

***With You For*** **100** ***Years.***

BARD MANUFACTURING COMPANY SINCE 1914

In testimony whereof, I have hereunto set my hand, and caused the seal of the Patent Office to be affixed, at the City of Washington, this thirty-first day of January, in the year of our Lord, one thousand nine hundred, and twenty-eight, and of the Independence of the United States of America, the one hundred and fifty-second.

Examiner.

Thomas E. Robertson  
Commissioner of Patents.



## 100 Years and Counting. **With You.**

One hundred years. That's a major milestone. As Bard Manufacturing Company celebrates our centennial anniversary, we can't help but look back at how we got here.





## Dear Friends,

The world today is vastly different than it was in 1914. The past 100 years have been filled with larger than life events. We've seen World Wars, peace-time prosperity, depression, recession and the wonders of a new millennium. Technology has exploded into our everyday lives, bringing unprecedented communication and advancements. Through it all, Bard manufacturing has adapted and changed to keep pace with changes big and small.

On the following pages, you'll see how we got to where we are today. It's an incredible story – starting with one man working in a tin shop with big dreams and moving to something he may not have even envisioned, his company growing into a global leader in the heating and cooling industry. Even after 100 years, the Bard Manufacturing of today is not so different at its core. We're still all about hard work, dedication and creating high-quality products that last and keep people comfortable for years. We're also still just a family business headquartered in the same home town where we started.

All of us at Bard Manufacturing realize the importance of the people who have helped us along the way. One hundred years of dedicated employees, committed distributors, quality suppliers, loyal customers and supportive communities have made Bard Manufacturing the success it is today.

So as we celebrate this major milestone, we first want to say thank you to everyone who has helped us along the way. As we look forward to the next 100 years, we know that whatever success and celebrations the future holds for Bard Manufacturing, you will be a major part of it.

Sincerely,

**Bill Steel**  
Chairman of the Board  
President, Chief Executive Officer

**Pam Bard Steel**  
Board of Directors  
President, Bard Family Foundation  
Marketing Communications

**Scott Bard**  
Vice Chairman of the Board  
Vice President, Sales Administration



Dale



Otha

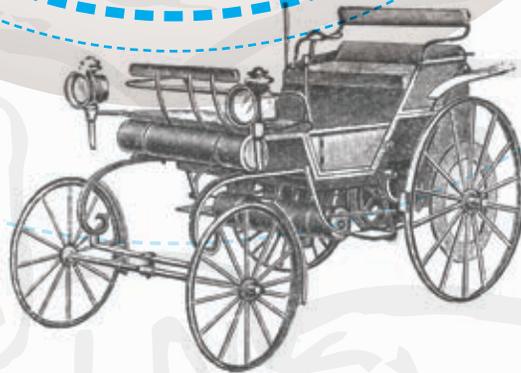
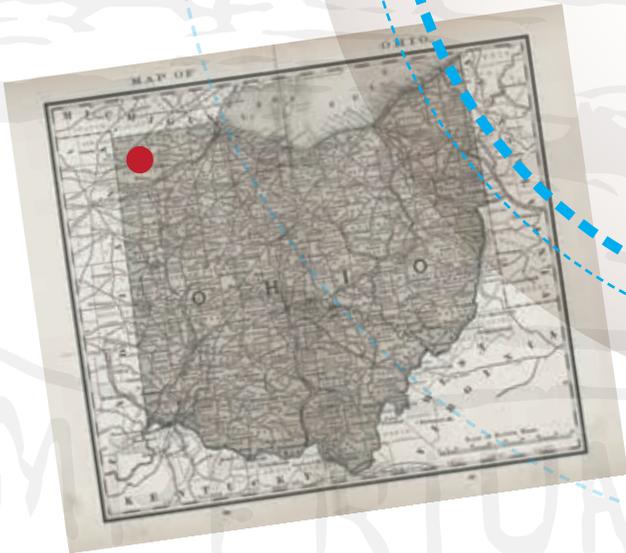


*Dale Bard  
in 1906*



*Dale Bard's future  
wife, Otha Young*

1914



*Dale Bard used tin snips  
like this in his original  
tin shop that was the  
foundation of Bard  
Manufacturing of today*

## ***Humble Beginnings.***

***Dale R. Bard was an adventurous and ambitious young man. He was born on a farm just east of Bryan, Ohio. From an early age he was fascinated by how things were made and was willing to work hard to succeed. So in 1906 he left high school and headed West, getting jobs in the shipyards of California and Washington.***

***Bard Manufacturing is proud to still call Bryan, Ohio home. This photo shows the bustling downtown Bryan in 1909***



Dale returned to Ohio two years later with plenty of experience in metal working, boilers, ductwork and ventilation systems. He quickly put that experience to work in the “tin shop” of the Bryan Hardware Store, using his skills to shape sheet metal products.

Two very popular product lines at the hardware store were plumbing materials and the metal ductwork to carry heat throughout a home. Why not form a company, Bard wondered, to specialize in heating and plumbing contracting for Bryan and Williams County.

