



December 2024

Metropolitan Washington Association of Plumbing-Heating-HP Inc.

Newsleak — December 2024

**MWPHCC Upcoming Tech Training**  
**Thursday, December 5, 2024 6:15 pm**  
**Holiday Inn**  
**10000 Baltimore Avenue, College Park**  
Training at 6:15 followed by dinner!

## **Jetglas EF High Efficiency Commercial Gas Water Heater Training**

JETGLAS WILL PROVIDE A TECHNICAL SUPPORT TRAINING FOR THE JETGLAS EF HIGH EFFICIENCY COMMERCIAL GAS WATER HEATERS. YOU CAN EXPECT TO TAKE SOME TROUBLE SHOOTING TIPS AWAY FROM THIS TRAINING.

Tech Training is followed by our Chapter Dinner and Meeting.  
Sponsored by D&B Distributing Co., Inc.

Dinner Meeting includes a **carving station** and **give aways...**



**REGISTER TODAY**

### **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.



# JETGLAS®

**D & B Distributing never cuts you out for the end user. We ONLY sell to licensed professionals!**



**Jetglas water heaters set in place and remove old heater**



**24/7 Customer Support**



**Supporter of MWPHCC**



**Jetglas is Made in the USA!**



**In house warranty support**



**100's of Jetglas heaters in stock: NG, LP, Electric**



**SERVICE NOW**



**1-888-JETGLAS**



**[www.jetglaswaterheaters.com](http://www.jetglaswaterheaters.com)**

Save  
the  
Date

## UPCOMING MWPHCC TECH TRAININGS



January 9, 2025  
Winnelson

APRIL 3, 2025  
N H Yates

February 6, 2025  
Washington Gas

MAY 1, 2025  
Rinnai

MARCH 6, 2025  
Milwaukee Tool

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

*On behalf of the  
MWPHCC  
Board of Directors,  
we wish you and  
your family a safe  
and happy holiday  
season!*

MWPHCC welcomes  
our newest  
Advertising Sponsor:



The Duhart Company was established in 1969 and has been providing outstanding service and quality plumbing products ever since. Our specialty is customer satisfaction through maintaining relationships with all of our customers. We pay particular attention to detail with quick response times.



**Duhart Co.**  
Manufacturers Representative

**50 YEARS**  
QUALITY OF SERVICE

The Duhart Company was established in 1969 and has been providing outstanding service and quality plumbing products ever since. Our specialty is customer satisfaction through maintaining relationships with all of our customers. We pay particular attention to detail with quick response times.

**PROUD REPRESENTATIVES OF**

**AQUATIC** **BOOTZ** **Gastite** **General PIPE CLEANERS**  
The System is the Solution

**GERBER** **HALO WATER SYSTEMS** **KROWNE** **LEGEND**

**Liberty Pumps** **Pythan LINE SETS** **Rheem** **RUUD**

1225 MALL DRIVE, RICHMOND, VA 23235 | 804-379-0150 | DUHARTCO.COM



## Membership and Chapter News

*Jordan Fleger, Member & Chapter Relations*

Recently PHCC National VP of Legislative Affairs, Mark Valentini spoke with Alec Stevanowski of HomePros to discuss what we can expect with the next administration and their plans for the HVAC industry. I encourage all of you to read their discussion when you have a moment – it's a 2 minute read and very insightful.

[D.C. is changing. What's ahead for the HVAC industry?](#)

Also, we heard from many of you on the Versapay webinar that it would be helpful to have an FAQ sheet to reference. I am pleased to share the FAQ document with you today (attached). And if you missed the webinar you can listen to it here: [Versapay 2025 Dues Renewals](#) Passcode !Te43?!E

### **Save the Dates**

\* QSC Catalyst 2025 – New Orleans – March 24-26. This event is open to all contractors and chapter leaders. [REGISTER FOR THE MEETING / BOOK HOTEL ROOM](#)

\* **CONNECT 2025 | October 27-30, 2025** — DeVos Place, Grand Rapids, Michigan





Manufacturers Representative Since 1968  
**Harry Eklof & Associates, Inc.**

For more information on Product or Training  
Call us toll-free at 1-800-556-7556 OR Email [info@harryeklof.com](mailto:info@harryeklof.com)

To view our complete line card visit our website [www.harryeklof.com](http://www.harryeklof.com)



