

Metropolitan Washington Association of Plumbing-Heating-HP Inc.

Newsleak - November 2024

MWPHCC Upcoming Tech Training Thursday, November 7, 2024 6:15 pm Holiday Inn

10000 Baltimore Avenue, College Park

Training at 6:15 followed by dinner!

Join us for Tech Training by Ferguson & ROI, focused on:

- Insights on Venting with Centrotherm
- State Product Review of new tankless and heat pump Water Heaters, and
- Upcoming DOE Commercial Changes for 2026





Register Here!

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 HEATERS

NEW DOE COMMERCIAL STANDARDS TAKE EFFECT OCTOBER 2026

WHAT YOU NEED TO KNOW:

- On and after October 6. 2026, commercial gas water heaters must be manufactured to meet new high- efficiency standards.
- Product manufactured before October 6, 2026, can be sold and installed without needing to comply with the new requirements.
- This new regulation is part of the DOE's efforts to reduce overall energy consumption in the United States.

| COMMERCIAL PRODUCT | NEW DOE STANDARD EFFECTIVE OCTOBER 6, 2026 |
|---|---|
| Gas-Fired Storage Water Heaters | 95% Thermal Efficiency "TE" (Current requirement is 80%) Will necessitate condensing technology |
| Gas-fired Tankless water heaters | 96% Thermal Efficiency "TE" (Current requirement is 80%) Will necessitate condensing technology |
| Residential-Duty Commercial Gas- Fired Storage Water Heaters | Increased Uniform Energy Factor ("UEF") Will necessitate condensing technology |

For additional details and to find out how this regulation change might affect you, please contact your local Ferguson Commercial Water Heater expert.

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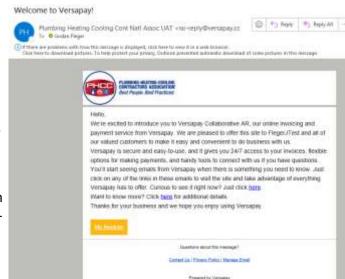


Versapay & 2025 Dues

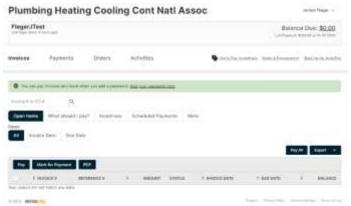
Good afternoon,

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** (noreply@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 or call 703-752-9879 and a team member will be happy to assist you!



UPCOMING MWPHCC TECH TRAININGS

November 7, 2024 ROI and Ferguson

December 5, 2024 D&B Distributing, Inc.

January 9, 2025 Winnelson

February 6, 2025 Washington Gas MARCH 6, 2025 Milwaukee Tool

APRIL 3, 2025 N H Yates

MAY 1, 2025 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!

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Contact Kevin Cerretani of The Joyce Agency

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





32-Hour Backflow Certification & 8-Hour Recertification

Initial Certification Recertification
Nov 12-14, 2024 Nov 14, 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!

Performance Goals Are Useful, but Learning Goals Transform

By: Dan Rockwell, The Leadership Freak Blog, October 23, 2024

Performance goals are useful, but Learn from experience: learning goals transform.

Learning goals target development. Performance goals emphasize achievement. The more you learn, the more you achieve. There are three factors in becoming a high performer, learning, unlearning, and relearning.

Set learning goals that matter:

Define the contribution you aspire to make. Explore ways to contribute more effectively. Suppose you want to be a person who energizes others. Keep learning new ways to bring energy to others.

Clarify your aspirations. Perhaps you aspire to corporate leadership. Learn skills that enable you to pursue achievement goals.

"The only thing more painful than learning from experience is not learning from experience." Anon.

- Record learnings in a journal.
- Reflect on failure by asking, "What could I do differently next time?"
- Reflect on success by asking, "What actions produce the best results?"
- Try stuff and adapt as you go. "What else could I try?"
- Teach others. The teacher learns more than the student. "This is how vou...."

