

Plumber™

Z PLUMBERZ
A BELFOR (•) COMPANY



SMALL BUSINESS, BIGGER OPPORTUNITIES



**DISCOVER HOW
Z PLUMBERZ HELPS
YOU GO BIGGER
WITH YOUR LOCAL
BUSINESS.**

SEE INSIDE COVER

PRSTD STD
U.S. POSTAGE
PAID
COLE
PUBLISHING INC

ELECTRONIC SERVICE REQUESTED

COLE PUBLISHING INC.
PO BOX 220
THREE LAKES WI 54562



A BELFOR COMPANY



Scan Me!

BIGGER SUPPORT & BIGGER OPPORTUNITIES FOR YOUR SMALL BUSINESS

"We've been able to put together a simple, self-sustaining business plan and a model that can be duplicated to help support many small businesses who may be fantastic plumbers and leaders in the plumbing industry, but might need a little more support on the business side."

— Matt O'Rourke, National Brand
President of Z PLUMBERZ



With the resources and support you gain as a Z PLUMBERZ owner, you'll have new opportunities to better serve your customers and take your success to new heights.

- **Backing of BELFOR** - Access to large jobs and commercial work
- **24/7 In-house Call Center** - Available to help you answer more calls from clients
- **Ongoing Business Training** - Improve day-to-day management and operations
- **Additional Service Lines** - Proven framework for expanding your offerings to customers
- **Marketing & Advertising Support** - Increase your reach and impact in your local market

Are you ready to go bigger with your plumbing business?

Call **866.399.4814** or visit zplumberzfranchise.com/Plumber10 to learn more.

Plumber™

PRESSING Restart

Miami contractor continues to find paths to success for his plumbing company as he shifts its focus

Page 12

▲ In The Shop
EQUIPMENT AND TOOL DESIGN
HELPS WORKERS BECOME
MORE PRODUCTIVE
Page 18

▲ Industry Insider
BECOME A FORCE ON SOCIAL
MEDIA WILL HELP YOUR COMPANY
Page 26

MACHINES
THAT WORK
AS HARD
AS YOU DO



OFTEN IMITATED
NEVER
DUPLICATED



MODEL 727



MODEL 100



MODEL 1065



MODEL 300



MODEL 717

You need tools you can count on to get the job done.

Only one name in the industry is known for tools that don't quit, even after quitting time. Spartan Tool is proud to outfit the toughest professionals in the industry who rely on our machines to get to job done, time after time.

payments as low as

\$95
per month*



SCAN ME

Work now, pay later.

Work now, pay later with payments as low as \$95 per month on cable machine packages and cart jettors from Spartan Tool. Start making money immediately when you finance your cable machine package through our partners at Apex Commercial Capital.

**Prices before tax and shipping. Subject to credit approval.*

SPARTANTOOL.COM
800.435.3866

ULTIMATE DRAIN CLEANING BUSINESS PACKAGE

SYSTEMS
Indus...com
DRAINLINE JETTING EQUIPMENT
www.hotjetusa.com
4-8186

FOR CURRENT
PRICING & AVAILABILITY
**CONTACT US
TODAY!**



Featuring the

HOTJET II[®]

BUILT FOR THE PLUMBER

*TRAINING INCLUDED!

NOW

IS THE
TIME TO
GROW YOUR BUSINESS

Package also includes:

Hand-Held Jetter



- 120v/2HP Premium Baldor Motor
- 2 GPM 1600 PSI Adjustable Pressure
- Ball Valve On and Off
- HD Frame and Tires
- 100' 1/4" Jetting Hose
- Lazer & Ram Nozzles Included

Inspection Camera



- Complete Package, Turn Key Ready to Use
- Extended Warranty (2 Years)
- No Up-Selling
- \$490 Bonus Value Product Included
- Comes with 2nd Head to Inspect Smaller Lines

Utility Locator



- 33kHz or 512Hz Operating Frequency
- Antenna Mode: Peak
- Continuous Battery Life: 40 hours
- Backlit LCD Bar Graph & Indicators
- Variable Pitch Response
- 126dB Dynamic Range


HotJetUSA[®]

1-800-624-8186



*Training includes flight (from lower 48 states only) to our training facility in Salt Lake City, hotel, ground transportation and meals for one. Please contact us for freight costs. HotJet USA ships international.



Plumber Profile

Pressing Restart

Miami contractor continues to find paths to success for his plumbing company as he shifts its focus.

- By Giles Lambertson



On the Cover

Joe Jaremko, owner and president of Arko Plumbing Corp. located in Miami, is pictured here at his company shop with two of his work vehicles.

(Photography by Chris Tilley)

Coming Next Month - Pumps, Controls and Alarms

- ▲ Plumber Profile: Dynamic Plumbing and Heating (Toronto)
- ▲ Industry Insider: David Bailey

8 From the Editor: Community Pride

There are many different ways you and your team can become a part of a community, and they're all beneficial.

- By Cory Dellenbach

10 @plumbermag.com

Check out our exclusive online content.

18 In the Shop: It's All in the Design

Equipment design is more user-focused than it has ever been, helping workers be productive with minimal body strain.

- By Don Embree

22 Smart Business: Making Training Stick

Explore these three root causes why training doesn't stick with your crew and make some changes.

- By Kate Zabriskie

26 Industry Insider: Dominating Local Social Media

Becoming a force in the social media world starts with liking and following other businesses and "influencers" within your home area.

- By Anthony Pacilla

32 Product Focus: Industrial and Commercial Plumbing

- By Craig Mandli

44 Case Studies: Industrial and Commercial Plumbing

- By Craig Mandli

50 Product News: Product Spotlight: Routing program helps growing fleets stay organized

- By Tim Dobbins

56 Industry News

58 Calendar

ALIGN WITH A NATIONALLY RECOGNIZED BRAND.



Convert your plumbing & drain cleaning business today.

- Low cost initial and ongoing investment
- Turnkey marketing & lead generation
- Dedicated software support
- Brand recognition
- Best-in-class software

Entrepreneur

20+

Years as #1 in Category



Contact us today, and secure your future with RooterMan!

(434) 218-4598 rootermanfrandev@premiumservicebrands.com

ADVERTISER INDEX

ALLAN J. COLEMAN SINCE 1905

Allan J. Coleman Co.	21
American Jetter	54
Anchor Graphics	43



AQUAGUARD LLC	45
---------------	----



Bradford White Water Heaters	37
------------------------------	----



Cam Spray	43
-----------	----



Central Oklahoma Winnelson	47
----------------------------	----

Charlotte Pipe and Foundry Co.	19
--------------------------------	----



Delta Capital Group	15
---------------------	----



Duracable Manufacturing Co.	23
-----------------------------	----

ePIPE	20
-------	----

FastEST, Inc.	42
---------------	----

Flows.com	25
-----------	----

FORMADRAIN	28
------------	----



General Pipe Cleaners, div. of General Wire Spring	60
---	----

Heat-Flo	47
----------	----

Hermann Sewerin GmbH	36
----------------------	----



HotJet USA	3, 54
------------	-------

Intellihot Inc.	9
-----------------	---



IPP Solutions, LLC	45
--------------------	----



MaxLiner	11
----------	----

McCally Tool and Supply	7
-------------------------	---



Mongoose Jetters by Sewer Equipment	59
-------------------------------------	----



MyTana LLC	35
------------	----



NuFlow Technologies	27
---------------------	----



Picote Solutions	17
------------------	----



Premium Service Brands - RooterMan	5
------------------------------------	---



Pulsar 2000, Inc.	40
-------------------	----



Rheem Mfg. Co.	41
----------------	----

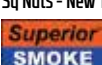


Service Nation	30 & 31
----------------	---------



Spartan Tool LLC	2
------------------	---

Sq Nuts - New Tools	48
---------------------	----



Superior Signal Company LLC	54
-----------------------------	----



SuppliesDepot.com	39
-------------------	----



Supply Smart	49
--------------	----

Thunderbolt Locks	54
-------------------	----

Transworld Business Advisors of La Grange	24
--	----

Vivax-Metrotech Corp.	29
-----------------------	----

Walton Company	55
----------------	----

Western Drain Supply	55
----------------------	----

WWETT Show	57
------------	----

Classifieds	55
-------------	----

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
Email: info@plumbermag.com | Fax: 715-350-8456

SUBSCRIPTION INFORMATION: A one-year (12-issue) subscription to Plumber in the United States or Canada is free to qualified subscribers. A qualified subscriber is any individual or company in the United States or Canada that is involved in the inspection, cleaning, repair and installation of residential and commercial sewer lines. Non-qualified subscriptions are available at a cost of \$60 per year in the United States and Canada/Mexico. Subscriptions to all other foreign countries cost \$80 per year. To qualify, visit www.plumbermag.com/order/subscription or call 800-257-7222.

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Holly at holly.gensler@colepublishing.com.

CLASSIFIED ADVERTISING; RATE: No Photo Classified \$25 for 20 words, each additional word \$1. All classified advertising must be PAID IN ADVANCE. **DEADLINE:** Classifieds must be received by the first of the month for insertion in the next month's edition. **PHONE-IN ADS ARE NOT ACCEPTED.** Ads may be faxed only when charging to MasterCard, VISA, Amex or Discover. Please supply all credit card information with faxed ads. Be sure to include your phone number (with area code) in your ad. Make checks payable to COLE Publishing Inc. and mail with classified ad to the address above. **CLASSIFIED ADVERTISING APPEARS NATIONWIDE AND ON THE INTERNET.** Not responsible for errors beyond first insertion.

DISPLAY ADVERTISING:

Contact one of our sales staff at 800-994-7990. Publisher reserves the right to reject advertising that in its opinion is misleading, unfair or incompatible with the character of the publication.



Ann Richmond



Winnie May

DIGITAL REPRINTS AND BACK ISSUES: Visit www.plumbermag.com for digital reprint options and pricing. To order back issues, call Holly at 800-257-7222 or email holly.gensler@colepublishing.com.

CONTROLLED CIRCULATION: 22,000 per month

This figure includes both U.S. and international distribution.

© 2023 COLE PUBLISHING INC.

No part may be reproduced without permission of the publisher.

[facebook.com/PlumberMag](https://www.facebook.com/PlumberMag)

twitter.com/PlumberMag

[youtube.com/PlumberMagazine](https://www.youtube.com/PlumberMagazine)

[linkedin.com/company/plumber-magazine](https://www.linkedin.com/company/plumber-magazine)

[instagram.com/plumber.mag](https://www.instagram.com/plumber.mag)

Plumber

It's your Magazine. Tell your story.

Send your ideas for future articles to editor@plumbermag.com



EST.

1975

McCally Tool

Industrial Supply & Repair Center

METRO DETROIT'S BEST KEPT SECRET SINCE 1975

SALES & SERVICE



THE
ONLY
PROGRESS
REPAIR CENTER
IN MICHIGAN



SPECIALIZING IN
**CAMERA &
SEESNAKE**
SERVICE & REPAIR



**COMPETITIVE
PRICING
AND QUICK
TURN AROUND TIMES**

**10%
OFF** YOUR
FIRST
REPAIR

WHEN YOU MENTION
THIS AD!

RIDGID
**AUTHORIZED
REPAIR CENTER**

34417 Industrial Rd
Livonia, MI 48150
(734) 525-4225

mccallytool.com



Cory Dellenbach

Community Pride

There are many different ways you and your team can become a part of a community, and they're all beneficial

W

hat does it mean to be a part of a community? It could mean something different depending on what definition of community you are thinking of.

There are two definitions for community according to Oxford Languages. The first is “a group of people living in the same place or having a particular characteristic in common.” The second definition is “a feeling of fellowship with others, as a result of sharing common attitudes, interests, and goals.”

No matter what type of community we're talking about, someone should feel a sense of pride when they are a part of a community. It is something you want to take care of, to represent well and be excited to say you're a member of.

PLUMBING COMMUNITY

If you work in the plumbing industry you are a part of the plumbing community. This is why it is so important to think about how you represent yourself and your community. How you act toward a customer or outside of this industry gives people an impression of everyone else in it.

Being a part of this community doesn't mean you're just a plumber. This could include plumbing business owners, manufacturers, educators, students and more. Being a part of this community opens opportunities you can take advantage of, whether it is for training or career advancement.

Don't be afraid to lean on this community. There are many associations and groups to join from PHCC to IAPMO and many others. There's also Facebook and other social media groups that you could jump into. It's all there to help you and guide you in this community.

EMPLOYEE COMMUNITY

No matter if you work for a plumbing company or own one, you're a part of the employee community. When you

are working with and getting to know the same people every day you form a community with those people.

You're working toward the same end goal — being successful and getting the jobs done. It's a community that will grow stronger the longer you and others work for the company. You learn what each other is capable of and what your strengths are on the job.

LARGER COMMUNITY

Your company itself is a part of the community in which you are based and operate in and that creates some opportunities as well. Make sure your company is getting involved in activities taking place in your town or city. Be a sponsor of youth athletic teams, bar teams or whatever else might be out there.

There are some plumbing companies out there right now that are doing great things for their community. Gina Grundmeier, owner of T'NG Plumbing in Dexter, Minnesota, launched a nonprofit — Pay-It-Forward — that helps area homeowners with much needed repairs to their houses. You can learn more about that program by going to www.payitforwardtng.org.

This month we are profiling Arko Plumbing in Miami. He helps out his community in a different way. He provides expert testimony at court cases. It's an interesting way to help the community.

WHAT DOES COMMUNITY MEAN TO YOU?

How do you or your company get involved in the community you are a part of? Email me at editor@plumbermag.com and tell me your story.

Enjoy this issue! 📧

What If Water Heaters Had Tinder® Profiles?



intellihot.com



A **SINGLE** tankless water heater system built for commercial work.

@plumbermag.com

Visit the site daily for new, exclusive content.

Read our blogs, find resources and get the most out of *Plumber Magazine*.



SCAN ME

WEB SURFING

Sharing the Best Content

We're always on the lookout for relevant and interesting plumbing content across the internet and social media. In our e-newsletters, we regularly highlight that and share what else out there we're reading and watching. For example, this news story about Wisconsin updating its plumbing code for the first time in more than a decade. Be sure to sign up for *Plumber* e-newsletters if you haven't already.



10 YEARS

Minnesota Plumbing Company Celebrates a Decade of Community Service

Over the years, we've regularly highlighted the annual project Minnesota's T 'N G Plumbing takes on as part of its Pay It Forward program, a way to give back to the community by doing a free home renovation for a person or family in need. This year marked the 10th anniversary of the Pay It Forward program, and to celebrate T 'N G Plumbing undertook two major home renovations. Read about it here. [▲ plumbermag.com/featured](http://plumbermag.com/featured)

OVERHEARD ONLINE

"Regardless of how number-phobic you are, it's crucial to familiarize yourself with your business's figures and you don't need an accounting degree."