Six years later, in March 1914, Dale Bard and the owners of the hardware store went into business together, incorporating The Bryan Plumbing and Heating Company. From that humble beginning grew the Bard Manufacturing Company of today.



*Dale Bard served as a civic leader in Bryan during the 1920s*



*Bard's first building was built in 1918 on the corner of East Butler and Walnut Streets in Bryan*



*One of Dale Bard's first patents was for roofing cleats which stayed in production through the 1960s*



*Randolph Bard started working with his father at the company while still in high school*



*Bard sold a variety of products to keep the company going in the early years, including the export of wheelbarrows to Africa*



**1915**  
~TO~  
**1930**

## Growing Strong.

***The early years of Bryan Plumbing and Heating Company saw steady growth. New faces were added as the number of customers grew. Dale Bard gained a solid reputation for quality and craftsmanship, thanks in part to work the company did on the Williams County Courthouse heating equipment.***

*Growth was steady enough that a new building was built in 1918 on the corner of East Butler and Walnut Streets in Bryan. That gave the company the room they needed to grow.*

### PEACE BRINGS PROSPERITY

With the end of World War I came prosperity, which meant a boom in the construction business – homes, schools, stores and factories were being built throughout the Bryan area and the entire Midwest. Bryan Plumbing and Heating certainly benefitted from the demand for ductwork in all the new buildings. Home renovation also peaked during the years after the war. People wanted to convert their coal-fired heating units to oil, which required less maintenance and attention.

This surge in business led to a step that set the stage for future growth into manufacturing. In 1925, Bryan Plumbing and Heating invested in the power tools of the time and added a heavy sheet metal fabrication operation. While it was designed primarily for manufacturing ductwork, Dale Bard saw the fabrication operation's potential for even greater success. He began to search for a product he could manufacture and sell in order to move his company beyond the contracting business.

### EARLY PRODUCTS

Many diverse products developed in the 1920s helped keep the company going through the Great Depression. Others, including the roof cleats, stayed in production through the 1960s.

- Rug Rack Display
- Rain Storage Racks
- Steel Smokestacks
- Wheelbarrows (purchased Bryan Wheelbarrow Company)
- EZ Laid and Bull Dog Roofing Cleats (Dale Bard's first major inventions and patents)
- Automatic Oil Conversion Burner

### TOUGH TIMES LOOMING

By 1930 the country had plunged into the Great Depression. Dale Bard and the other stewards of Bryan Plumbing and Heating Company took a proactive approach to protect the company's assets and cash flow. They sold the building on East Butler Street and relocated the company a short distance away to Butler and Beech Streets.

As the 1930s began, the Bryan Plumbing and Heating Company employed between 12 and 20 people, including Dale Bard's son Randolph. The company's employees were thrilled to be making a generous 50 cents an hour for a 60-hour work week.



*Dale and Otha enjoyed vacationing in Florida*

*The Bard name first appeared on furnaces during the 1930s*



*Employees of Bryan Plumbing and Heating, Inc. in 1936*



*Randolph Bard, shown here with his wife Naomi Moore, took a leadership role in the company*

# 1931 ~TO~ 1940

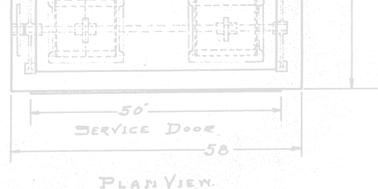


*The facility where the first Bard furnace was built*



*The Bard Gas Furnace, introduced in 1935, helped make Bard a big hit with dealerships like this one*





## Finding Their Way.

*While the 1930s proved to be a tough decade for the nation, it was a period of innovation and product development for Dale Bard and his company. In a workshop located above company headquarters, he created several new products that not only were successful, but also provided a clear direction for Bard.*

## INTERNAL GROWTH

Through smart strategies, pioneering products and plenty of hard work, the Bryan Plumbing and Heating Company was growing in the face of a harsh economy. By 1935, the company had outgrown its current site and needed to find a more permanent home that offered room to grow.

A new building was built on Evansport Road in Bryan. In addition to lots of space, the new location had easy access to both rail and trucks, so all the in-demand Bard Furnaces could quickly and easily get to their destinations.

The year before, 1934, Dale Bard's son, Randolph O. Bard was elected a director and stockholder. By 1938 he also served as assistant secretary-treasurer, sales manager, advertising manager and purchasing agent. There was no aspect of the business he wasn't familiar with, something that continues today as Bard family members all learn the business from the ground up.



The first Bard Hot Air Furnace in 1931

**1931** In the upstairs workshop, Dale Bard completed research and patented his first steel oil-fired furnace. Sales began slowly with constant improvements in each handmade unit as Bard sought to perfect his invention.

**1935** Now sold under the name Bard, a new gas furnace was introduced that used the new fuel of choice, natural gas. The change to gas was brought on by explosive growth in new home construction as part of the New Deal's "100 Days" anti-Depression legislation.