**WARD Flex MAX**



**navien**

The leader in condensing technology  
brings the next level of comfort to  
forced-air heating

Introducing the new  
**NPF Hydro-furnace**





**Gold Standard Kit**  
551 Series DISCAL  
1" Press Air Separator  
&  
463M Series DIRT MAG PRO 1"  
Press Dirt Separator





**FLORESTONE**  
EARTH FRIENDLY





## 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





**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

## ELECTRO INDUSTRIES

### 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](mailto:kevin@thejoyceagency.com)  
[www.thejoyceagency.com](http://www.thejoyceagency.com)



ARE YOU READY FOR THE NEXT STEP IN CIRCULATOR PUMPS?



THE NEW  
UPSe

Scan to learn more about our range of  
residential solutions

[grundfos.to/learn](https://grundfos.to/learn)



**GRUNDFOS**   
Possibility in every drop

**ROI**  
MARKETING

For more information, please contact ROI Marketing  
[www.roimkt.com](http://www.roimkt.com) | [info@roimkt.com](mailto:info@roimkt.com) | (800) 443-8188

## ROIP VS ROI

By: Jon Gordon, December 2024

You've most likely heard of ROI which means **Return on Investment**. Most businesses and organizations focus on it when discussing budgets and investing in new initiatives, programs, technology, infrastructure, etc.

ROI is definitely important but I believe focusing on our **Return on Investment in People** is even more important.

Too many organizations and leaders think of their employees as an expense and liability rather than an investment.

Zig Ziglar brilliantly said "Leaders often worry and ask what if we spend all this money training peo-

ple and they leave? But the **bigger question is what if we don't train them and they stay?"**

As someone who has worked with the best companies and cultures on the planet it's clear they all invest in their people and know it's their number one priority. After all, it's not the numbers and goals that drive the people but rather the people who drive the numbers and achieve the goals.

**We must invest in our people and our relationships at work.** When we do teamwork improves, connections are strengthened, commitment levels go up and performance soars.

As a leader, teacher, coach, or manager, you will never regret making the time to invest in your people. Parents, this goes for your kids as well.

In fact when you make the time to mentor, coach, guide, teach, help, support and invest in people you will see the incredible returns it delivers in their lives and yours.





## backflow recertification



## 32-Hour Backflow Certification & 8-Hour Recertification

Initial Certification

Dec. 16-18, 2024

Recertification

Dec. 18, 2024

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!](#)

**WE HAVE WHAT YOU NEED!!!**

**INVENTORY!**

You can count on us!

Don't let a lack of options hold you back!

**DISTRIBUTORS OF PLUMBING, HEATING & AIR CONDITIONING SUPPLIES**

Come see what we have in our branches and experience the difference of working with a team that's always prepared!

**Thos. Somerville Co.**  
Distributors of Plumbing, Heating & Air Conditioning Supplies  
TSCOnline.com

Thos. Somerville Co. Est. 1861  
CENTRAL DISTRIBUTION CENTER





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@milwaukeeool.com](mailto:John.Constantine@milwaukeeool.com) for inquiries.

## *Why shop at H.M. Sweeney's?*



H.M. Sweeney's is an HVAC and plumbing wholesaler. Our shelves are filled with quality products, from Lochinvar water heaters to the fittings and tools needed to install them. But what if you aren't finding the product you need? Or, what if you are just unsure of what you need? That's where Sweeney's is different. Our knowledgeable salespeople will actively listen to your problem and offer their expertise to help you find the parts you need. If we don't have what you are looking for in store, we will work to find it at the lowest price.

*Shop Service. Shop Quality. Shop Expertise. Shop Sweeney's.*



**Rockville:** 12200 Wilkins Ave., Rockville, MD 20852 (301) 468-0800

**Landover:** 8373 Ardwick Ardmore Rd., Landover, MD 20785 (301) 322-9100

[www.hmsweeneys.com](http://www.hmsweeneys.com)



# PHCC solutions

## Data for One, Data for All: HOW THIS CONTRACTOR LEVERAGES TECHNOLOGY TO BETTER SERVE CLIENTS ... BUILDING TRUST, HELPING THEM MANAGE THEIR ASSETS, AND SECURING THEM FOR THE LONG TERM. BY: ADAM TURNER

**Data is a valuable tool** for both contractors and clients, and new technologies make it more accessible than ever. Back in the day, the job of contractors was straightforward. Something needs fixing, you fix it. Something needs installing, you install it. But in 2024, you're probably overwhelmed by talk of data from clients and vendors. After all, cost savings are at the top of everyone's minds, and everyone is trying to pinch a penny any way they can.

