a partnership approach.





Extended Equipment Rebates • Financing Rebates

Dealer Locator Preference • Extra Warranty Protection

Bi-Annual Conferences

# **Dealer Council**

The Benoist Brothers Dealer Council, comprised of one dealer from each Benoist territory, meets with Benoist management once a year to brainstorm ideas, share best practices, address concerns, and learn about new products. We use the time to build relationships and learn how we can improve the service we provide all of our customers.



## Floor Plan & Warehouse MANAGEMENT SYSTEM

Eliminate trips to the supplier and stock the products you need at your place

of business. Benoist Brothers will provide you with a pay-as-you-go system that saves you money and ensures that you have essential equipment and products on hand. Subject to Approval by Benoist Credit Department





# **Technical**

SUPPORT & TRAINING

Customers can count on getting the right answers in a timely manner from Benoist Brother's dedicated technical support staff and experienced sales professionals. Our team is available for onsite visits to ensure the most accurate solutions, from diagnosis to installation. In addition, we host regular technical training sessions in cooperation with our top vendors at many of our convenient branch locations.

**County-Approved Continued Education Hours** 



# **Our Product Lines...**

IN STOCK & READY

**EQUIPMENT** 

**RUUD HEATING & A/C** 

CLIMATEMASTER GEOTHERMAL

**FUJITSU MINI SPLITS** 

**VELOCITY BOILERS** 

**ADP COILS** 

**ADP UNIT HEATERS** 

AMANA PTAC UNITS

COMFORT-AIRE WINDOW AIR CONDITIONERS

**EMPIRE SPACE HEATERS** 

HEAT CONTROLLER WINDOW AIR CONDITIONERS

MILLER MOBILE HOME HEATING & A/C

**SUPERIOR RADIANT** 

**HEATSTAR BY ENERCO** 

RENEWAIRE

**MATERIALS** 

**ALUMINUM, COPPER & STAINLESS SHEETS** 

CERTAINTEED INSULATION, DUCTBOARD & WRAP

**DEKTITE FLASHINGS** 

GALVANIZED FLAT SHEETS

**GRAY METAL SOUTH PIPE & FITTINGS** 

HART & COOLEY CHIMNEY LINER

HART & COOLEY METLVENT

HART & COOLEY GRILLES & REGISTERS

**HY-C CHIMNEY COVERS** 

QUIETFLEX — FLEX DUCT

TRUAIRE – GRILLES & REGISTERS

**INDOOR AIR QUALITY PRODUCTS** 

A+2000 ELECTROSTATIC FILTERS

**EWC CONTROLS** 

**GENERALAIRE CLEANERS & FILTER MEDIA** 

**GENERAL HUMIDIFIERS** 

HONEYWELL AIR CLEANERS

HONEYWELL HUMIDIFIERS

HONEYWELL ZONE DAMPERS

PRECISIONAIRE FILTERS PLEATED/STANDARD

PROTECH ELECTRONIC AIR CLEANERS

PROTECH HUMIDIFIERS

PROTECH MEDIA AIR CLEANERS

SANUVOX ULTRAVIOLET AIR PURIFIERS

TRION AIR CLEANERS

TRION AIR MEDIA FILTERS

**ERV/HRV** 

**CONTROLS** 

HONEYWELL T-STATS, GAS VALVES & CONTROLS

ICM CONTROL BOARDS, TIME DELAYS

& HEADPRESSURE CONTROLS

MARS CAPACITORS & RELAYS

MARS THERMOSTAT GUARDS

**VALVES & CONTROLS** 

MAXITROL GAS REGULATORS

PRO1 IAO

WHITE RODGERS T-STATS & GAS VALVES

**HYDRONIC PRODUCTS** 

HONEYWELL EXPANSION TANKS

WILO PUMPS & FLANGES

WATTS RADIANT IN-FLOOR PIPE & MANIFOLD

**HVAC RELATED PRODUCTS** 

**APPION RECOVERY SYSTEMS** 

C&D REFRIGERATION VALVES

COIL CLEANERS

COMPRESSORS

HARRIS SOLDER/FLUXES

LINE SETS

INFICON REFRIGERATION SERVICE TOOLS

& RECOVERY SYSTEMS

LINE DRIERS & EXPANSION VALVES

NU-CALGON

RECTORSEAL CLEANERS/SEALANTS/CEMENTS

REFRIGERANTS

RITCHIE – YELLOW JACKET SERVICE TOOLS

CENTURY MOTORS

**BASSET HANGERS** 

**BONDLINE DUCT INSULATION ADHESIVES** 

**BRAMEC PRODUCTS** 

DIVERSITECH

**DURO DYNE SHEET METAL PRODUCTS** 

FIELDPIECE HANDHELD INSTRUMENTS FOR HVAC/R

FIRE DAMPERS

FLARE FITTINGS

**GENERAL PLASTICS** 

HARDCAST ADHESIVES, SEALANTS & SPRAY SYSTEMS

**INSULATION STAPLES** 

KLEIN TOOLS

MA LINE PRODUCTS

MALCO TOOLS/SCREWS

PANDUIT STRAPS

OMEGA TRACPIPE GAS PIPE

PLASTIC CONDENSATE PANS

POLYKEN TAPE PRODUCTS

**PVC PIPE & FITTINGS** 

TIN KNOCKER — BRAKES

TENNSMITH PRODUCTS

THERMOSTAT WIRE

TJERNLUND DRAFT INDUCERS

TURBOTORCH

LITTLE GIANT CONDENSATE PUMPS

UNDERSLAB PVC PIPE BLACK MAX

YOGAPIPE ACR PIPE

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## Ductless mini-split air conditioners and heat pumps







