



Metropolitan Washington Association of Plumbing-Heating-Cooling Contractors

Newsleak

Calendar of Events

- March 6 - Meeting
 - ⇒ 5:00 - Board Meeting
 - ⇒ 6:00 - T-4 Training :
 - ⇒ 7:30 - Dinner and General Meeting
- April 3 - Meeting

Message from the President — Bill Royston

This month there are several events that promote the Plumbing industry including World Plumbing Day on March 11, 2014 and Fix a Leak Week from March 17 thru March 23, 2014. I have the opportunity to work in both the plumbing and the heating and cooling professions. I have noticed that sometimes people look down on plumbers and plumb-

ing professionals. Considering the complicated and important work we do, I find this unfortunate and shows how uninformed people are regarding the work we do. In an old poster that was used by the National Association of Master Plumbers which later became today's PHCC, the motto: "The Plumber Protects the Health of the Nation" was used to

underscore how important this profession is to maintaining a healthy society.



President's Message Continued on Page 3

March Meeting Sponsored by Jacobs Financial Group & Harry Eklof & Associates, Inc.

Join us for our next meeting on Thursday, March 6, 2014 at the Holiday Inn in College Park, MD. We will be offering 2 trainings this month. We will have an owner seminar and a T-4 training. Both will begin at 6:00 pm. The owner seminar is entitled *"The Affordable Care Act and How This Impacts Your Small Business."* This training will offer business owners the opportunity to ask questions and learn how this law will effect their companies and employees.

Our T-4 Training, entitled, *"Indoor Air Quality Systems,"* will also begin at 6:00 pm. Given by Eklof & Associates, this training will provide the latest information on installing and how to sell these versatile systems to your customers.

You don't want to miss this meeting. There will be lots of give-

aways including Wizards tickets and tickets to the Season Opening series of the Washington Nationals vs. Atlanta Braves courtesy of Jacobs Financial Group.

Jacobs Financial Group

John Jacobs offers group and individual health and life insurance, 401K and individual retirement planning, as well as extensive Senior planning for Medicare, Social Security and Long-term care planning assistance.

They work with over 100 companies for retirement funding, life, health, disability, long term care, Medicare planning and college funding. They pride themselves on finding the best value for their clients, all while working with top-rated companies.

Harry Eklof & Associates

Harry Eklof & Associates, Inc. has represented leading plumbing and

heating manufacturers and serviced wholesalers in the Mid-Atlantic Region for more than forty years. Combining industry experience, a vast product selection, and a responsive regional distribution network, their employee-owned company carries a simple philosophy... provide timely and professional service.

Eklof & Associates offers customers superb technical support and a direct connection to our plumbing, heating, and HVAC manufacturers. With four locations and three distribution centers, they facilitate orders timely through our partnership with major Wholesale Distributors bringing you the material you need, when you need it.

Professional distribution capabilities, knowledgeable Account Managers and experienced Product Specialists define Eklof & Associates.

Inside this issue:

| | |
|------------------------|--------|
| President Message | 3 |
| Data Security | 3 |
| World Plumbing Day | 4 |
| Fix a Leak Week | 4 |
| Monthly Meeting | insert |
| Calendar | insert |
| Scholarships Available | 10 |

Long time loyal supporter of the MWPHCC



Jetglas®

D&B Distributing Company

WHY BUY A JETGLAS®?

Hundreds of Jetglas® Commercial & Residential Water Heaters in stock, same day delivery available.

Delivery to the jobsite of all Jetglas® Water Heaters, disposal available for a small charge.
Large stock of parts for Jetglas® & Bradford White Gas, Electric, and LP Heaters.
We are UL Listed – Commercial Electric Jetglas® Water Heaters built to your specifications.
Sizing & Cross referencing available for all size water heaters available.
1st Year Warranty Labor service performed by our in-house highly qualified Technicians.
We Support All MWPHCC functions and sponsor the December Monthly Meeting.
Open 24 hours a day, 7 days a week! After hour and weekend delivery available for a reasonable rate.

We sell to Licensed Professionals only – we do not cut out the plumbers for the end user.
Providing quality Customer Service for over 30 Years!

