

BLUEPRINT

THE QUARTERLY MAGAZINE OF THE BUILDERS ASSOCIATION OF WESTERN NEVADA

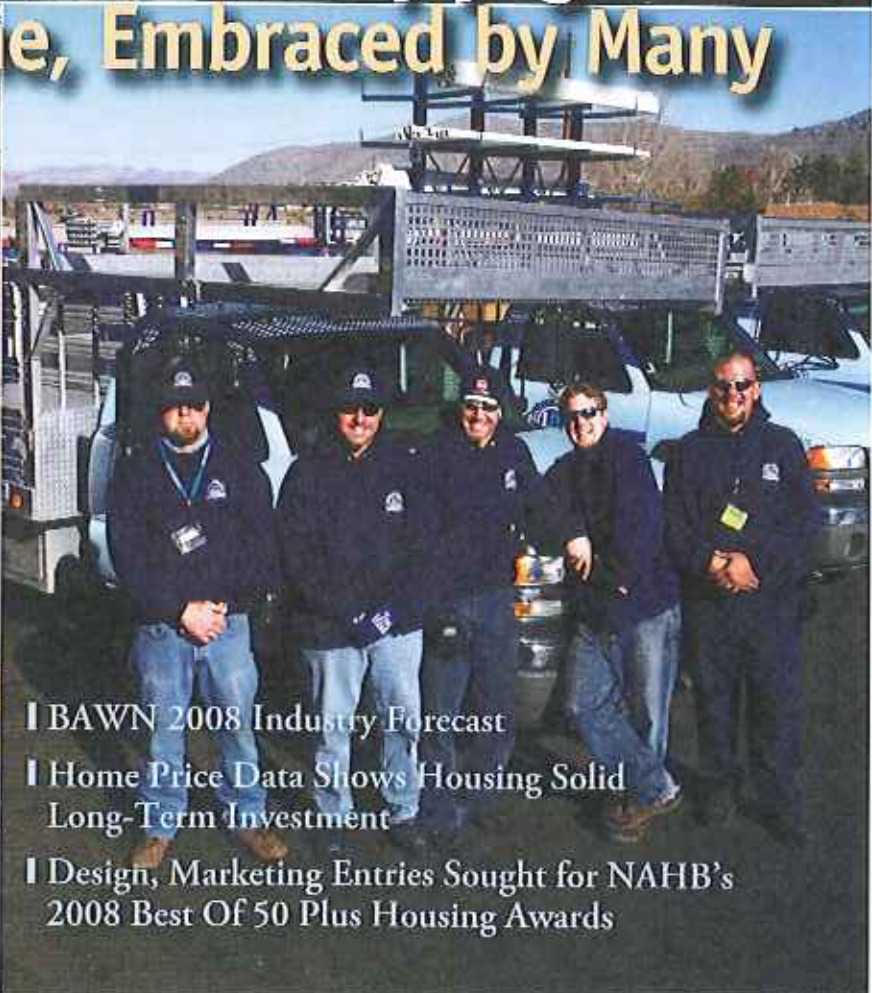
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CARSON CITY'S "BLUE TEAM"

Western Nevada Supply –

Started by One, Embraced by Many



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- | Home Price Data Shows Housing Solid Long-Term Investment
- | Design, Marketing Entries Sought for NAHB's 2008 Best Of 50 Plus Housing Awards

BLUEPRINT



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BAWN's Mission Statement



The Builders Association of Western Nevada is a professional organization representing the building industry to promote the highest standards in construction, education and fair legislation for the benefit of our communities.



Western Nevada Supply Started by One, Embraced by Many

BY NANCY STOLTZ, BAUSERMAN GROUP

WHAT STARTED AS one man's dream has turned into 43 years of impeccable service and the cornerstone of a thriving community. Owned by the Reviglio family, Western Nevada Supply is the largest single-location plumbing supply distributor of its kind on the West Coast. Originating in a rented 1,200-square-foot warehouse on Glendale Avenue in Sparks in 1964, Western Nevada Supply has grown to include 17 branches, spreading from California and Nevada to Idaho and Wyoming.

When the Reviglio family sees a need in the community, they go to great lengths to fulfill it. In 1996, they opened a branch in Carson City, a much-needed addition that quickly became the second-largest branch in

the company. Proving successful, Western Nevada Supply expanded in 2006, moving into a larger facility to accommodate the growing demand.

"We are proud to say we were the first wholesaler of our kind to invest in the Carson community. In order to provide the level of customer service this community deserved, we knew we would have to invest heavily in the area, which is exactly what we did," said Rick Reviglio, owner of Western Nevada Supply. "The relationships we have been fortunate to build and sustain have been very rewarding and are the highlight of our investment in the community."

