



We are very proud to announce that American Pipe and Supply CEO John Howe has won the Birmingham Business Journal CEO Award for midsize companies. It is well deserved. Thank you John and congratulations!

**JOHN HOWE** *Winner*  
American Pipe and Supply | CEO

**What's the top factor that has allowed you to have a successful career?** Perseverance. Especially as it relates to building the strongest team possible.

**What was the most pivotal moment in your career?**

**What happened and how did you respond?** There have been many. I have moved seven times due to new promotions or opportunities and each of these were a learning experience. Each came with a different set of challenges both from a business standpoint and helping my family adjust.

**What is the best advice you were ever given in your career?** I had a mentor early in my career who told me that 80 percent of a leader's job is people - 20 percent being the technical aspects of the role. I believe now it could be closer to 90 percent. Having the best team and helping them continue to grow and develop is key.

**What was your path to Birmingham and what keeps you here?** I was recruited for this role after spending the last 14 years with Staples managing supply chains in the Northeast and Southeast. Birmingham has a lot to offer including fantastic restaurants and an emerging music scene.

**If you were CEO of Birmingham, what one change would you make to the metro area?** Working with state and local



governments to re-institute the historic tax credit.

**What's your sales pitch for why someone should move to metro Birmingham?** Beautiful scenery, great food town, emerging music scene with Iron City and Saturn to name a few.

**What's an interesting fact about you that most people don't know?** I am learning to play the guitar with my youngest daughter, Grace.

**What are you most proud of in your career?** Helping people develop and watching their careers flourish.

**What plans do you have for the future of your company?** Continue to grow at a double-digit pace to create more opportunities for our employees.

**What is your biggest pet peeve?** Tardiness.

**What is the best piece of advice you can give to anyone who is an employee and looking to advance their career?**

Be the best in your work area, be a good teammate, and have an infectious positive attitude.

**What do you do outside of the office?** Spending time with my family, working out, following Clemson football and playing the guitar.

**What's the hot topic in your industry?**

Tax policy changes and infrastructure spending.