— *Overcoming Number Phobia: A Guide for Business Owners*

[▲ plumbermag.com/featured](http://plumbermag.com/featured)



CUSTOMER RETENTION

Diagnostic Inspection Reporting Gains Client Trust

Transparency is an essential element of building customer trust, many times making the difference between a one-time or repeat client. A simple way to enhance transparency is by providing customers with a diagnostic inspection report, a tool that provides visual data to back up verbal communication of an issue before and after work is completed. Brad Yuronich of RIDGID discusses it more in this online exclusive.

[▲ plumbermag.com/featured](http://plumbermag.com/featured)



Join the Discussion

[Facebook.com/PlumberMag](https://www.facebook.com/PlumberMag)



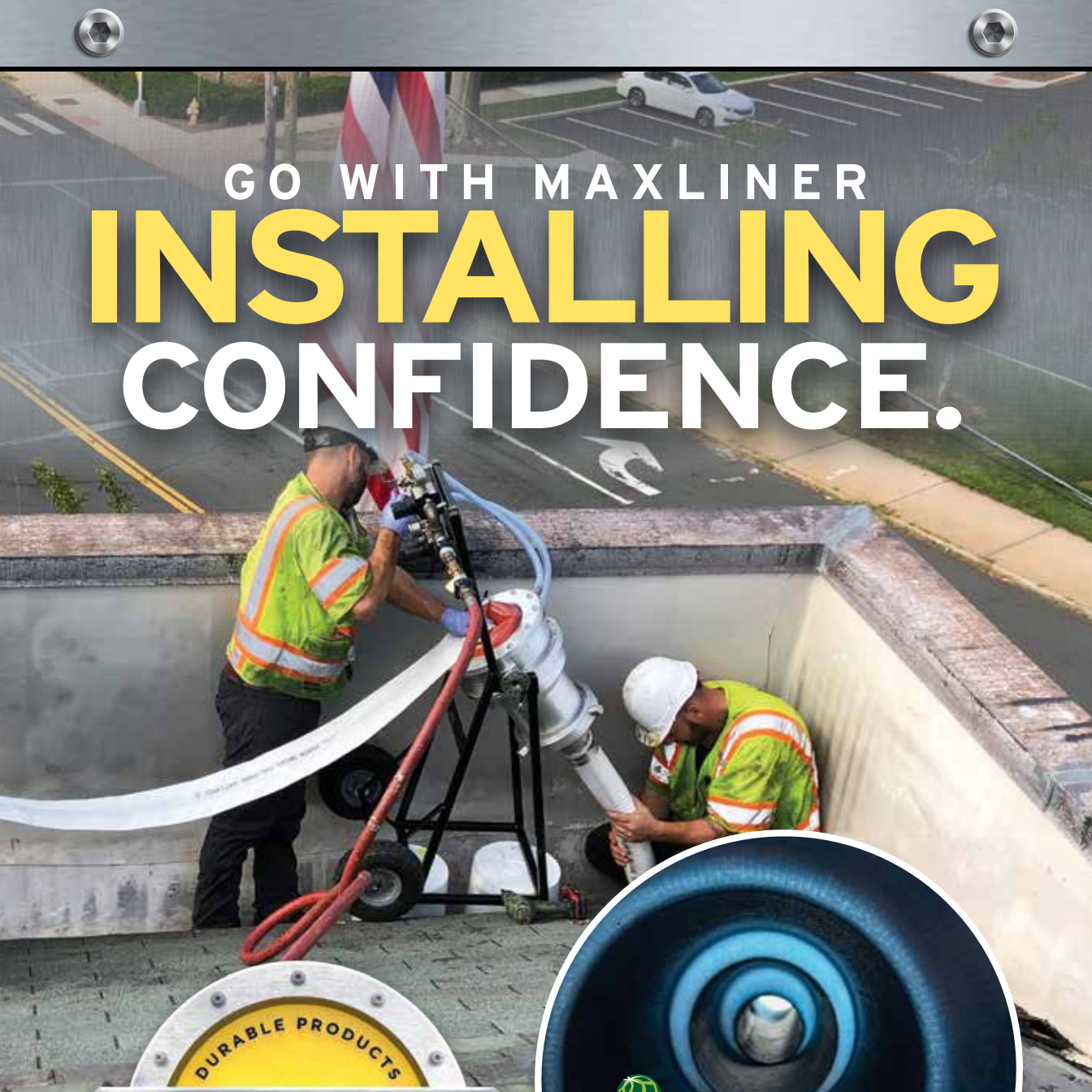
[Twitter.com/PlumberMag](https://twitter.com/PlumberMag)

NEWS & ALERTS



Visit Plumbermag.com and sign up for newsletters and alerts. Get exclusive content delivered right to your inbox on topics important to you!

GO WITH MAXLINER INSTALLING CONFIDENCE.



Be more than prepared on every job site with the right lateral equipment, materials and support.




APPLIED FELTS

Introducing **WovoX**
A WovoLiner® Product

The Next Generation addition to the WovoLiner® suite of liners

WovoX is a game-changer:

- Ability to transition liners to multiple sizes
- Multiple bends up to 90 degrees
- Increased consistency for calculating stretch and drawback

877.426.5948 | MAXLINERUSA.COM



PRESSING Restart

Miami contractor continues to find paths to success for his plumbing company as he shifts its focus

By Giles Lambertson | Photography by Chris Tilley



Arko Plumbing Corp., Miami, Florida

OWNER
EMPLOYEES
SERVICES

Joe Jaremkó

15

Sewer drain cleaning and inspection, water fixture installation and repair, water and natural gas pipe installation and repair, hydrostatic tests, backflow prevention, pipe locating, expert testimony

SERVICE AREA
WEBSITE

40-mile radius around Jefferson

<http://arkoplumbing.com/>

◀ Joe Jaremko, owner and president of Arko Plumbing Corp., explains the steps he has taken to combat theft while operating his business in the larger city of Miami. He has installed large locking RIDGID tool storage containers in all of his unmarked work vehicles to house more expensive equipment used daily like endoscopic cameras.

Joe Jaremko began plumbing reluctantly, became a journeyman plumber, opened a plumbing house of his own and experienced ups and downs in it — “always making money, though” — and finally became a court-recognized “expert” in the trade.

Now he’s sort of starting over again, determined to be on top of his game even better than before.

“Last December, I sat down and made a decision,” says the 62-year-old owner of Arko Plumbing Corp in Miami. “Should I retire or keep working? I decided I couldn’t part with the company. I get too much satisfaction out of the work. I don’t have to work. I want to work and I’m in a position now that I feel like a parent to my employees.”

The businessman has opened another chapter in his plumbing career.

LEARNING THE TRADE

The Florida native grew up around the trades. His father was a general contractor and Jaremko loved to visit

job sites, often where four-plex residences were being constructed. Other extended family members were brick masons and electricians. Jaremko liked working with his hands, too, and believed auto mechanics was his thing.

One day his father questioned his son’s mechanics-focus, drove him down to a structured plumbing apprenticeship program and enrolled him. Jaremko liked it well enough to excel in the program — his father must have known his son pretty well — and looks back with satisfaction at the experience of learning from master plumbers.

“I didn’t realize I had an entrepreneurial bug in me, but there was just something that would not let me be satisfied working for other people.”

Joe Jaremko

▶ Ryan Hayes, sitting, manager of Arko Plumbing Corp., displays the BrickHouse Security System installed on all work vehicles for owner and President Joe Jaremko in their office in Miami. The software can tell Jaremko where the trucks are at all times.



Thinking About Security

One of the costs of doing business in Miami is crime, says Joe Jaremko, owner of Arko Plumbing. He has first-hand experience with it.

"There is nothing like seeing your vehicle being stolen on a video cam," Jaremko says. "I watched on a housing camera. The guy was in the truck faster than if he'd had a key!"

Jaremko searched for the truck and came close to finding it before the police did. "I got the truck back in perfect condition, but all the equipment was gone."

The equipment carried by service plumbers in work vans includes fairly high-end items — battery-powered tools, inspection cameras and other modern tools of the trade. So, a work van wrapped brightly with logos and other branding art is a beacon to a thief wanting to make some quick money.

To frustrate such theft, Jaremko doesn't have anything on the sides of his Nissan 2500 vans that identify them as work vans. Plain Jane. They don't have ladder racks on them either. This not only makes it harder for thieves to target his equipment, it also lets Jaremko's crew members park their work trucks at their homes without running into Dade County officials who object to work trucks being parked in residential neighborhoods.

He also has outfitted his vans with three hidden GPS units, one of them hardwired. "I know where the trucks are at any time," says the business owner. Tools that might be taken in a theft are locked in a gang box that's bolted to the floor.

Eleven years ago, Jaremko was the victim of theft that occurred right outside his home. He had a brand new 2012 pickup truck at the time and, one week after the purchase, a neighbor knocked on his door and told him he'd been robbed.

Jaremko walked outside and found his truck still sitting there. Unfortunately, it sat on blocks. The rims and tires of the vehicle had been removed. He didn't recover them, of course. In response to that incident, Jaremko installed a camera on his property that scans the front of his house and immediate neighborhood.

"That's Miami," he says.



▲ Arko work vehicles are equipped with large locking RIDGID tool storage containers to combat theft while operating in a metro area.

He was a union apprentice and an eager one. "Every time I learned something I'd look forward to using the skill and learning something else," he says. The work mostly was in high-rise buildings.

Jaremko ultimately gravitated to residential subdivision work, helping build custom and tract homes in the Miami area. Then he moved to service work as a plumber for General Plumbing. "I used to think I was a plumber until I went to work for a service company," he says.

In 1988, after three years of "learning a lot" on service calls, Jaremko was ready to take the plunge and open his own business. The move rather surprised him. "I didn't realize I had an entrepreneurial bug in me, but there was just something that would not let me be satisfied working for other people."

His exit from the service company was not particularly sweet. His employer tried to discourage him from leaving. "You think it will be easy working for yourself?" he told me. "You'll find out it isn't. You won't last six months." Well, here it is 35 years later and I'm doing fine. It was his pushback that challenged me."

A bit of serendipity came into play at that moment,

too. As Jaremko was weighing whether to start a business or not, a celebrity death helped resolve the situation. A high-profile Miami personality, Don Aronow, who built the Cigarette Racing boats and raced them in venues around the world, was murdered.

“After Aronow died my partner and I went to snake out the drainlines at Aronow’s house,” Jaremko says. “We found a huge diamond ring in the drain.” They turned it over to Aronow’s widow, who said it wasn’t hers. “I guess this was Don’s gift to you,” she said and gave back the stone. The diamond was appraised at about \$25,000.” It was timely seed money for a new company.

The company was dubbed Arko Plumbing. Arko? Jaremko wanted the company to be the first one listed in the Yellow Pages and his mother came up with the name. Arko was a one-or-two-man operation at first, with his wife answering the phone. For a couple of years, Jaremko survived, mostly on word-of-mouth referrals.

Business was up and down, mostly up, according to Jaremko, but the progress was interrupted by the unexpected passing of his wife. “Life happens,” he says, looking back. He pressed on.

“I’m a people person and salesman and I love helping people solve problems. It’s not just money. I’ve written off jobs, done them for nothing. It’s about helping people.”

Joe Jaremko

SUCCESS IN VARIOUS WAYS

During the last three decades, Arko Plumbing has continued to experience success, but it has been a fluctuating success story. As a young business, the company was “stuck” for a while operating with four service trucks, Jaremko says, then grew to as many as 20 trucks, then was scaled back to three or four, where it is today.

One growth factor during its period of expansion was the abundance of cast iron drainpipes in the area, which “are failing at an alarming rate,” according to Jaremko. Vintage waterlines mostly are copper or galvanized steel and largely are still intact. “The drainpipe deterioration



DeltaCapital

Up To \$500,000 Same Day Funding

877-777-1505

EASY APPROVAL | FLEXIBLE TERMS
deltacapitalgroup.com/apply





▲ The team at Arko Plumbing Corp. includes, from left, Alejandro Naranjo, head plumber; Juan Carlos Alonzo, plumber helper; Medardo Huerta, plumber; Guiller Molazo, plumber; Joe Jaremko, owner and president; Ryan Hayes, manager; and Mark Garcia, plumber helper, at their company shop in Miami.

might be partly from soil conditions, but mostly the problem is they were engineered to last a hundred years in the ground but only are lasting 30 or 40.”

At one point, Arko advertised “cast iron colonoscopies,” that is, inspection and replacement of cast iron infrastructure. “We did hundreds of cast iron replacements. The insurance companies would pay for it and the jobs just kept coming in. The average ticket was about \$4,500,” says the company owner.

Eventually, he became immersed in a tangential facet of the industry. One of the insurance company people working with him on the cast iron situation referred Jaremko to Morgan & Morgan, which bills itself as the largest injury law firm in the country. It is an aggressive outfit, declaring on its website that “we have the resources to take on the biggest bullies in America.”

Jaremko was hired by Morgan & Morgan to give testimony in plumbing cases. “They asked me to come work for them as a trial expert. They offered me the kind of pay I couldn’t ignore.” To put a number on it, Arko Plumbing — through Jaremko’s testimony — has for the last four years averaged \$3 million in testimony billing.

Unfortunately, the bloom has come off that rose. After the Florida legislature nullified some of the financial oppor-

“Should I retire or keep working? I decided I couldn’t part with the company. I get too much satisfaction out of the work.”

Joe Jaremko

tunities for law firms in injury cases, Morgan & Morgan pulled back. As recently as April, 80% of Arko Plumbing’s revenue stream was from expert testimony. That has fallen to 50%, so Jaremko says he is going “back to my roots” by building out his drain-cleaning business.

Fifteen years ago, the business owner remarried and, perhaps coincidentally, the business found new stability. His office manager has been with Arko for all of those 15 years as have three of his crew members. “They all have stayed with me through thick and thin.”

His service crews work in and around Miami, with most out-of-town work being camera inspections and hydrostatic testing of residential systems. All of Arko Plumbing’s customers today are homeowners and residential property owners.


BIG GOALS AHEAD

The company operates with four new Nissan service vans loaded with Milwaukee battery-powered tools, RIDGID cameras and drain cleaning equipment and Picote milling machines. The company subs out any excavation work needed to replace a line, so there isn't a mini-excavator in its fleet of equipment. If a customer wants a tankless water heater, Jaremko points him toward a Rinnai unit. If a heater with a tank is wanted, he favors A. O. Smith or Ferguson.