2301 PERKINS PLACE SILVER SPRING, MARYLAND 20910
(888) JETGLAS – (301) 565-2222 – FAX (301) 589-1058
WWW.JETGLASWATERHEATERS.COM

www.BockWATERHEATERS.com

Bock EZ-FIT SERIES

- **BETTER VALUE** - Better profit, easy fit dimensions to minimize installation cost; 76,000 - 199,000 BTUH
- **BETTER EFFICIENCY** - Turboflue® - only Bock has it
- **BETTER DURABILITY** - Stronger tank, fewer welds
- **BETTER CUSTOMER SATISFACTION** - 5-yr limited warranty
- **BETTER SUPPORT** - At Bock we take manufacturing water heaters very personally



Now Available from Kingswell, Inc.

5320 Sunnyside Avenue
Beltsville, MD 20705
For Fast Service... Call 301-937-1900
From Outside Washington, D.C. Metro Area: 1-800-262-1930
FAX: 301-595-9059

Proudly Represented by
Thompson-Withers, LLC
301-846-7851

Message from the President *continued*

Continued from Page 1

The professional plumber plays a significant role in protecting the health, safety and comfort of individuals and families in the community. Clean water and the maintenance of plumbing systems helps to prevent waterborne diseases, keeping our drinking water safe and clean. Plumbers are leaders in new technologies that improve our way of life. The plumbing industry also plays a vital role in our economy as the majority of plumbing contractors are small business owners.

I have a lot of respect for my fellow plumbers in this association. We work together to share information about the latest code changes, innovative ideas and other information to provide quality services to our cus-

tomers. We also have the opportunity to work with knowledgeable industry professionals, including our wholesalers, manufacturer's reps and many others. If we can continue to present ourselves in a professional manner to the public and our customers and to take the time to explain the importance of using a licensed professional, I am confident that our image will continue to improve and match the importance of our job.

I am hoping to see you at our meeting this month on March 6th where we have 2 great trainings planned. For techs and mechanics, Eklof will be teaching about Indoor Air Quality Systems. Allergy season is right around the corner and learning more about these systems, including how to under-

stand the need for improved air quality, marketing and installing can lead to additional sales and happy customers for your business. For our business owners, Jacobs Financial will provide a seminar on the Affordable Care Act and how it will directly impact your business. I won't comment on my feelings toward Obamacare but it will be helpful to learn more about how our bottom line will be affected by this law and how we can plan as the implantation moves forward.

If you have any ideas, suggestions or questions you can always feel free to contact me at 301-808-6800.



Could a Target-Type Cyber Attack Happen to You? Data Security is Important to Your Business

News reports indicate that hackers may have accessed Target Corp. data via a mechanical contracting business's remote access to the retailer's computer systems for electronic billing, contract submission and project management. What steps can you take to make sure you're not a victim of security breaches?

As business owners, it is important to be vigilant with access to other databases and other databases' access to your business. Here are some protections to consider:

If your company processes credit cards, verify Payment Card Industry (PCI) compliance status, an important protection for the handling of sensitive financial transactions.

- Monitor networks for any un-

sual activity.

- Up-to-date virus protection software is a must; installing a firewall is also important.
- Be choosy about giving any customer/vendor access to your company's electronic files.
- Be selective about which staff members have access to secure files.
- Create passwords that are a mixture of letters, numbers and characters; keep them hidden; change them frequently.
- Train staff on the importance of following secure Internet practices.
- Include a policy on secure

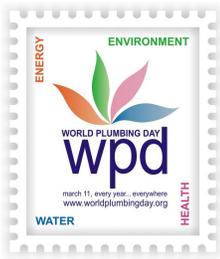
Internet management in your employee policy manual.

- Implement background checks on new hires.
- A consultation with industry experts may be in order, certainly with the liability protection provider for your organization.

Remember, planning now could save significant time and aggravation in the future. And as you're considering your options, keep in mind there are movements underway to strengthen cyber security, including the possibility of embedded credit card chips. Envisioning possibilities for the future should be part of your planning process in case any changes in your existing infrastructure are needed.



“As business owners, it is important to be vigilant with access to other databases and other databases' access to your business.”



“The safety and abundance of drinking water is, of course, a concern for most people all over the world, but what is not often emphasized is the work the plumbing industry contributes every day to alleviate these concerns.”

World Plumbing Day - March 11, 2014

World Plumbing Day is an international event on March 11 initiated by the World Plumbing Council celebrating the important role plumbing plays in the health and safety of modern society.

The aftermath of 2010's devastating earthquake in Haiti and the 2011 tsunami in Japan reveals how easy it is to take for granted the availability of safe drinking water and sufficient sanitation systems — until those systems cease to function properly. History shows that great leaps in humankind's advancement — both physically and socially — have been

tied to advances in plumbing technology.

