

Metropolitan Washington Association of Plumbing-Heating-HP Inc.

Newsleak - October 2024

MWPHCC Upcoming Tech Training Thursday, October 3, 2024 6:15 pm Holiday Inn

10000 Baltimore Avenue, College Park

Training at 6:15 followed by dinner!



<u>Click HERE to register!</u>

Metropolitan Washington PHCC

The Metropolitan Washington Association of Plumbing- Heating-Cooling Contractors (MWPHCC) was founded in 1873 and represents approximately 40 companies and their employees. We place a strong emphasis on training and social networking and we are always focused on ways to make your business more profitable. Our chapter also places importance on giving back to the community through community service and promotion of the industry.



Commercial Water Heater Delivery



833-COM-HEAT

(833-266-4328)

4-HOUR DELIVERY

Your heater will be delivered within 4 hours on a truck equipped with rear lift gate, stair climber and repair and installation parts just in case you run into something unexpected.





AIR&WATER SOLUTIONS WHEN YOU'VE GOT A CUSTOMER WITH A DOWNED WATER HEATER, TIME IS OF THE ESSENCE. Northeastern Supply's "Hot Water Xpress" provides quick, reliable full-service delivery of commercial water heaters 24 hours a day, 7 days a week. Our dedicated commercial water heater specialists are factory trained on both Bradford White and GE water heaters.

DOING WHATEVER IT TAKES TO BE YOUR PREFERRED SUPPLIER

- Water heater sizing and replacement advice
- Troubleshoot problems over the phone or on site
- Provide delivery of your heater to the point of installation
- Removal of old heater (must be disconnected).

ABUNDANT INVENTORY FOR ON-TIME, ON-DEMAND SERVICE

We carry a large inventory of commercial gas water heaters and can build almost any electric heater. Our inventory includes a full line of Bradford White and GE water heaters.

CALL NE SUPPLY - WE'RE HERE WHEN YOU NEED US! (833) COM-HEAT



Brandon agnew

brandon.agnew@northeastern.com (443) 629-6609



UPCOMING MWPHCC TECH TRAININGS



October 3, 2024 February 6, 2025 Northeastern with Bradford White Washington Gas

November 27, 2024 MARCH 6, 2025 ROI and Ferguson Milwaukee Tool

December 5, 2024 APRIL 3, 2025
D&B Distributing, Inc. N H Yates

January 9, 2025 MAY 1, 2025 Winnelson Rinnai

All trainings begin at 6:15 p.m. and are held for Chapter Members at Holiday Inn, College Park



We know your time is valuable and you have always been **ESSENTIAL** to us!

D&B Distributing Co., Inc. 2301 Perkins Place Silver Spring, MD 20910

WE ARE COMMITTED TO THE PROS!

-Same day delivery available on all Jetglas stocked water heaters!
-100's of Jetglas residential and commercial water heaters in stock!
-Parts available for stocked Jetglas water heaters (and MORE!)

-We are always open for our customers!

Contact-less will calls are available!



CALL TODAY! (888) JETGLAS OR CALL/TEXT SHARRON (301) 343-2111

www.jetglaswaterheaters.com sharron@jetglaswaterheaters.com

Like us on Facebook and follow us on Instagram!

Long time supporter of the MWPHCC!





Get to Know The Trades....

Join Roger Wakefield as we meet blue collar thought leaders. The Trade Talks is launching in 2023 and will feature top tradesmen and women sharing their secrets to success and what they've learned over the years.

In this episode of The Trade Talks, I sit down with Dan Quinonez, the Executive Director of the PHCC Educational Foundation, to discuss the upcoming PHCC Connect 2024 in Birmingham, Alabama. Dan shares insights on the vital role the foundation plays in training the next generation of plumbers and HVAC technicians and how they're preparing for the future of the industry.





Your average day doesn't include time to spare, so "now" really does mean NOW. That's why we offer same day and next day delivery. We also have Pro Pick-Up, so you can skip the lines, get your order, and get back to work. On the rare occasion that we don't have a product in-store, it's as good as on its way with our nationwide distribution network. When you need to get it now, get it from Ferguson.



