

RARITAN SUPPLY COMPANY COMPLETES SIXTY-FIVE YEARS IN BUSINESS

This Family Business Thrives On Regularly Meeting Industry Challenges

Raritan Supply Company was founded in 1943 in New Brunswick by Harry Richardson who was a mechanical engineer. Richardson had been involved in construction for a time, and he realized that there was a need for someone to establish a plumbing and industrial wholesale operation in central New Jersey as the area was prime for development. The timing of this decision on the part of the firm's founder was excellent as Harry Richardson was positioned well for tremendous growth in construction that followed the conclusion of World War II.

In addition to providing typical plumbing supplies to the industry, Raritan Supply focused on the needs of the industrial sector by meeting the needs of the chemical and pharmaceutical markets. Within a few years, the firm was supplying pipe, valves and special industrial products to companies such as Johnson & Johnson, Squibb, Hess Oil and Exxon. As these firms and others began to grow in northern and central New Jersey, Raritan Supply kept pace with their growing needs as well as the needs of others.

The construction of New Jersey's nuclear power plants also provided business opportunities for the company. Supplying this type of construction allowed Raritan Supply to showcase its talent in working with owners and contractors who could allow no margins for error in the construction of these facilities.

In 1955 Bill Richardson joined his father in the business after graduating from college and serving for a time in the Navy. This was an easy transition for Bill as he had worked in the company for many years as a youngster. This was also a time when the firm began to expand its products and was one of the first suppliers to bring PVC pipe to New Jersey.

With the son assisting his father in the business, Raritan Supply expanded its operations as far north as Albany and as far south as Baltimore. The firm also began to supply the needs of such firms as American Cyanamid and FMC Corporation. With its continuous growth of inventory, Raritan



Pictured from the left at the Raritan yard are Bill, James, Bill, Jr. and Tom Richardson.



A small portion of the extensive inventory maintained by the Raritan Group.

Supply was able to meet their client needs within hours.

As business grew and became more technically oriented, Raritan Supply was one of the first New Jersey suppliers to

utilize computer support. Forty years ago the company installed its first IBM computer and "fine-tuned" it so well, that the firm's computer operation was featured in Supply House Times magazine in 1971. For those

who may not be familiar with the early generation of IBM computers, they were especially large, utilized key punched cards and usually housed in a separate, air-conditioned room.

The list of manufacturers represented by Raritan Supply is extensive. Some of these include U.S. Pipe, Clow, Cherne, Kennedy Valve, Fernco, US Valve & Hydrant, Harvel, Smith Blair and Siemens Products and include pipe, valves, tapping sleeves, repair products, mechanical joint fittings, service fittings and valves, service saddles and test balls and plugs, actuators and controls.

Over the past two decades, Raritan Supply has expanded its sales and services within the highway and utility segments of the industry as business has grown in those sectors. Some of the contractors supplied by the firm include Conti Enterprises, D'Annunzio & Sons, JH Reid, J. Fletcher Creamer & Son, Joseph Jingoli & Son, E.E. Cruz & Company, PKF Mark III, George Harms Construction, Northeast Remsco and Sanzari.

