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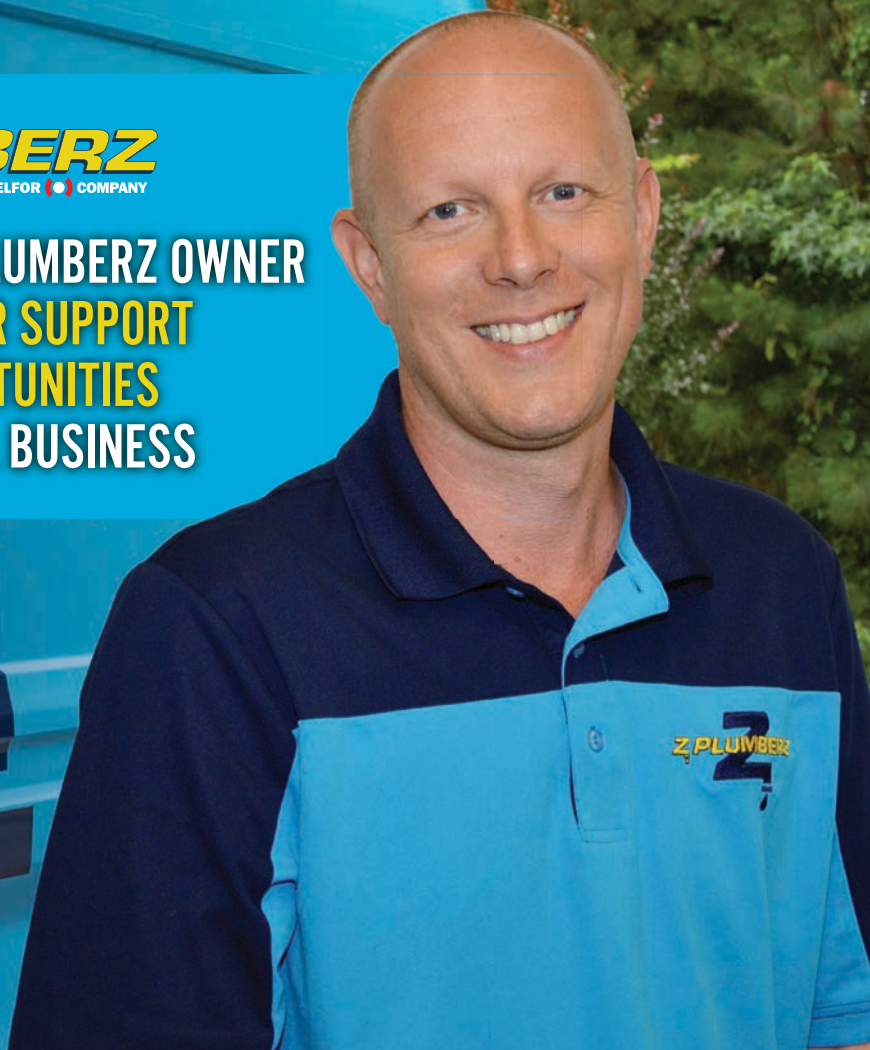
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A third-generation plumber and drain cleaner continues a family tradition of quality work **Page 14**

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## Game-Changing Mini Vac

Portable vacuum machine helps employees work smarter and avoid injury.

- By Ken Wysocky



## On the Cover

Valu-Rooter co-owners, from left, Jonathan Halstead, Russell Halstead and Josh Halstead stand in front of their trailer at the home office in Elyria, Ohio. The company offers services such as drain cleaning, sewer line repair and replacement, jetting and a complete array of plumbing services throughout north-central Ohio. (Photography by Amy Voigt)

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# Plumber

Exclusively serving plumbing contractors and franchisees

Published monthly by COLE Publishing, Inc.  
P.O. Box 220, Three Lakes, WI 54562

Call toll-free 800-257-7222  
Mon.- Fri., 7:30 a.m.-5 p.m. CST

Website: [www.plumbermag.com](http://www.plumbermag.com)  
Email: [info@plumbermag.com](mailto:info@plumbermag.com) | Fax: 715-350-8456

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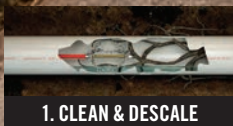




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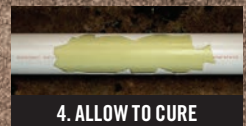
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Cory Dellenbach

## Learning from the Pros

Devoting time to train and get better will provide long-term benefits for your plumbing company

**M**

ajor League Baseball teams are wrapping up their regular seasons and preparing for the postseason, while the National Football League is about a month into its regular season.

Every team on the field or ball diamond put in the hard work, training and dedication to get them the start of the season to where they are now. For MLB teams, it's been a long season, but now is the time when it all counts and many of those athletes will perform their best.

NFL players spent weeks in training camp, followed by three preseason games to see who could make the cut to the final roster. Now those players are fighting to keep their spots on the rosters.

It's kind of like finding employees for your team and getting them ready to do their best for your plumbing company, isn't it? Well, without the weightlifting, up-down drills and multimillion dollar salaries.

You want your team to be the best out there in the area that you serve, but in order to get to that, it takes time practicing, it takes time working with the veterans, and it takes time learning the handbook.

### PUTTING IN THE TIME

Getting to a top level in any sport — or a profession like plumbing — takes time. You can't expect to know the answer to every problem a customer may have right away. Even the seasoned veterans in the industry still encounter firsts at job sites.

In order to better yourself — and your team — you need to devote yourself to learning the trade and developing new skills.

Don't be afraid to ask questions. Someone else on your team may know how to solve an issue or could give you fresh ideas of how to tackle it. Another way to put in the time to make yourself better is by attending trade shows and conferences where training is offered.

Every state has some sort of local plumbing group that offers training sessions throughout the year. Take advantage of these and learn as much as you can.

### BECOME A TEACHER

If you are a master plumber or the owner of a company, you should be the one doing the teaching to the rest of your staff. This will not only help them advance in skill level, but also ensure that your team is being trained the way you want them to for your company.

If you don't feel like you are qualified enough to help guide fellow plumbers, then you should be the one looking at other training opportunities for them. Contact the manufacturers that you work with and see if they offer hands-on training for your team. Many will because you use their equipment.


### BECOMING A CHAMPION

As you and your team continue to learn and devote the time to get better you'll find that word-of-mouth from satisfied customers will help your company grow to championship caliber. It's that type of reputation that will benefit your plumbing business for years to come.

That's what Josh Halstead's family has done the last three generations — trained its plumbing staff at Valurooter in North Central Ohio to get better for its customers. You can read what they've done over the decades in this issue.

### ARE YOU READY?

Are you ready to put in the time and become a champion? What have you done to help yourself or your team get to that caliber? Let me know by emailing me at [editor@plumbermag.com](mailto:editor@plumbermag.com) or call me at 715-350-8436.

Enjoy this issue! 



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## CHARITY

### Plumbing Company Pays It Forward For the Ninth Time

Every year we check in with the team at T 'N G Plumbing in Dexter, Minnesota, to see what they accomplished with their annual Pay It Forward project, a home renovation for a person in need undertaken by the company accompanied by a slew of volunteers. The 2022 project was the largest to date with \$106,000 worth of work put into the home of a family of seven. [plumbermag.com/featured](https://plumbermag.com/featured)

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— *Taking On Your First Project Management Job*

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## INDUSTRY TRENDS

### Should You Get Into Vacuum Excavation?

Excavation work may not be an everyday occurrence for many plumbers and drain cleaners, but when it is required on a job, it can be a time-intensive and costly pain. Vacuum excavation is a good remedy to those pains, and the technology in recent years has become increasingly more accessible to contractors of all types with more compact and affordable options like trailer units. Master plumber and YouTuber Roger Wakefield talks more about it in this video.

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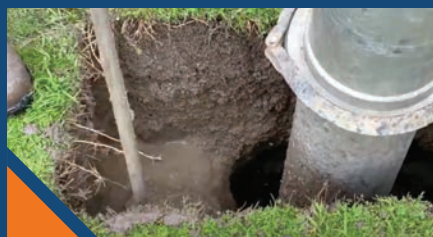


## START 'EM YOUNG

### Tools & Tiaras Educates Girls About Trades Careers

Judaline Cassidy, a New York City plumber, is working hard to educate young girls about the opportunities available in the trades through a program she founded in 2017 called Tools & Tiaras. Learn more about it in this video of a recent interview Cassidy did with PIX11 News.

