



February 2024

Metropolitan Washington Association of Plumbing-Heating-HP Inc.

Newsleak — February 2024

MWPHCC Upcoming Tech Training **Thursday, February 1, 2024 6:00 pm** **Holiday Inn, College Park, 10000 Baltimore Avenue**

MWPHCC Tech Training - WARDFLEX MAX CSST
Sponsored by Ferguson and Harry Eklof & Associates, Inc.

MWPHCC Members, register today for an exciting in-person event,

MWPHCC Tech Training - WARDFLEX MAX CSST
Holiday Inn Washington-College Pk (I-95).

Discover the latest advancements in WARDFLEX MAX CSST technology and gain valuable insights from industry experts. Whether you're a seasoned professional or just starting out, this event offers a unique opportunity to expand your knowledge and network with like-minded individuals.



[Register here for the Tech Training](#)

PROUD SPONSORS OF THE MWPHCC TECH TRAINING

FERGUSON
www.ferguson.com

Manufacturers Representative Since 1968
Harry Eklof
& Associates, Inc.
www.harryeklof.com

WARD Flex MAX



navien

Introducing the new
NPF Hydro-furnace



CALEFFI
Hydronic Solutions



UPCOMING MWPHCC TECH TRAININGS

March 7, 2024
Milwaukee Tool

May 2, 2024
Rinnai America

April 4, 2024
Washington Gas

September 5, 2024
Duhart Company
Gastite Certification



*All trainings begin at 6:00 p.m. and are held for Chapter Members at
Holiday Inn, College Park*

**Chesapeake
Systems**
DISTRIBUTOR PRODUCTS GROUP

**Your Hydronics and
Plumbing Representative**



Maryland



Washington, DC



Virginia



Delaware

**Chesapeake Systems Distributor Products
Group (DPG)** has been meeting the industry's
plumbing and hydronic heating needs in the
Mid-Atlantic region.

*Ask Us About
the...*

**WEIL-McLAIN®**
Evergreen™



- Boilers
- Volume Water Heaters
- Condensate Boiler Feed
- Burners
- Tankless Water Heaters
- Bathroom Fixtures
- Sump Pumps
- Plus much more!

We also Represent



800.559.2665 | info@chesapeakedpg.com

www.chesapeakedpg.com



A DIFFERENCE MAKER

HIGH COEFFICIENT OF PERFORMANCE (COP) UP TO 4.61
OPERATES EFFICIENTLY IN TEMPERATURES AS LOW AS 23°F
MODULAR DESIGN CONCEPT
LOW GLOBAL WARMING POTENTIAL (GWP) REFRIGERANT (R513A)
PACKAGE SOLUTIONS AVAILABLE
FEATURES **SMART TOUCH**

USA



Lochinvar®
HIGH EFFICIENCY BOILERS & WATER HEATERS

Visit Lochinvar.com to learn more.

CUMMINS-WAGNER

100% Employee Owned

Call 1-800-966-1277 Or Visit
Cummins-Wagner.com For Our Contact Information

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!

JETGLAS®

**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 MWPBCC!



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. Our thanks go out to the dedicated volunteers and donors who drive our mission forward, and we encourage you to join our team.

OUR STORIES



Liam Chapman

2018 PHCC Educational Foundation Scholarship Winner

The Foundation's donors and the scholarship they made possible have been a great help by allowing me to worry less about expense and focus on the end goal. Your scholarships have helped me pay for code books, textbooks, and tuition in the past two years.

[READ MORE...](#)

Issac Bilek

2016 PHCC Apprentice of The Year



In late 2016, Issac earned PHCC's prestigious Apprentice of the Year award and placed second in the Educational Foundation's Plumbing Apprentice Contest at CONNECT 2016.

[READ MORE ...](#)



Nicole Gorrell

Foundation Scholarship Winner

Your scholarship has greatly helped me feel more comfortable with my expenses so that I may focus on my classes, and I am very excited to reach my goals of improving the HVAC industry.

