

April 2024



Metropolitan Washington Association of Plumbing-Heating-HP Inc.

Newsleak — April 2024

MWPHCC Upcoming Tech Training Thursday, April 4, 2024 6:15 pm Holiday Inn 10000 Baltimore Avenue, College Park

This 60 -Minute Tech Training will feature Washington Gas & ICF.
Training at 6:15 followed by dinner!

TOPIC: Gas Meters and Regulators

Speaker: Michael Atkinson, Sr. Training Specialist at Washington Gas

The training will focus on recognizing different meters and regulators and identifying the type and the pressure supplied. He will also review abnormal operating conditions.

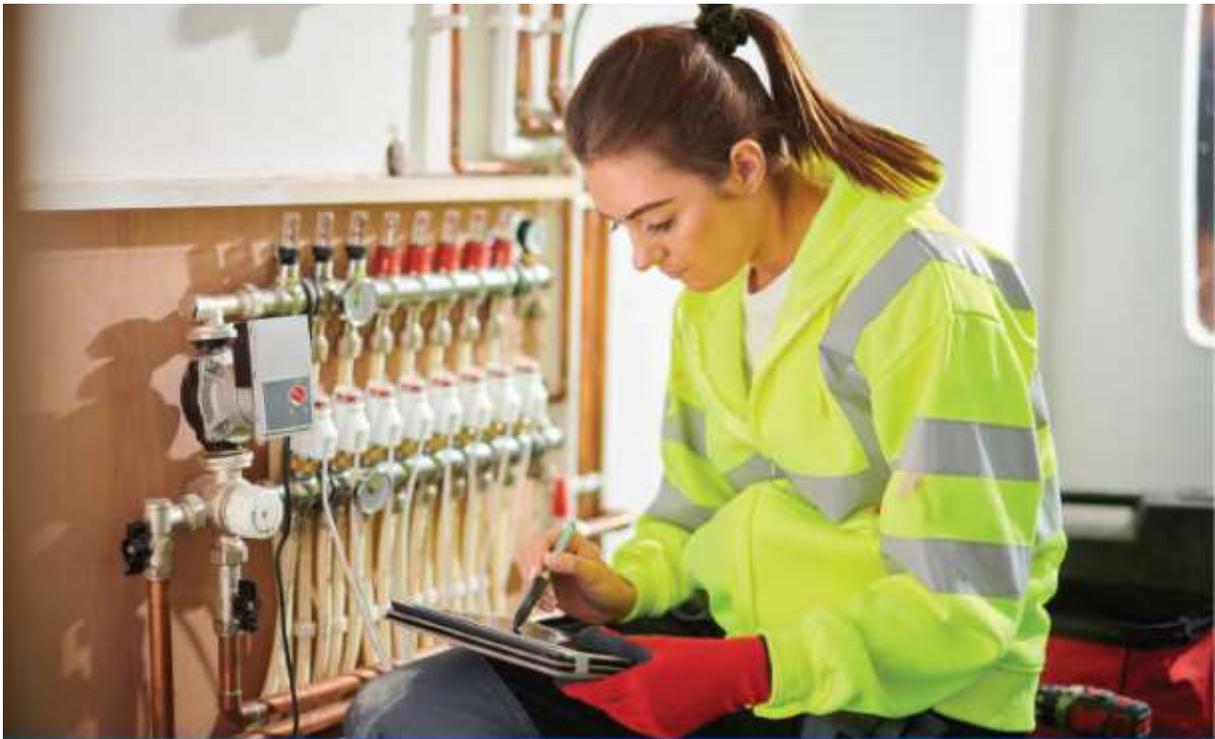
ICF which is the company that assists Washington Gas in managing the rebate program will give a presentation titled “High Efficiency Gas Appliance Rebates” which will focus on the rebate programs available for the homeowners within our service territory and bring awareness to the contractors.



[Click HERE to register!](#)

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.



ADD OUR EXCLUSIVE REBATES AND NETWORK TO YOUR TOOLKIT.

Only participating contractors in the Washington Gas Home Energy Savings Contractor Network can connect customers with our natural gas high-efficiency equipment rebates for appliances such as home heating, water heating, and home appliances.

Start boosting your business today by joining our exclusive Home Energy Savings Contractor Network.

To join the contractor network and for complete program details please visit: WGSsmartsavings.com/MDCcontractor



These energy saving program offerings are funded by the Virginia Conservation and Rate-making Efficiency (CARE) Plan.