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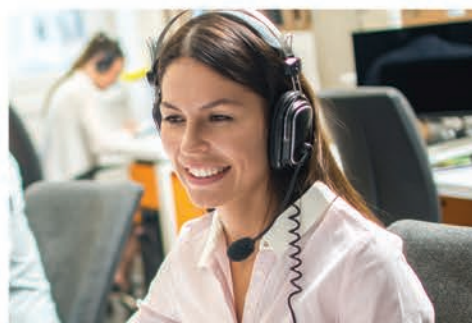
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**"Honestly, their support is the most valuable resource for us... I'm not just saying that. NuFlow is always there to help us."**

Lindsey highly recommends adding pipe lining with NuFlow Technologies to your list of services.

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**Lindsey and Christian Rushing,**  
Peerless Plumbing, Phoenix, AZ

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# Carrying on **THE LEGACY**

A third-generation plumber and drain cleaner continues a family tradition of quality work

By Giles Lambertson | Photography by Amy Voigt







## Valu-Rooter “The Personal Plumber,” Elyria, Ohio

**OWNER**

Russell Halstead

**YEARS IN BUSINESS**

24

**EMPLOYEES**

13

**SERVICES**

Drain cleaning, sewer line repair and replacement, sewer and drainline camera inspection, jetting, complete array of plumbing services including water heater and gas line installation, repair and replacement

**SERVICE AREA**

North-central Ohio



**T**he Halstead name has long been associated with superior drain cleaning and plumbing in Cleveland, Ohio. Now a third generation is well along the family’s career path. Josh Halstead has a master plumber’s license on his wall and is increasing management responsibility for the family company, whose service area now ranges across a hundred miles.

It all began with his grandfather, Robert Halstead, who emigrated from West Virginia to Ohio in 1962. He first worked at a manufacturing facility in Brook Park and then at a plant in Avon. In 1971, he joined the workforce at the Lorain Ford Motor assembly plant, which closed in 2005 after 48 years of production.

More significantly, while working at the Ford plant, he and his brother started a sewer cleaning company on the side. When Robert Halstead had the chance in 1973 to buy the Roto-Rooter franchise for Lorain County, he fully committed to the cleaning industry, leaving Ford behind and operating the franchise for the next 30 years.

Josh Halstead says his grandfather’s long involvement in the cleaning industry helped create today’s competitive drain cleaning industry in the area. “Grandfather trained up a lot of people around here in drain cleaning, people who went on to start their own gig,” Halstead says. “I’ll talk to my dad about some company, and he’ll say, ‘Yes, they used to work for your grandfather back in so and so.’ That happens quite a bit.”

Halstead’s father, Russell, also worked at the family Roto-Rooter business before launching a plumbing and drain cleaning company of his own in 1997, The Personal Plumber. He renamed his company Valu-Rooter in 2006, retaining “The Personal Plumber” as a company trademark.

◀ Valu-Rooter staff, from left, Dave Burner; Ron March; Jason Sams; co-owners Jonathan Halstead, Russell Halstead and Josh Halstead; Eric Nicolai; Ryan Swiney; and Moises Torresstand in front of a trailer at the home office in Elyria, Ohio.



◀ Valu-Rooter employee Eric Nicolai uses a RIDGID SeeSnake Compact2 System with a CS6x VERSA Digital Monitor to scope a line in a middle school in Grafton, Ohio.

In November, a full 24 years after being launched and then renamed, Valu-Rooter is going strong and answering service calls across north-central Ohio. Company vans are in and out of Cleveland proper as well as serving a swath of suburbs along the south side of Lake Erie from Painesville on the east all the way to Sandusky on the west and as far south as Akron.

At age 15, Halstead officially began working at the family business, drawing a part-time paycheck. Ten years later, while his father still comes to the office in Elyria “to make sure everything is running smoothly,” Halstead serves as field supervisor.

### READY TO SERVE

Valu-Rooter is principally a provider of residential services, which partly is a reflection of the changing face of Cleveland itself. Once a center of heavy manufacturing — steel, auto production and shipbuilding — the city and its suburbs survived relocation of some of those mainstay industries to other states and the resulting Rust Belt that followed. Today, biomedical, polymer, electronics and engineering are the major industries, with employees scattered among the various suburbs.

Continued ▶

## A Rewarding Career

Finding and retaining employees is the biggest challenge facing U.S. trades. Josh Halstead has no secret formula for resolving the dilemma. But the field supervisor of Valu-Rooter, a plumbing and drain cleaning company in Elyria, Ohio, knows this much: A company can't fix it alone.

Valu-Rooter is 24 years old and no one aside from company founder Russell Halstead has exceedingly long tenure. Two current employees did leave and then return, which surely says something good about the company.

Two other technicians joined the firm recently enough that they are still in training. Becoming fully trained might take a little longer at Valu-Rooter than at some firms because the techs are all cross-trained for plumbing, drain cleaning, operating a mini-excavator, installing a new water heater, working on natural gas lines and so on. There's lots to learn.

It's the long-term hiring and retention of employees that concerns Josh Halstead. “Right now, it's hard to find anybody to work here. We've been trying to get more tech trainees, but it's hard.”

The company is nonunion and he tells of a “union guy who came up to me and wanted me to jump over to

his company. Well, I didn't, and I'm not going to turn away a qualified person who's looking to work here, but if everyone does that, it's not helping.”

Halstead recites statistics that tell the story: In Ohio, for every two plumbers or drain cleaners who retire, only one is coming into the industry. That's not a sustainable formula if the trade is to meet the needs of customers in future years.

Instead of new blood entering the trade, Halstead says, experienced hands are moving from place to place within it. “Everyone is trying to talk to my tech or plumber or somebody's else's tech or plumber and persuade him to come to work for them. That's not helping. We are only redistributing the help.”

He knows of one Cleveland-area plumbing house that is working with a local high school to encourage teens to enter the trade. He says he's thinking about reaching out to local vocational schools to develop a similar pipeline for young men and women.

“We need to come together as an industry and try hard to persuade the upcoming generation that working in a trade is a great option for them. It is not just a job. It can be a very rewarding career.”



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▼ Valu-Rooter co-owner Josh Halstead uses a RIDGID SeeSnake CS10 to scope catch basin lines on a commercial property in Elyria, Ohio.



“It’s so cool that we can grind back cast iron pipe to its regular dimension, saving a customer from having to tear up a drain in his basement.”

*Josh Halstead*

Consequently, some 70-80% of the company’s business is on residential properties, with perhaps 5% of calls taking techs to industrial settings, the rest being commercial. “Typically, a service call is the clearing of a line at a home along with ‘There’s also a drip under my sink’ kinds of things.”

Being able to respond to a variety of tasks on a single service call means the company’s eight service vans each carry gear for most routine fixes. RIDGID or MyTana camera systems are there so a technician can visually verify a clogged line problem and its resolution. Traditional cable machines in the trucks are from Duracable, the Des Moines, Iowa, manufacturer.

The latest addition to the company’s toolbox is a RIDGID FlexShaft drain machine. “Most of the time drain cleaning is done using the traditional cable, but the FlexShaft is growing in popularity,” Halstead says. “Every time I show customers that machine, they quickly see how great it is and they’re sold on using it.”

He says he especially enjoys using the RIDGID tool in descaling work. “It’s so cool that we can grind back cast iron pipe to its regular dimension, saving a customer from having to tear up a drain in his basement.”

Cast iron is a common pipe material encountered by drain cleaners in northern Ohio. “Cleveland is an old city,” Halstead says, “though it depends on where you go. Some of the suburbs are building a lot of new housing,

but we still find clay tile. We still go to places that have original cast iron lines from a hundred years ago.”

Valu-Rooter techs have four jetters they can call on to clear a line. Three are Harben single-axle units with 300-gallon tanks and 18 gpm flow at 4,000 psi. A smaller Cam Spray jetter produces 2,800 psi. The ideal pipe diameter to jet is 10 inches, Halstead says, though the larger jetters are rated for 12-inch pipe and occasionally are called upon to clear mud from a storm culvert.

## PICKING UP STEAM

If digging is required, the company has a trio of Kubota mini-excavators it can haul to a site. A 28 hp KX91 was acquired about 10 years ago. A 42 hp KX121 was added to the equipment yard eight years ago. A narrower 10 hp model K008 was procured more recently to give techs easier entry into fenced backyards.

The company does all kinds of pipeline excavations, Halstead says. “If water is running through it, we deal with it.” That means techs roll out of the equipment yard two or three times a week with an excavator in tow. The other heavy piece of equipment in regular use is a Kubota 65 skid-steer, which mostly is used to load small-diameter stone into dump trucks.

