

Howland Pump & Hulbert Supply

**Professional Solutions.
Local Focus.**

**Howland Pump - Ogdensburg
315.393.3791**

**Potsdam Plumbing Supply
315.265.2710**

**Gouverneur Plumbing Supply
315.287.3512**

**Utica Plumbing Supply
315.735.9555**

**Watertown Supply Company
315.782.6320**

**Massena Plumbing Supply
315.769.9029**

**Oneida Plumbing Supply
315.363.5600**

**Rome Supply Company
315.337.6515**

**Hulbert Supply - Malone
518.521.3164**

**Hulbert Supply - Plattsburgh
518.561.5400**

**Hulbert Supply - Saranac Lake
518.891.3414**

**Hulbert Supply - Lake Placid
518.523.1500**

**Hulbert Supply - Burlington
802.862.6426**

**Hulbert Supply - Brandon
802.247.4444**

January 1, 2021

To Our Valued Customers,

2020 was a year unlike anything any of us have ever seen. It was a year that tested us not only as individuals and citizens but as professionals trying to make a life and a living within this shared industry. During this tumultuous time, this Company has taken numerous measures to not just keep you, our customers, and our employees safe and healthy but to make sure we are around to serve your needs for years to come.

Among these changes, one we are very excited about is our brand new eCommerce platform. If you were unable to attend our December 11th rollout events or were unable to find time to register before the end of the year, worry not because you can register any time as long as you have an existing credit account. Some features that come with upgrading your account include real-time inventory from all 14 of our branches, instant access to invoices and open orders, 24/7 quote request and order placement and customizable "Lists" to make shopping for those bread and butter jobs take seconds.

You may also have noticed our new website and revamped social media platforms. We're still at howlandpump.com but with a fresh new look. We have content publishing daily to our Facebook (**Howland Pump & Hulbert Supply**) and Twitter (**@IncHowland**) accounts and are developing promotional strategies for platforms like LinkedIn, YouTube and Instagram.

Regardless of the platform, we want these outlets to not only inform you but to provide a showcase for the awesome work you do with all the products the Company has to offer. So if you manage to impress yourself with how well that job turned out, snap a picture and send it to howlandpumpmedia@gmail.com and get featured on our social media channels. If you have social channels yourself, we'll tag you right next to all the brands you include in your photos. Don't be shy, we won't cut anyone off.

Thank you for your business.

If you see any of these Howland Pump & Hulbert Supply employees this month, be sure to thank them for their years of service:

Bernie Adams 1/15/1986, 35 years	Kyle Besaw 1/12/2015, 6 years
Brian Loveless 1/25/1988, 33 years	Ben Champney 1/18/2017, 4 years
Beth Barnes 1/8/2011, 10 years	Ryan Vollmer 1/6/2020, 1 year
Curt McCabe 1/27/2011, 10 years	Andrew Putman 1/6/2020, 1 year
Kevin Converse 1/5/2015, 6 years	Celia Cook 1/27/20, 1 year