**1939** The housing boom was in full swing in the western suburbs of Detroit where the new Bard Gas Furnace was extremely popular. It was estimated that a quarter of all new homes built in the Detroit suburbs that year featured Bard furnaces. Toledo, Ohio and Fort Wayne, Indiana also favored the reliable Bard brand.

With You.

**1931-1940**





*The war effort brought women to the assembly line for the first time*



*Lightweight and easy to ship, Bard military coal-fired furnaces were ideal for defense construction projects which relied on convenience and rugged reliability*



1941  
-TO-  
1950



*During the war, Bard built vital "Trim-tab controls" for the cockpit of the famous B-29 bombers, or Superfortresses, American pilots relied on*



## The Winds of Change.

*The decade that brought World War II changed the world. For the United States, war brought countless tragedies and unprecedented ingenuity. During this turbulent time, there were changes at Bard as well, beginning with a seemingly simple name change.*

*In 1941, the Bryan Plumbing and Heating Company officially discontinued its original contracting business and began using the name found on the popular furnaces, Bard Manufacturing Company. Spinning off the contracting business gave Dale Bard the confirmation he had been working toward for 27 years; that he achieved success within the world of manufacturing. After reaching this accomplishment, Dale Bard transferred leadership of Bard Manufacturing to his son Randolph.*

### THE WAR YEARS

That fateful December day in 1941 brought the World War to the United States. All manufacturing was turned over to the war effort with production focused on the machinery of war such as planes, tanks and weapons, or products and materials that could benefit the military.

Bard continued to manufacture furnaces and roof cleats to be used in military construction, plus several other specialty items, including 20-millimeter steel bullets, tracer shell plugs, parts for Chrysler tanks and controls for the famous American B-29 Bombers.

The war also brought women into the manufacturing world as they replaced the men who went off to fight. Bard was no exception. Women worked in the manufacturing area of Bard for the first time and have been a major part of its success ever since.



By August, 1945, just six months after the plant fire, Bard Manufacturing had rebuilt and the welders were back in full operation

Recognized for their versatility and reliability, Bard furnaces were in high demand for the booming housing industry



The factory fire of 1944 was a dark day for Bard. Fire crews bravely fought the fire through brutal temperatures, but the building was a total loss. However, the fire didn't stop the company or its success



Merle Castor, plant superintendent, surveys the ashes of the factory



Randolph O. Bard became president of Bard Manufacturing Company in 1945

With peace came prosperity. Bard made a name for itself through trade shows and building expos



The post-war building boom meant everyone worked long hours. Here, Bard's management team rolls up their sleeves. (left to right, Walter Davis, Merle Castor, Randolph Bard, Marcus Beach)

## A DEVASTATING DAY

The early morning of December 28, 1944 was brutally cold in Williams County, with recorded temperatures as low as nine below zero. As Bard Manufacturing tool-maker William J. Rauli was walking past the Bard shipping department, he saw flames coming from the building, he quickly called Bryan firefighters. By the time they arrived, the shipping building, filled with flammable packing material, was engulfed in flames. The fire escalated quickly. The firemen, already facing brutal temperatures and low water pressure problems, were hesitant to enter the adjacent manufacturing plant which contained stored fuel, magnesium casting and other volatile materials.

By 6 a.m., the fire had spread to other areas of the Bard facility. Randolph Bard recalled seeing the flames in the sky from his house across town. Although the smoke was thick, Randolph and others, including long-time office manager Dorothy Young, rushed into the office to retrieve as much as they could, including the contents of the safe and accounting records. As the fire raged on, the massive steel ceiling collapsed. While very dramatic, it was actually a stroke of luck. The insulated ceiling covered much of the machinery, protecting it from the heat and flames.

When the fire was finally extinguished, the entire building was lost. Thankfully no one was injured and no jobs were lost. An investigation by the FBI ruled the fire an accident with no conclusive cause ever uncovered. Ever the optimist, Randolph Bard vowed to build again, even without insurance to cover the losses. The housing boom that was right around the corner helped Bard Manufacturing to not only recover from the fire, but reach even greater success.

## DALE BARD 1888-1944

***A second tragedy struck Bard Manufacturing just three days after the fire. Founder Dale Bard passed away while in a coma following a series of strokes. He never knew of the fire that destroyed his buildings, but failed to destroy the heart of the company he founded.***

*Soon after his father's death, Lawrence Bard, Randolph's brother, joined the company, providing engineering expertise.*

## BUSINESS IS BOOMING

As World War II ended, peace was restored and once again brought prosperity and growth. The demand for new homes was unprecedented, with the government promising 2.7 million homes in 1948 alone. Demand was incredible and Bard was up to the task, even with the added challenge of material and labor shortages.

The building boom brought industrial giants into the heating and cooling industry. Bard was now facing competition from General Electric and Westinghouse. Bard, with its emphasis on quality, did not want to become a supplier to larger companies. So, in order to stay independent and competitive, they built a national sales and distribution network that is still pivotal to Bard's success today.