Continued ►



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◀ Valu-Rooter employees, from left, Moises Torres, Dave Burner and Eric Nicolai discuss a problem in one of the commodes in a middle school.

▼ Jason Sams, with Valu-Rooter restocks the shelves in the supplies area at the home office.



“I love those projects because it can be tricky to ensure the plumbing is brought up to code. I like the challenge, though. That’s how you get better.”

**Josh Halstead**

“Excavation work has been picking up, actually,” Halstead says, citing recent rains. “In Lorain, sanitary sewer lines tie in with the storm sewer, so when it rains, sewers clog and sewage backs up into basements. When it rains, we’re busy in northern Ohio.”

The company’s main office is on state Route 254 in the county seat town of Elyria, west of Cleveland, with two satellite offices to the east — one in Medina and the other in Willoughby Hills. The latter two locations are mostly warehouse and staging areas for technicians working those parts of the service area, thereby shortening supply lines and response times.

Halstead lives in the Sandusky area farther west along the Lake Erie shore. When service calls are scheduled, he is apt to end up calling on customers between the home office and his home. The busiest service area is in Cleveland and communities on its west side.

The company is a Rheem-certified and Moen-certified dealer and a full-service plumber, but the biggest single component of Valu-Rooter’s business remains drain cleaning. As was the case in other parts of the country, clogged pipes became an even bigger problem for homeowners with the onset of COVID-19. “During the pandemic, cleaning pipes picked up quite a bit,” Halstead says. “People were staying home and using the facilities more. Some of them learned that this or that didn’t go down the drain like they thought it did.”

## EYE ON THE FUTURE

Halstead wears a variety of hats. Besides periodic service calls on the way home to Sandusky, he supervises other techs, repairs equipment, estimates jobs and calls on his master plumber experience to handle the larger and more difficult plumbing jobs. “Basically, I do whatever is needed.”



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He also is the point man on large remodeling projects or the renovation of a house that has suffered fire damage. "I love those projects because it can be tricky to ensure the plumbing is brought up to code. I like the challenge, though. That's how you get better. You don't grow by being comfortable, so I welcome getting out of my comfort zone."


As next in line to head the family business, Halstead also has his eye on the future. He is actively interested in having the company offer trenchless repairs, he says, probably starting with pipe patching, then getting into relining or coating. "I've been reading up on it, but before we make a decision we need to talk to vendors." He had planned to thoroughly explore trenchless technology at the 2021 WWETT show in Indianapolis in February, but it was canceled.

For now, the company is concentrating on expanding its service presence in the Cleveland area, with additional trucks. Halstead has his eyes

on Columbus as a future satellite location for Valu-Rooter, but there's no timetable for such southward expansion. "We have to get a little bigger in Cleveland first."

Besides the company's eye-catching bright yellow-and-black service vans promoting "The Personal Plumber," marketing of Valu-Rooter is primarily by word of mouth. He runs a few newspaper ads and Google reviews are welcomed, but the company's business base remains referrals and repeat customers.

Halstead attributes such loyalty to the company's belief in customer care. "We strive to take care of our customers. We're not worried about upselling. My dad believes in customer care and our technicians all believe in it. Consequently, our customers trust us, and we get repeat business and referrals."

It's a simple formula, but it works. "I believe in treating customers like you want to be treated, so I recommend to a customer what I would do at my house. You go from there." 

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## Game-Changing Mini Vac

Portable vacuum machine helps employees work smarter and avoid injury

*By Ken Wysocky*

**W**hen Terrance Whitehead, president of Triple J Plumbing, first heard about the Roll-n-Vac industrial-strength, wet-and-dry vacuum machine from Truebrite, he sensed it had game-changing potential.

As it turned out, his instincts were correct. The small but powerful machine serves as a mini vacuum truck that increases productivity, reduces on-the-job injuries and boosts profitability, he says.

“For a small investment, you get a taste for the benefits of vacuuming up materials,” Whitehead says. “It’s a really innovative and ingenious machine.”

Simplicity is the machine’s calling card. It’s essentially just a powerful, industrial-grade electric motor built into a plastic cowling that fits on top of a standard, 6-cubic-foot, construction-grade steel wheelbarrow.

The combination of power and portability makes the Roll-n-Vac a versatile machine. The motor generates 110 cfm of vacuum power; Truebrite tests show it can vacuum 200 pounds of sand in three minutes.

### DIFFERENT APPLICATIONS

Triple J uses its two machines for everything from removing mud to quickly revealing curb valves to vacuuming sand, pea gravel and other media from trenches to expose pipes that need repair. Moreover, it’s then easy and convenient to move the vacuumed materials because they’re deposited right into a wheelbarrow, Whitehead says.

“We can run it off a small generator and vacuum up the mud around the valve stem (of a curb box), then take it off the wheelbarrow and put it back on a pickup truck,” he says. “We’ve tried to use a shop vac to do this, but they’re just not designed for that kind of job.”

Based in New Castle, Indiana, about 45 miles east of Indianapolis, Triple J primarily does commercial plumbing along with some residential work. About half of the work is service and repair and the other half is new-construction



▲ Triple J Plumbing technicians Brad Lowhorn (foreground) and Clayton Mader use Roll-n-Vac portable vacuum machines to suck up sand and spoils from a trench as they prepare to replace a 90-foot sewer lateral in a commercial building. (Photo courtesy of Triple J Plumbing)

plumbing, Whitehead says.

The company employs 20 people and runs more than a dozen service vehicles, including a Ram ProMaster 3500 van outfitted with a Spartan Ultimate Urban Warrior water jetter (4,000 psi at 21 gpm); Chevrolet 2500 service vans; a Ford Transit van; and RAM 3500 and 2500 pickup trucks outfitted with Knapheide utility bodies.

### IMPROVING PRODUCTIVITY

The machine proved its mettle on a recent pipe replacement project.





## New Castle, IN

**COMPANY** Triple J Plumbing LLC,  
New Castle, Indiana

**PRODUCT** Roll-n-Vac portable vacuum  
machine from Truebite

**FUNCTION** Vacuuming materials like small  
gravel, sand, water and slurry

**FEATURES** Industrial-grade electric motor;  
vacuum power 110 cfm; wet  
and dry vacuuming capability;  
HDPE cowl; automatic float-  
valve shut-off; reverse-blowing  
capability; includes 30 feet of  
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**COST** \$1,824 (wheelbarrow not included)

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**ROLL-N-VAC  
WEBSITE** [www.roll-n-vac.com](http://www.roll-n-vac.com)

“We were at an apartment complex where we replaced about 120 feet of 4-inch-diameter cast iron pipe that was about 50 years old and deteriorating badly,” Whitehead says. “But the pipe was under a concrete slab in a bed of pea gravel, so we had cut out a trench in the slab to get at the pipe.”

At that point, company employees would usually remove the pea gravel with shovels, a very labor-intensive and time-consuming process. For starters, unless the trench is cut very wide, which creates more work for employees and adds cost for customers, it’s hard to get a good angle to remove the gravel.

“Second, that pea gravel is always pouring back in while you’re digging,” Whitehead says. “But now we just roll the Roll-n-Vac up to the trench and it does the job. On a very small scale, it’s like having a vacuum truck without spending hundreds of thousands of dollars.”

On some jobs, the Roll-n-Vac even enables work crews to cut narrower trenches because workers don’t need the extra room to maneuver with shovels, which saves time and labor.

Furthermore, using the Roll-n-Vac significantly reduces the odds of employee injuries like back strains, which are common with the torqueing and twisting that occurs when employees shovel out heavy materials like dirt and gravel, he says.

“You’re basically eliminating some manual labor. Digging can be really hard on your back, especially when access (to trenches) is tight. You just stick the hose in the excavation and start vacuuming.”

### WHEELBARROW REQUIREMENTS

The Roll-n-Vac retails for \$1,824. Features include a float-valve automatic shut-off device, reverse-blowing capability and two 2-inch-diameter hoses, one 10 feet long and the other 20 feet long.

However, the machine doesn’t come with a wheelbarrow, which raises one important caveat: Users must buy a construction-grade steel wheelbarrow. (The least expensive wheelbarrow Truebite recommends is the Jackson 6-cubic-foot model made from industrial-grade steel; it sells for about \$130 to \$140 at big-box home-improvement centers like Home Depot and Lowes.)

“For a small investment, you get a taste for the benefits of vacuuming up materials. It’s a really innovative and ingenious machine.”

**Terrance Whitehead**


“If you don’t buy the right kind of wheelbarrow, the motor is powerful enough to collapse the wheelbarrow like a tin can,” Whitehead says.

