

2019 CASE HISTORIES

Harris Products Group: Helping wholesalers serve the needs of HVAC/R and plumbing technicians



Whether in need of brazing alloys, solders, fluxes, oxy-fuel equipment, air-fuel equipment or fuel gases, HVAC/R and plumbing wholesalers of all sizes trust The Harris Products Group for dependable products and service.

The Harris Products Group, a Lincoln Electric Company, is a global leader in metalworking products used in brazing, soldering, welding and cutting, as well as a dominant player in the manufacturing of gas pressure and flow control equipment.

In 2019, Harris seized upon a major opportunity to transform the HVAC/R and plumbing marketplace through the acquisition of the Worthington Industries' consumables business. Through that acquisition, Harris became the exclusive distributor of Worthington air-fuel equipment and gas cylinders in the wholesale channel, paving the way for even more robust partnerships with HVAC/R and plumbing wholesalers.

Adding the Worthington product portfolio, which included soldering and brazing consumables, allowed Harris to better serve wholesalers who benefit from full access to products and expertise from a single-source, highly regarded partner. According to Harris President **David Nangle**: "There is no other company in the marketplace providing a more complete portfolio of brazing alloys, solder and torches. This consolidation of resources helps our customers to save time and money, and reduces problems associated from having to obtain products from multiple vendors."

Harris Products Group provides their wholesale partners with unparalleled support to help grow their business, says **Brian Henderson**, national sales manager-wholesale. "In addition to quality products, training and distributor programs, we provide a variety of merchandising programs for soldering and brazing consumables as well as equipment," Henderson notes. "These eye-catching displays can be customized to match product mix with local wholesale branch needs. Our white-glove service includes setting up the displays and ongoing maintenance."

In addition, during a time when ease and speed of doing business are critically important, Harris is the only manufacturer that can offer its partners a one-stop purchasing experience for all soldering and brazing products.

Based in Mason, Ohio, The Harris Products Group manufactures its brazing and soldering equipment and consumables in the U.S., and has a worldwide network of distributors and sales offices covering more than 90 countries.

Harris Products wants to be your one-stop shop to help you serve technician needs. To learn about how Harris Products Group can help you grow your business, visit www.harrisproductsgroup.com, call 800-733-4043, or contact your local Harris manufacturers rep.