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**CONTACT:** Stacey Hajdak

**P:** 610-247-4454

**E:** shajdak@adhq.com

## **AD promotes Justin Dunscomb to president of Plumbing, PVF-U.S. Divisions**

Wayne, Pa. – AD, the member-owned contractor and industrial products wholesale buying and marketing group, announced today Justin Dunscomb will be promoted to president of the Plumbing and Pipe, Valves and Fittings-U.S. Divisions within the Plumbing, Heating, Cooling and Pipe, or PHCP, Business Unit.

The two divisions will continue to operate separately for the purposes of governance, boards, networks and committees, and will be led by Dunscomb who joined AD as a vice president in 2006. For most of his 13-plus years at AD, he led the Heating, Ventilation and Air Conditioning–U.S. Division. Most recently, Dunscomb became responsible for member and supplier-partner relations in Plumbing and PVF–U.S.

Jeffrey Beall, PHCP’s president, says the promotion is a direct result of the leadership and commitment Dunscomb has exhibited on behalf of the team, and their members and supplier partners.

“Justin is a well-deserving, perfect selection for this new role,” Beall said. “He’s built a reputation as a collaborative team player who gets it done. I see this organizational change as an opportunity to help PHCP’s members capitalize on our outstanding program offerings and enhance service levels for current members, as well as expand into new complementary industries. It’s all about scaling and positioning for the future.”

In this new expanded president role, Dunscomb will focus on enhancing member engagement, expanding the complement of supplier partners and improving those agreements, and recruiting new Plumbing and PVF – U.S. members to strengthen the AD community.

In concert with these organizational improvements, Gary Jackson will expand his focus on new member recruitment and take on the role of VP, PHCP business development. Jeff Konen continues to be responsible for supplier programs and David Hons, in addition to leading AD’s Procurement Services offering, will be taking on responsibility for some PVF supplier negotiations and power buys.

Chairman and CEO Bill Weisberg commented, “We have a phenomenal team of leaders at AD and Jeffrey Beall is one of the best. He’s a great developer of people and relationships; his business results, 16% compounded annual growth over the past five years, have been stellar. His promotion of Justin Dunscomb to president of our U.S. Plumbing & PVF Divisions is a direct reflection of that success.”

This is an exciting time for AD and its community, said Dunscomb.

"I very much appreciate this opportunity," Dunscomb said. "I am most thankful for an incredible team of dedicated individuals who work every day to deliver on our promises to members. Over these last 13 years, I've seen a lot of growth, a lot of added talent, and a lot of exciting initiatives be introduced. I look forward to working with our independent members and supplier partners to continue outpacing the market and helping them thrive."

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### About AD

AD is the largest contractor and industrial products wholesale buying group in North America. AD provides independent distributors and manufacturers of construction and industrial products with support and resources that accelerate growth. Our 800-plus independent member owners span 12 divisions in the U.S., Mexico and Canada with annual sales exceeding \$40 billion. AD's 12 divisions cover industries including electrical, industrial, safety, bearings and power transmission, plumbing, PVF, HVAC, decorative brands and building materials. For more information, visit [www.adhq.com](http://www.adhq.com).