The machine is easy to use. The plastic cowl, which includes a rubber gasket along the bottom rim, easily fits over the top of a wheelbarrow, no clamps required. Then just insert the hose, plug the machine into a standard 110-volt electrical outlet and go to work, he says.

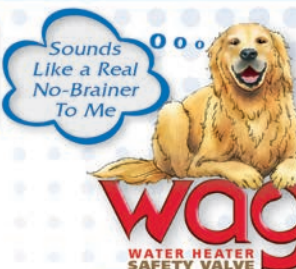
### NEW USES

Whitehead says the company also has used the Roll-n-Vac, originally designed for the pool-cleaning industry, to suck water out of sewer lines and even oil-water separators to make camera inspections easier.

“We’re constantly finding new ways to use it,” he says. “The guys really like them. They improve productivity, make labor less intensive and decrease the chances of our guys damaging lines with shovels.

“They’ve been such a great investment that we’ll probably buy more,” he continues. “I think they’ll sell like hot cakes when people see what they’re capable of doing.” 

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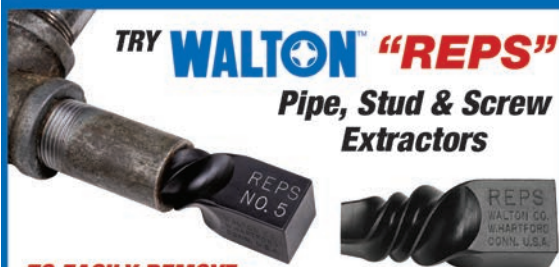
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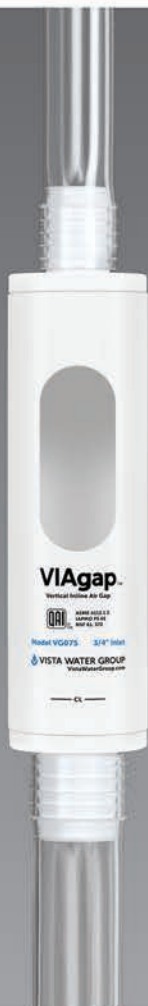
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Kate Zabriskie

# 7 Tips for Keeping Employees Engaged

It takes deliberate effort to keep even the best team committed and enthusiastic

By Kate Zabriskie

*"They're here, but they're not here. My staff isn't committed, and it's obvious to me and to our customers. We're in trouble."*

*"To say that initiative is lacking is an understatement. My staff doesn't think beyond the basics. If they hit a wall, they stop. The idea of looking for a window never crosses their minds."*

*"Maybe it's them. Maybe it's me. Our team just goes through the motions. I wish there were a magic formula to get people focused and motivated."*

While there isn't an instant solution for increasing enthusiasm, focus and initiative, there are steps any leader can take to orchestrate success.

## Step 1: Communicate the direction

It's hard for people to reach a destination if they don't know what it is. Whether you call it mission, purpose or something else, employees need to have a solid understanding of the organization's why, the team's why, and their why. Leaders who promote engagement regularly connect day-to-day tasks and expectations with the bigger picture.

Work on creating clear lines of sight, and lay out goals and expectations for your team.

Great leaders know when to step in  
and when to stand back and  
let others own their work.

## Step 2: Delegate responsibility and authority

Once people know the direction, good leaders give them responsibility and the tools they need to execute the plan. Will everything be done exactly as the leader would do it if he or she were to take on the task? Doubtful. However,

great leaders know when to step in and when to stand back and let others own their work.

## Step 3: Recognize good work and the importance of others

No matter their role or level in an organization, people like to be appreciated and recognized. Whether someone is a vice president or a temporary worker, leaders who engage their teams communicate the idea that everyone has an important role. Take the time to articulate how others contribute. "Eric, you are the first person to have contact with our customers. When people call us for service, you are the person who sets the tone. Thank you for always being professional. You're nailing it."

## Step 4: Support stumbles

Slips, trips and mistakes will happen when people try to solve problems, and leaders who engage their teams to the full capacity have the good sense to support the stumbles employees will inevitably encounter. In other words, it's about having the maturity to get beyond blame and focus on what to do differently in the future.

Do you assume the best? Do you steer clear of throwing others under the bus? Do you treat errors as learning opportunities? If not, you've got some room to improve. "Eric, that job did not go as you had hoped, but we can learn from the experience. In hindsight, what could have been done differently?"

## Step 5: Instill a sense of calm and certainty

Without a clear course, employees spend a lot of time worrying and focusing on what-ifs that may never happen. But with a sense of certainty, people's shock absorbers function at maximum capacity. A leader with a plan reduces fear, uncertainty and stress.

The plan can be short term and it can change, as long as it's there and communicated. Do you do all you should do to keep people in the loop?

Continued ►



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## Step 6: Promote a level playing field

Fairness trumps favoritism every time, and people will stick with a leader through some horrible circumstances when that person is a straight shooter and doesn't favor some over others. Stay mindful of what's fair, and think about how your team will perceive your actions.

## Step 7: Address problems

Engaged teams eschew mediocrity, and the people at the top have high standards for everyone. When problems occur, leaders who engage confront them head on. If you have conversations you've put off, now is the time to reset and communicate what's expected.

Leaders who engage don't do so by accident or without work. If you want to jumpstart or refocus your team, start with these seven steps. With some deliberate effort on your part, you should start seeing results. 

-----  
*Kate Zabriskie is the president of Business Training Works, a Maryland-based talent development firm. She and her team provide on-site, virtual and online soft-skills training courses and workshops to clients in the United States and internationally. For more information, visit [www.businesstrainingworks.com](http://www.businesstrainingworks.com).*

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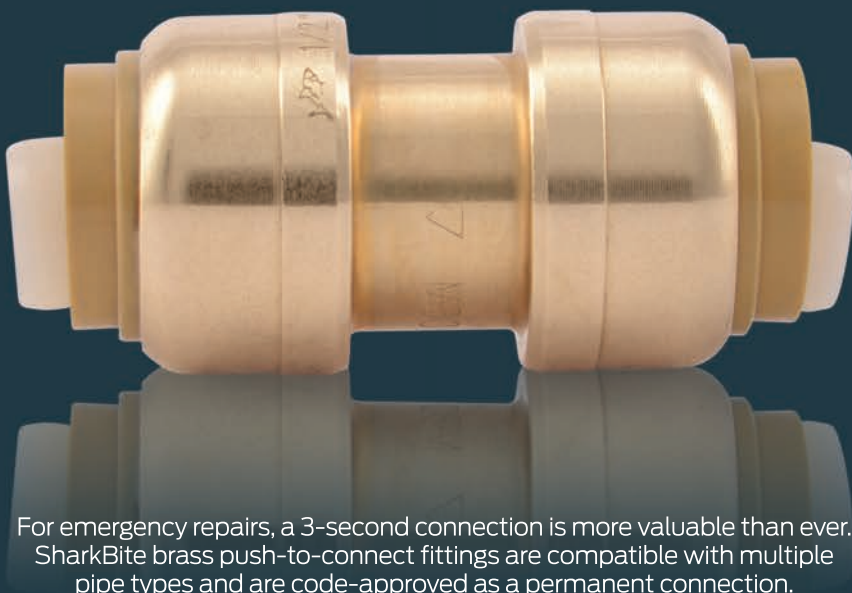
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Using this tool can be a big game changer for your plumbing company's revenue goals

By Randy Lorge

I'm about to throw you a pitch that will most certainly be a "game changer" in your plumbing and plumbing-design career. However, before I do that, let me use a few baseball analogies that best describe this new pitch and where it came from.

First, I'll introduce you to the gentleman who originally invented it, or who I'll call the coach. Then, we'll take a brief look at the pitching staff, or the researchers, that advanced it. Finally, I'll give you the pitch or the water demand calculator and show you that, when thrown correctly, how it will give you a win of your own!

### THE COACH

I will be the first person to tell you that I have not spent even 1/100 of the amount of time I would need to be a true biographer for Dr. Roy Hunter, but what I will tell you is when it comes to plumbing, he's a legend.

Merriam-Webster defines a coach as "one who instructs or trains." In a roundabout way, Dr. Hunter did exactly that for the plumbing industry. In 1940, he issued "Methods of Estimating Loads in Plumbing Systems" for the National Bureau of Standards. Within that "playbook," Dr. Hunter showed the plumbing industry his "curve" which became known as, yep you guessed it, "Hunter's Curve."