The safety and abundance of drinking water is, of course, a concern for most people all over the world, but what is not often emphasized is the work the plumbing industry contributes every day to alleviate these concerns. We would like your help in bringing a better understanding of the largely misunderstood role plumbers play in keeping folks safe and healthy each and every day.

There are lots of great resources on the World Plumbing Day website

that gives ideas on how plumbers and plumbing organizations can promote the importance of the plumbing industry. This includes fact sheets on the health aspects and environmental aspects of plumbing. The sheets help to detail the achievements of the plumbing industry and emphasize the plumbers' role in protecting the environment and communities by providing safe drinking water and conservation of natural resources. Visit www.worldplumbingday.org for more information.

Fix a Leak Week - March 17 - 23, 2014

Every Drop Counts

Did you know that the average American family can waste, on average, more than 11,000 gallons of water every year due to running toilets, dripping faucets, and other household leaks?

Nationwide, more than 1 trillion gallons of water leak from U.S. homes each year. That's why WaterSense reminds Americans to check

their plumbing fixtures and irrigation systems each year during Fix a Leak Week.

WaterSense is teaming up with our partners to promote the fifth annual Fix a Leak Week, **March 17-23, 2014**.

From New Mexico's search for bad flappers to leak detection efforts in Texas, West Virginia and across the nation, there are plenty of op-

portunities to get involved in this year's Fix A Leak Week. Explore some of last year's events. You can also find a map showing many of this year's events across the country on our Fix a Leak Facebook app.

For all the latest on Fix a Leak Week events happening across the country, be sure to follow us on Facebook and Twitter!



The Metro Washington PHCC Industry Associate Members give tremendous support to our Association.

- ◆ Barger & Associates
- ◆ Barnett
- ◆ Bradford White Corporation
- ◆ Cathell & Associates
- ◆ Columbia Heating Products Company
- ◆ Cummins-Wagner Co. Inc.
- ◆ D&B Distributing
- ◆ DC Sustainable Energy Utility (DC SEU)
- ◆ Ferguson Enterprises
- ◆ Jacobs Financial Group
- ◆ Harry Eklof & Associates, Inc.
- ◆ N.H. Yates
- ◆ R.E. Michel Company
- ◆ Rheem Manufacturing
- ◆ ROI Marketing
- ◆ Taze & Hewitt, A Division of Chesapeake Systems
- ◆ The Joyce Agency
- ◆ Thompson-Withers, LLC
- ◆ Thos. Somerville Co.
- ◆ U.S. Boiler Company
- ◆ Viega, LLC
- ◆ Washington Gas
- ◆ Washington Winnelson Company
- ◆ Weil McLain

Free IAQ Training

March 6, 2014 at 6:00 pm - MWPHCC March Meeting
Holiday Inn - 10000 Baltimore Ave., College Park, MD 20740



Healthy Home System™



Make More Money Selling IAQ!!

- Market (consumer and contractor) Opportunity
- Why/ Causes of IAQ Issues
- The Solution/ Solutions when looking at the problem from a system or Whole House perspective
- Control and impact on effectiveness of IAQ
- Ventilation -Fresh (inclusive of ASHRE 62.2 and IECC being implemented in Maryland)
- Particulate Capture – Clean
- Purification including addressing Gas and VOC's – Pure



Stop by our HTP Traveling Display Van Onsite!!



Represented by...

Manufacturers Representative Since 1989
Harry Eklof
& Associates, Inc.

3401 Penny Drive • Landover, MD 20785 • 800.556-7356 • Fax 301.772.7347
www.harryeklof.com Email: info@harryeklof.com

Whose dream had the tougher roll out?

Vladimir Putin's Sochi Winter Olympics?

- * 60 Degrees!
- * No Snow!
- * No Pillows!
- * Yellow Water!
- * Unfinished Hotels
- * Terrorists Threats!

VS.



Barack Obama's Health Care Reform?

- * Roll out Delays!
- * Website Issues!
- * Mandate Delays!
- * Congressional fights!
- * Poor Communication to Business Owners!

Which one affects YOUR BUSINESS MORE?



John C. Jacobs, President
Jacobs Financial Group, LLC
301 580 2227

Come join us for the March Metro Washington PHCC meeting March 6th @ 6PM and learn how ACA affects YOUR Business.

Ask and Learn:

- * *What are the timelines for the Employer Mandates?*
- * *What are the incentives available?*
- * *Affordable Care Act Alternative Options?*
- * *How can I implement these changes and maintain or reduce costs?*

All are Welcome!