Nowadays, Jaremko doesn't get to dirty his hands repairing or installing a pipe or fixture. Instead, he often shows up in his pickup to chat with a customer. "I still could do just about any plumbing task I need to working from my pickup. I just choose not to. It doesn't pay for me to do that."

Did he have a favorite task when he was handling tools every day? "It was helping the people," he says. "I got the most satisfaction from helping someone. I'm a people person and salesman and I love helping people solve problems. It's not just money. I've written off jobs, done them for nothing. It's about helping people."

The future of Arko Plumbing Corp. is bright, partly because the market in Miami is strong, partly because

Jaremko still has goals he wants his company to meet. He has it all laid out, from daily and monthly plans all the way to a 10-year vision of the operation. "I'm hungry," he says. "I was just writing my mission statement and vision statement. I want to create a multi-million-dollar business and create opportunities for thousands of employees. I have seen how to do that." 

Featured Equipment

A. O. Smith Water Heaters
800-527-1953
www.hotwater.com

Ferguson Waterworks
757-969-4741
www.ferguson.com/waterworks

Milwaukee Tool
800-729-3878
www.milwaukeetool.com

Picote Solutions
864-940-0088
www.picotegroup.com
Ad on page 17

RIDGID
800-474-3443
www.ridgid.com

Rinnai America Corp.
800-621-9419
www.rinnai.us

PICOTE CLEANER FAMILY



**Battery Powered
Mini Cleaner +C**

- ✓ Clean 1¼ - 3" Pipes
- ✓ Cut 1¼ - 3" Pipes
- ✓ Coat 1¼ - 3" Pipes
- ✓ Navigate through P-Traps/Floor Drains
- ✓ 50ft Range

Midi Cleaner

- ✓ Clean 2-6" Pipes
- ✓ Cut 2-6" Pipes
- ✓ Coat 2-8" Pipes
- ✓ 75ft Range
- ✓ 32ft Extension Available

TRAINING COURSES
AVAILABLE AT
THE PICOTE
TRAINING CENTER
PHOENIX, AZ



SCAN ME



864-940-0088 | sales@picotesolutions.com

WWW.PICOTEGROUP.COM

It's All in the Design

Equipment design is more user-focused than it has ever been, helping workers be productive with minimal body strain *By Don Embree*

Not long ago a tool's impact on its user was not given much thought. The expectation was that the trade professional would adapt to the tool, not the other way around.

Today, that reality has shifted. Manufacturers take the time to observe and understand the user's experience to find new ways to enhance tool ergonomics. These insights, combined with a better understanding of ergonomics and advances in technology, are allowing for the development of more thoughtful, ergonomic tools. For example, new technologies have reduced the size and weight of tools. Brushless motors, battery technology and changes in material application have led the way for more ergonomic designs.

If you are considering swapping out older tools for newer ergonomically designed ones, think about the various benefits. For example, an ergonomic tool provides trade professionals:

Peace of mind

No tradesperson wants to come to work thinking that they might get injured during their workday, particularly not by their tools. Providing well-designed ergonomic tools ensures that the individual is healthier, less stressed and looks forward to their workday.

- Reduced body strain

Ergonomic tools are designed to align with the body's natural movement so that they have as little effect on the body as possible. It reduces the likelihood that users will suffer strains or sprains after a day of working in confined or difficult positions.

- Enhanced job performance

Ergonomic tools increase job efficiency. Wasted motions are less likely when an individual uses ergonomic tools,

allowing the worker to get more done in the same amount of time. And because ergonomic tools are designed to work with the body, you likely will not need to take breaks as often due to aches and pains, which also increases efficiency.

- Improved job capabilities

Ergonomic tools can increase a worker's capabilities. Using the tools in natural positions means they will not lose power bending and twisting, which allows them to do more than they might using non-ergonomic tools.

BUSINESS BENEFITS

The benefit is equally significant for a business. The science of ergonomics has proven that if tools cause pain, discomfort, or distraction from a job in some way, it will affect a company's productivity, the health of its employees, and the company's bottom line. Businesses are finding ergonomic tools that result in:

- More engaged employees

When a company provides employees with a properly designed, ergonomic tool, employees will notice the company is committed to their health and safety. Reducing employee fatigue and discomfort can reduce turnover, decrease absenteeism, improve morale and increase employee involvement.

- Fewer errors

If an employee is distracted by pain or fatigue caused by their tools, it leads to mistakes, and mistakes lead to downtime and cost. Having employees focused on their work ensures fewer errors and keeps the employee engaged.

- Increased productivity

The more focused employees are in doing their job, the more productive they are. Ergonomics can make all the difference. Ergonomics are meant to make things feel safer and more natural, and not distract the employee from their work. When the body is less strained, especially in the case of repetitive motions, the health of employees will improve.

FEATURES TO LOOK FOR

As ergonomic tool design becomes the standard, understanding basic ergonomic features to look for when making

Continued ▶

If an employee is distracted by pain or fatigue caused by their tools, it leads to mistakes, and mistakes lead to downtime and cost.



NOT ONLY ARE WE
MADE IN AMERICA —



WE HELPED
BUILD

AMERICA.

CHARLOTTE
PIPE AND FOUNDRY COMPANY

Since 1901, we've been manufacturing the highest-quality pipe and fittings right here in the USA by people such as maintenance mechanics **Daniel Furr** and **Matthew Early**. As a fifth-generation family-owned business, we're still making the products that protect the health of the nation while supporting the plumbing contractors and engineers who choose them.

Learn more about our commitment
at [BehindCharlottePipe.com](https://www.behindcharlottepipe.com)




a purchase will help ensure you are investing in the best equipment for your team.

Two initial features to look at are the size and weight of the tool. Advances in technology are enabling tools to become smaller and lighter, both minimizing strain and fatigue for the user while increasing productivity on the job site. Looking for the smallest and lightest tools to meet the demands of your typical jobs is ideal.

Beyond these two key areas, there are additional features to look out for:

- Tools that are well balanced, lightweight and can ideally be operated with one hand. The weight will vary depending on the use of the tool.
- In the case of hand or press tools, the center of gravity should be aligned with the center of the gripping hand. In other words, the tool should feel “easy” to hold either in an upright position or in the position it will be used.
- For tools being used for precision work, the handles and grips of hand tools should have a “power grip.” Handle diameter recommendations vary, but in general, cylindrical handles at 1 1/2 to 2 inches offer a better power grip. For precision grips, a diameter of 1 1/4 inches is recommended. The larger diameter will allow for maximum torque, while the smaller diameter helps with dexterity and speed.

- To ensure a good grip on a handle, sufficient friction must exist between the hand and the handle and remain consistent even with a sweaty hand. Hand tools should be made of nonslip, nonconductive and compressible materials such as textured rubber that help keep the tool from slipping out of the hand.
- To avoid tendonitis in the index finger, otherwise known as “trigger finger,” look for solutions that allow for the use of two or three fingers to activate switches to reduce discomfort and minimize the risk for injury.
- Large drain cleaning tools should feel balanced during transport and use. Use proper lifting and form when maneuvering stairs or into work vehicles to avoid injury. When in operation, any information the user might need should be visually accessible and large enough for the user to see. Smaller, handheld drain cleaners should feel comfortable when managing the cable to ensure the user is in control.
- Minor aches and pains add up over time, taking individuals off the job site for injuries or down a different career path entirely. Using tools with even just a few of the above features will go a long way in reducing this physical strain and injury. 

Don Embree is an industrial design manager for RIDGID.

JOIN OUR GROWING NETWORK

OF INSTALLERS FOR AS LITTLE AS \$35,000.

Separate Your Company From The Competition

THE MODERN PIPE RENOVATION SYSTEM®

BEFORE **AFTER**

EPIPE®

LEAD-FREE, LEAK-FREE™ PIPE PROTECTION

Why Repipe?®

Protect drinking water pipes “in-place”

- Provide convenience for your customers with our award-winning less invasive option
- No tearing up walls, floors or ceilings
- Protect your customers pipes in a matter of hours with our patented proven solution
- Technical Training Included
- Pricing from \$35,000. Financing available.

ACE DuraFlo Systems, LLC • 888.775.0220 • www.aceduraflo.com

ALLAN J. COLEMAN

SINCE 1905

Call us today!
Chicago 773-728-2400
Phoenix 602-638-0600

5725 N. Ravenswood Ave. • Chicago, IL 60660
6003S 40th St., Ste. #5 • Phoenix, AZ 85042

info@allanjcoleman.com • www.allanjcoleman.com

OLDEST NAME IN THE BUSINESS — Over 115 YEARS OLD

MegaPress® Jaws And Rings

- Press connections can be made on a "wet" system
- Flameless system eliminates the need for hot work permits
- Join ½" to 2" commercially available black iron pipe schedules 5 through 40



RIDGID

RP 241 Press Tool



- Multiple Size & System - RIDGID has the only compact press tool that can go up to 1 ¼" on copper & stainless steel; up to ½" on PEX tubing; and up to ¾" iron pipe
- Bluetooth Connectivity - Connect to your tool through your phone and manage important information like cycle count and battery life
- New 12V Lithium-Ion Battery - Over 140 crimps per charge
- Jaw Capacities - copper and stainless steel capacity: ½" - 1 ¼", PEX Capacity: ½" - 1 ½", steel capacity: ½" - ¾"

Pipe Patch Kits

Pipe Patch Kits enable quick and efficient trenchless point repairs with all required consumables and components packaged together for one-time use. Patch Kits make inventory management easier on your business while ensuring you have all components needed when showing up to a job. Fiberglass patch meets ASTM F1216 requirements and cured patches have a life expectancy of up to 50 years under normal conditions. RIDGID Pipe Patch Kits are designed for 2", 3", 3-4", and 4-6" Packers and at lengths for 32', 3', and 6' repairs.



RP 351 Press Tool



- Brushless motor capable of over 100,000 press cycles
- Endless 360° head swivel for reaching tight spaces
- Bluetooth connectivity and advanced upgraded color-coded light indicators for easy operation
- Robust LED lighting for low-light applications
- Capacity - ½" to 4" for copper, carbon* and stainless steel, ½" to 2" for PEX

*Press Booster is needed for carbon steel

Authorized PROGRESS Service Center
TURN AROUND TIME ON MOST TOOLS SERVICED IS 48 HOURS OR LESS!

**Now With 2 LOCATIONS
To Better Serve You**



**Buy Online at
AllanJColeman.com**

**If you buy the best,
you are only sorry once!**

**We Have
RIDGID Parts!**



Kate Zabriskie

Making Training Stick

Explore these three root causes why training doesn't stick with your crew and make some changes

By *Kate Zabriskie*

Each year, businesses waste thousands of dollars on training that doesn't deliver expected results. Consequently, many company owners or managers determine that either training has no value to their employees, the training facilitators don't know what they're doing, the program designers are out of touch with reality, or all three.

If only the root causes of training failures were as simple as those. Even with willing learners, great content and strong facilitation, a host of problems could keep you from realizing strong returns on those training investments. If your training isn't delivering what you think it should, you may be suffering from one of three major problems that plague organizations large and small.

Problem 1: Training isn't part of a larger learning ecosystem

Just because people participate in a workshop, it doesn't mean they will change their behavior back on the job. In fact, even if while in class they demonstrate an ability and willingness to do whatever is being taught, all may be lost once participants exit the classroom.

Why does this happen? Good workshops usually fail to deliver because they are treated as a training solution instead of a component of one. In other words, a workshop isn't the answer in itself; rather, it should be part of a larger apparatus or ecosystem.

Regardless of level, every employee should have a development plan and some learning and growth goals that connect to the big picture and enhance their skills.

Solution

Creating a strong learning ecosystem is an ongoing and often complex endeavor. It takes time to build a holistic structure that supports continuous development. That said, start small. For example, ask yourself:

- Prior to training, do managers explain to workers why they will attend a course and how they are expected to use what's learned after the session?
- Will someone with authority in your company (other than the facilitator) launch the session by explaining how the workshop ties into the bigger picture?
- Are there check-in opportunities after training to ensure that participants are implementing new behaviors?

If you answer "no" to any of those basics, do what you need to do to shift those answers to "yes."

Next, think about the incentives you can put in place to encourage behavior change and the barriers you need to remove to encourage success, and the corrective action you will take if what's happening in the classroom isn't replicated on the job.

Once you start thinking holistically and view courses and workshops as a component of learning versus learning in its entirety, you will have taken the first step in getting the most out of your training dollars.

Problem 2: Continuous learning isn't part of the culture, and training isn't treated as a priority

You have great content, you have a skilled facilitator in place, and half the people scheduled to attend the course don't attend because training isn't a priority.

When training occupies a position of "nice to have" and not "need to have," getting the most from it becomes problematic. This most often happens when people are in survival mode instead of on a growth trajectory. In other words, they are scrambling to get through the work instead of thinking mindfully about the work they're completing and how they're completing it.

DURACABLE DALE



WORDS OF WISDOM

ALWAYS BE PREPARED

WITH CABLE THAT'S

ABLE



BUY 2 GET 1
FREE

DURAFLEX DRAIN CABLE IS UP TO THE TASK. AND NOW IT'S ON SALE! BUY TWO DRAIN CABLES, BLADES OR ACCESSORIES, GET ONE OF THE SAME ITEM FREE.

OFFER VALID MAY 1 - 31, 2023. STANDARD SHIPPING CHARGES APPLY.
NOT VALID WITH OTHER OFFERS OR ON PREVIOUS ORDERS. SUBJECT TO CREDIT APPROVAL.

DURACABLE.COM



DURACABLE[®]
— MANUFACTURING CO —

800-247-4081

In practical terms, if people are always putting out fires and don't regularly ask "what have we learned" and "how can we improve," why should they care about learning new skills?

Solution

Shifting from a reactive culture to one that is deliberate about its activities takes months or even years. However, it's not difficult to make big strides over time when you begin by asking the right questions up, down and across your workforce.

Start the improvement conversation at multiple levels and at different times. Frequently ask, "What have we learned?" "What do we need to do better next time?" "What do we wish we'd known earlier?" and other such questions after projects, meetings, presentations and so forth. In the rare instances when something goes perfectly, remember there are still questions to ask: "How can we replicate what we just did?" "Why did that work well?" "Is there any reason this approach won't work again in the future?" and so on.

When questioning becomes the norm, the solutions offered via training should have stronger importance and value. For example, if turnover is an issue, a learning

organization wants to know why and may ask several questions: "Are we hiring the wrong people?" "Are we expecting too much?" "Is there something better for the same money somewhere else?" "Do our managers not manage well?" "Do we need to provide people with better tools?" and so on.