Dr. Hunter considered a plumbing fixture's water flow, duration of flow and the probability that it would be in use. Dr. Hunter created curves for banks of fixtures such as toilets and their GPM flow and did the same for lavatories. Because

each fixture had a different flow rate, Dr. Hunter converted them into a common value, which we call fixture units, and then placed those fixture units into his curve.

### THE PITCHING STAFF

Google tells me that the game of baseball was developed somewhere around 1839. I think we can all agree that the game has certainly changed a bit in the past 180 plus years. In fact, if Google is correct, so have the pitches.

We progressed from fastballs, to breaking balls and curveballs to changeups. Then sprinkle in the variations of each category of pitches and the arsenal continues to grow. Likewise, when Dr. Hunter developed his "curve," it was inevitable that it would evolve as the innings (or the years) passed.

His curve underwent modifications by various players. However, it wasn't until around 1996 that Dr. Hunter's curve was sent down to the minors for some severe rehabilitation. The staff that took on the job of getting Dr. Hunter's curve back up to major league form, was ruthless. This group was looking to make his curve the best it ever was.

They studied thousands of variables (single-family homes) to attain important data (water use measurements) and they were relentless. They filled the chalkboard with formulas and values including n (number of fixtures in the dwelling), p (probability that a fixture is in use during the peak period) and q (flow rate at a busy fixture). They still weren't done though. They scoured the list of other coaches who had worked on Hunter's Curve and came across the work done by one named Robert Wistort.

Taking Wistort's work into consideration, they pushed forward to make sure that when their pitch was ready, it would be the game changer the league was desperately in need of. So, while it may have been the longest stint ever in the minors, in 2018, or about 22 years later, an updated version of

In a world where winning is everything, I can't imagine why you wouldn't want to take advantage of this pitch (WOC) to strike out the batter (your competition), in the next game of bidding for a project.

Continued ▶



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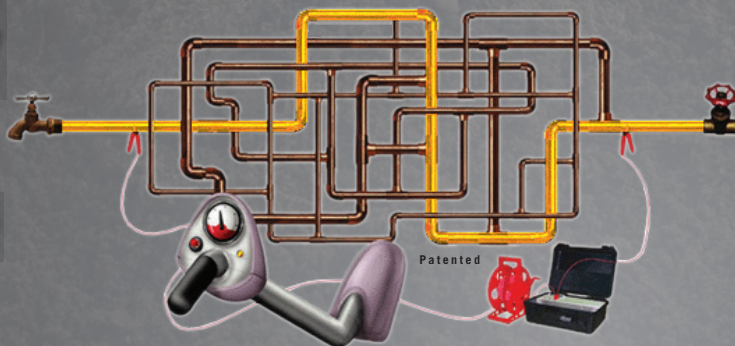


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Hunter's Curve came back to the major league of plumbing and was available for all to use in the playbook known as the 2018 Uniform Plumbing Code.

The revised pitch was deemed, The water demand calculator. You can read more about the development of it for yourself here: [www.iapmo.org/media/3857/peak-water-demand-study-executive-summary.pdf](http://www.iapmo.org/media/3857/peak-water-demand-study-executive-summary.pdf)

## THE PITCH

With the new pitch — or the WDC — ready to use, it was only a matter of time before the players, or the plumbing industry, started learning how to throw it into their pipe sizing calculations.

The WDC took what Dr. Hunter started and put a pitch in the industry's hand, which would go on to strike down the number of gallons per minute of flow in a water distribution system for one- and two-family homes. By striking down the gpm, the next batter up that went 0-3 was pipe sizes. In other words, when the gpm fell to the WDC, so did pipe sizes. They got smaller.

The next power hitter that stepped up to the plate was pricing. This is one of the most feared hitters in the industry! However, he never saw the ball cross the plate because when gpm fell, and then pipe sizes went down swinging, price was due to strike out as well! I think it's also fair to say that the true winner

in this game is water. Smaller pipe sizes lead to less water in the pipes for less time. Less time for water in the pipes goes on to promote a safer piping system that is less likely to form bacteria in it!

In a world where winning is everything, I can't imagine why you wouldn't want to take advantage of this pitch to strike out the batter (your competition), in the next game of bidding for a project.

Not only will it give you the opportunity to win, but this pitch, aka the water demand calculator, will be a "game changer" for your team! **PI**

*Randy Lorge is a third-generation plumber and the director of workforce training and development for the International Association of Plumbing and Mechanical Officials. Lorge is also a member of the planning team for the International Water, Sanitation and Hygiene Foundation. This 501(c) (3) foundation has completed water and sanitation projects for those less fortunate in India, South Africa, Indonesia and, more recently, the United States. He enjoys time with his family and spending as much time as possible in his deer stand. To contact Lorge, email [editor@plumbermag.com](mailto:editor@plumbermag.com).*

For more information and a free download of the water demand calculator, go to [www.iapmo.org/water-demand-calculator/](http://www.iapmo.org/water-demand-calculator/). Also, if you're looking for training on the WDC, visit [www.iapmolearn.org/topclass/topclass.do?login](http://www.iapmolearn.org/topclass/topclass.do?login)



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By Craig Mandli

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The Xpert Alert Wi-Fi indoor alarm system from SJE Rhombus can help protect a structure from costly damage due to flooding, pump failure or freezing pipes. The system monitors and reports residential alarm conditions by notifying locally (audible and visual alarms) and remotely via SMS text messages and/or emails. It uses an existing Wi-Fi or Ethernet network to send messages. The design incorporates an LED alarm light ring that illuminates red for alarm 1 and amber for alarm 2. The red low-temperature indicator activates at 40 degrees F to alert for potential freezing conditions, but it can be deactivated for cold climates. It is CSA certified. 888-342-5753; [www.sjerrhombus.com](http://www.sjerrhombus.com)



## Fixtures

### Arrowhead Brass lead-free sillcocks



Lead-free sillcocks from Arrowhead Brass are equipped with an integral vacuum breaker

(ASSE 1011) and available in 1/2- and 3/4-inch and FIP and copper sweat. They feature full solid brass construction, and are available in a nickel- or chrome-plated finish. Each is equipped with a durable green handle that won't crack or fade in the elements. A loose key comes with each unit for safety. Nickel-plated brass sillcock boxes are also available in wall depths of 4 3/8 or 8 1/4 by 6 5/8 inches. 800-332-4267; [www.arrowheadbrass.com](http://www.arrowheadbrass.com)

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## Fittings

### Supply Smart Brass PEX Fittings

Supply Smart offers a variety of Brass PEX Fittings in a choice of brands and sizes. Whether you're a Crimp PEX or Expansion PEX plumber, you are covered. The fittings provide strong connections that are anti-corrosive, resulting in long-lasting, quality work. With the ability to withstand extreme temperatures, they are a popular choice among plumbers. 860-631-7793; [www.supplysmart.com](http://www.supplysmart.com)







## Niagara Industries Barron Toilet

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## PRIER Products P-156 Exposed Pipe Angle Sill Faucet

The **P-156 Exposed Pipe Angle Sill Faucet** from **PRIER Products** has an inlet option on both the top and bottom of the faucet, easily connecting pipe that is exposed from the wall. It is simple to install and easy to maintain with an integral stop that allows for shut-off without turning off the water supply. A brass plug is included for easy close-off and a drain down system. It comes with ASSE 1011 and ASSE 1052 certification options, as well as a loose key or handle operation. Made with high-quality, durable brass, it is finished with a satin nickel plating that maintains a smooth and sturdy finish over time. It is suitable for parking garages, warehouses, fire stations, airplane hangars, greenhouses, basements, boat docks and anywhere else there is an exposed pipe. **800-362-9500; [www.prier.com](http://www.prier.com)**



## Vista Water Group VersaCheck Dual Check Backflow Preventer

**VersaCheck Dual Check Backflow Preventers** for beverage-dispensing equipment from **Vista Water Group** provide certified backflow protection from carbon dioxide gas and carbonated water. They are ASSE 1024 and ASSE 1032 certified for food service applications including post-mix carbonated beverage dispensers and dispensing equipment for coffee, tea and other beverages. Available in both PVC and hardcoat-anodized aluminum, all backflow preventers are 100% lead-free and extremely durable, lighter than stainless steel and



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## Hand Tools

### CHANNELLOCK SpeedGrip Tongue & Groove Pliers

**CHANNELLOCK SpeedGrip Tongue & Groove Pliers** combine the same strength and durability of the company's original Tongue & Groove Pliers with a new push button that quickly locks into place for fast and easy adjustments. The laser heat-treated, cross-hatched teeth are made to stabilize, tighten and loosen pipes and nuts, while the **CHANNELLOCK BLUE** nonslip grips provide ultimate control and comfort on the job. They are forged from 100% U.S. steel. **800-724-3018; [www.channellock.com](http://www.channellock.com)**