Thursday, March 6, 2014
6:00pm

Holiday Inn in College Pk.
10000 Baltimore Ave.
College Park, MD 20740

Eat, Laugh and Win Prizes!

Enjoy a delicious meal!

Work with your fellow business owners and learn what is new in the world of running your Plumbing, Heating & Cooling business.

Attend for a chance to win two tickets to the Season Opening Series of Washington Nationals vs Atlanta Braves, Washington Wizard tickets plus other give aways!





THE SMARTEST CHOICE FOR CONDENSING BOILER PERFORMANCE



- STAINLESS STEEL FIRE TUBE HEAT EXCHANGER
- SMART SYSTEM OPERATING CONTROL FEATURING A BUILT-IN CASCADING SEQUENCER
- 7 MODELS: 55,000 – 399,999 BTU/HR
- FIRING RATE MODULATION TO 5:1
- LESS THAN 20 ppm NO_x
- DIRECT VENT FLEXIBILITY TO 100 FEET

SMART SYSTEM™



by: **Lochinvar®**
High Efficiency Water Heaters, Boilers and Pool Heaters

For more information or details contact . . .

CUMMINS-WAGNER
www.cummins-wagner.com

10901 Pump House Road, Annapolis Junction, MD 20701
Baltimore: 410-792-4230 • Washington: 301-953-9370
TOLL FREE: 800-966-1277 • Fax: 301-490-7156

ROI Marketing Training Service



For More Information Contact:
Paul Burke * ROI Marketing * 1-800-441-8188

ROI Marketing has a New Field Trainer on board

Mobile Training on State and American Water Heaters, Liberty Pumps, Slant/Fin Boilers and Wohler Cameras and Combustion Analyzers.



Visit us on our website www.rolmkt.com

Haier

Open the door to a new world
of cooling & heating.

Duct Free Split AC's, PTAC &
Through-the-Wall AC products

YATES

SINCE 1949

Please contact your Local Representative.
800-878-8181 or www.NHYates.com

www.Haier.com



© 2014 Haier America Trading, LLC. All Rights Reserved.



Heating Season Is Upon Us!

Think.....



Weil-McLain Boilers & Indirect-Fired Water Heaters

from Cast Iron Sectional Boilers to High Efficiency Wall-Hung Condensing

**CG Series *GV90 *Ultra *WM97 *ECO*

Introducing this Season:

WM97+ High Efficiency Condensing Wall Mount Gas Boiler

&

The "ECO" High Efficiency Wall Mounted Boiler

70, 110 & 155 MBH 95% AFUE Rating

Durable Stainless Steel Heat Exchanger

**FOR MORE INFORMATION CONTACT YOUR LOCAL WEIL-MCLAIN DISTRIBUTOR
OR YOUR TAZE & HEWITT SALES REPRESENTATIVE**

Ferguson is Fully Loaded with State Commercial Water Heaters.



FERGUSON
a WOLSELEY company
www.ferguson.com

24-hours
(301) 440-7519
M-F (443) 543-1360 • (443) 543-1365





Free IAQ Training

March 6, 2014 at 6:00pm
MWPHCC Monthly Meeting

Healthy Home System™

Take the mystery out of IAQ.
Your customers might not understand "IAQ" but they surely understand the idea of a healthy home. Now, you can give them what they want...air that is *Fresh, Clean, & Pure.*™

by  **FIELD CONTROLS**

- Works with virtually any forced air system
- Customizable
- Affordable
- Easy to install

Represented By

1-800-556-7556 • www.harryeklof.com

Visit www.fieldcontrols.com/certiaqinfo for more details.



PHCC Educational Foundation Scholarships Available

Applications are now being accepted for scholarships awarded through the Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation Scholarship Program. In 2014, up to 25 scholarships totaling \$61,500 are available. The scholarship awards are sponsored by A. O. Smith, Bradford White Corporation, Delta Faucet Company, RIDGID Tool Company, State Water Heaters, the PHCC Educational Foundation Scholarship Fund, the PHCC of Massachusetts and PHCC of Texas Auxiliaries and the PHCC Past National Officers.

The scholarships available through the PHCC Educational Foundation are generally targeted at students pursuing a course of study directly related to the plumbing-heating-cooling industry. Select awards are limited to students enrolled in a plumbing or HVACR apprentice program; while others are reserved for students studying at a community college, trade school or an undergraduate degree program at a four-year college. For complete information and application forms, stu-

dents can visit phccfoundation.org/scholarships or call the PHCC Educational Foundation at (800) 533-7694. Applications and supporting materials are due no later than May 1, 2014.