[READ MORE ...](#)

OUR PROGRAMS

Education and Training

Learn about our technical and management training programs, our apprentice textbooks and PHCC Academy® online learning platform.

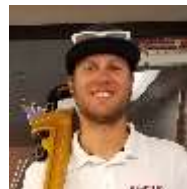


- ◆ CONSTRUCTION MANAGEMENT WORKSHOPS
- ◆ FAST TRACK SERVICE AND REPAIR TECH TRAINING
- ◆ WORKFORCE READINESS TRAINING
- ◆ ONLINE APPRENTICESHIP TRAINING
- ◆ PLUMBING & HVACR TEXTBOOKS
- ◆ PLUMBING ASSESSMENT TESTING

Scholarships

Learn more about our scholarship program and apply for an award.

[LEARN MORE AND APPLY](#)



National Contests

Learn more about the national Plumbing and HVAC contests and the SkillsUSA National Championships.

- ◆ HVAC AND PLUMBING CONTESTS
- ◆ SKILLSUSA COMPETITION
- ◆ NEWS - PHCC EDUCATIONAL FOUNDATION SUPPORTS PLUMBING, HVACR CONTESTS AT SKILLSUSA COMPETITION

NEWS, RESOURCES, & EVENTS

Foundation News

- ◆ GETTING SOCIAL GROWS DONATIONS – SUPPLYHOUSE.COM PROVIDES \$57,000 TO SUPPORT SKILLED TRADES
- ◆ PHCC EDUCATIONAL FOUNDATION CONGRATULATES OUR 2023 NATIONAL APPRENTICE CONTEST WINNERS
- ◆ FIFTY-SEVEN STUDENTS AWARDED \$139,000 IN SCHOLARSHIPS THROUGH THE PHCC EDUCATIONAL FOUNDATION

Resources

- ◆ [WORKFORCE DEVELOPMENT](#)
- ◆ [OVERHEAD & PROFIT CALCULATOR](#)
- ◆ [OTHER SOFTWARE TOOLS](#)

Events

- ◆ JAN. 2023 - SCHOLARSHIP PROGRAM APPLICATIONS AVAILABLE
- ◆ MARCH 2023 - ESSENTIALS OF PROJECT MGT. CLASS
- ◆ MAY 2023 - SUPER FOREMEN WORKSHOP



Click on the [BLUE](#) text for more information about each topic!

[For more information about the PHCC Educational Foundation, click HERE!](#)

 FlowGuard Gold CPVC CTS Pipe & Fittings www.bow-group.com	 Weld-On Cements, Water-Tite Specialty Products, Test-Tite Test Plugs, Guy Gray Boxes, Truebro Lav Shields, AB&A Drains www.ipscorp.com	 Pipe Hangers, Fasteners & Strut Systems www.nvent.com	 98% Efficient Tankless Hot Water Heaters & Boilers www.navieninc.com
 Ball, Gas, Press & Push Specialty Plumbing & Heating Valves www.cimberio.com	 Sch 40 PVC, Sch 80 PVC/CPVC, DWV Fittings, Colonial PVC Valves www.lascofittings.com	 PVC Solvent Weld & Gasketed Sewer Fittings, Larger Diameter DWV Fittings & PVC Pipe for Plumbing, Industrial & Municipal www.napcopipe.com	 Copper Fin-Tube Boilers: Space Heating, Domestic, Commercial & Residential; Pool Heaters www.raypak.com
 Shower Bases & Mop Receptors, Utility Sinks, Terrazzo Bases & Mop Basins, ADA/Special Needs FRP Showers www.florestone.com	 Pentair Water Water Well & Sump, Sewage, Effluent & Grinder Products www.femyers.com	 Corrugated Stainless Steel Gas Tubing www.wardflex.com	





Manufacturers Representative Since 1988
Harry Eklof
& Associates, Inc.