1/3 HP Submersible Pump with Vertical Float Switch and Side Discharge PROPLO, PF92352

SAVE TIME, GET OUR APP TODAY





FERGUSON.COM

©2022 Ferguson Enterprises, LLC 0822 4418508



ELECTRO-BOILERS

Discover Electro's Electro-Boiler® – the ultimate choice for hydronic heating. Versatile and reliable, it suits radiant floors, baseboards, and radiators effortlessly. Easy installation and WarmFlo® temperature control ensure precise comfort. Trusted for its dependability and economy, Electro-Boiler® delivers warmth exactly where you need it.

BOILER MODELS:

- EZ Boiler: 5 to 20kW
- Mini-Boiler: 1 to 18 kW
- TS Midsize Series: 10 to 20 kW
- TS Standard Series: 13 to 27 kW
- TS Commercial Series: 18 to 54 kW
- Industrial Series: up to 300 kW or 1 million BTU's



Contact Kevin Cerretani of The Joyce Agency

703-898-2020 | kevin@thejoyceagency.com www.thejoyceagency.com





The 5 Habits of Highly Effective Servant Leaders

By: Dan Rockwell, The Leadership Freak Blog, September 27, 2024

Average leaders deliver results.
Servant leaders develop people who deliver results.

5 Habits of Highly Effective Servant Leaders

1. Know and support a development plan for each team member

Servant leaders take the medium-term view by developing people.

- ◆ Ask each employee to develop a personal development plan.
- ◆ Align personal aspirations with organizational goals.
- ◆ Maintain individual responsibility by choosing a coaching approach.
- 2. **Practice mutual accountability**You are as accountable to them as they are to you.
- Build trust by publicly declaring your commitment to support the development of each team member.
- ◆ Confront helplessness. Promote re-

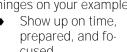
sponsibility.

◆ Agree on shared goals and timelines.

Choose behaviors that reflect humility

- Think of humility as a practice, not a feeling.
- Humility earns respect, promotes collaboration, encourages continuous learning, and advances personal contribution.
- 4. Connect with customers actively
 Servant leaders genuinely value customers. Expect everyone to define connection with customer value.
- Connect with customers systematically, even if you're in a support role.
- Share stories of customer value you delivered either directly or indirectly.
- Ask, "What are we learning from our customers?" during team meetings.
- 5. Expect more from yourself than you expect from others.

Your pursuit of high standards invites respect. The ability to inspire hinges on your example.





- don't matter.
- Seek feedback specifically and systematically.
- Accept responsibility. Never blame.
 People don't rise to low standards.

What servant leadership habit is most relevant for you today?







32-Hour Backflow Certification & 8-Hour Recertification

Federally, the Safe Drinking Water Act of 1974 requires Public Water Systems to keep harmful contaminants and pollutants from entering the water distribution system through cross-connections and backflow. For this reason, Certified Cross Connection Control Professionals are in demand.

The Mid-Atlantic Backflow Academy brings cutting-edge backflow instruction at a centralized, east coast location.

The initial certification consists of a **32-hour**, **3-day class**, where participants develop a working knowledge of the causes and principles of backflow and backflow prevention. Recognizing proper backflow prevention assembly application and operation is stressed. Complete understanding and the ability to perform accepted field-test procedures for all backflow prevention assemblies is required for successful completion.

The **8-hour, 1-day class** provides a **recertification** opportunity to keep your certification current and up-to-date.

ABC CraftMasters

6901 Muirkirk Meadows Dr, Suite F Beltsville, MD 20704 Click here for more information about upcoming dates and registering!



Commercial Water Heater Delivery

833-COM-HEAT

(833-266-4328)

Delivers When & Where YOU NEED IT!





JOIN OUR MISSION

The PHCC Educational Foundation® provides innovative educational programming to enhance the growth and success of the plumbing and HVACR industry workforce. We deliver educational programs & training aimed at industry employees at every stage of their career.