The PHCC Educational Foundation was founded in 1987 by a partnership of contractors, manufacturers, and wholesalers. Our mission is to provide workforce development, management education and technical training to advance the growth and career success of those employed in the plumbing and HVACR industry.

In addition to sponsorships and publication sales, the Foundation also relies on annual contributions from industry contractors and other supporters to fund the development & delivery of our educational programs.

Our Mission Statement: *The Plumbing-Heating-Cooling Contractors-National Association Educational Foundation engages*

in workforce development, management education and technical training activities for the growth and career success of those employed in the plumbing and HVACR industry.

To deliver on our mission, Foundation offers educational programs & training aimed at industry employees at every stage of their career

- Students considering a career in the plumbing-heating-cooling fields should explore the our [Apprentice Education](#) section.
- Technicians should explore the growing list offerings in the [Technician Education](#) section of this site.
- Managers and business owners can explore the vast array of articles, tools and information available in our [Management Education](#) section.



NEW OPPORTUNITIES
NEW STRATEGIES
NEW ORLEANS
OCT 8-10
CONNECT 2014

PLUMBING-HEATING-COOLING CONTRACTORS ASSOCIATION®
Best People. Best Practices.™



**Looking for direction
with a 401(k) or IRA rollover?**

I can help.

Maybe you've just retired, maybe you retired some time ago,
or maybe that dream is still a few years away.

When it comes to your retirement assets, the main thing
you need to know is that you've got lots of options.

**Call today to talk
about your choices.
(301) 580-2227**



Jacobs Financial Group, LLC

John C. Jacobs, Financial Professional
Toll-Free: (888) 866-5657
johnnyjinsurance@hotmail.com

Any transaction that involves a recommendation to liquidate a securities product, including those within an IRA, 401(k) or other retirement plan, for the purchase of an annuity or for other similar purposes, can be conducted only by individuals currently affiliated with a properly registered broker/dealer or registered investment adviser. If your financial professional does not hold the appropriate registration, please consult with your own broker/dealer representative or registered investment adviser for guidance on your securities holdings.

23646-12

NOW OPEN!

4700 Kenilworth Ave
Hyattsville, MD 20781
301-864-5560 (same number!)
tsomerville.com/SomervilleSpecialties

The NEW Somerville Specialties (formerly the Noland building)
Your Source for Boiler and Burner Controls & Parts and Plumbing too!



We look forward to serving you in our new place!

Metropolitan Washington Association of Plumbing-Heating-Cooling Contractors

President

Bill Royston, All-Pro Services, Inc.
301-808-6800
allproserv@rcn.com

1st Vice President

Charlie Perkins, Beltsville Htg & AC
301-937-6700
cperkbhac@hotmail.com

2nd Vice President

Al Luke, Jiffy Plumbing & Heating,
301-277-9111
alluke9111@gmail.com

Secretary

Buck Hudson, CW Plumbing & Htg
301-261-4184
hudplumb@aol.com

Treasurer

Mark Crooks, John C. Flood, Inc.
202-546-5500

Sergeant at Arms

John Barry, J.E. Barry Plg & Htg
301-583-0081

Past President

Buckey Davis, John C. Flood, Inc.
202-288-6300

MWPHCC Auxiliary

Marcia Shapiro, President
301-475-6760

Executive Director

Susan Northcutt
301-879-2912
susan@northsecure.com

Board of Directors

| | |
|---------------|--------------|
| Ray Handy | 240-433-1300 |
| Steve Heidler | 410-268-7191 |
| Glenn King | 301-982-5373 |
| RC Scott | 410-315-8558 |
| Otto Seidel | 202-397-7000 |
| David Shapiro | 301-475-6760 |
| Dave Warner | 301-567-2001 |
| Fred Werth | 301-864-1117 |
| Carl Anderson | 240-264-3600 |
| GG Davis | 202-624-6367 |
| Jonathan Lang | 301-772-1700 |
| John Jacobs | 301-580-2227 |
| Gary Markle | 202-421-6195 |
| Dick Rhodes | 443-561-1692 |

To Contact PHCC - NA: 1-800-533-7694
or on the web at
www.phccweb.org

We're on the web! Visit us at www.mwphcc.org or at www.facebook.com/MWPHCC

Dedicated to the promotion, advancement, education and training of the industry, for the protection of our environment and the health, safety and comfort of society.

PHCC Mission

MWPHCC
1322 Gresham Road
Silver Spring, MD 20904-1436