*By the 1950s, the Bard G90 Gas Furnace had become one of the company's all-time best-selling units*



# 1951 ~TO~ 1970



*Bard Manufacturing headquarters in 1966. A single brick building has grown to a state-of-the-art manufacturing facility spanning over 300,000 square feet today*



*Management personnel  
Marcus Beach and  
Lawrence Bard*

*Quality has always been vital to Bard. Here we see crews testing each unit to ensure they live up to Bard's high quality standards (left to right: Wayne Zuvers, Clyde Murray, Orville Yarger, Dick Tawney, and [on top] Leroy Berryman)*





≈ 1954



«1956



≈ 1965



≈ 1969

## Rolling Along.

*The years from 1951 to 1970 were good ones for Bard Manufacturing, marked by sustained growth and pivotal product development.*

*The 1950s continued the phenomenal growth in new home construction. The stress of running the company began to catch up with Randolph Bard, so he went to Florida to get away from the daily operation of the business. However, he kept working, flying between Ohio and Florida – where he uncovered a key to the company’s future success.*



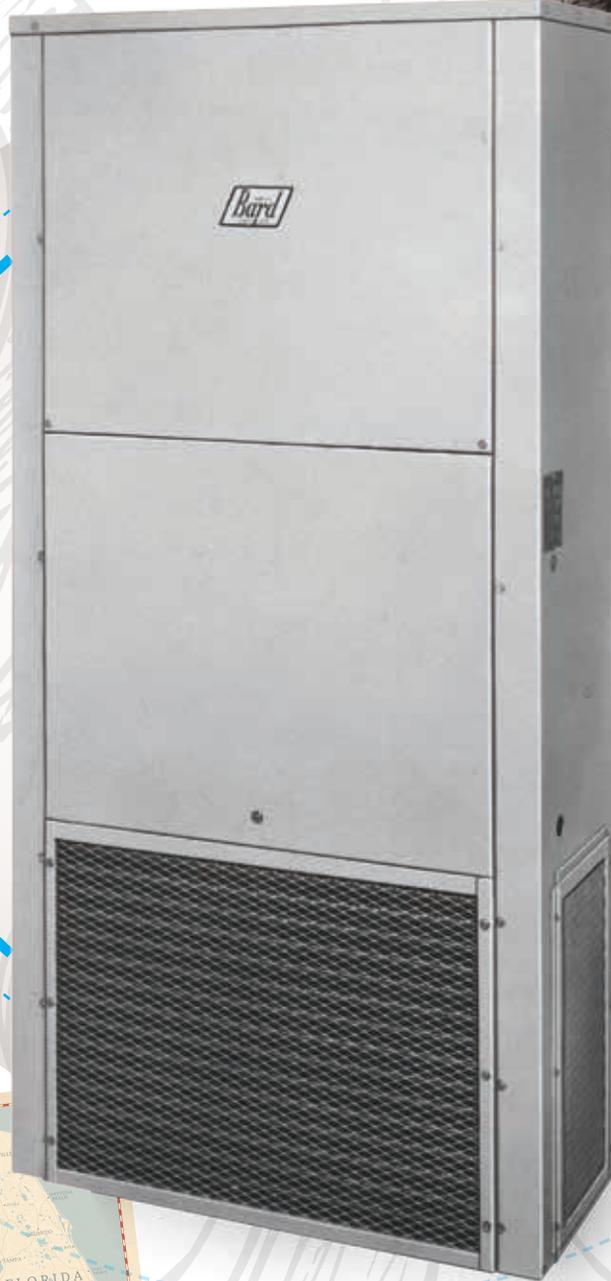
### THE AIR OF SUCCESS

While in Florida, Randolph Bard saw firsthand the emergence of central air conditioning in new homes and realized that Bard should add this in-demand product to its offerings.

By this time, Randolph Bard’s two sons were working at Bard. Both were involved in product development, Richard in the furnace lab and Jim in the new air conditioning department. So many, along with the engineering team, helped usher in an era of innovation that continues today.



# The WALL-MOUNT™



*First introduced in 1963, Bard's wall-mount units quickly became best-sellers for several markets including classrooms and modular buildings*



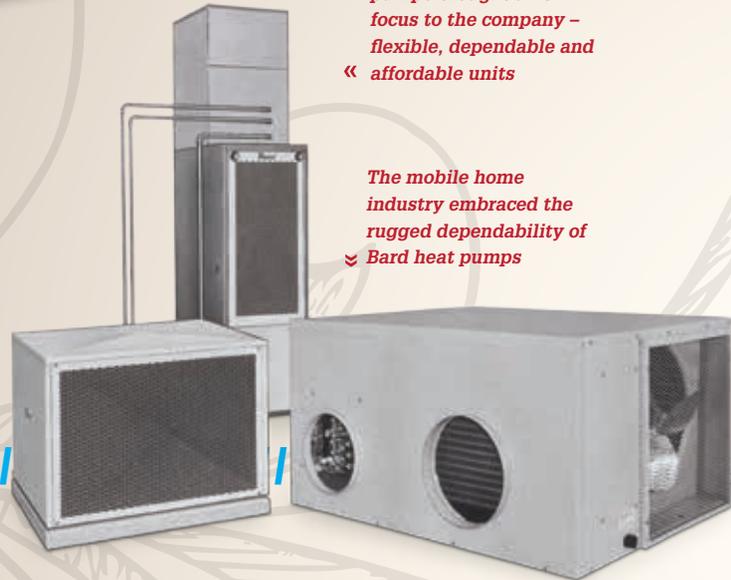
*Geary Pacific Supply (California) and Atex Distributing (Florida) were major contributors to the early success of the Bard Wall-Mount and still are today.*