OHCC Academy offers on-line Trainings that can be started any time!

- ◆ FAST TRACK SERVICE AND REPAIR TECH TRAINING for Plumbing and/or HVACR
- WORKFORCE READINESS TRAINING no cost to the industry!
- ◆ ONLINE APPRENTICESHIP TRAINING for Plumbing and/or HVACR
- ◆ PLUMBING & HVACR TEXTBOOKS
- ◆ PLUMBING ASSESSMENT TESTING

Click HERE for more information about the PHCC Educational Foundation







ADAPT™ Premium Condensing Gas Tankless Water Heater with X3® Scale Prevention Technology & Integrated Recirculation Pump

Features:

- ENERGY STAR® Certified
- X3® Scale Prevention Technology
- Integrated Recirculation Pump
- Heat Exchanger features a design that improves reliability and is more resistant to scale buildup & corrosion
- Convert Natural Gas to Liquid Propane w/ included field conversion kit
- Built-in control display
- 15-year limited warranty covers scale-related failures should they occur.







Nothing but **HEAVY DUTY**.*

Milwaukee has taken the time to understand our users' needs and develop creative innovative solutions that won't slow users down, helping them stay safe and stay productive on the jobsite.

Reach out to John Constantine@milwaukeetool.com for inquiries.



The Story of the Apprentice

In "The Story of the Apprentice" online this summer, PHCC zone three director, Dennis Hamon has done an amazing job highlighting the very talented Brady Kroll and his journey to the trades. I encourage everyone to check out this inspiring series and share on your social media accounts and with your chapter.



Follow along by checking out the episodes below!

Episode 1

Episode 2

Episode 3

Episode 4

Episode 5

Episode 6

WHY SHOP AT SWEENY'S?

- Quality Products at a Great Price: At H.M. Sweeny, we wholesale plumbing and HVAC products. We carry only the best brands, including Lochinvar water heaters. We guarantee the most competitive pricing.
- Sweeny's Has Everything: If you are not finding what you need in our store, talk to one of our sales people, and they can order it for you!
- Customer Focused: At H.M. Sweeny, our customers are our top priority. We strive to offer our customers service and products with a personalized touch.



Check out your local H.M. Sweeny location today!

<u>Rockville</u>: 12200 Wilkins Ave., Rockville, MD 20852 (301) 468–0800 <u>Landover</u>: 8373 Ardwick Ardmore Rd., Landover, MD 20785 (301) 322–9100





EXPAND YOUR SKILLSET WITH OUR LEARNING CENTER

The Washington Gas Learning Center offers a growing selection of training resources to enhance the skillset of our participating contractors in the EmPOWER Contractor Network. This learning center offers interactive training courses taught by industry experts. Trainings are available from any computer or mobile device, allowing to enhance your education at anytime on your own schedule. Classes include:



LEAD ENERATION



STRATEGY SERIE



MARKETING FO

Learn new skills and start boosting your business today by joining our exclusive EmPOWER Contractor Network. To join the contractor network and for complete program details, please visit:

WashingtonGas.com/MWPHCC

EmP WER

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money.







HEADQUARTERS & WAREHOUSE

10915 McCormick Road, Hunt Valley, MD 21031 800-878-8181 | info@nhyates.com





Safety is a Choice...



Employees, managers and supervisors are not powerless. There are choices to be made on the job every day, and safety as a value and a priority is one of those choices.



Foundation Management Workshops

The PHCC Foundation's management workshops are intensive and highly interactive training sessions. They are designed to show everyone involved in a p-h-c project (owners, senior managers, project managers, estimators, foremen and job superintendents) how common-sense changes can boost productivity, slash waste and add more profit to the company's bottom line.

Essentials of Project Management Class

Offered each March, this 4 day class focuses on the Essentials of Project Management. Designed for project managers of all levels of experience. Includes lecture as well as small group projects and idea sharing.

Next Session: March 2025

Location: Viega's Training Facility in Broomfield Colorado.