### Crescent Tools 24-inch Cast Iron Pipe Wrench

The **Crescent Tools 24-inch Cast Iron Pipe Wrench** is ideal for plumbing applications. It is equipped with a 90-degree offset jaw opening for improved access in narrow work environments. The K9 Jaw Technology enables teeth to bite in an arc of 30 degrees while providing a secure hold. In addition, a two-start adjustment thread pitch allows the user to adjust the wrench twice as fast, with one hand. The handle shape has been optimized for power, comfort and better efficiency. Additionally, with a reduction in user fatigue thanks to 40% less weight, the wrench also exceeds federal torque load specs by over 140%. **919-362-1670; [www.crescenttool.com](http://www.crescenttool.com)**



## Milwaukee Tool TRAPSAKE auger

**Milwaukee Tool's TRAPSAKE 25-foot auger** with CABLE DRIVE is compatible with the M12 TRAPSAKE driver and features an automatic feed and retract to quickly reach and remove blockages in sink, bathtub and shower drain lines. The auger's inline design allows for easy access to drain lines through the fixture. The auger automatically feeds and retracts the cable to quickly navigate tight traps to reach and remove blockages. Cable lock holds the cable in place to give maximum control while working to clear the clog. Recommended drain sizes for the auger are 1/2 to 1 1/2 inches. **800-729-3878; [www.milwaukeetool.com](http://www.milwaukeetool.com)**



weld certification is available, allowing installers to make welds on the same day as they are trained. It is available in molded socket (1/2 to 5 inches) and butt fusion fittings (6 to 24 inches). It is NSF 14-pw certified for potable water applications. **800-343-3618; [www.asahi-america.com](http://www.asahi-america.com)**

## Uponor Ecoflex



The **Ecoflex** pre-insulated PEX pipe system for underground potable-plumbing applications from **Uponor** provides

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## Tool

### Koul Tools EZ-ON Hose Press 427

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## Valves

### Flomatic Valves Model 4082S6

The AIS-compliant Model 4082S6 ball check valve from Flomatic Valves is available in a full 316 stainless steel 8-inch design. It is designed according to AWWA C508 standard lay lengths. The ball is self-cleaning with no sharp edges or snag points, helping to prevent clogging from nondegradable sanitary products. There are no moving parts except for the Buna-N vulcanized metal ball which moves out of the flow path resulting in reduced headloss. 800-833-2040; [www.flomatic.com](http://www.flomatic.com)



### Jomar Valve Lead Free Brass CPVC Insert Ball Valve

Lead Free Brass CPVC Insert Ball Valves from Jomar Valve have a standard CTS connection, and are full port, two-piece, 150 WOG valves featuring a durable brass body, quarter-turn operation, CPVC end connection inserts, and an optional drain tap 1/8-inch orifice. Made for hot and cold water systems, the valves are 100% leak tested and available in 1/2- to 1-inch sizes. 586-268-1220; [www.jomarvalve.com](http://www.jomarvalve.com)



### Leonard Valve EXL Emergency Mixing Valve

EXL Emergency Mixing Valves from Leonard Valve include the EXL-300-LF emergency eye and face wash, and the EXL-800-LF emergency drenching shower. Both of these high performance, lead-free emergency mixing valves provide temperature-controlled tepid water, with adjustable high-temperature limit stop. Both will close down upon failure of cold-water supply and feature a cold-water bypass to maintain a minimum water flow and psi upon failure of hot-water supply. Both also feature a locking temperature regulator to prevent accidental movement that could lead to scalding. 800-222-1208; [www.leonardvalve.com](http://www.leonardvalve.com)



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### Aquaguard WAGS Valve

WAGS Valves from Aquaguard can stop a leaking water heater tank from continuously refilling and dripping, or until tank fails catastrophically. The shut-off valve halts the incoming water supply, and on gas-fired units, shuts off the gas supply to ensure the home's safety from water heater failure. They are mechanically operated; meaning no maintenance, no electricity or no battery checks are required. They sit in a drip pan under the water heater and are activated when leaking water accumulates to a predetermined level in the pan. Once activated, the industrial-duty, one-shot safety valve shuts off the water and gas supply if so equipped. A red tab pops out to indicate valve activation. 844-438-9247; [www.wagsvalve.com](http://www.wagsvalve.com)



## Bradford White Water Heaters Infiniti GS and GR

**Infiniti GS and GR** condensing tankless water heaters from **Bradford White Water Heaters** offer a stainless steel heat exchanger and bottom water connections. With a high temperature setting, cascade operation, common venting and optional commercial rack system, the models are suitable for residential and commercial applications and can be installed indoors or out. The GR has an integrated recirculation pump and dedicated recirculation connection. Safety features include gas- and water-leak detection and monitoring overheat, while multiple gas pipe and venting options and easy air and water filter access support convenient installation and service. All GS and GR tankless water heaters meet or exceed the latest Energy Star requirements and qualify for most utility rebate programs. **800-523-2931; www.bradfordwhite.com**



## Bradley Electric Tankless Water Heaters

**Bradley Electric Tankless Water Heaters**, powered by Keltech, deliver on-demand ANSI/ISEA-required tepid water to emergency safety showers and eye/face washes. Drawing energy only when needed, these tankless water heaters are efficient and precise in supplying tepid water, resulting in significant cost savings. CLE and SNA models feature low pressure drops. Designed for long-lasting performance, all models are precision-engineered with durable materials, such as copper tubing and brass castings. Installation is easy since only one electrical connection and a cold water line are needed, saving labor time and additional costs. **800-272-3539; www.bradleycorp.com**



## FRG TTS Synergy Series

The **TTS Synergy Series** from **FRG** offers high-performance tankless rack systems in a wide range of configurations, with one point of connection for water, power, gas, venting and a condensate drain. Its compact footprint and pre-manifold system present a worry-free installation, resulting in increased efficiency, cost and time savings. **877-554-0004; www.webfrg.com**



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## Intellihot Neuron Series

Available in three sizes (iN199, iN401, iN501), the **Intellihot Neuron Series** are drop-in-ready tank replacement units in a small, compact footprint. They include built-in redundant heat engines (iN401, iN501), direct cell-LTE connectivity, a telliCare mobile app, low gas pressure operation, and a scale-free heat exchanger. Not only do they mitigate *Legionella* risks, they are over 8 inches slimmer than a typical tank-type heater and feature similarly located water ins and outs for easy hook up, meaning a plumber can replace typical tank units quickly. They are installed with two separate independently controlled heat engines. They allow for remote access and monitoring with no need to tie into the building's Wi-Fi. Their free-floating stainless steel heat exchanger has self-descaling design that prevents limescale buildup. **877-835-1705; www.intellihot.com**



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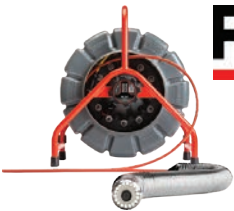
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# Industrial and Commercial Plumbing

*By Craig Mandli*

## Water heaters exceed expectations at hotel



**Problem:** A new Hampton Inn in Ashland City, Tennessee was seeking a dependable water heating solution to help ensure a continuous supply of hot water for the 75-room, four-story hotel, including a kitchen and laundry facilities.

**Solution:** Management looked to **A. O. Smith** to provide two 750,000 Btu/hr **Cyclone XL Gas Water Heaters**. When specifying, management needed to be cognizant of the mechanical room's size constraints. With a smaller footprint than most other large commercial options, the Cyclone XL was the ideal solution to ensure ample hot water and room for installation and maintenance. The heater excels in applications with maximum hot water needs by adjusting the firing rate to meet demand. The unit has a dual stainless steel heat exchange system that utilizes a two-step heat transfer process to deliver thermal efficiencies of 97%. It also comes equipped with iCOMM Connectivity, allowing hotel management to remotely monitor and adjust each unit's settings.

**Result:** "We have been incredibly pleased with the consistency Cyclone XL has provided — the hot water temperature you get on the first floor is the same temperature you get on the fourth floor," says Hotel General Manager Sammy Naquin. "We've been busy since opening and even with reaching room capacity on multiple occasions, we have received positive feedback from guests on always having hot water." 800-527-1953; [www.hotwater.com](http://www.hotwater.com)

## Alarm protects commercial and residential property from sewage backup



**Problem:** The owner of multiple commercial properties in Sunapee, New Hampshire recognized that he and his onsite facilities teams needed a way to be alerted if they were about to experience damaging blackwater backing up into their buildings.