# COMFORT THE **EASY WAY**

Easy Installation - Easily connect the indoor and outdoor with copper tubing

Individual Zoning - Heat or cool areas you want

No Ductwork - Fujitsu systems lose less than 5% cooling vs 40% traditional forced air systems

High Seer Ratings - Up to 33 Seer ratings which decreases utility bills

Elite Contractor Program - 20 registered units and receive marketing support and other amenities



## :: WELCOME TO THE REBIRTH OF COOL

The all-new Ruud® Commercial 7.5-12.5 Ton Renaissance™ Line

Based on contractor feedback, Ruud delivered an inspired commercial HVAC line that offers a new level of performance and energy efficiency—all backed by a nationwide distribution network and the committed support you expect from Ruud.





INDUSTRY STANDARD FOOTPRINT ENHANCED SERVICEABILITY RUUD-EXCLUSIVE PLUSONE® ADVANTAGES

Learn more today!
Ruud.com/Renaissance





TO US, QUALITY MATTERS

Our brands are now and have always been synonymous with quality. In fact, at Ruud, quality is not just about what we do - it's who we are. We have designed both our processes and our products to be the best they can be - and we stand by them, day after day.



#### QUALITY IS PART OF OUR EVERYDAY

It's not an afterthought. At Ruud, quality is embedded in all our processes - from the beginning to the end - from product development through production and installation to end of life.

- Quality is such a part of who we are that our leadership begins each week with a meeting to discuss quality, reviewing potential issues and formulating a plan to solve them
- When issues do arise, our Rapid Response Program ensures any quality-related concerns from our partners are handled swiftly

#### QUALITY EARNS THE TRUST OF PROS

Contractors everywhere know Ruud heating and cooling equipment is high quality, reliable and durable. People who work with our equipment every day have faith in it, and so will you.

- 94% of Ruud contractors say that Ruud equipment is high quality, reliable, and will work well for years
- Ruud training helps set contractors up for success in performing quality installations.

#### QUALITY DRIVES RESULTS

To ensure we deliver products that perform, we want quality to have tangible results.

- New and revised product components must pass a multi-level Production Part Approval Process before they are received as part of the production build
- Ruud has seen a consistent decline in warranty claims (FY2016 10%, FY2017 9%, FY2018 7% YTD)





# UNCOMPROMISING WARRANTIES, WORLD-CLASS PRODUCTS

At Luxaire", we believe you should expect more. That's why we offer products built from continual innovation and precision craftsmanship, backed by uncompromising warranties that lead the industry.



## Lifetime Limited Warranty

#### Industry-leading warranty protection

Compressors and heat exchangers are the heart of every home comfort system. That's why all Luxaire® gas furnaces get a Lifetime Heat Exchanger Limited Warranty, and Luxaire® Acclimate™ Series split system air conditioners and heat pumps receive Lifetime Compressor Limited Warranties.\*



## 1-Year Labor Limited Warranty

#### Peace of mind comes with your home comfort system

Backed by Johnson Controls, Luxaire® products are designed and manufactured to the highest standards. That's why all Luxaire® systems come with a standard, 1-year Labor Limited Warranty. \*\* If your home comfort system is delivered and does not function, you have peace of mind knowing the repair will be covered at no charge – including the cost of labor performed by your HVAC contractor.



## 10-Year Parts Limited Warranty

#### Protection for every product

When it comes to parts warranties, we keep it simple: Most residential, single-phase products (including gas furnaces, split systems and packaged heat pumps and air conditioners) are backed by a 10-year Parts Limited Warranty.

Extended Labor Warranties\*\*\* are also available on qualified residential packaged units, gas furnaces and split systems with furnaces. They provide more protection for products designed to deliver more.