Then, when learning and improvement are a priority, you'll hear such things as, "Today is a training day for me. I'll be unavailable until 4 p.m. If you have an emergency, please see my supervisor Melissa. The workshop I'm attending is of top importance and part of my effort to reduce the turnover."

Who can argue with that? The logic sounds right and ties into big-picture improvement goals.

To get larger returns from training, use questioning to drive improvement. The answers will help people connect the dots and understand why training is a priority and not just something they do because it's on the calendar.

Problem 3: Few annual development plans exist

The world doesn't stagnate, and your employees shouldn't either. If they're doing their work the same way they were five years ago, and nobody is encouraging or demanding change, why should they care about training or think you care about them?

Solution


Regardless of level, every employee should have a development plan and some learning and growth goals that connect to the big picture and enhance their skills.

"I want to improve XYZ skill to drive ABC result, and 123 is how I plan to grow," is a quick and easy format to follow when setting development goals and three to five goals is a good number for most people.

Better still, if you can tie those goals to performance reviews, you'll be amazed at the interest people develop in improvement, training and implementing new skills.

As with the other two solutions, start small. If your company, for example, has no development plans, choose one area — such as service technicians — and pilot them.

ACT NOW

Whether you suffer from one, two or all three of the problems described, take action now. When thoughtful goals and development plans are put in place for workers, it is almost impossible not to realize a stronger return on your training dollars. 

Kate Zabriskie is president of Business Training Works Inc., a Maryland-based talent development firm. Reach her at www.businesstrainingworks.com

**2 PLUMBING BUSINESSES
SOLD IN 2023.
ARE YOU NEXT?
WE CAN HELP TRANSITION THE
LEGACY OF YOUR BUSINESS**



**CALL US TODAY FOR A CONFIDENTIAL
CONSULTATION.
708-328-8800 / LAGRANGE@TWORLD.COM
TWORLD.COM/LAGRANGE
GOOD DEALS FOR GOOD PEOPLE!**



Water Meters & Sub-meters



Starting at
\$55

WM-PC
Plastic Multi-Jet
1/2" to 1 1/2" NPT



Starting at
\$100

WM-NLC
Lead Free Multi-Jet
1/2" to 2" NPT



Starting at
\$119

D10
Lead Free Pos. Disp.
1/2" to 1" NPT
1 1/2" & 2" Flange



Starting at
\$105

Pit Rated!

T10
Lead Free Pos. Disp.
3/4" to 1" NPT

Remote Digital Meter Displays

Add any of these remote displays to any meter above!
Battery Powered (10 year Life), Simple 2-wire Hookup to Meter

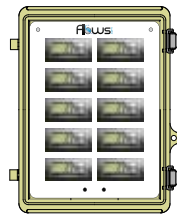


New!

- Switchbox or Wall Mount
- Weatherproof
- Up to 2 meters
- Replaceable Battery



Panel Mount with
Reset Button

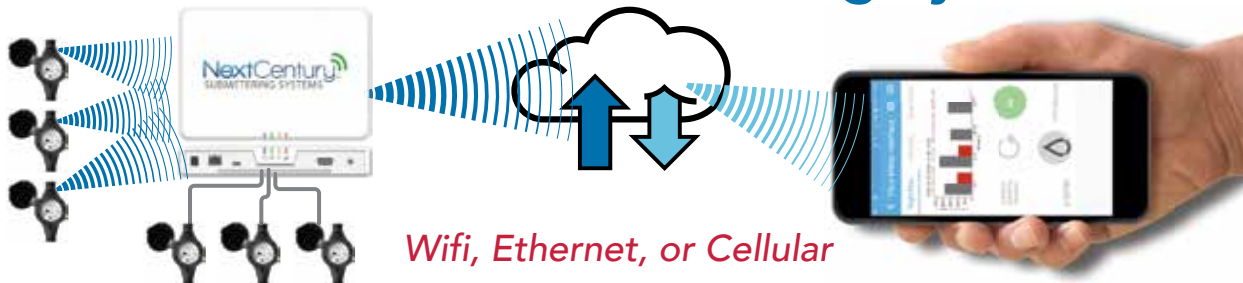


Lockable NEMA 4X Cabinet
for Up to 10 Displays



in Weatherproof Enclosures
Single, Locking Reset, Dual

Wireless Remote Meter Reading Systems



Wifi, Ethernet, or Cellular

Let us help you become a water sub-metering EXPERT!

Our friendly sales and support staff make it easy for plumbers to provide expert sub-metering system installation. Our systems come pre-programmed according to your instructions for a simple "plug-n-play" installation.

flows.com

- Fast Shipping
 - Expert Support
 - Free Shipping on orders over \$100
- Call **855-871-6091** or visit us online



Anthony Pacilla

Dominating Local Social Media

Becoming a force in the social media world starts with liking and following other businesses and “influencers” within your home area

By Anthony Pacilla

When you think of social media platforms, you may think of Facebook, Instagram, TikTok, etc. You probably think of your business and how you occasionally put out great posts and content. You probably have a few hundred or a couple thousand “likes” or “followers.”

Typically, if a business owner is doing the social media work themselves, they get a few likes and views, do some branding, run a few ads, and that’s about it. Even businesses that hire professional marketing firms don’t usually maximize the platforms’ power. At most, many marketing firms do better with content, tracking, adaptations and ads. So how do these online brands who pop up on your screen seem to be popping up everywhere, dominating your screens, making tons of money, getting tons of clicks, conversions, tons of traffic and dominating the market, reaching hundreds of thousands, sometimes millions of followers?

Most of these pop-up brands that take over and go viral are run by kids who aren’t even out of high school. Newer social media platforms are insanely complex on the business end, and these kids are crushing it; it is truly a young person’s game. And they’re doing it without paying for ads. Most marketing firms would kill to have two or three of these kids on their staff. So, what’s their secret? That could be a volume of books itself, but here are a few pointers. Remember, you should consistently put out engaging content throughout this process.

Who is your customer? And what do they like?

Start by making a list of what your average local homeowner wants and what they are interested in, and make a detailed list. Some examples could be a grocery store everyone goes to, a local deli, locally famous family-owned restaurants, dog park, gym, movie theater, fire hall, dog pound or humane society, coffee and donut shop, bar, high school or minor league baseball team.

Newer social media platforms are insanely complex on the business end, and these kids are crushing it; it is truly a young person’s game. And they’re doing it without paying for ads.

Make a list of what most homeowners in your area are interested in. Once you get that list, start “liking” each one of those business pages. Don’t send them any corny messages; just “like” and follow them for now. Most local businesses will be shocked to see that another local business started following their page. Follow this up by “liking” some of their posts and pictures, start leaving positive comments on their posts and repost their posts. They will take even more notice and might even do the same for you.

Local citizens who already follow these other businesses will notice your comments and likes, and many will piggyback and start liking and following you. And your audience will grow.

Join Groups

Now do the same with local groups online. Search for Facebook groups for your local community and join them. There are local Facebook groups for almost every community, gated community and subdivision. I’ll bet there’s a group for the neighborhood or county you live in right now.

There will be local support groups, local church groups, local groups for high school alumni, local groups for nature walk meetups, local youth groups, local community organization groups, etc. Join them all and do the same process as described above. Find out who the group’s admins are and start “liking” things they say and leaving positive

Continued ▶

“EVERYONE TALKS ABOUT SUPPORT, NUFLOW ACTUALLY PROVIDES IT.”

PROFILE

NuFlow Certified Contractor

Jayson Arendall saw the need to expand and diversify his leak detection business. He chose NuFlow in March of 2019 because of their superior products and reputation for outstanding support.

“The culture of NuFlow is what makes this work. They give you a sense of family with the type of support they provide.”

The NuFlow team worked with Jayson to get him up and running, first with hands on technical training and then following up with onsite support.

“One of my very first jobs was really technical. I called NuFlow and they sent two guys out to help me bid and execute the job. Everyone talks about support, NuFlow actually provides it.”

“We are already profitable on our investment, and now we’re getting bigger contract jobs and looking to expand. We love what we are doing!”



Jayson Arendall
Trenchless Leak Detection
Western Arkansas and Eastern Oklahoma

nuflow
WE FIX PIPES

Grow with NuFlow. We Got You.

www.nuflow.com | 866-248-6880

SCAN ME



comments on something they say. You will begin to stand out. Some of these groups can easily have over 100,000 local homeowners in them.

Influencers

Make fun of the term all you want, but online influencers are a huge part of society online. They are the modern celebrities for the younger generation. Since you've gone through every popular local business and online group and "made new friends." You will start to see who the influencers are because the social media platforms think you are exactly like the local homeowners where you live. So it will begin feeding you the exact things it provides to the local population.

When this happens, you will see "influencers" pop up. These people are in the middle of everything, very popular online, and they usually will have videos of themselves doing things, etc. Do the same thing you've done before by liking their posts and leaving positive comments, and you will stand out.

The Final Blow

Once you've established months of positive relationships with all the popular local businesses for the massively popular online community groups, and many of the local influencers, it's time to take this to the next level. One at a time, start

messaging each of your contacts. Make it very personal: "Just wanted to say that I noticed your Facebook page, I think you have great content, and I love eating at your restaurant." That's it — don't ask for anything. Do this for every business, group admin and influencer, and give it a few months.

At this point, your business page will be snowballing off the charts. Then, when the timing is right, ask if you could offer a special discount for your services through their page or group. Offer influencers free services for them to talk up your company.

When you get to this point, you've got a lot of time into your page, but you'll notice that you will start accumulating an unbelievable number of followers with whom you can now advertise for free. Thousands and thousands of local customers and businesses who you can advertise to immediately any time you want, with any message you want for no money whatsoever — just time and effort. 📌

Anthony Pacilla has been in the trades since he was 9 years old (family business). He started cleaning toilets, mopping floors and putting fittings away in the warehouse. As he picked up skills, he would add becoming a ground man and laborer. When he was ready, Pacilla became an apprentice and then a journeyman plumber. He graduated college with a business and economics degree and immediately wanted to come back to work in the family business. A few years ago, Pacilla became a licensed master plumber. To contact Pacilla, email editor@plumbermag.com.

Become a FORMADRAIN installer!



- **100% no-dig** CIPP solutions
- **Lateral and spot repairs** using existing clean outs
- Low entry cost, comprehensive training & support
- 70+ satisfied installers in North America

Visit formadrain.com for more information.

1-888-337-6764





The vCam-6 Standard System, Residential, Industrial and Municipal Applications

vCam Inspection Cameras, the clear choice for video inspection.

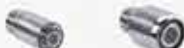
Call us for a no-obligation on-site demonstration!

☎ 1-800-446-3392



vCam-6 HD Standard Inspection System

- 512Hz Sonde
- 1080p HD Cameras
- Wi-Fi enabled with free app
- LACP software compatible
- 9.7" daylight viewable display



34mm HD 46mm HD
3 to 6" lines 3 to 8" lines



vCamMX-2 Mini Inspection System

- 512Hz Sonde
- 2 to 4-inch lines
- HD and HDR Cameras
- Wi-Fi enabled with free app



18mm HD 26mm HDR
1.5 to 3" lines 2 to 4" lines



vLoc3-Cam Sonde Locator

- No ghost signals
- Direction guidance arrows
- 4" color display with backlight
- Optional Bluetooth connectivity



Follow Us on
Instagram



Visit Our YouTube Channel
to See Actual Videos



Vivax-Metrotech Corporation

3251 Olcott Street, Santa Clara, CA 95054, USA

SalesUSA@vxmt.com +1-408-734-1400 www.vivax-metrotech.com



CONTRACTING DOESN'T

WE HELP

*Thousands of Contractors Improve their Lives
by Helping their Business.*

Successful Contractor Coaches - Industry Leaders



NEED TO BE THIS HARD.



 SCAN ME



**SERVICE
NATION**

Improving Contractors' Lives for the Better.

Industrial and Commercial Plumbing

By Craig Mandli

Alarm

FloLogic

The **FloLogic** alarm offers smart leak detection and an automatic shut-off system with industrial-grade U.S.-made cast bronze valves in sizes up to 2-inches. It has comprehensive real-time leak detection, detecting leaks as small as a half-ounce per minute from the moment they start. When a leak is detected, the water is shut off automatically and the users receive an alert through the FloLogic smartphone app. The FloLogic CONNECT module also features a thermometer, allowing low room temperature alerts and automatic water shut-offs. All systems are equipped with battery backup for continued protection during outages. Plumbers who sell and install FloLogic can help their clients secure their home against plumbing supply leak damage. 877-356-5644; www.flologic.com



Zoeller Pumps Pivot Pro+ Reversing panels

Designed to work with **Zoeller Pumps** reversing grinder pumps, **Pivot Pro+ Reversing panels** contain all the built-in diagnostics, supervision, and features that customers have come to expect from the Pivot product line. The Reversing panels contain new technology that goes further than simply reversing pump direction cycle to cycle. They will also reverse or switch pumps (duplex only) mid-cycle according to timers in a user settable menu. This helps prevent clogs and pump jamming before they become detrimental pump health issues. These features can be monitored, configured and set up for notifications for free using the Z Control online device platform. Panels and pumps are available in 1Ph (with capacitor start kits) and 3Ph with a wide selection of amp ranges. 800-928-7867; www.zoellerpumps.com



Controls

SJE Rhombus Model 32S

The **Model 32S** control panel from **SJE Rhombus** is designed to alternately control 2 three-phase pumps in industrial and commercial water and sewage systems using the robust DPC-4F Pump Control Four Float Controller for pump sequence, alternation, selection, lag pump delay time and alarm. If a high water alarm condition occurs, the high water alarm float activates the audible/visual alarm system along with auxiliary contacts for remote alarm. Common applications include lift stations and pump chambers. Models are available with intrinsically safe relay for circuit extension into hazardous locations. It is UL/cUL Listed. 888-342-5753; www.sjrhombus.com



Fittings

REHAU EVERLOC+ copper press adapters

REHAU EVERLOC+ copper press adapters allow for efficient transitions between different piping materials in potable and nonpotable commercial applications. Available in 1/2- to 2-inch sizes, the adapters are designed to provide quick yet secure transitions from copper to RAUPEX PEXa pipe. As an extension of the REHAU EVERLOC+ product line, the adapters feature the same compression-sleeve technology and joining technique. The system uses a textured PEXa compression sleeve that delivers an extreme grip and immediate seal. Each PEX connection further contains multiple sealing edges, a signature feature of the system that provides enhanced security. Connections are made using a consistent, two-step expansion and compression process with



battery-powered compression-sleeve tools. Completed connections are immediately secure and ready for pressure testing regardless of pipe diameter and weather conditions, streamlining commercial installations while reinforcing system reliability. **800-247-9445; www.everlocplus.com**