Here, Nick Davis, vice president of business development for Mechanical Services and Design, Inc. (MSD), shares the technologies his company uses to best serve its clients in this data-driven age. Based in Dayton, Ohio, the PHCC member company specializes in HVAC, plumbing, drain cleaning, electrical, building automation controls, fire alarm monitoring, and security services. Davis has attended the PHCC Educational Foundation's project management class.

### Video Recordings

"We believe that the data is our clients' and not ours," Davis says, and – to that end – MSD started using video recordings to provide its clients with a visual of the work that's being done. As MSD's technicians work on repairs, they take videos of the work they perform. By showing the exact repairs to the clients, MSD brings a value beyond just being a service provider that comes out, does maintenance, and gives them a bill. "They see the open book-type mentality," Davis says, "and we believe that open transparency is changing the industry. It's shifting mindsets."

**SOLUTION:** You could implement a similar

system in your business using any number of recording devices. Equip your technicians with mobile cameras or even one of the many project reporting apps available for download on smartphones.

### Internal Portals

To better manage the data accumulated from the videos and from more traditional inspections of moving pieces that ensure they are meeting standards, MSD partnered with Kentucky-based data software company Levcon Analytics to build an internal platform for its employees to use. By logging the information into its platform, MSD can easily provide its clients with a detailed spend analysis and equipment age along with any issues that the technician identified. "All of that information goes into the portal that the client can see through the Levcon insights," Davis says. "And from there, we go over and build out the asset management that they see in the insights report. This allows us to work with them to really map out where the focus needs to be to assure that the facility is functioning at peak performance."

**SOLUTION:** You don't have to have a custom-built platform for your company to analyze data. There are plenty of ready-made solutions available, allowing you to shop around for the best fit for your company.

### Data Reports and Predictive Maintenance

All the data comes together to inform a program of predictive maintenance that has MSD's clients staying contracted with it for the long term. With these clients, MSD promotes the idea that

maintenance is being proactive, and with all this data collected, it provides their clients with a findings report that includes recommendations minimizing spend analysis and ensuring its clients are in the best position possible.

"This isn't just data we're pulling," MSD tells its clients; "This is your data, and this is what our technicians found," Davis shares.

Clients can then easily see the findings through the videos that the technician recorded that "leads right into the asset management that leads right into the capital improvements."

**SOLUTION:** Providing clients with the data that backs up technicians' recommendations makes it more likely that they will follow through with maintenance plans as well as helps secure them as a long-term customer of your company.

### Data Makes the World Go Round

With the flood of new technologies available on the market for plumbing and HVACR contractors, it's likely to get overwhelming, but Davis believes that, ultimately, it will allow contractors to provide the best possible experiences for customers.

Through technologies that make data easier to record and analyze, you can improve your transparency and optimize customers' experiences, ensuring their trust and – with it – their business in the long term.

[Click HERE for the complete article in PHCC Solutions](#)





# ONLINE

Your Source for Association and Industry News

## What I learned from Reading The Five Dysfunctions of a Team — A Message from PHCC—National President Dan Callies; November 20, 2024

As the Thanksgiving and winter holidays approach (along with the end-of-year business demands for most of us), it's easy to feel overwhelmed. To help me make my daily business operations more organized and less hectic, I've been relying on the principles outlined in the book The Five Dysfunctions of a Team. Author Patrick Lencioni emphasizes the following:

1. Build Vulnerability-Based Trust.
2. Encourage Healthy Debate.
3. Commit to Decisions.
4. Hold Each Other Accountable.
5. Focusing on Collective Results.



With these principles in place, your team should be able to move forward more confidently and with less stress. Individuals won't feel overwhelmed by unclear expectations or unresolved tensions. Give this book a read!

**[Click HERE for full article!](#)**



## 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](https://WashingtonGas.com/MWPHCC)



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  
**Winnelson**<sup>TM</sup>  
COMPANY

# BOILER LINEUP



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

**Rinnai**<sup>®</sup>

- i120cn



- NFC Combi-Boiler



- Mighty Therm
- Neotherm

**We can special order from**  
**VIESSMANN**

AMERICAN  
PLUMBER  
STORIES



PfISTER  
PLUMBER

**American Plumber Stories** features plumbers across the nation, sharing the passion they have for their profession. Learn how they got started, their advice for future plumbers, and the rewards that come with the trade.