*Bard's split system heat pumps brought a new focus to the company – flexible, dependable and « affordable units*

*The mobile home industry embraced the rugged dependability of Bard heat pumps*



## THE BARD WALL-MOUNT™

Originally introduced in 1963, the Bard Wall-Mount revolutionized Bard's product offerings and the industry as a whole. It got its start when Randolph Bard saw a competitor's wall-mounted window unit that cooled the air and provided heat during chillier weather.

Randolph Bard was intrigued, but knew his company could do better. He envisioned a similar product, but with a much broader scope. So, he began working with his team to develop and perfect a heat pump that could be mounted on a building's exterior wall.

Initial sales were high in Florida, but the real success came in the new modular construction market in California. Construction couldn't keep up with the rapidly growing population, so businesses and schools were often housed in pre-manufactured buildings. The Bard Wall-Mount Heat Pumps were an ideal solution for these structures.

Bard Wall-Mount Air Conditioners and Heat Pumps offer many advantages, including rugged reliability, economy of space, dependable performance and energy efficiency. They have become Bard's most recognized product, not only in the U.S., but also around the world.

Today, Bard Wall-Mount units are found in a wide variety of settings where rugged reliability is just as important as efficiency and performance, from mobile control rooms, nuclear test sites and offshore oil rigs to modular offices and classrooms, emergency hospitals and construction site offices.

### NEW BARD PRODUCTS

**1961** Gas Sectional Furnace Line

**1961** Central Air Conditioning Units

**1962** Split System Heat Pumps

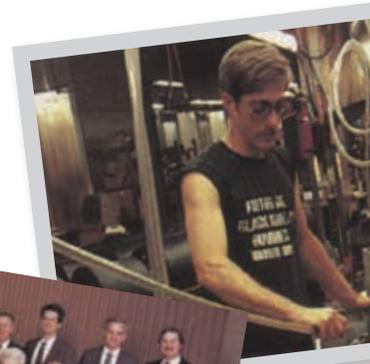
**1963** Wall-Mount Heat Pumps and Air Conditioners

**1967** Electric Furnace Line





*Bard's sales team  
at the 1988 national  
sales meeting*



*Richard, Randolph and  
Jim Bard upon Randolph's  
retirement in 1981 – under the  
leadership and guidance of  
Richard and Jim, the company  
would experience phenomenal  
and unprecedented growth  
through the end of the century*

# 1971 ~TO~ 1990



*Now celebrating 75 years in  
business, Bard Manufacturing  
offers several lines of  
specialized products designed  
to fit a variety of applications*





*Dale Bard grew his business by combining the most advanced tools of the time with timeless hands-on craftsmanship, something Bard Manufacturing continued through the end of the century through to today*

## **Taking the Lead.**

*By the early 1970s, Bard Manufacturing had been in business for more than 50 years. The company built a solid reputation as an honest family-owned business that built high-quality, reliable products. It's what made the Bryan, Ohio company a leader in the heating and cooling industry. Bard stepped up and fulfilled the leadership role with smart strategies and company expansion.*

### **BARD ON THE FRONT LINES OF ENERGY EFFICIENCY**

Back in the 1930s, Dale Bard built his first furnace as a more effective means of heating homes. Fifty years later when the entire country was forced to conserve energy, Bard Manufacturing was already leading the charge. To stay competitive, Bard realized it had to offer customers real savings, which led to the development of the company's first geothermal heat pump in 1981. Its current geothermal line continues to offer the company's highest energy efficiency ratings.

The government began tightening regulation for heating and cooling manufacturers. Rather than fighting regulations, Bard was determined to exceed every standard, earning a reputation for quality and industry-leading technology. It's no wonder that when many heating and cooling businesses closed their doors, Bard not only survived, but thrived.

### **EXPANDING PRODUCT LINES EXPANDING COMPANY**

Demand for Bard's fuel efficient products was growing in the United States and around the world. To keep up, the company began a major expansion in 1971 to its Evansport Road facility. What started with one small brick building had now grown to a state-of-the-art manufacturing facility and world headquarters spanning over 300,000 square feet.