SharkBite PEX-a pipe and expansion fitting system

The **SharkBite PEX-a pipe and expansion fitting system** combines highly engineered materials with robust testing standards to provide a system that's quick to install and built to last. It allows for longer pipe runs and fewer fittings needed for a job, reducing installation time and potential leak points. Because it expands, it is less susceptible to burst in freezing conditions compared to rigid pipe. It has a high chlorine resistance and UV rating. The brand's range of expansion fittings, which come in dezincification-resistant brass or engineered polymer, comply with NSF 14 and are designed to resist corrosion. **877-700-4242; www.sharkbite.com**



Vista Water Group VIAgap

VIAgap from Vista Water Group is a certified plumbing water fitting designed to prevent backsiphonage while receiving a single drainline from various types of appliances and devices, including reverse osmosis systems, water softeners, whole house water filters, medical devices, condensate lines and overflow lines. Available in multiple sizes and constructed with an integrated straightening vein that virtually eliminates splashing, all models are certified to meet ASME A112.1.3 and IAPMO PS 65 air gap standards, as well as NSF 61 and 372 materials standards. Designed to accommodate multiple installation options, models feature integrated barb fittings on both inlets and outlets, and can be installed with included wall-mountable clips or directly into a standpipe or full inline pipe mount with couplings. For similar applications that require air gaps for multiple drainlines, the DrainGap Multi-Port Drain Adapter with Air Gap is also available. **419-565-5702; www.vistawatergroup.com**



Fixtures

CORRO-PROTEC Powered Anode Rod

CORRO-PROTEC Powered Anode Rods

made of titanium stop corrosion, rotten egg smell and limescale buildup inside hot water tanks. Designed to last over 20 years, they are a long-term solution that don't require any maintenance. The power supply, plugged on top of the titanium anode rod, provides small electrical current that completely stops corrosion. With that unlimited source of protection, it can double the life of the tank and prevent unwanted reactions like the sulfur smell in hot water, limescale buildup inside the water heater and air in water pipes. Since the anodes won't deteriorate over time, they are 12 inches long and easy to install in a wide range of water heaters starting from 10 gallons to 120 gallons, including a specific model for Bradford White tanks. They fit on electric, gas, solar, hybrid, indirect and geothermal water heaters. **877-466-6660; www.corroprotec.com**



in2aqua PS Techno S shower system

The **in2aqua PS Techno S shower system** is ergonomic and sustainable without losing comfort. Its super slim slide bar will give any shower bathroom a minimalistic and timeless touch. With a 60-degree angle, it ensures full body coverage for an enhanced shower experience. Compatible with any in2aqua CALGreen or max 2.5 gpm shower head and head spray, it offers plug-and-play functionality. The systems are multifunction models, offering the choice of hand shower spray technologies. The powerful massage spray can exhilarate the body, and the Swirl technology with uncloggable spiraling hollow spray treats the skin in a circular motion. Other hand spray technologies include the rejuvenating Silk spray, as well as Airdrop, which operates quietly and saves water at the same time. **800-257-6051; www.in2aqua.com**



Facilities Resource Group TTS Synergy Series

The TTS Synergy Series from Facilities Resource Group 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



vacuum breaker and backflow preventer. It allows water to drain even when the hose is attached, making servicing easy and a must for cold climates. Box options include round, satin nickel, brass and aluminum, all of which install flat to the building surface and enhance the look of any building. Each box comes with a gasket to ensure back spray doesn't leak into the building. The hydrant ensures a reliable water supply, installs easy, allows more flow, and hugs the wall for a clean, powerful and dependable hydrant solution. 800-362-9055; www.prier.com



Mikrofill 3

The Mikrofill 3 is an advanced, "direct-type" pressurization unit available for sealed, low-pressure hot-water and chilled-water commercial and multifamily residential applications. Able to fill any heating or chilled water system from empty without using a pump, the product also delivers commercial backflow protection with no RPZ valves, while also providing comprehensive electronic pressure management. It has been tested and approved in accordance with ASSE LEC 2009-2021. 312-761-5826; www.mikrofill.us

Uponor AquaPort

The Uponor AquaPort is a self-contained unit that converts a building's hydronic heating supply to on-demand domestic hot water. This solution eliminates centralized domestic hot water and recirculation piping to provide numerous benefits, including energy and water savings, improved water quality, installation efficiencies, and reduced maintenance. 800-321-4739; www.uponor-usa.com



Pipe/Casing/Tubing

Fisher Mfg. gas hoses



Gas hoses from Fisher Mfg. are designed to meet the demands of commercial kitchens, ensuring safety, reliability and ease of use. They have a PVC-coated, nonflammable construction with a stainless steel braid for added durability. With 360-degree rotational ends, installation becomes flexible while providing maximum protection to the hose. Each gas hose kit includes essential components such as a quick disconnect, restraining cable, full port valve and an elbow. With a range of hose lengths and diameters available, they are suited for any foodservice operation. 800-421-6162; www.fisherfaucets.com

Flow-Liner Systems Neofit+Plus Expandable Pressure Pipe



Neofit+Plus Expandable Pressure Pipe from Flow-Liner Systems is a trenchless technology that creates an impenetrable barrier between drinking water and the existing host pipe. Host pipes (like lead and copper) can leach dangerous levels of toxic materials in your drinking water. The Neofit+Plus EPP structural material has been scientifically proven by examining extensive hydrolysis testing, indicating it will last well over 100 years. It often only requires a single small access pit, saving yards, trees, sidewalks and floors from demolition. The speedy process allows for many installations a day and immediate return to service. 800-348-0020; www.flow-liner.com

Continued ▶

Hydrant

PRIER C-634

PRIER's C-634 commercial wall hydrant has a high flow rate at 16 gpm at 25 psi differential carrying the ASSE 1052 approval, which includes an integral





**POWER
THRU™**

Drain tools built
to prevail.




MV84 Dual Cart Jetter
for 3" - 10" lines

- 8 gpm @ 4,000 psi
- remote start and throttle control



mytana.com/product/mv84



Trust MyTana equipment to find and fix tough problems quickly. Our pro-grade cameras, jettters, flexible shaft cleaner, cable machines and accessories prepare you for any challenge, and all come backed by our legendary service team.

www.MyTana.com ■ (866) 735-7684

MyTana

INSPECTION SYSTEMS CABLE MACHINES FLEXIBLE SHAFT CLEANER JETTERS

CABLE ATTACHMENTS NOZZLES HOSE PARTS TOOLS FACTORY DIRECT SUPPORT

Pumps



A.Y. McDonald E-Series DuraMAC Water Pressure Booster System

A.Y. McDonald's E-Series DuraMAC Water Pressure Booster System comes complete with easy setup instructions, all metal connections, a half-gallon pressure tank, and check valve. In addition, users experience a quiet operation due to the TEFC single-phase motor. Designed to shut off when no flow is detected, this solution gives an extra boost to water pressure. **800-292-2737; www.aymcdonald.com**

Liberty Pumps ProVore

The **ProVore** grinder from **Liberty Pumps** is designed for use in applications where addition of a bathroom or other fixtures below sewer lines requires pumping. It has the same V-Slice cutter technology used in the Omnivore Series. Powered by a 1 hp motor, this smaller grinder is designed to operate on a standard 115- or 230-volt circuit, requiring only a 20-amp breaker. No special wiring is needed. The pump comes with a 2-inch vertical-style discharge and a standard leg pattern matching the LE Series. This allows for easy retrofit into existing systems. Compact factory-assembled systems are available in simplex and duplex versions: the ProVore 380 and ProVore 680. **800-543-2550; www.libertypumps.com**



Continued ▶

Come and visit us.



NAWL
NORTH AMERICAN
WATER LOSS • 2025

American
Water Works
Association
Colorado Convention Center
Denver, CO
December 5-7, 2023
Booth No. 201



SEWERIN
Technologies for leak detection.

While others are still searching ...

... WE ARE FINDING LEAKS!




SeCorrPhon AC 200 & VARIOTEC® 460 Tracergas

EVERYTHING you need on non-metallic pipes!

Hermann Sewerin GmbH | Office +1 888 592 9916 | Cell +1 888 592 9916 ext. 102 | sewerin-usa@sewerin.net | www.sewerin.com

MEET THE BOILER THAT CHECKS ALL THE BOXES



FLOOR OR WALL MOUNT



HIGH EFFICIENCY



EASY INSTALLATION



Engineered to be as flexible as it is efficient, our all-new Brute FT® Series is about to make your commercial installs a whole lot easier.

Easy to choose:

- 2 models: 399 MBH and 301 MBH sizes with up to 10:1 turndown and 95%+ thermal efficiency
- Common components and parts across both sizes
- Durable 316L stainless steel fire-tube heat exchanger
- Propane conversion kit for simple in-field changeovers
- Cascade up to four boilers — any combination of sizes

Easy to install:

- Simply converts from wall to floor installation with optional stand
- PVC, CPVC, SS or PP venting materials — 3" up to 65' and 4" up to 100'
- Top or bottom water and gas connections (same size and configuration on both models)
- Integrated mixing valve control — no need for third-party control and programming




BRADFORD WHITE®
W A T E R H E A T E R S
Built to be the Best™

Safety/Personal Protection Equipment

Thunderbolt Locks Alarm Padlock

The **Alarm Padlock** from **Thunderbolt Locks** has a built-in sensor that can detect movement to activate a 110 dB alarm siren to ward off thieves. It is manufactured with a heavy-duty, corrosion-resistant body and a thick stainless steel shackle for increased security. The padlock is weatherproof, has a dual high collar body to fend off bolt cutter access, includes three high-security keys and can be used in silent mode. The alarm resets automatically and includes two sets of batteries. A warning label is applied to the lock body to warn potential thieves there is a siren alarm built into the lock, and a break-in attempt is not advised. This lock is suitable for securing box trucks, trailers, toolboxes, fences, construction equipment and any other application that requires a padlock. 765-652-6587; www.thunderboltlocks.com



Tools

Dallas Specialty Internal Pipe Cutter

The **Internal Pipe Cutter** from **Dallas Specialty** features a free spinning shaft, and its blade attaches easily to the chuck, quickly adjusting using the convenient twist/set handle. Simply release the twist/set handle and slide the guide collar over the shaft gauge to the correct depth, tighten the twist/set handle, insert into the pipe and cut. The blade spins freely. It can be used to cut pipe sizes 1 1/2 to 6 inches, with an adjustable cutting depth 1 to 6 inches. A safety collar prevents the blade and shaft from falling down the pipe. It is ideal for tight spaces, and for cutting pipes against walls and below concrete surfaces. Its handle gives stability and control to the cutter. 800-222-5644; www.dallaspecialty.com



Milwaukee Tool M18 FORCE LOGIC Long Throw Press Tool

Milwaukee Tool's **M18 FORCE LOGIC Long Throw Press Tool** has an in-line design that offers access for navigating around installed pipes, while also delivering a high level of press accuracy and reliability. Powered by the M18 REDLITHIUM Battery, the tool is part of the only press tool system where users can cut, fasten and connect on one battery platform. It utilizes REDLINK Intelligence, which features auto-cycle and pre-press battery checks to prevent partial presses. Indicated by a green LED light on the tool, it visually alerts users when a press cycle is completed, and when calibration is needed. The press tool operates at 50,000 cycles before calibration is needed. This delivers a long calibration interval, keeping the tool on the job to maximize users' return on investment. 800-729-3878; www.milwaukeetool.com



Valves

Aquaguard WAGS Valve

WAGS Valves from **Aquaguard** can stop a leaking water heater tank from continuously refilling and dripping, or until the 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



Continued ▶

Thousands of OEM Repair Parts at Your Fingertips



NAVIEN AC Smith. BRADFORD WHITE Goodman Rheem
Rinnai Raypak WEIL-McLAIN UTICA BOILERS and more!

Order. Receive. **Accomplish.** Repeat.



SuppliesDepot.com

Your Source for Plumbing, Heating, Electrical and Lighting Products.

FREE Ground Shipping on Orders \$99 & Up! **In Stock** Parts that are Ordered before 5pm EST Ship Same Day.*

*See website for details.

Bradley Navigator digital mixing valve

Bradley's Navigator digital mixing valve delivers precise temperature control and programmable features. Engineered with technology to deliver and maintain water temperatures within +/- 3 degrees F, even during low and zero demand periods, the digital valve maximizes safety and efficiency for domestic hot water systems. The valve's intuitive controller allows proactive temperature control by setting the temperature for normal operation and scheduling periodic thermal disinfection cycles. Data logging and BMS integration allow for convenient remote monitoring to ensure the proper water temperature is being distributed, eliminating the risk of elevated temperatures and scalding. Its automatic daily ball rotation feature removes scale to keep the valve running smoothly while reducing cleaning and maintenance time. The valve's programmable



weekly thermal disinfection system — with four programmable settings — raises temperatures to kill *Legionella* and other harmful bacteria. After disinfection, the system will automatically flush hot water and reset for daily use. 800-272-3539; www.bradleycorp.com

Jomar Valve Lead Free Brass CPVC Insert Ball Valve

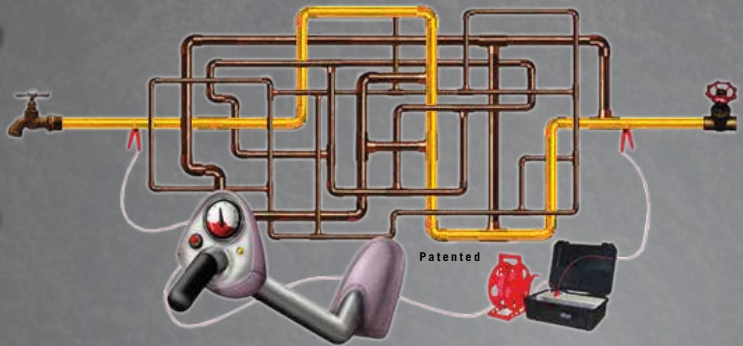
Lead Free Brass CPVC Insert Ball Valves from Jomar Valve have a standard CTS connection, and are full port, two-piece, 150 WOG valves featuring a durable brass body, quarter-turn operation, CPVC end connection inserts and an optional drain tap 1/8-inch orifice. Made for hot and cold water systems, the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



Continued ▶

Pulsar 2000 Line Tracer

- ✓ Locate Lines
- ✓ Locate Water Leaks
- ✓ Training Video



The Pulsar 2000 line tracer is designed primarily to locate metallic pipes. The Pulsar 2000 is a directional line tracer. Connect the Pulsar's powerful and unique transmitter to your target pipe and locate only that pipe. Locating can be accomplished under floors, in walls and in ceilings. The Pulsar 2000 does not require grounding.