Join us as we head to Tasmania, where Martin Porte, a remote plumbing specialist, takes us deep into the heart of Australia's rugged wilderness. From flying into off-grid communities to installing life-sustaining plumbing systems, Martin shows how **skilled trades keep remote regions running**. This episode showcases Martin's adventurous spirit, the unique challenges of plumbing in isolated areas, and the critical role plumbers play in providing essential services to the most distant corners of the world. Don't miss this incredible story of passion, problem-solving, and the power of plumbing.

Click **HERE** watch these incredible stories!

# YATES

SINCE 1949

## HEADQUARTERS & WAREHOUSE

10915 McCormick Road, Hunt Valley, MD 21031  
800-878-8181 | [info@nhyates.com](mailto:info@nhyates.com)

PROUDLY REPRESENTING

### AC Smith.



**Voltex® MAX 80-Gallon Smart Hybrid Electric Heat Pump Water Heater with Premium Smart Valve Technology**

**10 Year Warranty and \$3600 Rebate!**





**Adapt™ Premium Condensing Ultra-Low NOx Natural Gas Tankless Water Heater with X3® Scale Prevention Technology**

**15 Year Warranty!**



CONTACT YOUR LOCAL WHOLESALE FOR PRICING  
OR VISIT [NHYATES.COM](http://NHYATES.COM) FOR MORE INFO



## 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@chesapeakepdg.com](mailto:info@chesapeakepdg.com)

[www.chesapeakepdg.com](http://www.chesapeakepdg.com)



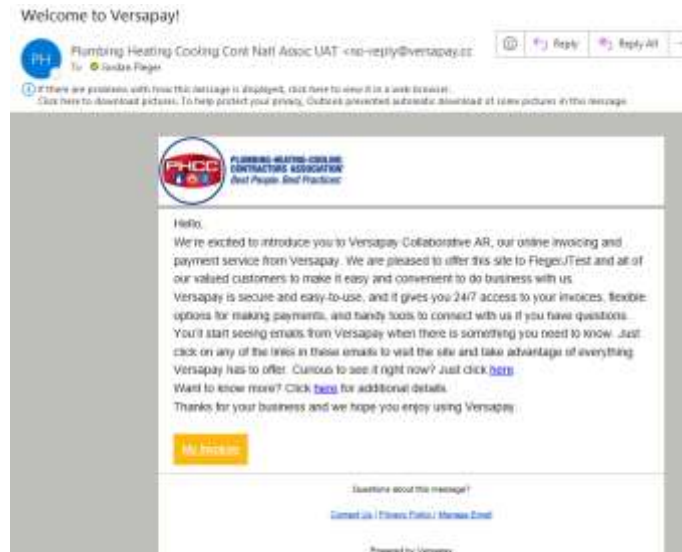
**PLUMBING-HEATING-COOLING  
CONTRACTORS ASSOCIATION**  
*Best People. Best Practices.*

## Versapay & 2025 Dues

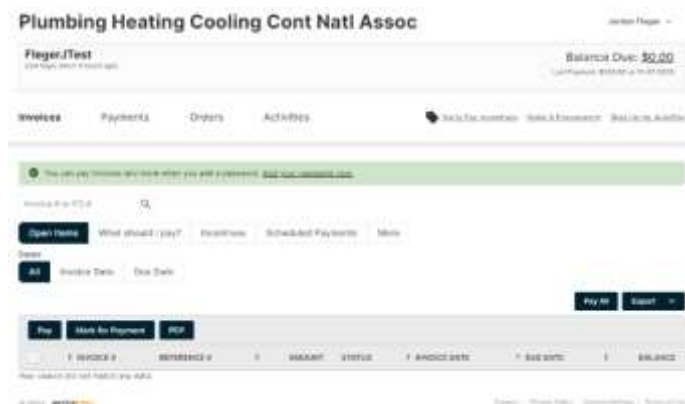
Good afternoon,

The PHCC National office will manage our 2025 dues billing and will be using the payment processing system called **Versapay**. In the coming weeks, you will be sent an email from **Versapay** ([no-reply@versapay.com](mailto:no-reply@versapay.com)) asking you to create your user account if you have not already done so.