**Solution:** The owner decided to install an alarm system in every building that attaches easily to the basement clean-out. The **Blackwater Alert** is a 95-decibel alarm that notifies occupants and property management before wastewater enters the property. It can send an alert to your Alexa, security system or smart device (iPhone and Android) to indicate that a backup is occurring. It has a port release valve that allows for controlled release of pressure, making cleanup less extensive and protecting the property from damage.

**Result:** The device gives property management peace of mind that there will be an alarm alerting them to act in the case of an impending sewage backup. The devices are working as advertised. 800-804-4725; [www.blackwateralert.com](http://www.blackwateralert.com)



## Hanger system enables plumber to meet tight deadline



**Problem:** An old dance studio in Chicago was being converted into a 4,000-square-foot full-service restaurant. The restaurant owner hired a local plumbing company to install rough plumbing for the men's and women's restrooms, main full bar, server station, kitchen, prep room and utility room. The catch was that the rough plumbing needed to be completed within a week.

**Solution:** The plumbing company owner estimated his labor using four plumbers would need two weeks to complete the work using old installation methods. He decided to use **HAP System Hangers** to save both time and money. Although HAP Hangers cost slightly more than traditional pipe supports for this project, he was able to use just three plumbers who were trained in using HAP System products. These plumbers completed the entire rough plumbing installation in five days. By using HAP Hangers, the plumbing company owner had reduced his labor cost by 64% that resulted in a net savings of \$5,400 for the project.

**Result:** The restaurant owner was impressed with the fast, high quality pipe installation. This project was completed on time with no injuries and approved on the first inspection with no call backs. **847-787-7777; [www.hapsystem.com](http://www.hapsystem.com)**

## Commercial pool heaters help community aquatic center



**Problem:** The village of Weston Aquatic Center in Wisconsin opted to proactively upgrade its water heating technology to help prevent a potential pool heater failure during peak season. The product they chose needed to not only heat the 350,000-gallon pool but also stand up to freezing winters, as the pool heaters are stored in a nonheated building.

**Solution:** The aquatic center installed two **Lochinvar Copper-Fin2** commercial pool heaters. The installation allowed the team to rethink their design to maximize efficiency. The heaters are built to withstand the tough conditions of the unheated mechanical room where they're stored, which can dip to 20 degrees below zero in winter. With semiannual maintenance and careful winterizing procedures, the units are primed for performance. Ownership appreciated the unit's efficiency with its automatic bypass feature. Now, they can ensure proper flow and return temperatures to the heat exchanger, which will help preserve the life of the pool heaters and maintain efficient operation. The units also feature SMART SYSTEM operating controls, which simplify troubleshooting and maintenance. Ownership finds it useful that the unit shows a data code on its LCD display that corresponds with a specific error, allowing problems to be identified — and fixed — as quickly as possible.

**Result:** The need for a simple retrofit, high efficiency and proven performance made the heaters the perfect solution. **615-889-8900; [www.lochinvar.com](http://www.lochinvar.com)**

## Double-containment fuel piping a fit for emergency backup generator



**Problem:** While installing an AST at street level and a backup generator on the rooftop of a building is easy to accomplish, installing the fuel piping throughout the building that connects the AST to the backup generator is a challenge. In the past most piping was rigid piping that had to be threaded or welded together in 10- to 20-foot sections. This process caused additional construction requirements and the labor costs were excessive. The owners of a Midwestern commercial building sought an alternative.

**Solution:** The installer opted to pull the 1-inch **DoubleTrac** (UGF-FSP-16) supply and return piping from **Omega Flex** in two directions. They went downward from a fifth-floor mechanical room adjacent to the parking garage down to a parking garage, suspending the horizontal sections from the parking garage ceiling. The piping was passed through each floor in 4-inch core drilled holes, then sealed with fire stop caulk all the way to the AST and Pump Set in the basement level of the parking garage.


**Result:** The piping was pulled through the 11-floor office building with minimal interruption to day-to-day operations. All the piping was installed in the building during normal business hours and the final tie-in at the rooftop emergency backup generator was done on a weekend. **800-671-8622; www.tracpipe.com**

## Manufacturer chooses above-floor grinding and shower solution for restroom and shower trailers



**Problem:** Montondo Trailer specializes in creating custom restrooms, showers and specialty trailers, including ADA-compliant restroom stalls and showers. Recently, founder Jack Montondo had to find a mobile plumbing solution to accommodate an occupant with disabilities. The wheelchair-accessible trailers don't use Montondo's typical plumbing solution because there needs to be room for a wheelchair ramp, the discharge must pump up and through the floor to the back of the trailer where the waste tank is located. Consequently, Montondo had to find a solution that would provide above-floor drainage for bathroom fixtures.

**Solution:** Montondo chose **Saniflo's Sanibest Pro** and **Sanigrind Pro** grinder systems, and the Sanishower drain pump. The **Sanibest Pro** is a heavy-duty grinder engineered to quickly dispose of larger objects that could clog a conventional toilet, especially in a heavily used public setting. The wastewater is picked up at the bottom of the container by the pump impeller mounted beneath the 1 hp motor. The waste can then be discharged a maximum of 25 feet vertically and/or 150 feet horizontally. The **Sanigrind Pro** handles longer-distance discharge runs and is ideal for uncontrolled environments in both residential and commercial applications. The **Sanibest Pro** and the **Sanigrind Pro** discharges run "uphill," allowing Montondo to position the trailer lower to the ground to accommodate an ADA-compliant ramp. The **Sanishower** drain pump can discharge gray water waste up to 12 feet vertically and 100 feet horizontally. It moves the shower water to the waste tank located at the back of the trailer before it is disposed of.

**Result:** Requiring only 2 hours to install, the systems allow Montondo to make on average two to three ADA-compliant trailers per month and has built over 72 ADA-compliant trailers featuring the plumbing over the last two years. **800-363-5874; www.saniflo.com** 



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## Product Spotlight

### Stick transfer pump takes strain off the plumber

By Craig Mandli

**A** transfer pump is an effective tool for a plumber to help a homeowner get out of a flooded basement pickle. However, traditional manual pumps can be exhausting for a plumber to use, as they require both hands to pump, leaving no control over the outlet hose. Milwaukee Tool makes the job easier, though, with their new M12 Stick Transfer Pump. Transferring water without interruption, the water transfer pump delivers superior filtration and eliminates the hassles of manual pumping.

“Our M12 Stick Transfer Pump is powered by our M12 battery platform, which eliminates the repetitive strain and cumbersome process,” says Alec Dietzel, product marketing manager for Milwaukee Tool. “The user only needs one hand on the pump, freeing their other hand to direct the outflow. This gives them greater control during the application to effortlessly pump up to 9 gpm.”

Featuring a 36-inch submersible aluminum barrel, the stick transfer pump has the reach and inlet control needed to get to water in difficult-to-access areas such as trenches, storm drains, and water meter boxes. HydroPass filter technology maximizes water flow in heavy debris, while the 360-degree filter minimizes downtime caused by clogging, increasing productivity on the job.



“It is an ideal solution for both service and residential plumbers who frequently find themselves needing to pump unwanted water from in-ground, debris-filled applications such as catch basins, clean-outs, water meter boxes, trenches, sump pump pits and more,” says Dietzel. “Our plumbing product teams invest the time to work side-by-side with real users on service calls across the U.S. to understand the demands of a

constantly changing workplace and how we can best deliver solutions for a more productive job.”

With a 15-foot max head height and an outlet compatible with a standard 3/4-inch garden hose, this water transfer pump delivers the power to push water out of pits, basins and over walls. It joins the M12 Cordless System focused on delivering durability and power in the tightest spaces. Currently the M12 System is made up of more than 100 solutions.

“The feedback we’ve received from users has been overwhelmingly positive!” says Dietzel. “We’ve drastically improved a traditionally manual process with a stick transfer pump that can remove unwanted water from tough-to-reach locations with easy operation and best-in-class debris handling without the repetitive strain on the user.”  
**800-729-3878; [www.milwaukeetool.com](http://www.milwaukeetool.com)**

### Superior 5-E Electric Smoke Blower finds faults, odors, leaks and inflow

When testing laterals, building plumbing or pumping or inspecting septic tanks, smoke testing is a quick and effective way to find plumbing faults that lead to odors, leaks and inflow. Superior Signal Company’s Superior 5-E Electric Smoke Blower easily connects to any clean-out, port or vent to smoke test the entire system in just a few minutes. The Superior 5-E Electric smoker gently pushes smoke throughout a system to find cracks or leaks and quickly identify problems.