Leak detection personnel... The Pulsar 2000 is a must have locator. Now you can quickly identify the pipe location, thereby reducing the search area of the leak.

100% satisfaction guarantee... We are so sure that you will see the time saving benefit of the Pulsar 2000, we will let you return it for a full refund

if you are not satisfied. If you want to learn more about the Pulsar 2000 and our leak locating equipment, please call 214-388-8838 or e-mail jsmll@aol.com for a free demonstration video or CD and references of satisfied customers.

We have been using the Pulsar 2000 along with the XL2 fluid detector and Geophones since January 1989 in our leak locating business. Our leak locates are **accurate 95% of the time**, but I can honestly say, the line we trace is always there. Our equipment is user-friendly and requires very little training, as you will see on the video. Purchase the Pulsar 2000 line tracer, XL2 fluid detector and Geophones, and start locating leaks immediately.

It's a jumble out there.

www.Pulsar2000.com
DISTRIBUTORS WANTED





EARN TAX CREDITS FOR UPGRADING TO HIGH EFFICIENCY



UP TO
\$2000
IN TAX
CREDITS¹

Ruud® L-Series Super HE
Condensing Combi Boiler

ULTRA® Hybrid
Electric Heat Pump

ULTRA®
Super HE Gas

ULTRA® Plug-in
Heat Pump



[Ruud.com/water-incentives](https://ruud.com/water-incentives)



*Sustainability Standout - This product meets a stringent set of our internally defined sustainability standards.
¹Consult with a tax advisor for complete program details and eligibility requirements.*

Water Heaters

Bradford White Water Heaters ElectrIFLEX MD

Bradford White Water Heaters' ElectrIFLEX MD medium-duty commercial tank-type electric water heaters are available in 50-, 80- and 119-gallon capacities to fit a variety of applications. With available advanced features such as Incoloy low-watt density elements, field conversion kits to fit demanding application needs, Vitraglas lining with Microban antimicrobial product protection, and a Hydrojet sediment reduction system, they are designed to deliver reliable high performance in any conditions. **800-523-2931; www.bradfordwhite.com**



Heat-flo Extra High Output

The Heat-flo Extra High Output (XHO) indirect series of tanks are available in 85- and 115-gallon capacities. The entire tank including the 100 feet of coil, body and dip tube are all made of 316L stainless steel. All the piping connections are easily accessible and make for an efficient, cost-effective installation. The finished tank is jacketed with a dent- and rust-resistant HDPE plastic and is highly insulated to minimize standby heat loss. Applications requiring high volumes of domestic hot water but are limited to a small tank footprint are ideal. These tanks excel when utilized in apartment buildings, dormitories and nursing homes. **508-278-2400; www.heat-flo.com**



Intellihot Electron

The Electron tankless heat pump water heater from Intellihot provides the energy efficiency, water safety and on-demand performance of tankless water heaters. It uses electric heat pump technology with carbon dioxide as the refrigerant paired with a specially designed thermal battery. Carbon dioxide is environmentally friendly, with a low Global Warming Potential of 1; it has superior heat transfer characteristics compared to synthetic refrigerants; it's a naturally occurring substance and abundant in the atmosphere; and it's safe because it's nonflammable and nontoxic. The specially designed thermal battery stores heat energy and enables heating water on demand. Models include the iE1, an integrated unit with a thermal battery that can be installed indoors or outdoors; and the iE6, a larger unit that installs outdoors and pairs with the iB3, an indoor thermal battery. **866-692-6791; www.intellihot.com**



Rheem ProTerra Hybrid Electric Heat Pump Water Heater

Rheem's ProTerra Hybrid Electric Heat Pump Water Heater is available in a variety of sizes (40, 50, 65, and 80 gallon) with the same footprint as a standard electric water heater, making it an ideal replacement solution. With zero-clearance requirements and front-facing components, the unit easily fits into small spaces and improves serviceability. Built-in EcoNet Wi-Fi technology provides advanced diagnostics. Hybrid electric heat pumps offer immediate energy savings and are eligible for federal tax credits and local utility incentives. **866-339-2388; www.rheem.com**



FastPIPE
ESTIMATING SOFTWARE
mechanical . plumbing . industrial pipe

SEE A DEMO TODAY

FastEST, Inc.
1.800.828.7108 | www.Fastest-inc.com/plumber

Plumber

Get new content right to your inbox!

www.plumbermag.com/alerts



Anchor Graphics, Inc.

(The Rare Breed)

Tel: 972-422-4300 800-875-7859

info@anchorgraphics.com

sales@anchorgraphics.com



Labels, Signs Printing & More!!

- * All Types of Decals and Signs.
- * Customized to your needs
- * Unlimited sizes
- * Available in a variety of colors
- * Weather and fade resistant
- * High Tack Outdoor adhesive
- Removable adhesive available

www.AnchorGraphics.com

CAM Spray WORKING WELL UNDER PRESSURE

PRICES GOOD THROUGH DECEMBER 15 OR WHILE QUANTITIES LAST

Pressure Washers & Drain Jetting Equipment



RCJ4008H
 »8 gpm @ 4000 psi »200' x 3/8" Jet Hose
 »800 cc EFI on Manual Reel
 Honda Engine
 30 GALLON TANK **\$8599 Plus Freight**



LJ4008H
 »8 gpm @ 4000 psi »200' x 3/8" Jet Hose
 »800 cc EFI on Manual Reel
 Honda Engine
 30 GALLON TANK **\$8499 Plus Freight**



4008H POWER UNIT
 »8 gpm @ 4000 psi »400' x 3/8" Jet Hose
 »800 cc EFI on DC Powered Reel
 Honda Engine
 Just Add A Tank! **\$8599 Plus Freight**

3012H POWER UNIT
 »12 gpm @ 3000 psi »400' x 1/2" Jet Hose
 »800 cc EFI on DC Powered Reel
 Honda Engine
 Just Add A Tank! **\$8499 Plus Freight**

3012H COMPACT SKID
 »12 gpm @ 3000 psi »400' x 1/2" Jet Hose
 »800 cc EFI on DC Powered Reel
 Honda Engine
 (100 GALLON TANK) **\$14,599 Plus Freight**

4008H COMPACT SKID
 »8 gpm @ 4000 psi »400' x 3/8" Jet Hose
 »800 cc EFI on DC Powered Reel
 Honda Engine
 (100 GALLON TANK) **\$14,199 Plus Freight**



VM4008H
 »8 gpm @ 4000 psi
 »690 cc
 Honda Engine
 »50' x 3/8" Washdown
 Hose on DC Reel
\$13,299 Plus Freight



STB3012H
 »12 gpm @ 3000 psi
 »800 cc EFI
 Honda Engine
 »400' x 1/2" Jet Hose
 on DC Reel
\$22,599 Plus Freight



TT4 SERIES
 »18 gpm @ 4000 psi
 »74 HP Turbo Intercooled
 HATZ Engine
 »500' x 1/2" Jet Hose/
 Hydraulic Reel
Call for Quote

All Jets Shown Come with Pulse Valve, 2 Jet Nozzles, Tool Box, Gloves, Safety Glasses, Tip Cleaner, Tiger Tail, Wash Down Trigger Gun with Nozzles.

Building Drain and Sewer Equipment since 1981.

We Build Electric, Gas and Diesel powered models up to 4000 psi, flows up to 40 gallons per minute. Don't see exactly what you want... We will custom build exactly what you want!

800-648-5011 | www.camspray.com | sales@camspray.com

Industrial and Commercial Plumbing

By Craig Mandli

Commercial water heaters a fit for large hotel



Problem: Located in Ashland City, Tennessee, a new four-story Hampton Inn welcomes travelers from around the globe. Opened to the public on March 3, 2022, the hotel has had consistent occupancy thanks to its proximity to Nashville. During planning and construction, hotel general manager Sammy Naquin knew he needed a dependable water heating solution to help provide a continuous supply of hot water for the 75-room hotel, which also includes a kitchen and industrial laundry facilities. “In the past, I’ve had problems getting enough hot water up to the top floors at peak hours when more people are showering,” he says, so he knew the water heaters he chose for the Hampton Inn had to guarantee hot water for every room at all times of the day.

Solution: Naquin worked closely with **A. O. Smith** to specify two 750,000 Btu/h **Cyclone XL** commercial gas water heaters. With a smaller footprint than other large commercial properties, the Cyclone XL was the ideal solution to ensure ample hot water and allow adequate room for installation and maintenance. It excels in applications with maximum hot water requirements 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 the iCOMM Connectivity Platform, 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 water temperature you get on the first floor is the same temperature you get on the fourth floor,” says Naquin. “We’ve been busy since opening and even with reaching room capacity on multiple occasions, we have received positive feedback from guests about always having hot water.” 800-527-1953; www.hotwater.com

Hanging system transforms how pipes are supported overhead



Problem: A Illinois commercial customer’s job required that the hot, cold and vent pipes be supported overhead. At Water Plumbing of Roselle, Illinois, needed to find a quick and easy solution to hang all three pipes together in an overhead installation.

Solution: The company used **HAP Bullets** from **HAP System** that are designed to work with HAP Hangers for overhead pipe installation. HAP Bullets combined with HAP Hangers provide flexibility for hanging one or multiple pipes overhead from an anchored 3/8-inch threaded rod. The plumber starts by threading two HAP Bullets on the threaded rod. HAP Hangers are secured to the Bullet by using the provided attachment screws. Height adjustment can be made quickly by spinning the HAP Bullet/Hanger assembly up or down to the desired height.

Result: The HAP Bullet, PL-1111-BTR1, used in combination with small and medium HAP Hangers, provided a quick and cost-effective solution for overhead pipe installation for the plumber. 847-787-7777; www.hapsystem.com

Continued ▶

Become a WAGS™ CERTIFIED INSTALLER YOU'LL BE THE HERO!

Sounds Like a Real No-Brainer To Me

WAGS™
WATER HEATER SAFETY VALVE
THE ONE SHOT WONDER

VALUE-ADD PROTECTION FOR YOUR CUSTOMERS WITH The One Shot Wonder!
PREVENTS COSTLY WATER HEATER FAILURE PROPERTY DAMAGE

RED POP-UP INDICATOR TAB WHEN ACTIVATED

DO NOT MATE CAP REMOVAL OF THIS VALVE

WAGS

PATENTED WATER-SOLUBLE FIBER DISC RELEASES A SPRING LOADED PISTON - CLOSING THE INCOMING WATER FLOW

HIGH QUALITY, HOT FORGED BRASS VALVE BODY

WATER LEVEL SENSOR PORTS

3/4" NPT

IN

OUT

NO Electricity

NO Batteries

NO Wireless Signals

NO Maintenance

NO Worries

SIMPLE

SMART

AQUAGUARD
The Original Creators of the wags™

Learn More About WAGS At
WWW.WAGSVALVE.COM

MADE IN THE USA
SINCE 2002

We are redefining pipe rehabilitation

Not ready to buy?
Rentals Available!

SIPP (Sprayed In Place Pipelining) casting system presents a cost-effective solution compared to European products. Through direct application of the resin, no need to use liners - No need for any reinstatements. Can be used through existing access points in the structure.

We Offer the Best Training and Support in the Business

- 100% polyurea [No foaming]
- Chemical resistant
- ASTM tested, 60 sec cure time (compared to competitors 10 min. to 2 hrs.)
- 10 year warranty
- Long shelf life
- Made in USA
- High quality standard
- ISO 9001
- Easy to apply

Small Sprayhead
1½" - 6"
Pipe diameter

Large Sprayhead
6" - 20"
Pipe diameter

ipp
Solutions, LLC

Made in U.S.A.

Equipment and resin made in USA, ready to ship today - no lead time.

— Financing Available —

+1.970.444.5655
www.ipp solutions.com

ipp
Solutions, LLC

Supply box system delivers labor savings at hotel project



Problem: The Grand Hyatt Nashville is a massive construction project with 591 guest rooms and various amenities. As such, plumbing was a challenging process for the building team Clark Construction and Bell Associates. To save on labor costs, mechanical contractor Lee Company recommended using Oatey's MODA Supply Box System for plumbing connections in each guest room which eliminates the need for a copper stub-out, saving time and effort. However, the white finish of the MODA boxes' faceplates did not match the color of the surrounding HVAC grille, causing aesthetic concerns. A color match was necessary for approval.

Solution: In order to address the aesthetic concerns with the MODA Supply Boxes, local sales agent Jim McClain took it upon himself to create a makeshift paint shop within his warehouse facility. Alongside the help of other individuals, they prepped, painted and repackaged 600 MODA faceplates within just 12 hours. This allowed for the plates to be installed in the hotel's guest rooms over several months. While only the plates were painted, it was sufficient as the lavatory plates would be concealed behind the vanity. The MODA modular boxes are made of durable PVC and offer advantages such as recessed valves and plumbing, which appealed to the installers.

Result: Due to the installation of the MODA Supply Box System, the Lee installation crew was able to achieve substantial labor savings. The MODA modular boxes are becoming increasingly valued due to their savings in installation time. They are now a part of Lee's standard protocol for commercial jobs. 800-321-9532; www.oatey.com

Company streamlines 404 tub-to-shower conversions at hotel

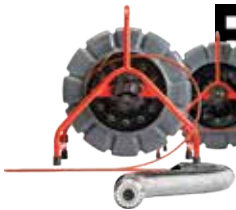


Problem: The Four Seasons Houston hotel opened in 1982 and is now in the latter stages of converting 40-year-old cast iron tubs to modern showers. Project assistant-superintendent, John Upshaw of Turner Construction says converting 404 bathtubs to step-in showers in a building constructed in the '80s, is no small feat. "When we demo out a tub, we're essentially running into different conditions in 404 different bathrooms," Upshaw explains. The team had to adapt to unexpected plumbing rough-in configurations and various shower-enclosure sizes.