### **THE BARD NAME CONTINUES**

Randolph Bard officially retired in 1981 after 54 years with the company. His brother Lawrence retired the same year, leaving room for a new generation of family ownership. Under the leadership and guidance of Richard and Jim Bard, the company would experience phenomenal and unprecedented growth, transforming Bard Manufacturing from a small, family-owned business into the world's largest manufacturer of wall-mounted heating and cooling equipment.

Bryan, Ohio



At every Bard Manufacturing facility, you will find the same commitment to quality and craftsmanship that helped Dale Bard start his company 100 years ago



Year after year, Bard has stayed on the cutting edge of innovation by consistently upgrading to the latest technology. Today that means advanced computer programs and sophisticated testing equipment

# 1991 ~TO~ 2013

Madison, Georgia



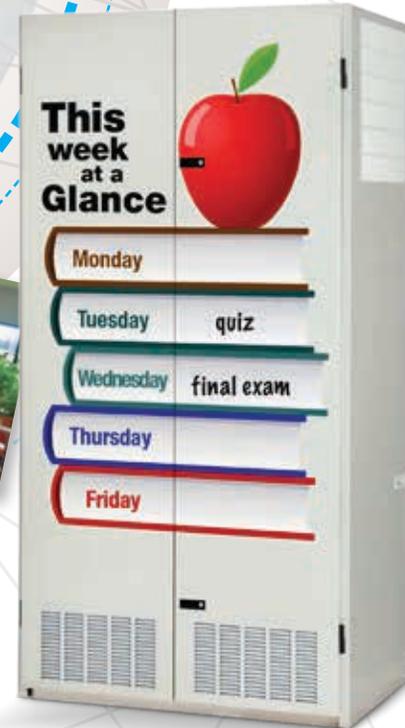
Saltillo, Mexico

Critical to the company's success, all three Bard facilities are ISO certified, ensuring that the company's quality management system is second to none



Mike Lehman represents Bard at an international trade show in Mexico

Bard's highly engineered solutions for classroom and telecom markets are a testament to the innovative spirit that drives the company today



This week at a Glance



Monday

Tuesday

quiz

Wednesday

final exam

Thursday

Friday



## ***Moving Forward.***

*This era brought technology that changed how we worked and lived. It also brought a lot of change to Bard Manufacturing.*

### **CLOSER TO THE CUSTOMER**

As the 75th anniversary celebrations came to a close, it was time to lay the foundation for the next 25 years of success. A key part of the plan was adding production capacity closer to one of Bard's primary markets, the southeastern U.S. In 1992, Bard opened its second manufacturing facility in Madison, Georgia. The timely move offered many advantages: placed an operation close to the booming southeast school market, increased production scheduling flexibility, initiated a new wall-mount design with patented ventilation packages and provided necessary floor space to manufacture condenser and evaporator coils in-house.

### **THE NEW BARD**

As more company resources were devoted to the classroom and telecom shelter markets, the decision was made to discontinue production of the vast majority of Bard residential heating and cooling products in 1998. While it made good business sense, the decision was emotional as Bard said goodbye to many of the products that were the foundation of the company for 80 years. It changed the face of Bard and served as the catalyst for upcoming growth.

### **GOING GLOBAL**

As the world discovered the benefits of Bard climate control solutions, the company placed a renewed emphasis on developing a growing global network of international sales representatives and service contractors. The resulting increase in international sales and product support continues to be a key driver of Bard Manufacturing's current strategic plan.

### **IF YOU WANT IT DONE RIGHT, DO IT YOURSELF**

Developing coil-making capabilities at the Madison plant proved the old adage correct. In order to increase those capabilities and maximize production flexibility in the Bryan and Madison plants, Bard invested in a third manufacturing facility in Saltillo, Mexico in 2001. The new facility gave Bard a competitive advantage by allowing each of the three facilities to focus on the core products it does best.

### **THE NEXT GENERATION**

The new millennium brought many changes to the management structure of Bard Manufacturing. In 2002, Richard and Jim Bard handed over the day-to-day operation of the business to a non-family president, Mike Lehman, who had previously spent the past 14 years contributing to the company's sales efforts. Then, in 2006, the fourth generation of Bard family members purchased the company. No strangers to the business, the new owners, Scott Bard, Pam Bard Steel and Bill Steel, had accrued over 68 years of combined experience working in the company. Bill Steel became the fifth Bard family member to serve as president of the company in 2009 upon Mike Lehman's retirement.

### **THE CORNERSTONE OF A FAMILY BUSINESS SUCCESS**

The term "family business" is often a misnomer. While four generations of Bard family members have been actively involved in the management of the company over the past 100 years, there would be no Bard Manufacturing today if it weren't for the dedicated effort, insight and leadership of non-family employees. The Bard success story is dedicated to those non-family members that conduct business as if their family name is on the building.

## One Hundred Years and Counting.

Today, Bard Manufacturing enjoys a leadership role in the highly competitive global heating and air conditioning industry. For a clear picture of where Bard stands today, the words of those who are most familiar with the company say it best.

### Paul Quigley, Vice President, Sales & Marketing

"Today Bard represents the ethics of a century gone-by, and is poised with the resolve and fortitude that will carry the company forward for many more generations."