Below is a sample screenshot of the welcome email you will receive if you have not created your profile in **Versapay**. and the portal you'll see once you've created your account and are logged in.



Once your account has been created and you are logged in, you will see the below screenshot and will have access to your 2025 membership open invoice(s). You will see a “click and pay” option next to any open invoice for you to easily make a payment. You will also be able to track all payment history in your **Versapay** portal.



As always, if you need immediate assistance, reach out to [membership@naphcc.org](mailto:membership@naphcc.org) or call 703-752-9879 and a team member will be happy to assist you!



## ANSWERING THE DEMAND



# LECTRUS™

With changing regulations and decarbonization goals on every priority list, trust Lochinvar's latest innovation, the LECTRUS™ Commercial Electric Boiler.



# Lochinvar

MADE IN THE USA

**CUMMINS-WAGNER**

100% Employee Owned

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



*Commercial Water Heater Delivery*

# 833-COM-HEAT

(833-266-4328)

## Delivers When & Where YOU NEED IT!





## Add Value...Improve the Status Quo

By: Paul Thornton, Guest Post in *The Leadership Freak Blog*, November 12, 2024

All leaders add value and improve the status quo. Here are six approaches they use to achieve their goals.

### 6 Ways Leaders Add Value:

#### #1. Thought Leaders

Thoughtful leaders introduce new ideas that shift how we view problems and opportunities. Some ideas are transformative, while others focus on gradual improvement.

#### #2. Courageous Leader

Courageous leaders are the first to speak up and take action, a role that demands both confidence and bravery. My 13-year-old grandson, Anthony, embodies this spirit: "Sometimes in class, when students are talking instead of listening, I'll say, 'Hey, let's give our teacher some respect.'"

#### #3. Coaching Leaders

Coaching leaders dedicate themselves

to guiding and mentoring others to bring out their best. These leaders identify obstacles holding people back and provide insights to help them excel.

#### #4. Inspirational Leaders

Inspirational leaders ignite passion and enthusiasm through uplifting messages. They lift us beyond present problems to future possibilities. Their encouragement broadens our sense of who we are and what we can achieve.

#### #5. Positive Leaders

Positive leaders focus on what is working well and expand that throughout the organization. By emphasizing the positive, leaders help unlock potential and drive growth.

#### #6. Servant Leaders

Kent Keith, CEO of the Greenleaf Center for Servant Leadership, explained, "Servant leaders focus on meeting the

needs of others rather than seeking power, wealth, or fame for themselves." These leaders prioritize others, fostering a culture of support and respect.

### Blending Approaches

Most leaders draw from multiple approaches to maximize their impact and improve the status quo.

*What type of leader are you?  
What have you found to be the best way  
to add value and make things better?*



## Huge Shout Out and Thank You to our 2025 Newsleak Advertisers

### Chesapeake Systems

Contact: David Becker  
17400 Coca-Cola Drive  
Hanover, MD 21076  
Phone: 443.561.1600 (direct) |  
443.250.9353 (mobile)  
Email: [dbecker@chesapeake-systems.com](mailto:dbecker@chesapeake-systems.com)  
Website: [www.chesapeakepg.com](http://www.chesapeakepg.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](mailto:JGray@cummins-wagner.com)  
Website: [www.cummins-wagner.com](http://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](mailto:sharron@jetglaswaterheaters.com)  
Website: [www.jetglaswaterheaters.com](http://www.jetglaswaterheaters.com)

### Duhart Company

Contact: Paul Burke  
1225 Mall Drive  
Richmond, VA. 23235  
Phone: 443.487.3563  
Email: [Paulburke@duhartco.com](mailto:Paulburke@duhartco.com)  
Website: [www.duhartco.com](http://www.duhartco.com)

### Ferguson Enterprises, Inc.

Contact: Carl Anderson  
11730 Baltimore Avenue  
Beltsville, MD 20705  
Phone: (240) 264-3600  
Email: [carl.anderson@ferguson.com](mailto:carl.anderson@ferguson.com)  
Website: [www.ferguson.com](http://www.ferguson.com)