Solution: ShowerLine, the solution, is a high-quality PVC linear drain system and features a fully sloped trough where water exits through either a vertical or a side waste outlet. Plumber Larry Adams, from Kilgore Industries in Houston, says he highly recommends the QuickDrain linear drain system because it's easy to install and provides flexibility for the drain installation. Adams was the foreman apprentice during the original construction of the building in the 1980s. "These are old cast iron tubs, so the drains were set at different positions and often off-center," explains Adams. But jack-hammering or core-drilling through the concrete to adjust drain positioning wasn't an option. Since the hotel is constructed via post-tensioned slabs, core-drilling would compromise the building's integrity. To allow enough room for Adams to stub out the existing DWV lines, they had to chip out the concrete surrounding the existing pipe. "Fortunately, we were able to find a location between the rebar to chip a small area around the drain," he says. There was also no way to solder the existing copper pipe to a new copper joint because of jagged pieces of metal coming through the concrete and less than half a hand space, so plumber Adams had to use a mechanical fastening coupling between the copper and the transition material.

Continued ▶

YOUR SOURCE FOR RIDGID



**SeeSnake® TruSense™
Camera Reel**



**CS12x Digital
Reporting Monitor***



**Flexshaft
K9-102, K9-204**



**SeeSnake® Compact M40
Camera System**



**CS65x Digital
Reporting Monitor***



**SeeSnake®
MAX rM200
Camera System**



microDrain Reel



**CS6xVersa Digital
Recording Monitor***

*With Wi-Fi



8% ONE YEAR FINANCING AVAILABLE!
Longer lease rates also available.
Call Keith for details.

BUYING A SEESNAKE?

**CALL US FOR
GREAT PRICING &
FREE SHIPPING!**

**WE
WILL NOT BE
UNDERSOLD**

**- Call Evenings Keith: 405-602-9155
and Weekends - Ryan: 719-243-3539**

CALL TOLL FREE: 888-947-8761

5037 NW 10th • Oklahoma City, OK 73127

www.centralwinnelson.com



Heat-flo

Featured Product

Commercial Storage Tanks

- TANKS ARE ALL STAINLESS STEEL CONSTRUCTION
- BRASS DRAIN & T&P VALVES ARE FACTORY INSTALLED
- COMMERCIAL SIZED FITTINGS
- STC-2 UNITS WITH 2 INCH SIDE CONNECTIONS
- R-16+ INSULATION ON ALL UNITS
- MODELS ARE AVAILABLE IN 80, AND 115 GALLON SIZES.
- FLEXIBLE THERMOPLASTIC JACKET THAT WILL NOT CORRODE AND IS DENT RESISTANT



- A Made in America Company
- Dedicated to our craft
- High Quality, Cost Effective Solutions for Hydronic, and Solar Based Water Heating
- Superior Design and Manufacturing Execution
- In Business Since 1998
- Working to Make Installation and Servicing Simpler

HEAT-FLO, INC.
15 MEGAN CT., P.O. BOX 612, UXBRIDGE,
MA 01569, USA
PHONE: (508) 278-2400 | FAX: (508) 278-2466
E-MAIL: SALES@HEAT-FLO.COM
WWW.HEAT-FLO.COM



PROUDLY
MANUFACTURED IN
THE UNITED STATES
SINCE 1998.



RAISING THE STANDARD

Result: Thanks to QuickDrain's PET shower pans' flexibility, the construction crew was able to cut the drain support panel in half to allow Adams to make the mechanical connection. "The finished installation looks great, and as long as it looks good, the hotel is happy," says Turner. 866-998-6685; www.lrbrands.com/quickdrain/

SqNuts SQUARE SOCKETS **FINALLY A SEWER PLUG REMOVAL TOOL**



SqNuts - a patented 6-piece set of combination square sockets

- Prevents breakage of sewer plugs and pipes
- Saves time & aggravation
- These lightweight tools come in handy carrying case



"A Must-Have for Anyone Who is Regularly Working on Sewer Lines"

Order Online at: www.SQNuts.com

Searching for More?

More news at PlumberMag.com/featured

Plumber

Contractor uses duplex vortex pump systems for restroom additions at large medical warehouse



Problem: The HCA Healthcare HealthTrust location in Lakeland, Florida, functioned as one large warehouse before the decision was made to section off an end of the building to accommodate offices, restrooms, and break rooms for the staff. The project landed with project manager Nate Hefner of Feddon Mechanical. HealthTrust previously installed one restroom and two connecting restrooms in different warehouse sections. The new project scope required tying new restrooms into the existing sanitary sewer, with the furthest restroom roughly 850 feet away from existing sanitary sewer access. "The original spec included grinder pumps to be excavated 6 feet deep and 4 feet wide down in the ground to then pump up across the warehouse," Hefner explains, "but before we pulled the trigger on that, we decided to reach out to Saniflo to see what they had to offer, since we had an existing relationship with our local sales representative."

Solution: After confirming that they could accommodate the electrical components to operate the Saniflo systems, the **Sanicubic 2VX** duplex lift station came out on top as the unit that could adequately handle the flow and distance of the plumbing system. The decision was made to install two units to handle the wastewater coming from three new single user restroom facilities. The powerful 1.5 hp pump system provides above-floor drainage for multiple plumbing fixtures for an entire commercial structure, thus eliminating the need for costlier and less convenient pit installations.

Result: "Using Saniflo products that were readily available and didn't require long lead time was cost-effective, compared with the equipment initially specified," Hefner explains. 800-363-5874; www.saniflo.com



FEATURED IN AN ARTICLE?

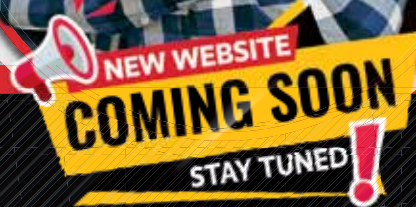
MAKE THE MOST OF IT!

Digital reprints available
Visit plumbermag.com
for articles and pricing



Dedicated to the Professional.

PLUMBING • HVAC • TOOLS



- Fast Delivery
- Brands You Trust
- Dedicated Service

We understand the challenges of running a business, so we keep our distribution centers stocked with what you need, when you need it.

We're always ready to PICK-PACK-SHIP your orders ASAP. It's smart doing business with a supplier that's in your corner from day one.

S SUPPLY SMART[®]

Order Online: SupplySmart.com
Customer Care: 800.631.7793



Product Spotlight

Routing program helps growing fleets stay organized

By Tim Dobbins

Organizational efficiency is key to efficiency, and as businesses grow, that can become a challenge. OnTerra developed RouteSavvy, an automated software to help meet that challenge and wrangle in the growing fleets of small to midsize businesses.

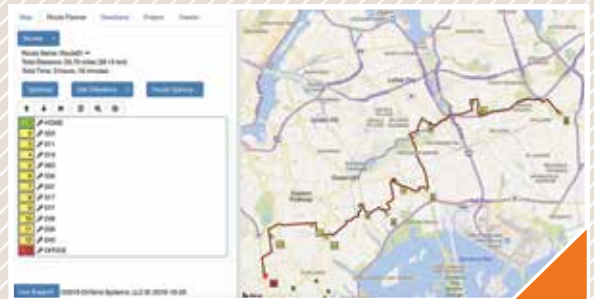
“RouteSavvy is route planning software designed for service calls, sales calls, deliveries and pickups,” says Steve Milroy, president of OnTerra Systems. “By deploying route planning through RouteSavvy, plumbing businesses can plug in the addresses of the day’s service calls, and it will generate the most efficient route.”

The software can determine efficiency based on least miles driven, or fastest route to either save money on gas, or optimize time.

Other standard features include automated data upload, round trip or start-to-finish routing, and the ability to locate stops using coordinates. “At times plumbing calls aren’t tied to an actual address,” Milroy says. “For example, if the water main is located in a grassy area of a big park, the ability to specify coordinates becomes really important.”

The software starts at a base price per month and per vehicle and as additional vehicles are added, the cost per vehicle goes down. “With RouteSavvy, you only pay more as you add vehicles that need to be supported with route planning,” Milroy says. “All users get access to the same functionality.”

Through the RouteSavvy mobile app, service techs can



also capture photos to prove a job’s been done, get signatures of customers to confirm completion of a job and send notifications to customers alerting them the job has been completed.

For an additional cost, RouteSavvy also offers GPS tracking. It uses a driver’s cellphone to provide GPS tracking eliminating the need for specific hardware. “You toggle the GPS tracking on, right on the driver’s personal or company smartphone,” Milroy says. “RouteSavvy then shows people back at the office where the driver is located using the app. When the driver is done for the day, simply toggle the application off until they go back to work.”

Milroy also says RouteSavvy is easy to use, with a clear and understandable interface, simple language, and clear action buttons. “We have had customers tell us that they got a quick tutorial on how to optimize routes with RouteSavvy, and they started doing so in 15 minutes,” he says. **720-836-7201; www.routesavvy.com**

Make lifting safer with Patterson Davit Cranes

The Patterson Davit Crane is built for safer lifting with high-quality materials and an advanced brake that keeps loads in position without creeping. As with all of Patterson’s products, the crane’s design was rigorously tested both digitally and physically to ensure safety and reliability for the entire life of the product, leading to fewer injuries and more productivity. Plus, the easy-to-assemble design and portable nature of the crane allows for service at multiple locations with a single piece of equipment, minimizing

upfront investment. For over 160 years, Patterson has been a trusted supplier of products for lifting applications that deliver on the company’s promise of helping businesses run safer, easier and faster. The USA-made cranes are available in ½- and 1-ton capacities. **800-322-2018; www.pattersonmfg.com/crane-details**



Continued ▶

“If we’re there and they have an issue
with a soffit or roof guttering
or a door seal — **anything at all** —
whatever a customer throws at us,
we’ll help them out. It’s a small town.”

Dennis Dallos
Plumb Twisted
Cushing, Oklahoma



Read what **matters** to contractors in every issue of *Plumber*.
Subscribe for FREE at plumbermag.com



Matco Norca water heater connectors

Matco Norca's SSCWH stainless steel water heater connectors are now available with PEX and cold expansion PEX ends. These popular corrugated connectors come in lengths 18- and 24-inches long with a maximum working pressure of 125 psi and are NSF61-, NSF14-, cUPC-, ASME A112-.18.6-2017- and CSA B125.6-17-approved. Flexible water heater hose connections are designed for use in accessible locations to connect water heaters to the water supply. **800-431-2082; www.matco-norca.com**

Intellihot telliSize dynamic sizing tool

Intellihot released telliSize, a six-dimension dynamic simulation software tool for correctly sizing heat pump water heaters. The telliSize tool uses real-world data and advanced mathematical models to simulate performance over 365 days to provide guaranteed sizing for plumbing engineers and architects. Three different sizing options are provided to meet varying needs: an option with the least upfront cost, one with the lowest operational expenses, and one that balances both. Users select their property type and input its ZIP code, fixture count and desired outlet temperature online at telliSize. The calculator uses real-world data from similar properties and runs an advanced dynamic mathematical model on cloud computers using parallel computing technology. The users are emailed configuration options within three business days. **866-692-6791; www.intellihot.com**



SunStat CommandPlus Wi-Fi thermostat

SunStat, a Watts brand, announced the latest addition to its Smart & Connected thermostat line, the SunStat CommandPlus thermostat. It allows customers to remotely access and control a floor warming system using the Watts Home app. The thermostat can be connected to a home's Wi-Fi system to enjoy features including automatic clock setting and warm-weather compensation and shut down. Key features include a stylish design with glass front and touchscreen and programmable seven-day schedule. **888-432-8932; www.suntouch.com**



Caleffi 304 Series Vacu-Stop vacuum relief valve

Caleffi North America expanded its plumbing product portfolio with the 304 Series Vacu-Stop vacuum relief valve. Available in 1/2- and 3/4-inch MNPT, the Vacu-Stop is suitable for use in water and low pressure steam services, and is ideal for use in water heaters and supply tanks. The valve automatically allows air into the piping system to prevent a vacuum which could siphon water from the system and damage water heater/tank equipment. The valve meets ANSI Z22.21 Standard and is compliant with International Plumbing Code Section 504.2 governing safety devices. It is also NSF 61 and NSF 372 compliant making it usable in potable water environments. **414-238-2360; www.caleffi.com**

Rheem RTGH Series tankless gas water heaters

Rheem launched the next generation of its RTGH Series super high efficiency condensing and RTG Series high efficiency non-condensing tankless gas water heaters. The RTGH Series condensing (0.93 UEF) and RTG Series noncondensing (0.82 UEF) offer uncompromised performance while using up to 34% and 25% less energy respectively, than a standard residential 50-gallon tank water heater. New convenience features include an integrated digital display for diagnostic information, built-in EcoNet Wi-Fi (on select models) for real-time service alerts and control with the mobile app and Rheem's LeakGuard detection and prevention system with auto water shut-off (available on indoor Wi-Fi models). The new design of the RTGH and RTG Series is both smaller and lighter than previous models. With 1/2-inch clearance, the units are ideal for safe and flexible installation in tight spaces, including closets. **800-621-5622; www.rheem.com**



SJE Rhombus SJE VerticalMaster 3 Plus pump switch

SJE Rhombus' SJE VerticalMaster 3 Plus mechanically-activated pump switch is designed for direct control of pumps up to 1/2 hp at 120 volts AC and 1 hp at 230 volts AC in nonpotable water and sewage applications. The vertical design makes this a perfect fit for limited space applications, including small sump chambers, laundry trays and effluent, as well as in large tanks. SJE Rhombus has incorporated many of the



Continued ▶

Keep it coming each month!

Don't miss:

» **Company Profiles**

» **First Responders**

» **On the Road**

» **In The Shop**

Plumber



FREE SUBSCRIPTION (US, Canada & Mexico Only)

Please tell us about yourself, so we can better serve you.

Start/Renew my subscription to Plumber Magazine.

Signature (required) _____

Date _____

Print Name _____

Title _____

Company or Facility _____

Mailing Address _____

City _____

State _____ **Zip** _____

Phone _____ **Fax** _____

Email _____

Also send a FREE subscription to:

Coworker's Name _____

Title _____

Email _____

WHAT IS YOUR PRIMARY SERVICE?

- Plumbing/Heating/Cooling
- Rehabilitation/Relining/Bursting
- Sewer/Drain Cleaning
- Dealer/Distributor/Manufacturer
- Septic System Installation/Repair
- Consulting/Engineering
- Other _____

WHAT BEST DESCRIBES YOUR PRIMARY JOB FUNCTION?

- President/CEO/Owner
- Management/Supervisor
- Operator/Technician
- Other _____

HOW MANY EMPLOYEES DO YOU SUPERVISE OR WORK WITH AT YOUR FACILITY?

- 1-3
- 4-9
- 10-19
- 20+

HOW MANY VEHICLES DO YOU CURRENTLY HAVE IN SERVICE?

- 1-5
- 6-10
- 11-15
- 16-20
- 21+

WHAT IS THE APPROXIMATE POPULATION OF THE AREA IN WHICH YOU PROVIDE SERVICE?