*A few of the Bard employees  
who have been with the  
company for 30 or more years*

### Pam Bard Steel

"At Bard we have tremendous pride in the work we do and we want to do it right the first time around."

### John Briggs, Vice President, Materials

"Bard Manufacturing stands tall within our industry. We are recognized for our relationships with our customers and suppliers, treating them with honesty, integrity and professionalism. Our words are trusted by our customers and suppliers."

### Wes Roan, Vice President, Engineering

"Employees of Bard Manufacturing are very loyal with many having decades of service. This fact comes solely from the respect and opportunities given by the company and the fact they feel they are part of something that is meaningful."



# 2014

and Beyond.





## **The Bard Family**

*Front Row: Megan Steel, Amber Bard, Jim Bard, Anne Bard, Michael Bard, Mary Bard, Richard Bard  
Middle Row: Pam Bard Steel, Joan Bard, Jarrad Bard, Austin Bard  
Back Row: James Steel, Bill Steel, Scott Bard*

### **The Bard Family Foundation Gives Back**

Right from the start, Dale Bard understood the importance in giving back to the community that had supported him, his family and his business. In December 2003, the Bard family created the Bard Family Foundation to help fund charitable projects, to give back to the communities that have supported its success, and to make the towns where our employees live and work a better place.

Some of the projects the Foundation actively supports are engineering and business scholarships for local high school students, Christian faith-based programs and community capital improvement projects directed toward youth, athletics, the fine arts and education. A special 100th anniversary donation funded the 2014 construction of the Bard Centennial Fountain on the Williams County Courthouse Square in Bryan, Ohio.

## **The Next 100 Years.**

*No one knows what the future holds, but at Bard Manufacturing, we plan to continue creating products that make the world a more comfortable place. We know we'll continue to operate in the way Dale Bard did – with honesty, integrity, hard work and respect for those around you. Because as we've learned, when you look back at all you've accomplished, you want to look back with pride. Bard Pride. That's what this celebration is all about.*

### **Bill Steel, CEO/President**

“What will Bard look like 100 years from now? One only needs to look at the cornerstone of our most recent strategic planning process to answer this question: Innovate. Innovate. Innovate. We will look nothing like we do now, just like we look nothing like we did when Dale Bard founded the company in 1914. However, I know Bard will continue to do what Bard does best, which is design climate control solutions that we can provide better than anyone else.”



*Bard*  
SINCE 1914

**BARD**  
SINCE 1914

# H.A.R.D.I. Presidents Celebrate Their Relationship with Bard



“ The Bard “family” is one of great integrity, and they are outstanding stewards of the industry and their community. 100 years is quite an achievement. Congratulations on reaching this momentous milestone. ”

**Brian Cobble**  
G.W. Berkheimer Co. – Portage, IN  
2013 Association President



“ As our company has grown, the Bard product line has grown with us, and is a large part of our business today. We have always felt the Bard values – ethics, pride in the product, stability, focus on quality, the importance of a customer, and “doing what you say you are going to do” – have aligned well with our company values. ”

**Richard Cook**  
Johnson Supply – Houston, TX  
2011 Association President



“ Congratulations on your 100th Anniversary. This is quite an accomplishment. We believe that selling Bard has made us a better wholesale distributor and helped us grow our business. We like to think that when we sell a Bard we don’t just make a sale, we make a friend. ”

**Pat Geary**  
Geary Pacific Supply – Orange, CA  
1991 Association President

## Meet the Bard Team

### President & Vice Presidents

Bill Steel, Bob Hood, Wes Roan, John Briggs, Paul Matz, Paul Quigley, Scott Bard

### Board of Directors

Front Row: Jim Bard, Pam Bard Steel, Bill Steere  
Back Row: Tom Kinnear, Richard Bard, Scott Bard, John Burson, George Howick, Bill Steel

### Management Team, E

Paul Quigley, John Briggs, Heidi T  
Dick Hanna, Terry McBride, Paul M





“ Nearly 40 years ago I met Randolph Bard and his sons

Richard and Jim. They all were active in the business in clear and different roles. While Bard is often thought of as a “family business” the reality is that it is a family in business. Bard represents a rare way of doing business that can be wrapped up in one word – integrity. ”

**Phil Garrett**

Marketing Associates – Greensboro, NC  
1992 Association President



“ Congratulations to the Bard family and all the Bard employees on your 100th

Anniversary. What a fantastic accomplishment and something to be so extremely proud of. I am very pleased to have been associated with Bard Manufacturing, both as a customer and over the past 25 years through NHAW, NHRW and HARDI. It has been a pleasure to work with the leaders and the employees of Bard Manufacturing and I wish you the best of luck on your next 100 years. ”

**Dave McIlwaine**

HVAC Distributors, Inc – Mount Joy, PA  
2009 Association President



“ I know that I am speaking for everyone at Mingledorff’s Inc.