Creating Super Foremen Workshop

The project foreman needs to be much more than just a talented journeyman who knows how to "go fast." The foreman is the first line of management in the company, and must become the quarterback by learning more than just the technical trade skills required to install the work.

Next Session: May 2025

Viega's Training Facility in Broomfield, Colorado

<u>For more information or</u> <u>to register, click here!</u>





PHCC CONNECT

BIRMINGHAM II OCT 7-10, 2024

Authentic Connections BUILDING TRUST, GROWING RELATIONSHIPS.

In addition to its strong emphasis on education, CONNECT 2024 will feature

- Over 20 educational sessions covering topics like finance, business management, legislation, regulatory issues, influencer marketing, sales and marketing strategies and the latest in Al technologies
- Tradeshow with a multitude of exhibitors and showcasing specific technology,
- Podcast hubs around the tradeshow floor
- Opportunity to enhance skills at the different knowledge and technology hubs, or listen to a live podcasts featuring industry professionals recording in the podcast hub.





Keynote Speakers

Register Now

Huge Shout Out and Thank You to our 2024 Newsleak Advertisers

Chesapeake Systems Contact: David Becker

7400 Coca-Cola Drive | Hanover, MD 21076 Phone 443.561.1600 (direct) | 443.250.9353 (mobile)

Email: <u>dbecker@chesapeakesystems.com</u>

Website: www.chesapeakedpg.com

Cummins Wagner Co. Inc

Contact: Jamey Gray

10901 Pump House Road Annapolis JCT, MD 20701

Phone: (301) 953-9370

Email: <u>JGray@cummins-wagner.com</u>
Website: <u>www.cummins-wagner.com</u>

D&B Distributing, Inc.

Contact: Roy Bremerman III

Sharron Bremerman 2301 Perkins Place Silver Spring, MD 20910

Phone: (301) 565-2222

Email: <u>sharron@jetglaswaterheaters.com</u>
Website: <u>www.jetglaswaterheaters.com</u>

Ferguson Enterprises, Inc.

Contact: Carl Anderson

11730 Baltimore Avenue Beltsville, MD 20705

Phone: (240) 264-3600

Email: <u>carl.anderson@ferguson.com</u>

 $Website: \ \underline{www.ferguson.com}$

Harry Eklof & Associates, Inc.

Contact: Natasha Williams

3401 Pennsy Drive Landover, MD 20785

Phone: (301) 772-1700

Email: nwilliams@harryeklof.com

Website: www.harryeklof.com

The Joyce Agency, Inc. Contact: Kevin Cerretani

3933 Avion Park Court

Suite B102B

Chantilly, Virginia 20151

Phone: 800-291-9298 Mobile: (703) 898-2020

Email: <u>Kevin@thejoyceagency.com</u>

www.thejoyceagency.com

Milwaukee Tools

Contact: Edgar Galeano

Territory Manager - Jobsite Solutions

Washington D.C./ Baltimore

Cell: (262)788-0176

Email: <u>Edgar.Galeano@milwaukeetool.com</u>

Website: milwaukeetool.com

N.H. Yates & Co.

Contact: Gary Markle

117-C Church Lane Cockeysville, MD 21030

Phone: (410) 667-6300

Email: gpmarkle@nhyates.com Website: www.nhyates.com

Northeastern Supply Contact: Brandon Agnew

> 3330-C 75th Avenue Landover, MD 20785

Phone: (443) 829-8609

Email: brandon.agnew@northeastern.com

Website: www.northeastern.com

ROI Marketing

Contact: Jason Breeden

733 Generals Hwy Millersville, MD 21108

Phone: (800) 441- 8188
Email: jbreeden@roimkt.com
Website: www.roimkt.com

HM Sweeny

Contact: Irvin Agbasi

8373 Ardwick Ardmore Rd Greater Landover, MD 20785

Phone: (301) 322-9100
Email: <u>irvin@hmsweeny.com</u>
Website: www.hmsweeny.com

Thos. Somerville Co.