- 1-10,000
- 10,001-50,000
- 50,001-100,000
- 100,001-200,000
- 200,001-500,000
- 500,001+

WHAT IS YOUR ANNUAL EQUIPMENT BUDGET?

- \$1-\$50K
- \$51K-\$75K
- \$76K-\$150K
- \$151K-\$250K
- \$251K-\$350K
- \$350K +

WHAT SERVICES DO YOU PERFORM ON A REGULAR BASIS?

- Plumbing Maintenance/Repair
- Sewer/Drain Cleaning
- New Construction - Commercial
- Pipe Bursting
- New Construction - Residential
- HVAC
- TV Inspection
- Location/Leak Detection
- Septic System Installation
- Septic Tank Pumping
- Other _____

COLE Publishing Inc., PO Box 2707, Eagle River, WI 54521
 plumbermag.com • Ph: 800.257.7222 • Fax: 715.350.8456

LOCK YOUR VAN LIKE A VAULT!

- Tamperproof
- Fits Any Van
- Fits Box Trucks
- Lifetime Warranty
- Controlled by Your Key Fob or Ours

THUNDERBOLT
Protect your tools, cargo, and livelihood.
Watch the video at:
www.ThunderboltLocks.com

SuperiorSM
SMOKE

Find Leaks & Sources of Odor
Fast • Inexpensive • Easy

Superior 5E Electric Smoker

Smoke Candles SealPacs

SuperiorSignal.com/Plumber

features from the original version, as well as some new features, including redesigned compact float housing for improved buoyancy, increased contact force, and an easily adjustable plastic clip. A cable entry design helps prevent moisture ingress, and it has been; life cycle tested to over 1 million cycles. **218-847-1317; www.sjrhombus.com**



Geoflow WaterflowECO drip tubing line

Geoflow's WaterflowECO subsurface drip irrigation tubing for wastewater and nonpotable water applications was developed to expand customer options and to provide a more complete line of products for the wastewater market. WaterflowECO is made in the U.S. and has 0.67-inch tubing which incorporates Geoshield, an antimicrobial lining that stops bio slime build-up. It is purple tubing with flat emitters, which are available in flow rates of 0.4, 0.6, and 1.0 gph. **800-828-3388; www.geoflow.com**

Watts ligature-resistant floor drains and shower channels



Watts ligature-resistant floor drains and waterline shower channels all have strainers that are compliant with ligature-resistant requirements. Watts FD-1100-A-LR and FD-1100-M-LR ligature-resistant floor drains — constructed with a durable epoxy-coated cast iron drain body (or cast stainless steel) and anchor flange — are now offering fabricated stainless-steel ligature-resistant strainers with vandal-proof screws. These strainers can also easily be retrofitted to existing Watts FD-Series drains. The strainers are available as round or square in 5-, 6- and 8-inch sizes. Watts WSC-300-LR waterline shower channels have a ligature-resistant drain body and grate. Constructed of AISI Type 304 stainless steel and available in a range of lengths: 12, 24, 30, 36, 42, 48 and 60 inches. Center outlets are standard with end outlets also available. **978-688-1811; www.watts.com**

Send us your plumbing product news. Email new plumbing product news, photos, and videos to editor@plumbermag.com.

OUR BEST SELLING DRAIN LINE JETTER!

HOTJET II
10GPM @ 4000 PSI • 35HP VANGUARD
Cleans 2" DP Drains with 100% HOT Water

TOUCH-SCREEN FREE
CONTROL PANEL

OVER 30 YEARS
OF PROVEN
RELIABILITY

HotJetusa
1-800-624-8186
WWW.HOTJETUSA.COM

PRICES SUBJECT TO CHANGE - CALL FOR CURRENT PRICING

AMERICAN JETTER.COM

Up to 67% MORE EFFICIENT

51T Trailer Jetter Hot or Cold
20 GPM @ 4000 PSI
76 HP Kohler EFI*

58 Trailer Jetter Hot or Cold
10 GPM @ 4000 PSI
38 HP Kohler EFI*

*FREE Shipping/Delivery

866-944-3569

SEE WHAT'S INSIDE

Plumber

PlumberMag.com

BUSINESS OPPORTUNITIES

www.RooterMan.com. Franchises available with low flat fee. New concept. Visit web site or call 1-800-700-8062. (LBM)

EQUIPMENT AND TOOLS

BEST PRICES! Reciprocating saw blades Lenox Morse Diablo Huge inventory & selection FREE FAST shipping & FREE lock blade knife on orders over \$150.00 www.discountssawblade.com 888-641-9798 (L11)

SERVICE & REPAIRS

PIPE INSPECTION - CAMERA WHEELS WORN OUT? I can re-grit them for you. Call Jerry 714-697-8697 or visit www.cuaclaws.com. (LBM)

LIST YOUR EQUIPMENT IN THE PAGES OF **PLUMBER!**

plumbermag.com/classifieds/place-ad





Western Drain
SUPPLY

THE PRO DRAIN CLEANER'S SOURCE FOR EQUIPMENT, SUPPLIES & REPAIRS



CERTIFIED RIDGID AND PICOTE REPAIR CENTER

WESTERNDRAIN.COM

DRAIN CLEANING MACHINES - CABLE - JETTERS
PIPE LINING - CAMERA INSPECTION - TOOLS

1140 N. KRAEMER PLACE | ANAHEIM, CA 92806
(714) 632-0447

WHAT'S TRENDING FOR CAMERA INSPECTION?
WHAT'S NEW IN VANS, TRUCKS & FLEET?
CURIOUS WHAT IS FOR SALE IN THE CLASSIFIEDS?
FIND OUT AT PLUMBERMAG.COM



It's your magazine.
Tell your story.

At *Plumber*, we're looking for plumbing companies with an interesting story to tell. If you'd like to share your story, send us a note to news@plumbermag.com.

Plumber

Do You Need the BIGGEST, BADDEST Pipe Extractors Available?

TRY WALTON™ "REPS"
Pipe, Stud & Screw Extractors




TO EASILY REMOVE...

- All classes of pipe sizes from 1/8" to 2"
- Stud and screw sizes from 3/8" to 3 1/2"

Available as sets or individual pieces.

"REPS" remove broken pipe fittings quickly and easily – without costly damage to mating fittings.



Forget reaming and other makeshift methods. Obtain a strong four-point grip without hammering or pounding to pull out broken pipes, studs and screws with ease.





Phone: (860) 523-5231
sales@waltontools.com

Tapping into good ideas for over 110 years.

www.WaltonTools.com

Viega announces North American Expansion

Viega announced plans to expand its production capacity in McPherson, Kansas. The first wave of these investments is approximately \$14 million and will increase the U.S. production of its ProPress products. The McPherson manufacturing and distribution center is currently around 1 million square feet, with the facility more than doubling its footprint and workforce since opening in 2008. The new ProPress equipment is expected to be in production by the end of the third quarter in 2023, with additional investments to come. In addition to its McPherson facility, Viega supports its customers and partners through distribution centers in Reno, Nevada, and Carlisle, Pennsylvania, with further North American expansion planned for 2024 and 2025.

Winners of the SkillsUSA Plumbing Championship named

The Plumbing-Heating-Cooling Contractors—National Association Educational Foundation announced the six plumbing students who received top honors in the plumbing competition during the annual SkillsUSA National Leadership and Skills Conference, held June 22-23 in Atlanta, Georgia. The winners were first place secondary – Shadrach Roundy, Davis Technical College, Kaysville, Utah; first place post-secondary – Christopher Hayes, Pinellas Technical College, St. Petersburg, Florida; second place secondary – Nicholas Gerasimov, Shawsheen Valley Technical High School, Billerica, Massachusetts; second place post-secondary – Brent Offenberger, Rowan Cabarrus Community College, Salisbury, North Carolina; third place secondary – Benjamin Tuck, Putnam Career & Technical Center, Eleanor, West Virginia; third place post-secondary – Chris Martinez, Texas State Technical College - West, Brownwood, Texas.

Mickey McMillan joins Oatey as VP, corporate controller

Oatey announced that Mickey McMillan has joined the organization as vice president, corporate controller. He will use his wide range of expertise to lead Oatey's U.S. and global accounting operations. Prior to joining Oatey, McMillan served as vice president of global financial shared services at Synthomer, where he oversaw a team of more than 100 associates across the Americas, Europe and Asia. He also held previous leadership positions at A. Schulman.



Bradford White announces For the Pro photo contest

Bradford White Water Heaters announced the Bradford White For the Pro photo contest, offering weekly opportunities through 2023 for contractors to earn a Carhartt thermal-lined duck active jacket. To enter, contractors can submit a photo of a recent Bradford White installation at www.bradfordwhite.com/photo-contest. Contractors are encouraged to include themselves and their teams in the photos. A new winner will be selected every week through December and shared on social media.

Franklin Electric celebrates 10th anniversary of its headquarters

Franklin Electric celebrated the 10th anniversary of its global corporate headquarters in Fort Wayne, Indiana. CEO Gregg Sengstack kicked off the daylong celebration by addressing the employees and cutting the anniversary cake. Completed in 2013, the company's 120,000-square-foot headquarters sits on 102 acres. The building is constructed with 294 tons of steel, and it's powered by more than 70 Franklin Electric products. Outside, a cooling pond provides geothermal heating and cooling. The company was granted LEED Silver certification through the U.S. Green Building Council. **P**

JOIN THE CONVERSATION.
THE CAMARADERIE.
THE COMMUNITY.

Plumber

- facebook.com/PlumberMag
- twitter.com/PlumberMag
- youtube.com/PlumberMagazine
- linkedin.com/company/plumber-magazine

Send us your plumbing industry news: Email personnel, business acquisitions and related plumbing news, photos and videos to editor@plumbermag.com.

Plumber

WATER & WASTEWATER, EQUIPMENT TREATMENT & TRANSPORT SHOW



THE PIPELINE TO MORE INNOVATION IS HERE.

Take a glimpse into the future of wastewater innovation at The WWETT Show. Here, you'll uncover a trove of cutting-edge equipment and the latest services revolutionizing the industry.

The Expo Hall will be packed full of everything from high-tech inspection gear and battle-tested safety equipment, to futuristic AI software and world-renowned rental solution providers. Plus, The WWETT Show offers multiple networking opportunities, one of the largest accredited educational programs, and a few surprises you'll just have to be here to experience.

Don't miss your chance to gain the edge and rise above the growing competition. Join us and thousands of other professionals in Indianapolis in 2024!

 **wwett[™]24** **CONFERENCE: January 24-26**
EXPO HALL: January 25-27
Indiana Convention Center

Using promo code
EB45
When you register today
at www.wwettshow.com

Oct. 3-6

Service World Expo, Phoenix Convention Center, Phoenix. Visit www.serviceworldexpo.com

Oct. 3-5

WaterSmart Innovations, South Point Hotel and Conference Center, Las Vegas. Visit www.awwa.org/events-education/watersmart-innovations

Oct. 17-20

World Plumbing Council, Shanghai Convention & Exhibition Center of International Sourcing, Shanghai. Visit www.worldplumbing.org

Oct. 22-25

Mechanical Service Contractors of America Annual Education Conference, JW Marriott, Marco Island, Florida. Visit www.mcaa.org/events/calendar/msca-2023-annual-educational-conference/

Oct. 25-27

PHCC Connect 2023, Huntington Convention Center, Cleveland. Visit www.phccweb.org/connect

Nov. 9-11

Service Edge Conference, Plano Event Center, Plano, Texas. Visit <https://serviceedgeconference.com/>

Nov. 15-16

South Florida Build Expo, Greater Fort Lauderdale/Broward County Convention Center. Visit <https://buildexpousa.com>

Dec. 6-7

Charlotte Build Expo, Charlotte Convention Center, Hall B, North Carolina. Visit <https://buildexpousa.com>

Jan. 16-18, 2024

2024 Mechanical Contractors Association of America Safety & Health Conference, Loews Ventana Canyon Resort, Tucson, Arizona. Visit www.mcaa.org/events/calendar/2024-safety-health-conference/

Jan. 22 - 24, 2024

AHR Expo, McCormick Place, Chicago. Visit <https://ahrexpo.com>

Jan. 24-27, 2024

Water & Wastewater Equipment, Treatment & Transport Show, Indiana Convention Center, Indianapolis. Visit www.wwetshow.com

Jan. 29-31, 2024

Manufacturing Extension Partnership Innovative Conference, Signia by Hilton Orlando Bonnet Creek, Orlando. Visit www.mcaa.org/events/calendar/2024-mep-innovation-conference/

“First and foremost,

the two things that are most important to us

are that we leave a legacy behind

for our children and the second is that

our employees would benefit from

that legacy and they too would have

something to pass on to their children.”

Kelli Frank

Four Star Plumbing
San Clemente, California

Read what **matters**
to contractors in every
issue of *Plumber*.

Subscribe for FREE at plumbermag.com



What's New With You?

Send In Your Industry News To Us!

Send your company's latest business news to info@plumbermag.com. Newsworthy items may include business expansion, honors and awards, new contract announcements, employee promotions and executive hires, and new services. Please include high-resolution digital photos with the news releases.

Plumber

THE ONLY THING THAT CAN STOP IT IS... LUNCH.

Mongoose Jetters delivers simple, purpose-built jetting equipment designed with the plumbing contractor in mind. Quality equipment, reliable service and a wide variety of features and options keep our customers operational and profitable. Available in trailer, truck, skid or van pack, Mongoose Jetters offers any configuration to fit your needs.

- 12 to 18 gpm at 2000 to 4000 psi
- Up to 1000 feet of 1/2" hose
- 300 and 600 gallon water capacities



sales@mongoosejettters.com / 1.877.735.4640 / sewerequipment.com





**GUYS SWEAR
BY THIS,
NOT AT IT.**

"I call it my 'workhorse'...
Speedrouter 92 means
service with a capital 'S'!"

Carl Helt
Helt Plumbing

"Smoother, cleaner,
quieter and more
reliable."

James Capelli,
California plumber

"...rugged reliability,
optimal control
and ease-of-use."

Larry Linn,
Linn's Plumbing

Speedrouter 92®

You'll be amazed at the performance gains from Flexicore® Cable, rugged "real" steel drums and the convenient V-Belt Stair Climbers amongst other time-tested features. The General Speedrouter 92—you'll swear by it, not at it.

For more information, call the Drain Brains® at 800-245-6200, or visit drainbrain.com/speedrouter-92/



MADE IN U.S.A. © 2022 General Wire Spring

The toughest tools down the line.™ **General**
PIPE CLEANERS