Becoming is better than being:

"The successful man (person) admits that there is more pleasure in work than in having secured the rewards of itthat becoming is better than beingsince possibility marks the one and finality seals the other." Sir Thomas Oliver

Challenge teaches you who you might become. Seek discomfort. Do hard things. Fail responsibly. Tip: Feed curiosity. Ein-

stein said, "The important

thing is not to stop questioning. Curiosity has its own reason for existence."

> What are some useful learning goals?







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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.

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The most dangerous phrase ...



Accepting the possibility of change also means accepting the idea that your current safety program isn't the best it can be, and that's okay! Safety programs are meant to evolve as your company grows and your guidelines and practices become even stronger over time



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:



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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 OWER

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



THREE STEPS TO WIN IN CHALLENGING TIMES

By: Jon Gordon, October 23, 2024

Hi Friend,

Do you wonder why some teams win no matter the challenge, while others struggle to stay afloat? You may think it's luck or talent, but it's not. It's one thing...

Positivity.

Research shows that positive teams outperform, outlast, and outgrow their competition. They collaborate better, handle setbacks with resilience, and keep pushing forward when others would give up.

And the ones who utilize this mindset? They're leaders who turn good teams into great ones. Real, lasting success comes from facing challenges headon.

With the right mindset, strategies, and leadership approach—you get a recipe for teams that shine. Here are 3 steps you can start using today to create this kind of team:

1. Develop a Resilient Mindset Resilience isn't about never facing difficulties but how you handle them. When challenges arise (and they will), it's your mindset that makes the difference. Develop a mindset that sees obstacles as opportunities for growth. This is more than "positive thinking"—it's about mindful thinking that keeps you and your team moving forward.

2. Lead with Purpose Great leaders don't just manage, they inspire. They give their teams a clear purpose and vision. When you lead with purpose, you're giving your team something to rally around, something that drives their actions every day. **People don't get behind tasks**—they get behind missions.

3. Create a Culture of Connection Teams that win consistently aren't just made up of talented individuals, they're made up of people who genuinely care about each other. When you foster trust, communication, and a culture of support, your team becomes stronger. Remember: it's not just about performance; it's about connection.

These are proven practices that separate good teams from great ones.







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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.

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Click HERE for more information about the PHCC Educational Foundation







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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

For more information or to register, click here!





Esolutions

The Fall 2024 issue of **PHCC Solutions** magazine is now available! <u>Click here</u> to start reading the full issue. You can also click on the headlines below to go straight to this issue's top features. Thank you for reading!

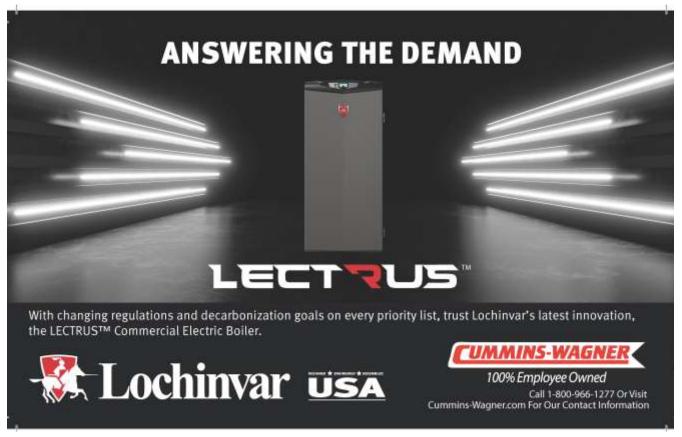
<u>Harnessing the Power of Al</u>Automate Tasks. Improve Systems. Optimize Resources.