### Harry Eklof & Associates, Inc.

Contact: Natasha Williams  
3401 Pennsy Drive  
Landover, MD 20785  
Phone: (301) 772-1700  
Email: [nwilliams@harryeklof.com](mailto:nwilliams@harryeklof.com)  
Website: [www.harryeklof.com](http://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: [Kevin@thejoyceagency.com](mailto:Kevin@thejoyceagency.com)  
[www.thejoyceagency.com](http://www.thejoyceagency.com)

### Milwaukee Tools

Contact: Edgar Galeano  
Territory Manager - Jobsite Solutions  
Washington D.C./ Baltimore  
Cell: [\(262\)788-0176](tel:(262)788-0176)  
Email: [Edgar.Galeano@milwaukee-tool.com](mailto:Edgar.Galeano@milwaukee-tool.com)  
Website: [milwaukee-tool.com](http://milwaukee-tool.com)

### N.H. Yates & Co.

Contact: Gary Markle  
117-C Church Lane  
Cockeysville, MD 21030  
Phone: (410) 667-6300  
Email: [gmarkle@nhyates.com](mailto:gmarkle@nhyates.com)  
Website: [www.nhyates.com](http://www.nhyates.com)

### Northeastern Supply

Contact: Brandon Agnew  
3330-C 75th Avenue  
Landover, MD 20785  
Phone: (443) 829-8609  
Email: [brandon.agnew@northeastern.com](mailto:brandon.agnew@northeastern.com)  
Website: [www.northeastern.com](http://www.northeastern.com)

### ROI Marketing

Contact: Jason Breeden  
733 Generals Hwy  
Millersville, MD 21108  
Phone: (800) 441-8188  
Email: [jbreeden@roimkt.com](mailto:jbreeden@roimkt.com)  
Website: [www.roimkt.com](http://www.roimkt.com)

### HM Sweeny

Contact: Irvin Agbasi  
8373 Ardwick Ardmore Rd  
Greater Landover, MD 20785  
Phone: [\(301\) 322-9100](tel:(301)322-9100)  
Email: [irvin@hmsweeny.com](mailto:irvin@hmsweeny.com)  
Website: [www.hmsweeny.com](http://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](mailto:Gary.Lower@tsomerville.com)  
Website: [www.tsomerville.com](http://www.tsomerville.com)

### Washington Gas

Contact: Danielle Osman  
6801 Industrial Road  
Springfield, VA 20785  
Phone: (703) 750-4646  
Email: [DOsman@washgas.com](mailto:DOsman@washgas.com)  
Website: [www.WashingtonGas.com](http://www.WashingtonGas.com)

### Washington Winnelson Company

Contact: Steve Erickson  
3333 Pennsy Drive  
Hyattsville, MD 20785  
Phone: (301) 386-7771  
Email: [serickson@winnelson.com](mailto:serickson@winnelson.com)  
Website: [www.washingtonwinnelson.com](http://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](mailto:mystical.plumber@comcast.net)  
Web: [www.kensingtonplumbingandheating.com](http://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](mailto:dick.rhodes@bryantgroupinc.net)  
[www.bgi-plumbing.com](http://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](mailto: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](mailto:bill@calluss.com)  
Web: [www.calluss.com](http://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](mailto: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](mailto:allanluke9111@gmail.com)  
Web: [www.calljiffy.com](http://www.calljiffy.com)

##### **Otto Seidel**

Seidel Plumbing & Heating, INC.  
PO BOX 92482  
Washington, DC 20090  
Phone: 202-397-7000  
Email: [OTTO@SEIDELPLUMBING.COMCASTBIZ.NET](mailto:OTTO@SEIDELPLUMBING.COMCASTBIZ.NET)

##### **John Barry (Past President and retired member)**

Email: [jjebarry@gmail.com](mailto: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](mailto:carl.anderson@ferguson.com)  
W: [www.ferguson.com](http://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  
[jbreenen@roimkt.com](mailto:jbreenen@roimkt.com)  
Web: [www.roimkt.com](http://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](mailto:jgray@cummins-wagner.com)  
Web: [www.cummins-wagner.com](http://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](mailto:gary.markle@nhyates.com)  
Web: [www.nhyates.com](http://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](mailto:lmiles@washgas.com)  
Web: [www.washgas.com](http://www.washgas.com)

#### **Staff**

**Sue Thompson,**  
**MWPHCC Executive Director**  
[sue@mwphcc.org](mailto:sue@mwphcc.org)  
Phone: 301-278-2962



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