



# PHC Books

## PLUMBING, MECHANICAL, & HVACR CONTRACTORS

### KEEP INFORMATION WITHIN EASY REACH

Your purchasing agents need to bid on a job accurately, even when they're nowhere near the office. Your service people are at the jobsite and your customers want timely estimates ... immediately. Your computer is either down or tied up, and you don't have the time to search through manufacturer catalogs that are probably outdated. What you want is a reliable, convenient, and economical way to get product and pricing information quickly and efficiently.

### EVERYTHING YOU NEED AT YOUR FINGERTIPS

Trade Service provides plumbing, mechanical, and HVACR contractors with the most comprehensive data available, organized in simple and easy-to-use publications. Compiled by Trade Service's staff of data specialists, these industry standard books are accurate, up-to-date and cost-effective.

## 5 Publications

- **Modern Trade / Net Guide** – Countertop guide for pricing, estimating, bidding and billing
- **ARH Price Directory** – Comprehensive directory of HVACR price and product information
- **ARH Service Biller** – The famous “Biddle Book” for pricing and estimating
- **Plumber's Pricing Manual** – A handy, carry along book for on-the-job plumbing pricing
- **HVACR Price Guide** – A handy, carry along book for on-the-job HVACR pricing



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## PLUMBING, MECHANICAL, & HVACR CONTRACTORS

### DRIVING VALUE TO YOUR BUSINESS

When it seems like your bottom line is all that matters, you have to be able to contain your costs and still be able to meet your customer's demands – without sacrificing quality. Contractors need a time-tested, yet inexpensive way to access price and product information quickly and easily. With Trade Service publications, you have reference material vital to the profitability of your business firmly within your grasp.

### MODERN TRADE/NET GUIDE™

Countertop guide for pricing, estimating, bidding and billing

- More than 130,000 individual items listed from 400 manufacturers
- 2,500 fully illustrated pages
- Product/vendor numbers assigned by the manufacturer
- Manufacturers' list, suggested industry discounts, and suggested resale pricing
- Sorted commodities from rough to finish goods
- Indexed by manufacturer and product
- Catalog numbers, UPCs, short descriptions, packaging, and units of measure
- Manufacturers' street, web, & e-mail addresses, and phone and fax numbers
- Updated bi-weekly

### ARH PRICE DIRECTORY®

Comprehensive directory of HVACR price and product information

- Over 150,000 items from 275 manufacturers, with ratings, weights, and sizes
- Up to four columns of pricing (manufacturers' list, trade, and suggested resale)
- Numbers include catalog, UPC, and size
- Sorted alphabetically by color-coded commodity sections
- Indexed by manufacturer, trade name, and product
- Updated bi-weekly

### ARH SERVICE BILLER®

The famous "Biddle Book" for pricing and estimating

- Up to 40,000 items, including a/c, refrigeration, heating, and sheet metal parts
- Fully illustrated, including item descriptions and catalog numbers
- Flat rate and resale pricing to compute parts and develop labor estimates
- Durable 5 1/2" x 8 1/2" 3-ring binder format
- Updated bi-weekly

### PLUMBER'S PRICING MANUAL®

A handy, carry along book for on-the-job plumbing pricing

- A compact paperback book with 6 1/2" x 8 1/2" pages
- 11,000 of the most common plumbing items used in service and repair work
- List and suggested resale prices
- Sorted by product type
- Includes product descriptions, product illustrations, and flat-rate pricing
- Updated quarterly

### HVACR PRICING MANUAL®

A handy, carry along book for on-the-job HVACR pricing

- A compact paperback book with 6 1/2" x 8 1/2" pages
- 12,000 of the most common HVACR items used in service and repair work
- List and suggested resale prices
- Sorted by product type
- Includes product descriptions, product illustrations, and flat-rate pricing
- Updated quarterly

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