800-556-7556
www.harryeklof.com
info@harryeklof.com






**EASIEST TRANSPORT,
WORK
ANYWHERE**



MX FUEL™ Pipe Threading Machine

<p>Dual Speed High-Speed - 57 RPM Low Speed - 36 RPM</p> <p>Self Contained Oil Reservoir Enables cleanest threading and transportation</p> <p>Die Head w/ Micro-Adjust Easiest controlled adjustments Self-oiling and self-releasing</p>	<p>Less Down Time (140) 1" threads per charge or (70) 2" threads per charge</p> <p>Transportation Handles Lift point for transportation around jobsites</p> <p>Materials up to 2" Pipe Capacity Black Iron, Stainless Steel, Galvanized Steel, Rigid Metal Conduit (RMC), PVC Coated</p>
---	---



**Contact Kevin Cerretani
of The Joyce Agency**
703-898-2020
kevin@thejoyceagency.com



SCAN ME



WELCOME THE NEW YEAR WITH A NEW WATER HEATER FROM LOCHINVAR

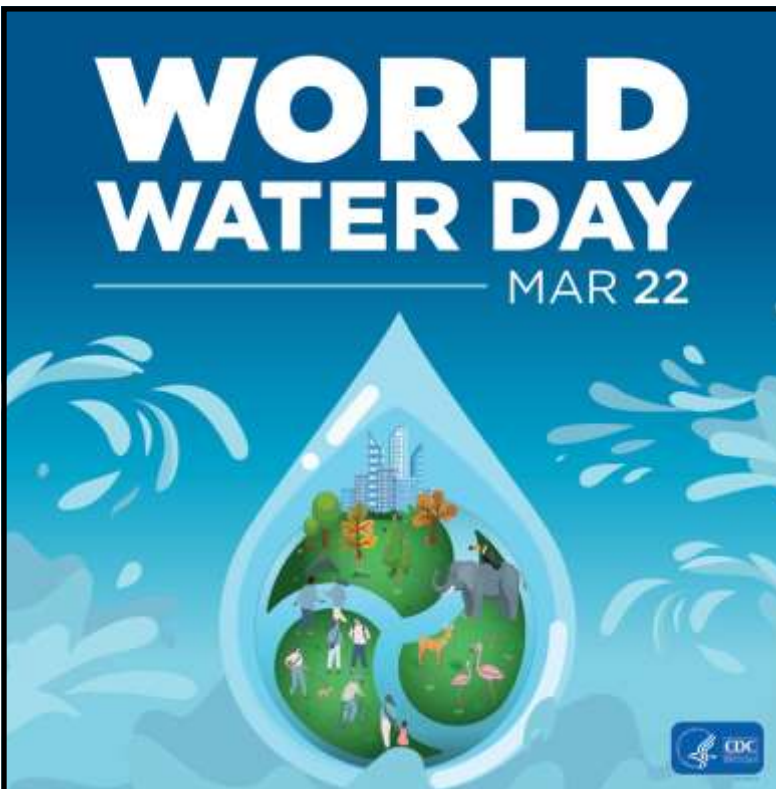


H.M. Sweeny Co. and Lochinvar have the hot water solution for you! Our experienced staff will assist you in selecting the optimal water heater to meet your needs.



Give us a call or visit today!

Landover 8373 Ardwick Ardmore Rd 301-322-9100	Rockville 12200 Wilkins Ave. 301-468-0800
--	--



World Water Day 2023 will focus on accelerating change to solve the water and sanitation crisis.

Celebrated annually, World Water Day raises awareness and inspires action to tackle the water and sanitation crisis.

World Water Day became a UN observance day in 1993. It seeks to focus attention on the global water crisis.

To receive SDG event notices, news, and analysis in your inbox, [subscribe](#).



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.

In the **32-hour, 3-day class**, 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!](#)



Get Certified.

We equip you with the best **backflow and cross connection certification** training in MD, DC, and VA!

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.

If you have the pride of being a plumbing professional, you owe it to yourself and those you serve to acquire professional credentials. We exist so you can gain these credentials and advance in your career. We will do all we can to help you accomplish your goals!

Questions?