Made in the U.S., the durable Superior 5-E Electric smoker is competitively priced and comes complete with 8 feet of industrial grade hose. Used with Superior Smoke Candles, this cost-effective solution is ideal for hard-to-find odors, leaks and other faults in commercial, residential and municipal facilities. **732-251-0800; [www.superiorsignal.com/PL5](http://www.superiorsignal.com/PL5)**





### Jomar Valve RecircSetter thermostatic balancing valve

Jomar Valve's RecircSetter is a field adjustable thermostatic balancing valve for hot water recirculation system applications. Made of corrosion-resistant lead-free alloy, it utilizes a thermostatic balancing cartridge which eliminates the need for pressure ports and allows the valve to balance on temperature rather than pressure or flow. It is certified to NSF 61 and NSF 371 for use in potable hot water systems. It comes standard with a thermostatic balancing cartridge and drywell thermometer with a desired balancing temperature range from 95 to 140 degrees F, and can be equipped with an optional thermostatic disinfection cartridge for thermal disinfection treatment at a fixed temperature of 160 degrees F. The RecircSetter is available in six different models with various configurations. Options include disinfection cartridges, axial valves, actuators for a BMS, check valves and dual isolation with integral check valves. 586-268-1220; [www.jomarvalve.com](http://www.jomarvalve.com)



### Noritz NRCR wireless push-button kit

Noritz has taken its NRCR residential condensing tankless water heater one step further with the new wireless on-demand push-button kit. The kit, sold separately as an add-on accessory, brings the convenience of readily accessible hot water with a simple touch of a button, converting the NRCR to a push-button operation. The kit includes a wireless receiver, two wireless transmitters to start and stop the on-demand recirculation mode, batteries, a wire connector, and the additional accessories needed to complete the installation. The receiver is wired to the water heater, so that when the transmitter button is pressed, the recirculation pump activates, providing water to prime the line reducing system and recirculation pump runtime. 714-433-2905; [www.noritz.com](http://www.noritz.com)



### Dearborn True Blue bath waste kits in brass



Dearborn, a part of the Oatey family of companies, now offers its True Blue bath waste kits in brass. The True Blue line is made with integrated locking features that reduce the number of tools needed for installation, saving time and eliminating frustration. Dearborn True Blue brass is ideal for markets where brass installations are required for commercial and residential applications. It is suitable for standard tub depths up to 16 inches and whirlpool depths up to 24 inches. Brass is available in rough and full kits with solder and slip joint connections. The full kit includes a test kit, chrome trim kit, overflow assembly, waste shoe assembly and a solder, or slip joint tee. 800-321-9532; [www.oatey.com](http://www.oatey.com)

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## Caleffi expands sales and support staff

Caleffi North America announced the promotion and hiring of three employees. Dan Firkus was named OEM sales manager. Firkus joined Caleffi in 2019, after over 25 years in the field as a heating and cooling installer with Dave Droegkamp Heating and Air Conditioning in Wisconsin. He has worked as an application engineer, assisting wholesalers, engineers, end users and installers for the last three years. He now moves to the sales department where he will develop OEM relationships. Brad Fax was hired as regional sales manager – Midwest. Fax most recently worked as a business unit manager for Sterlco Steam/ACS Group. He brings national sales territory experience to the team and has a strong background in steam and heating controls. Matt DeLuca joins Caleffi from Milwaukee Plumbing and Piping, where he worked as a journeyman plumber. With over 10 years' field experience, his knowledge of domestic hot water systems for commercial and residential applications will make him a valuable addition to the technical support group.

## CUES announces New Jersey sales partnership

CUES announced a new sales partnership with W.E. Timmerman Co. in New Jersey. Since 1938, Timmerman Equipment has been providing New Jersey and southeastern New York customers with quality environmental equipment. They are a locally owned dealer with a variety of equipment available in the public works and environmental industry.

## A. O. Smith donates water heaters to Habitat for Humanity

A. O. Smith donated 26 heat pump water heaters to Habitat for Humanity of Greenville County in South Carolina. The donation supports the creation and growth of affordable housing by providing reliable access to hot water in the historic Nicholtown neighborhood. The city donated a five-acre plot of land to Habitat for Humanity Greenville County to build new housing options. 

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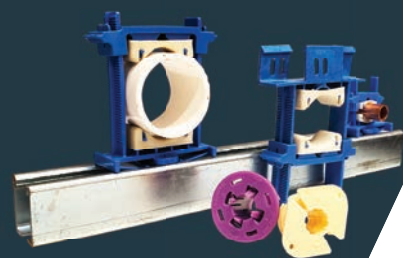
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**Oct. 5-7**

### PHCC Connect 2022,

The Westin Charlotte and Charlotte Convention Center, Charlotte, North Carolina. Visit [www.phccweb.org/connect](http://www.phccweb.org/connect)

**Oct. 16-19**

### Mechanical Service Contractors of American Annual Educational Conference,

Hyatt Regency Huntington Beach, Huntington Beach, California. Visit [www.mcaa.org](http://www.mcaa.org)

**Oct. 18-21**

### Service World Expo,

Tampa Convention Center, Tampa, Florida. Visit [www.serviceworldexpo.com](http://www.serviceworldexpo.com)

**Oct. 26-29**

### World Plumbing Council,

Shanghai Convention & Exhibition Center of International Sourcing, Shanghai, China. Visit [www.worldplumbing.org](http://www.worldplumbing.org)

**Nov. 8, 15**

### Wisconsin PHCC Backflow Prevention & Cross Connection Control Virtual Seminar,

held via zoom. Visit [phcc-wi.org/plumbing-seminars/](http://phcc-wi.org/plumbing-seminars/)

**Jan. 17-19**

### Safety Directors' Conference,

The Westin San Diego Gaslamp Quarter, San Diego. Visit [mcaa.org/events/](http://mcaa.org/events/)

**Jan. 31-Feb. 2**

### National Association of Home Builders International Builders' Show,

Las Vegas Convention Center, Las Vegas. Visit [www.buildersshow.com](http://www.buildersshow.com)

**Jan. 31-Feb. 2**

### Kitchen & Bath Industry Show,

Las Vegas Convention Center, Las Vegas. Visit [www.kbis.com](http://www.kbis.com)

**Jan. 31-Feb 2**

### National Hardware Show,

Las Vegas Convention Center, Las Vegas. Visit [www.nationalhardwareshow.com](http://www.nationalhardwareshow.com) 

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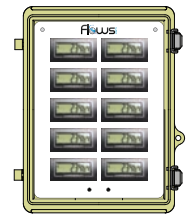
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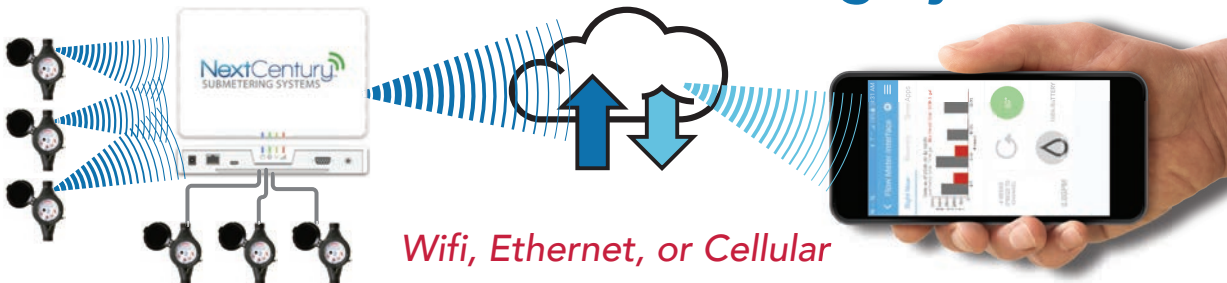


Lockable NEMA 4X Cabinet  
for Up to 10 Displays



in Weatherproof Enclosures  
Single, Locking Reset, Dual

## Wireless Remote Meter Reading Systems



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CORD AND  
KEEP ON  
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(Battery not included)

Now you can inspect drain lines far from a power source. The Gen-Pack battery adapter allows up to 12 hours of remote operation with limited access to power. The Gen-Pack is also sold separately.

But wait, there's more. You can now record onto a flash drive *or* send the recording to your customers with the built-in Wi-Fi transmitter. Also, you can track just how far the camera has traveled down the line with the on-screen distance counter.

For more information, visit [www.drainbrain.com/XPodPlus](http://www.drainbrain.com/XPodPlus), or call the Drain Brains® at 800-245-6200