

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

C4 Computer Consulting
315.394.7008

March 1, 2021

To Our Valued Customers,

As of today, the Company is happy to announce we will be moving forward with our relationship with Fujitsu, coming with it a complete and fairly priced line of home heating and cooling appliances, manufactured by Rheem.

“The Company is very pleased to announce that we have entered into an agreement to carry Fujitsu products,” Company President & CEO Steve LaRose said in an internal email. “I think this is a transformational move for Howland Pump & Supply and Hulbert Supply.”

With this partnership, the Company will offer Rheem-made furnaces in efficiencies ranging from 80% to 96% along with ductless mini-splits from both Fujitsu and Westinghouse and traditional ducted air conditioning systems as well.

The decision to partner with Fujitsu is a return to form for the Company who, for decades prior, offered a variety of Rheem products and experienced great success in doing so.

Purchase orders for both furnaces and air conditioning equipment have already been placed and are expected to be in stock at all 14 of our wholesale locations by month’s end.

The Company will be publishing liquidation sales on all remaining products from our previous heating and cooling lines. If interested, please reach out to your local branch or sales representative.

Over the course of the next few months, the Company and Fujitsu will be offering online and in-person training for our customers and sales staff. As those dates are locked in, they will be made available to all.

“We are all in on Fujitsu,” LaRose said. “We are excited. We are moving forward.”

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:

Julie Lawton 3/15/2018, 3 years	Dan Cain 3/26/2018, 3 years
Donna Luckie 3/7/2018, 3 years	Ryan Davis 3/18/2019, 2 years
Zach Lawrence 3/26/2018, 3 years	Shawn Guimond 3/20/2017, 4 years
Rick Bell 3/27/2000, 21 years	Tonya Holt-Whitman 3/6/2007, 14 years
Cody Robtoy 3/4/2019, 2 years	Thomas VanRiper 3/8/2017, 4 years
Talbot Bala 3/19/1991, 30 years	Travis Lamica 3/11/2019, 2 years