Call: Bill Sompayrac
410-299-5216

[Click here for more information, upcoming dates and registering!](#)



Proper Tools



*When it comes to workplace safety,
Tip #1 is to
always use the appropriate tool
for the task at hand.*



New Year.....New Scholarships!

The Foundation's scholarship program is a powerhouse, delivering dozens of scholarships each year to help launch industry careers. We are happy to announce that two new awards have been added for our 2024 scholarship program.

New Award For Veterans

Gil Meyerowitz Memorial Scholarship

The Meyerowitz family runs several supply houses in New York, plus the national SupplyHouse.com site. When Gil Meyerowitz passed away in April 2023, he allocated a portion of his estate to supporting veteran related causes - including funding for the Foundation to support veteran scholarship awards.



Beginning this year, a \$3,000 scholarship will be available to qualified Foundation applicants who are also a United States Armed Forces veteran; a current or former National Reservist or a member of the National Guard.

Four New Awards for Hispanic & Latino Applicants

Ferguson Cares HOLA Scholarships

The national supplier Ferguson provides their associates with ways to support their interests through its internal Business Resource Groups (BRGs). Ferguson Hispanic and Latin American (HOLA) BRG members are eager to support organizations that focus on the educational development of individuals within the Latino community, particularly those involved in trade work.



This year the Ferguson Cares Foundation is providing funding to support four new \$1,500 scholarships, which will be available to qualified Hispanic or Latino applicants.

[Click HERE for more information!](#)

It's the easiest boiler you'll ever install because it's the most advanced boiler ever made.



INTRODUCING THE ALL NEW

ALTA

C O M B I

- The world's FIRST and ONLY 10:1, gas-adaptive, combi boiler!
- "No touch" setup, 5 minute start-up!
- Designed, engineered, & built in Lancaster, PA
- 136 MBH input DHW, 120 MBH input heating, 3.7 GPM combi
- 95% AFUE

ROI MARKETING

For more information, please contact **ROI Marketing**
www.roimkt.com | info@roimkt.com | (800)441-8188

U.S. Boiler Company

LG Inverter Heat Pump Water Heater

...A Game Changer!

- Best in class heat pump water heater
- Twin rotary inverter compressor
- 58 gallons
- Quietest at 40 decibels
- Lowest operating temperatures
- Proven reliability
- 10-year warranty

Contact your local
Somerville Branch for more Info!



The Game Has Changed...



HPWH Inverter Technology Is Here!

LG

YATES
SINCE 1949

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

PROUDLY REPRESENTING



CONTACT YOUR LOCAL WHOLESALER FOR PRICING
OR VISIT NHYATES.COM FOR MORE INFO

3 WAYS TO STOP WORRYING AND LEAD

By: Dan Rockwell, *The Leadership Freak Blog*, January 22, 2024

Worrying causes you to jump to the worst possible conclusion in a single bound; or is it the other way around?

You know you're worrying when you're tired all day and awake half the night. Your muscles tense, your stomach hurts, and your head aches. You overthink, avoid, and struggle with decisions when you're worried.

Worry vs Concern

Worry is paralyzing. Concern is responsive.

Worry is desperate. Concern says, "It's hard, but we've done hard things before."

Concern brings out your best. Worrying invites you to forget yourself.



Tip: Don't minimize. Don't catastrophize.

3 ways to stop worrying and start leading:

#1. Choose responses before you need them.

Suppose you're worrying about being confronted with questions you can't answer. Write down your best response and stick it in your pocket. For example...

- ◆ That's a great question. I need some time to think before I respond. I'll get back to you.
- ◆ I'm not sure of the answer to that. Let me get back to you this afternoon.
- ◆ I wish I'd thought of that question. Give me some time to talk it over with our managers and I'll get back to you.

#2. Challenge worries.

Ask yourself, "How likely is this worry to happen?" The zombie apocalypse hasn't happened yet. How likely is it going to happen this month, on a scale of 1:10?

Don't pretend it's going to be OK. Maybe things will go sideways.