when I say that our decades-long association with Bard Manufacturing has been one of the greatest highlights in the history of our company. Our relationship goes beyond just buying and selling products together. Our shared values, friendships and mutual respect are things that are earned, not bought and sold with a purchase order. ”

**Bud Mingledorff**

Mingledorff’s, Inc. – Norcross, GA  
2012 Association President



**Bryan, Ohio**

Taylor, Wes Roan, Roy Crooks, Scott Bard, Bob Hood, Katz, Bill Steel



**Management Team, Madison, Georgia**

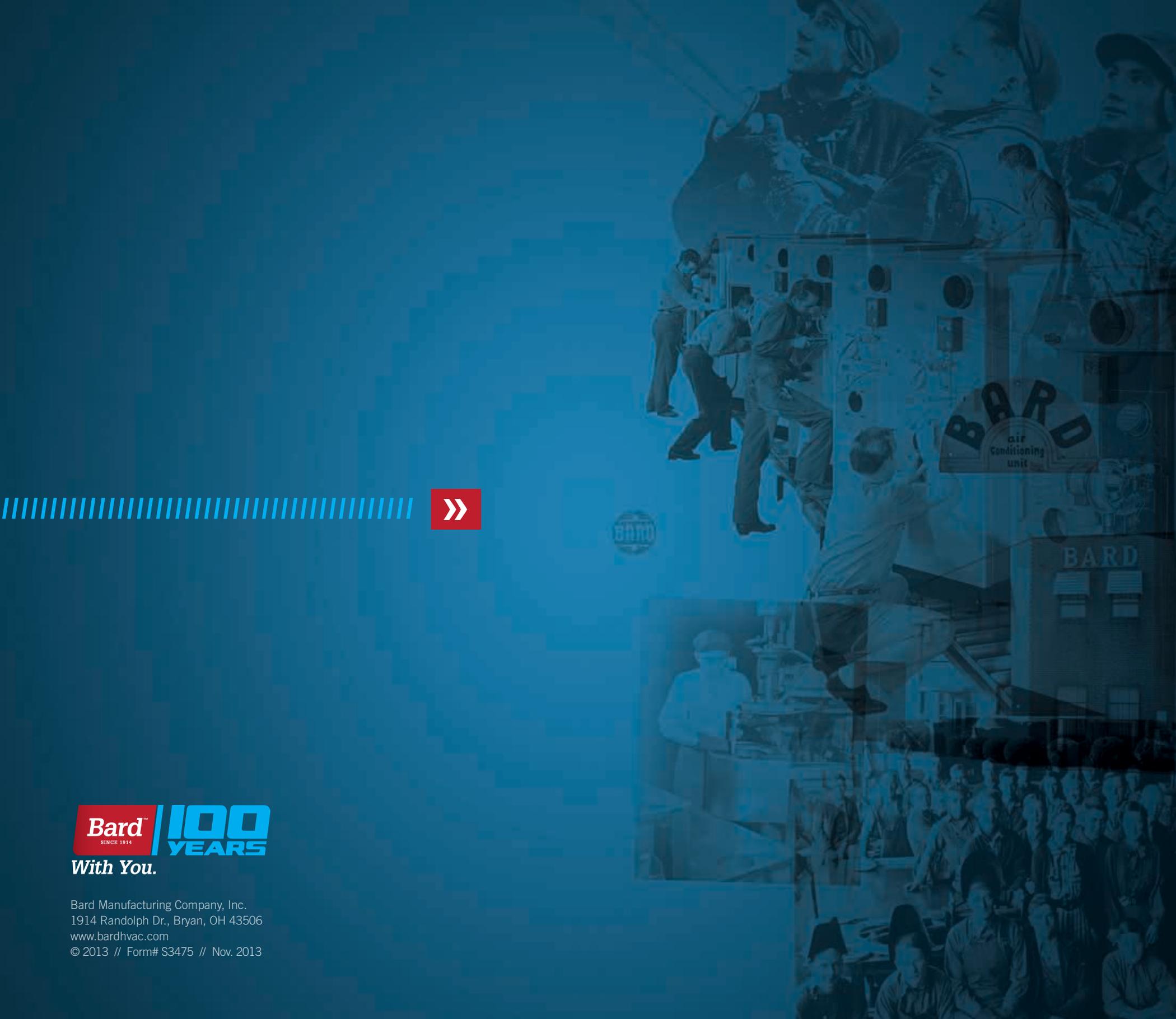
Rocco Del Sesto, Mike Dean, Geoffrey Mack, Richard Rowe, Chris Anderson



**Management Team, Saltillo, Mexico**

Front row: Antonio Gonzalez, Carolina Sanchez, Juliana Ruiz, Lorena Galan, Eduardo Gutierrez, Josue Garcia  
Back row: Sergio Garcia, Tofic Iga, Jorge Vargas, Hector Ley





BARD



*With You.*

Bard Manufacturing Company, Inc.  
1914 Randolph Dr., Bryan, OH 43506  
[www.bardhvac.com](http://www.bardhvac.com)  
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