<u>Data for One</u>, <u>Data for All</u>How This Contractor Leverages Technology to Better Serve Clients

<u>Are You Prepared?</u> More Than Half of Cyber Attacks Target Small Businesses

<u>CH-CH-Changes</u>How PHCC of North Carolina Is Switching Things Up







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PROTECTING CUSTOMER CHOICE Washington Gas and Organized Labor file suit against gas bans in Montgomery CO & DC

WASHINGTON, October 21, 2024 (WASHINGTON, D.C.) - On October 17, Washington Gas, the Teamsters Local 96, LIUNA Philadelphia/Baltimore/ Washington Laborers' District Council, the Restaurant Law Center, the National Federation of Independent Business, the National Apartment Association, the National Association of Home Builders (NAHB), and the Maryland Building Industry Association filed dual lawsuits in Washington, D.C. and Montgomery County, Maryland, respectively, challenging the gas bans on new construction set to take effect in 2026 in both jurisdictions. This legal action is necessary to protect the right of customers to choose the affordable, reliable energy sources that meet their needs and budget.

This lawsuit is similar to legal efforts across the country challenging local gas bans, including a recent federal court ruling that overturned a first-in-thenation ban on gas in Berkeley, California. That decision affirmed that such bans were already preempted by federal law and did not fully account for the broader implications of such policies on customer needs, energy reliability, and affordability.

Collectively, these organizations are taking a stand on behalf of the families and business owners in Washington D.C. and Maryland to ensure that our local governments consider the broader impact of these policies on their communities. The lawsuits aim to preserve customer choice and promote balanced, long-term solutions that prioritize safety, affordability, and reliability.

"At Washington Gas, our customers are at the heart of everything we do, and their priorities are our priorities," said Blue Jenkins, President of Washington Gas. "That's why we're standing alongside our customers and joining local businesses, restaurants, and home builders in dual lawsuits filed today in Washington, DC, and Montgomery County, MD, to challenge recent bans limiting customer choice in gas."

"Washington Gas is proud to provide safe, reliable energy service to homes, schools, hospitals, restaurants, and businesses across the DMV, where we live and work alongside our customers. Our friends, families, and neighbors want the ability to choose gas to heat their homes, feed their families, and provide for their own customers – and we understand the critical role our service plays in their everyday lives. The gas bans passed in Washington, DC, and Montgomery County, Maryland do not align with the needs or best interests of our customers or the broader community."

"This lawsuit was necessary because D.C. and Montgomery County are attempting to regulate where they do not have jurisdiction. There is already a federal framework of regulations setting nationwide appliance standards for consumers that expressly preempt state and local regulations of appliance energy use and efficiency, with only narrow exceptions. These natural gas regulations are not simple changes. Restaurants that rely on gas fired cooking for the flavor and style of cooking for their menu offerings will have to recreate their businesses or close because natural gas will either not be available or, if it still is, at a much higher cost. In the end, the major impact of the regulations would be to jeopardize jobs and the diversity of the restaurant industry." - Angelo Amador, Executive Director, Restaurant Law Center

"NAHB is concerned that the gas ban would exacerbate the housing affordability crisis by increasing costs on new homes, eliminate consumer choice and further strain America's already stressed electric grid," said NAHB Chairman Carl Harris, a custom home builder from Wichita, Kan. "We are committed to defending consumer choice and ensuring that Americans have the option of using natural gas to fuel their homes."

From Beth Milito, Executive Director of NFIB's Small Business Legal Center: "Small businesses depend on afforda-

ble, reliable energy sources to provide for their customers and serve their communities. The impact of these policies will have far-reaching consequences – from the small firms constructing new buildings to the small business owners operating out of them in the future. On behalf of Montgomery County's small business community, NFIB is proud to stand alongside our fellow organizations in challenging this harmful policy."

"Banning natural gas on new construction cuts the number of work opportunities available to the skilled construction laborers that we represent," said Ryan N. Boyer, Business Manager of LIUNA Philadelphia/Baltimore/Washington Laborers' District Council. "In joining this lawsuit, we are fighting to protect good union jobs among our LIUNA members who live and work in Washington D.C. and Montgomery County who have the skillset to build natural gas projects safely and reliably as well as fighting to protect their energy options."

For more information about the organizations involved in this suit, click here!



Huge Shout Out and Thank You to our 2024 Newsleak Advertisers

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