## Complete Assurance<sup>™</sup> Limited Warranty Pledge

If the heat exchanger fails within 5 years of installation on LX models or 10 years of installation on premium models, we provide optional furnace replacement in lieu of a heat exchanger replacement.\*

"Lifetime Compressor and Heat Exchanger Limited Warranties, Complete Assurance" Limited Warranty and 10-year Parts Limited Warranty equire online registration within 90 days of installation. Otherwise, warranties revert to the standard 10-year Compressor and 20-year Heat Exchanger Limited Warranties and 5-year Parts Limited Warranty.

"Models eligible for I-year Labor Limited Warranty can be found at http://www.Luxaire.com/Residential/Warranties

"Available with participating distributors only. Contact your distributor representative or ferritory manager for more information

# A MASTERPIECE OF ENGINEERING AND DESIGN.



#### THE NEW LUXAIRE ACCLIMATE VARIABLE CAPACITY RESIDENTIAL SYSTEMS



Our built-in Charge Smart<sup>\*\*</sup> monitoring is so advanced, you won't need anything additional to evaluate the system charge during setup, maintenance and service. We've set a new standard in home comfort with efficient performance, worry-free reliability and the connected technology desired by today's discerning customers. Luxaire.com/Acclimate

Uncompromising. Unmistakeable.







## **The Hottest Performer Around**

Our line of optional "EZ" Accessories for the Phantom are designed to save you time on installations. Engineered to work right out of the box, these three Phantom accessories will make you look like a star!

#### "EZ" ACCESSORIES FOR THE PHANTOM



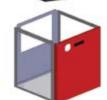
#### "EZ Loop" Low Loss Header

The factory-designed "EZ Loop" Low Loss Header is a piping solution that helps contractors to complete the job with speed and accuracy, saving time and money.

#### "EZ" Combi-Kit



The "EZ" Combi-Kit includes a mixing valve, plate heat exchanger and the EZ Loop Low Loss Header, providing a simple way to add domestic hot water capabilities to the Phantom® 150 and 180.



#### "EZ" Base

The "EZ" Base is the final touch for a clean and attractive installation. It includes adjustable feet and works great with the "EZ Loop" Low Loss Header and the "EZ" Combi-Kit.

Quality Value Service

PhantomBoiler.com

VelocityBoilerWorks.com | Philadelphia, PA

# **Complete Radiant Solutions**

· Complete line of tubing, manifolds,

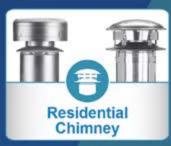
fittings & hydronic accessories





# Hart & Cooley and Benoist Brothers – Distributing Air and Venting Solutions for You.



















#### Matthew Orsini

Territory Sales Manager C 502.377.2877 P 800.433.6341 morsini@hartcool.com





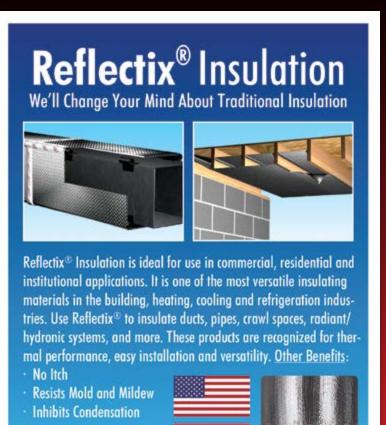
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## SABER PRO WIRELESS 24VAC

16" UVC Lamp GOOD to destroy mold & bio-film on coil Wireless LCD display provides important user information



- 1 year warranty for UV Lamp & LCD Display
- · 5 year warranty for Ballast



In-Duct Air Treatment system for high-efficiency home disinfection UVC & UVV light, destroying the biological & chemicals in the air.

• BETTER for homes up to 2,000 sq. ft. (SR+ model) Important user information on the LED





Phoenix, AZ · Cairo, GA · Mississauga, ON Canada

SANUVOX

Good





SICK BUILDING

SYNDROME



COOKING





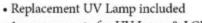
BEST for filtration and purification.

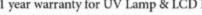
HEPA filter is 99.95% effective, trapping particles down to 0.3 microns. Purification is done through Germicidal Photo-Oxidation. UVC & UVV light, destroying the biological & chemicals in the air.

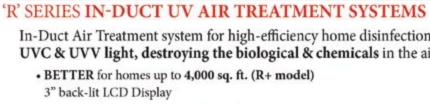
· Mounted to the HVAC system



















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**High Quality** 

**Competitive Pricing** 

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Quick carry single strap
 Quick access storage

Weather protected base

· Lightweight and durable

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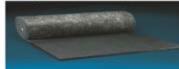
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ToughGard® Ultra\*Round™ Spiral Duct Liner





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Earth City (St. Louis Metro)

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Jackson

100 West Independence St. Jackson, MO 63755 **573-204-7604** 

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**NuComfort Supply** 

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**NuComfort Supply** 

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