#3. Plan.

- ◆ Several backup plans is too many.
- ◆ Replace "what if" with "what about".
- ◆ Do an if-then. If X happens, we'll do Y.

Tip: Action answers worry.





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
GENERATION



BLUE OCEAN
STRATEGY SERIES



ONLINE
MARKETING FOR
CONTRACTORS

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

**EmPOWER
MARYLAND**

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.



**Washington
Gas**
A WGL Company

WASHINGTON
WinnelsonTM
COMPANY

BOILER LINEUP



- ARUBA 5
- BSI steam
- Phantom II Boilers
- Combi-Boilers

Rinnai

- I120cn



Navien

- NFC Combi-Boiler



LAARS
Heating Systems Company

- Mighty Therm
- Neotherm



We can special order from
VIESSMANN



Commercial Water Heater Delivery

833-COM-HEAT

(833-266-4328)

Delivers When & Where **YOU NEED IT!**



#FERGUSON

GET IT NOW.



PRO PICK-UP



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
PROFLO PF92352

SAVE TIME, GET OUR APP TODAY



FERGUSON.COM

©2022 Ferguson Enterprises, LLC 0822 4418508

Huge Shout Out and Thank You to our 2024 Newsleak Advertisers

Chesapeake Systems

Contact: David Becker
Address 7400 Coca-Cola Drive | Hanover, MD 21076
Phone 443.561.1600 (direct) | 443.250.9353 (mobile)
Email: dbecker@chesapeakecosystems.com
Website: www.chesapeakeedpg.com

Cummins Wagner Co. Inc

Contact: Jamey Gray
10901 Pump House Road
Annapolis JCT, MD 20701
Phone: (301) 953-9370
Email: JGray@cummins-wagner.com
Website: www.cummins-wagner.com

D&B Distributing, Inc.

Contact: Roy Bremerman III
Sharron Bremerman
2301 Perkins Place
Silver Spring, MD 20910
Phone: (301) 565-2222
Email: sharron@jetglaswaterheaters.com
Website: www.jetglaswaterheaters.com

Ferguson Enterprises, Inc.

Contact: Carl Anderson
11730 Baltimore Avenue
Beltsville, MD 20705
Phone: (240) 264-3600
Email: carl.anderson@ferguson.com
Website: 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 Joy Agency, Inc.

Contact: Kevin Cerretani
3933 Avion Park Court
Suite B102B
Chantilly, Virginia 20151
Phone: 800-291-9298
Mobile: (703) 898-2020
Email: Kevin@thejoyceagency.com
www.thejoyceagency.com

Milwaukee Tools

Contact: Edgar Galeano
Territory Manager - Jobsite Solutions
Washington D.C./ Baltimore
Cell: (262) 788-0176
Email: Edgar.Galeano@milwaukeeetool.com
Website: milwaukeeetool.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: jbreenen@roimkt.com
Website: www.roimkt.com

HM Sweeny

Contact: Irvin Agbasi
8373 Ardwick Ardmore Rd
Greater Landover, MD 20785
Phone: (301) 322-9100
Email: irvin@hmsweeny.com
Website: www.hmsweeny.com

Thos. Somerville Co.

Contact: Gary Lower
6250 Chillum Place, NW
Washington, DC 20011
Phone: (240) 619-1644
Email: Gary.Lower@tsomerville.com
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: serickson@winnelson.com
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

Glenn King

G.R. King Plumbing Co. Inc.
5510 Tuxedo Road
Cheverly, MD 20781-1318
Office: (301) 982-5373
Email: grkingplumbing@comcast.net
Web: www.grkingplumbing.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 (Past President)

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

Bill Warshauer (Past President)

United Service Specialists
5110 Roanoke Pl Ste 104
College Park, MD 20740-4100
Office: 301 924 3500
Email: laura@calluss.com
Web: www.calluss.com

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: carl.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



**PLUMBING-HEATING-COOLING
CONTRACTORS ASSOCIATION**
Best People. Best Practices.