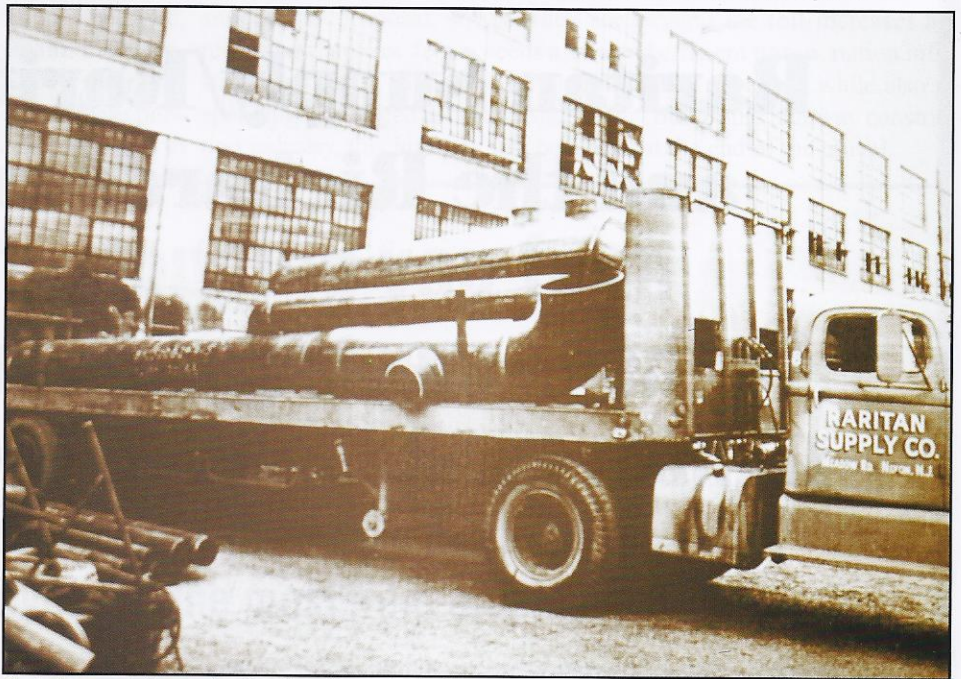
Raritan Supply is currently supplying projects in New York City, New Jersey, Delaware and eastern Pennsylvania. The firm is providing materials for Phoenix Construction for the construction of the PATH rail system at the World Trade Center, construction of the Xanadu project in the Meadowlands, the Routes 1 & 9 projects being completed by Union Paving and Construction and Ferreira Construction, Conti's Route 18 project and several projects at Newark International Airport as well as others.

Bill Richardson is chief financial officer for the company and has remained active with the firm. Over the years, Bill's three sons have joined the business. William Richardson, Jr., who joined the company in 1980, is president of Raritan Valve & Automation which recently merged with Raritan Supply to form the Raritan Group as each firm compliments the other. James Richardson joined the firm in 1991 and currently serves as president, while Thomas Richardson is responsible for large project sales and has been with the company since 1994.

With the firm for about 20 years is Joel Cook who is sales manager for valve automation sales, while Miro Gietka has been with the company for 10 years and is inside sales manager for utility products. Dianne McGovern is the inside sales manager for industrial products and with the firm for 8 years. The firm employs approximately 30 Utility and Transportation Contractor, FEBRUARY 2008



Some of Raritan's supply of hydrants and pipe are pictured in the firm's yard.



A vintage picture of a Raritan Supply delivery.

people on a regular basis.

In addition to responding to the supply needs of contractors, Raritan Supply also works closely with several large authorities that have specialized needs. The firm has annual contracts to supply pipe, valves and hydrants to Bergen County Utilities Authority, Passaic Valley Water Commission and the New York/New Jersey Port Authority as well as several municipalities.

Raritan Supply has operated from its 3.5 acre property in Edison since 1952. The facility includes offices, warehouse, shops and yard. The warehouse includes an extraordinary amount of inventory to the

point that some other New Jersey suppliers obtain items from the firm's inventory. The company location is central to the state's major roadways.

Raritan Supply has achieved much since its founding in 1943. The firm has mastered the task of adjusting to the needs of the construction industry, while preparing for changes that will follow in the future. The principals of the company possess approximately 225 years of product knowledge and sale experience and focus on customer service. We will hear much more about this firm in the future.

CONGRATULATIONS...



For years, U.S. Pipe has been involved with the New Jersey water distribution industry and values the relationships built with customers and distributors.

Raritan Supply has been a significant presence in this industry and for their long-term commitment and outstanding service, we commend them! Congratulations and may they have continued success for years to come.

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RARITAN VALVE & AUTOMATION, INC
295 Meadow Road
Edison, NJ 08818-1312
Ph: (732) 572-2555
Fax: (732) 572-2001
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