A few foursomes remain available...
MWPHCC Golf Outing!
Registration is OPEN



CLICK HERE for GOLF REGISTRATION

**MWPHCC GOLF OUTING IS ON THE BOOKS AND
WE ARE READY TO ROLL FOR APRIL 22, 2024
NORBECK COUNTRY CLUB
REGISTER TODAY!!**

Date: Monday, April 22, 2024

Venue: Norbeck Country Club, Rockville, MD.

Located at 17200 Cashell Road - Rockville's Premier Golf and Country Club

Shotgun Start: 8:30 a.m.

Cost: \$150 per person /

\$600 per foursome

Tee Sponsor: \$100

The Registration Link, above, also offers opportunity for other sponsorships.

Please check your calendars and email sue@mwphcc.org for further information.

Have Questions?
Contact us today by clicking here...



UPCOMING MWPHCC TECH TRAININGS



April 4, 2024
Washington Gas

September 5, 2024
Duhart Company
Gastite Certification

May 2, 2024
Rinnai America

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



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This month's edition includes:

- * **"I Was Born to Be a Plumber"**
*Reconciling Family Traditions with Changing Times
(and What You Can Do Through Social Media)*
- * PHCC Legislative Conference, May 21-22
Meet face to face with your federal legislators on Capitol Hill to educate them on priorities in our industry
- * Congress on Cusp of Government Funding Plan
By Mark Valentini, Director of Legislative Affairs
- * **The Power of Women!** What better time than Women's History Month to shine the spotlight on women making a real difference in our industry!

Plus more!



[Click HERE to access PHCC ONLINE.](#)



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Meet sales representatives from the HVAC and plumbing industries and get a first look at their new products, including the latest from Lochinvar!

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Tuesday, April 23rd, 2024
10 am - 2 pm

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MWPHCC would like to take an opportunity to thank **Al Luke of Jiffy Plumbing** for his generous donation of gift cards and gift certificates for our monthly raffles at our Tech Training meetings!



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HOW TO SEE LIKE A LEADER

By: Dan Rockwell, *The Leadership Freak Blog*, March 14, 2024

“The greatest thing a human soul ever does in this world is to see something, and tell what it saw in a plain way...”
John Ruskin

How to see like a leader:

#1. Honestly explore yourself.

Explore your biases. Daniel Kahneman’s book, [“Thinking, Fast and Slow,”](#) disoriented me. Cognitive bias is a discomfoting thought that I love to ignore.

You attribute success to yourself and failure to others.



“Leaders who have been lucky are never punished for having taken too much risk. Instead, they are believed to have had the flair and foresight to anticipate success, and the sensible people who doubted them are seen in hindsight as mediocre, timid, and weak.” [Daniel Kahneman](#)

Suggestion: Practice [structured self-reflection](#). Ask yourself a set of predetermined questions that speak to relevant issues. Don’t simply sit under a tree thinking whatever comes to mind.

#2. Repeatedly say, “I could be wrong.”

I’ll speak for myself. I’ve been right all my life. It’s shocking to think I could be wrong now. I evaluate myself through the lens of my strengths and others by their weaknesses. Humility is a way of seeing myself.

#3. Consistently expand your perspective.

Your view is the right view until you see through the eyes of another. You still could be right, but at least you’ve evaluated.

Suggestion: Ask people for their perspective. Don’t simply dismiss it. Reflect on it. Ask questions.



#4. Regularly monitor your emotions.

The world looks darker when you’re tired. People seem like problems when you’re stressed. You ignore almost everything when you’re afraid.

You see like a leader when you see things as they are. It begins with seeing yourself.



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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:



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“Use the Tools You Have” Key Take-away from PHCC Essentials of Project Management Class

“Use the Tools You Have” was a theme of PHCC Educational Foundation’s popular Essentials of Project Management class in March.

Key Take-Away

Twenty-two attendees engaged in the highly interactive and intense four-day class conducted March 13- 16. The event was held at the Viega Training Facility in Nashua, New Hampshire, with lead instruction from Purdue University Professor Emeritus Kirk Alter.

Several of the attendees in this session were newly promoted to project management from positions in the field. “As project managers, you still must work with tools to get your job done,” said Alter. “But those tools are the software we use to document, analyze and report job information.”