Contact: Gary Lower

6250 Chillum Place, NW Washington, DC 20011

Phone: (240) 619-1644

Email <u>Gary.Lower@tsomerville.com</u>

Website: www.tsomerville.com

Washington Gas

Contact: Danielle Osman

6801 Industrial Road Springfield, VA 20785

Phone: (703) 750-4646

Email: DOsman@washgas.com Website: www.WashingtonGas.com

Washington Winnelson Company

Contact: Steve Erickson

3333 Pennsy Drive Hyattsville, MD 20785

Phone: (301) 386-7771

Email: <u>serickson@winnelson.com</u>
Website: www.washingtonwinnelson.com

Metropolitan Washington PHCC Board of Directors 2024

Officers:

President Fred Werth

Kensington Plumbing & Heating 6804 Pineway / University Park, MD 20782

Office: (301) 864-1117

Email: mystical.plumber@comcast.net

Web: www.kensingtonplumbingandheating.com

1st Vice President

Dick Rhodes

Vice-President Procurement & Purchasing Bryant Group, Inc. 7891 Beechcraft Avenue Gaithersburg, MD 20879 Cell 410-353-9179 Office 301-670-2723

dick.rhodes@bryantgroupinc.net

www.bgi-plumbing.com

2nd Vice President Elie Safi

Aqua Flow Plumbing 610 Kenbrook Drive Silver Spring, MD. 20902 Phone: 240.876.8719

Email: eligeneral@aol.com

Treasurer

Bill Warshauer

United Service Specialists 5110 Roanoke Pl Ste 104 College Park, MD 20740-4100

Office: 301 924 3500 Email: bill@calluss.com Web: www.calluss.com

Secretary John Davis

Davis Plumbing & Heating 13467 Brighton Dam Road Clarksville, MD 21029-1406 Office: 301.464.1806 Email: jjd8959@gmail.com

Contractor Board Members

Allan J. Luke

Jiffy Plumbing and Heating, Inc. 4623 Baltimore Avenue Hyattsville, MD 20781-2223 Office: 301.277.9111

Email: allanluke9111@gmail.com

Web: www.calljiffy.com

Otto Seidel

Seidel Plumbing & Heating, INC.

PO BOX 92482

Washington, DC 20090 Phone: 202-397-7000

Email: OTTO@SEIDELPLUMBING.COMCASTBIZ.NET

John Barry (Past President and retired member)

Email: jjebarry@gmail.com Mobile: 202.841.5871

Metropolitan Washington PHCC Board of Directors 2024

Industry Board Members

Carl Anderson

Ferguson Hydronics

Hydronics Sales Manager Washington/Baltimore

4501 Hollins Ferry Rd, Suite 120,
Baltimore MD 21227

11730 Baltimore Avenue

Beltsville MD 20705

T: (443) 543-1358 (Baltimore)

F: (240) 264-3604

E: <arl.anderson@ferguson.com

W: www.ferguson.com

Jason Breeden

Director of Services & Training ROI Marketing 733 Generals Highway Millersville, MD 21108 Office: 1-800-441-8188

Office Direct: 301-672-1494

jbreeden@roimkt.com Web: www.roimkt.com

Jamey Gray

Cummins-Wagner Co., Inc. 10901 Pump House Rd.

Annapolis Junction, MD 20701 Office Direct: 240.542.5519

Fax: 301.490.7156

Email: jgray@cummins-wagner.com Web: www.cummins-wagner.com

Gary Markle

Sales Representative N.H. Yates & Co. 117C Church Lane Cockeysville, MD 21030

Office: 410-667-6300

Email: gary.markle@nhyates.com

Web: www.nhyates.com

Luella Miles-Green

Sr. Technical Channel Specialist
Washington Gas | A WGL Company
6801 Industrial Rd.
Springfield, VA 22151

Office: 703-750-4476

Email: lmiles@washgas.com
Web: www.washgas.com

Staff

Sue Thompson,
MWPHCC Executive Director

sue@mwphcc.org Phone: 301-278-2962