The Carson City branch offers a wide selection of local inventory, sold by loyal

employees who genuinely care about fulfilling the needs of customers. Additionally, the Carson City showroom provides the entire community with home and commercial accessories, including bathroom and kitchen decor. Until June 2006, the store in Sparks, Nevada, had the region's only showroom, servicing all of northern Nevada and northern California. However, with the new facility in Carson City, customers in the Carson, Lake Tahoe, Dayton and Minden areas can take advantage of Western Nevada Supply's extensive and diverse line of products without enduring the long drive.

"Our customers are what drive us; we created this branch for them," said Charlie Blair, manager of the Carson City branch.



"We aren't just trying to make a sale — these are our friends and it's personal. We go golfing with them, we introduce them to our families, we build lasting relationships that go far beyond our interactions at the store. They're the people of our community and providing them with the best service possible is our top priority."

Lending a Helping Hand

While maintaining strong customer relationships, the Carson City branch also puts a heavy emphasis on making the community a better place to live. From the beautification of Genoa's highway to the construction of a new Carson City Boys & Girls Club center, Western Nevada Supply has donated supplies to help make neighborhood dreams a reality.

"We are eager to invest in our community. There are a lot of great projects underway that we strongly support and want to be a part of — Reviglio projects that will make this a community everyone can be proud to call home," Blair said.

Indeed, employees of the company also are eager to lend a helping hand. Every year, the Carson City branch joins the rest of the company in making the holidays a little brighter for under-privileged kids. In an effort started with the encouragement of Western's customers, employees team up with local school districts to take youth members on a \$100 shopping spree. This year, the Carson City branch will chaperone about 400 kids from Fallon and Bishop.

"A few years ago, our clients came to us suggesting that instead of buying Christmas gifts for them, we put all our money together and donate it to a good cause," Reviglio said. "Year after year, our employees and our customers look forward to this event. It's something that makes everyone feel good and I can't imagine the company celebrating the holidays any other way."

The community support lasts throughout the year. Western Nevada Supply and its employees are extremely active in fundraising events for local non-profit organizations and educational institutions. In addition to their heavy involvement with the Boys & Girls Club, their generous support has been given to many local organizations. While the company mission embraces charitable giving for youth and families in need, Western Nevada Supply has expanded their scope of giving to include organizations that



The relationships we have been fortunate to build and sustain have been very rewarding and are the highlight of our investment in the community.

Rick Reviglio





promote education, and improve the quality of life for area residents. Western Nevada Supply gives to more than 100 different charities and community events.

"The people of Western Nevada Supply don't just tout the importance of community involvement – they actually walk the walk," said Hal Hansen, chief professional officer for the Boys & Girls Club of Western Nevada. "The Reviglio family has created an atmosphere of giving back, setting an example for other local businesses. We are so appreciative of the generous support they give to our organization on an ongoing basis. Being a non-profit, we are continually seeking various means of support, and Western Nevada Supply and its employees are always ready to assist."

The company is not only focused on the immediate needs of the community, but on the future. The Carson City branch has welcomed scores of local youths to spend their summers working for the company throughout the years. Many continued to work part-time while attending school, and several have worked for the company full-time after graduation.

What it Means to be a Member of the "Blue Team"

The Carson City branch has built an honest reputation in the short time it has been open. Employees take pride in the team concept, embracing the name the "Blue Team" to showcase the company's long-term, loyal employees.

"The employees prove day after day they want to be here and they're committed to working as a team," Blair said. "Our long-term employees share their experiences and

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We are eager to invest in our community.

There are a lot of great projects underway that we strongly support and want to be a part of – projects that will make this a community everyone can be proud to call home.

Charlie Blair

pass down knowledge to ensure the most comprehensive staff in the field. They enjoy their job and take pride in working for a company on the cutting edge."

Passion for the Industry Is Defining Trait

However, it's not only community support and loyalty that defines Western Nevada Supply. It is also a passion for the industry. With an extensive inventory, large truck fleet and unrivaled experience, Western Nevada Supply offers one-day service to almost all of its customers. In addition, the company supplies materials for city, county and state projects as well as servicing retail stores. The firm's blue fleet and trailers are a familiar sight at construction sites, known for providing essential materials and expertise to complete any job.

The diversity of Western Nevada Supply is evident in the wide range of professionals

it serves—from small individual contractors to large ones—and in the broad variety of jobs it is involved in—a small house remodel to new subdivisions to golf courses to large water treatment plants to casinos.

Because of its dedication to the needs of employees, customers and the community, Western Nevada Supply has a reputation built on integrity, reliability and honesty. As Western Nevada Supply continues to grow, the Carson City branch will continue to do everything in its power to help the community thrive.

"The sense of community and service that I get while working at Western Nevada Supply is what makes it so dynamic," Blair said. "I don't feel like I work there, I feel like I belong there. It is much more than a job. It is an opportunity—an opportunity to not only fulfill my job description and be the best I can be, but also an opportunity to reach out to others in the community."