During class, the attendees were tasked one evening with using spreadsheets to analyze the status of a construction project just from a single monthly work in progress (WIP) report. The following morning, Alter guided attendees through how they could pull an incredible amount of detail out of the software about cash flow, profitability, the competence of management on the project, the relationship with the customer, areas of strength and exactly where things went wrong.

“This is just a spreadsheet program. It has been around for decades and every

single one of you have it on your computer - but have any of you used it this way?” asked Alter. The attendees also learned how to quickly use software to build a project schedule to submit with their proposal and how artificial intelligence could simplify processes. “Now that you have seen what you can do, use the tools you have and look for others that can help you become an even better project manager!”

The project management class was sponsored by Viega at their New Hampshire Training Facili-





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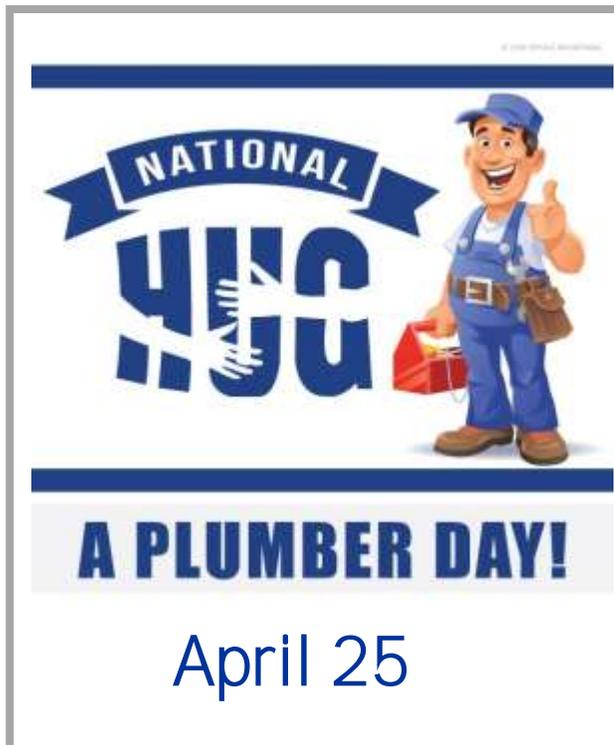
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NATIONAL HUG A PLUMBER DAY!

A PLUMBER DAY!

April 25

The nation celebrates "Hug a Plumber Day" on **April 25** every year to acknowledge the men and women who perform the difficult-- and often unpleasant--tasks of keeping our plumbing systems clean and functional.

As the holiday's name implies, people are encouraged to hug plumbers as signs of gratitude.

The holiday has been observed since at least 2009. However, we have not been able to identify the founder of the day.



DRIVING DISCONNECT: HANDS-FREE IS STILL A RISKY OPTION



Did you know that handheld and hands-free are both equally risky? More than 50 studies show that any form of cell phone use is unsafe while driving, but the majority of people still believe hands-free options are safe.

Driving safely depends on the frequency drivers are scanning the area around them and the reaction time required to what is going on around the car.

Drivers using mobile phones, whether handheld or hands-free, look but fail to see up to 50% of the information in their driving environment. This is called inattention blindness and it's similar to tunnel vision. It prevents drivers from effectively monitoring surroundings to identify and react to potential hazards.

For link to the full article
click [HERE](#).

THE DISCONNECT:

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We have a great program planned for this year, including a new session tailored exclusively toward chapter executives! This new session will help chapter leaders build and enhance their own state-level advocacy programs to ensure maximum legislative impact in their state capitals.

We will also have onsite support for new and returning conference attendees, including a first-timers/ refresher course on advocacy, a com-

PHCC Legislative Conference

May 21-22, Washington DC

prehensive issues briefing hosted by our Government Affairs team, and panel discussions with top industry lobbyists on best practices and implementation of the Inflation Reduction Act (IRA).

Conference attendees will have the opportunity to meet with their legislators and educate them on PHCC's legislative priorities, including implementation of the IRA, energy choice for consumers, and reinforcement of the nationally registered apprenticeship model. This is where legislators hear and learn first-hand from the contractors who make these policies possible.

Our **keynote speakers** this year will be former Representatives **Martin Frost (D-TX)** and **Tom Davis (R-VA)** who will provide an objective overview of the state of politics in this pivotal election cycle.



[**Click HERE to Register!**](#)

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