



## New Introductory PHCC Membership Announced



*Jeremy Howard (Middle TN PHCC President) and Arthur Smotherman, owner Arthur the Plumber*

For the first time ever in the 128 year history of the PHCC, in an unprecedented move, the Plumbing-Heating-Cooling Contractors Association is offering an introductory membership rate at more than 50% off the full rate for the first year of membership. With these economic times, the PHCC feels that this offer will allow the contractor the "experience" of PHCC at a reduced rate to increase the exposure to the value of membership in the PHCC Association.

The first plumbing contractor to take advantage of the new Introductory PHCC Membership is Arthur Smotherman of Arthur the Plumber plumbing company in Whites Creek.

The PHCC offers 3 memberships for one low annual fee- \$350 (National PHCC, State PHCC and local Chap-

ter PHCC)

Criteria to take advantage of this offer:

. Introductory Membership is available only once to a firm that is engaged in the plumbing and/or heating and/or cooling and/or mechanical contracting industry that has never been a member of the association. An Introductory Member may only retain this designation for a maximum of twenty-four (24) months from the date the firm joined, and must maintain an affiliation with the National, State and/or Local Association as described in the bylaws.

. Dues for Introductory Members are at least a fifty percent (50%) discount of active member dues for the first year and at least a seventy-five percent (75%) dis-

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## THE PIPELINE



**Alex Hall**  
*Tennessee Editor*

Greetings fellow hard working professionals. The holiday season is upon us, and although it involves glorious spreads of turkey and trimmings, reunions with family members and friends, and playoff football, this time of year can be a stressful time, especially amidst this seemingly never ending down economy. In light of this, it is important to take a moment and be thankful for what we do have, and remember that we need not be rich to be happy. Which brings us to the real meaning of being rich, and one of the reasons that money was invented in the first place - to relieve stress.

You see, before money, early man lived quite the stressful life. He had to hunt his own game, build his own shelter, collect and carry his own water, and protect himself and his family from

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## Voice of the Titans, Mike Keith, Visits Ferguson Knoxville



*Clark Cutshaw (showroom manager at Ferguson) and Mike Keith*

On October 27, 2011, Ferguson Enterprises in Knoxville, TN. invited its customers out to enjoy a special customer appreciation day featuring Mike Keith as the speaker of the evening. Keith is the reigning Ten-

nessee sportscaster of the year and he was in fine form as he spoke for over 30 minutes, telling the enthusiastic listeners about football details, stories about the team, and his personal observa-

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## MAPA Holds Monthly Meeting



*Troy Cline and Betty Bradley of Servpro*

This month's Memphis Area Plumbing Association meeting took place at Pancho's on Summer Av-

enue on November 10th. There were 27 members in attendance, including new-

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## TN State Licensing Board Chairman Speaks at Northeast TN Chapter Meeting



*From left to right: Michael Vance (TN State Board President-Elect), Keith Whittington (Chairman of TN State Contractor Licensing Board), Larry Vance (TN State Board Chairman), Mark Lucas, (NE Chapter President)*

At the NE Chapter meeting on November 3rd, State Contractor Licensing Board Chairman, Keith Whittington, spoke about the current is-

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## David Dugger Installed as National PHCC President-Elect

David Dugger, President and CEO of ShoffnerKalthoff Mechanical Electrical Services, Knoxville, was elected 2011-2012 President-Elect of the Plumbing-Heating-Cooling Contractors Association during the National PHCC Convention -CONNECT 2011 and annual business meeting.



At the PHCC National Convention CONNECT 2012 to be held in Philadelphia, PA, David Dugger will be installed as National PHCC President. The

PHCC is the oldest trade association in the country. In the 128 year history of the PHCC, there have only been three National Vice

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## MAPA

comers Troy Cline and Betty Bradley of Servpro, a company specializing in the cleanup and restoration of residential and commercial property after fire, smoke, or water damage. Troy is the owner, and Betty is the marketing manager of the

branch representing Fayette, Tipton, Haywood, and Hardeman Counties. Plumbers get \$100 for every customer they refer to Servpro. David Bodkin, Chief Inspector for Code Enforcement was also in attendance, and addressed questions and concern about both new and established policy and regulations. ♦

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## PHCC

count of active member dues in the second year.

. Introductory members may attend meetings and enjoy all other privileges and benefits of membership, except that they may not vote, hold office or propose resolutions or amendments to the bylaws.

. Must attend 50% of Chapter Meetings during membership period.

. Must attend one National PHCC webinar during membership period. (free to members)

. Must attend one State sponsored event during membership period.

If the above criteria are met during the first membership year, a second year renewal is 25% off the regular member price. Or, at any time, the introductory member may pay the membership fee difference and become a full member (2012 rate of \$772.00 per year). For more information, please contact the TN PHCC State Office at 865-531-7422 or taphcc@bellsouth.net. ♦

## Publisher's Message



**Jack Morgan**  
Editor and Publisher

Greeting Plumbing pros, I hope you all had a nice summer. It's hard to believe fall is here and the holidays are just around the corner. Don't you just love the weather? As you read this edition you will see so much that is going on in our area. Not to mention many changes as you will see in the many articles and ads in this edition. I am excited to inform you all we have launched a Plumbing News Facebook page and a

Plumbing News TWITTER account. Please click on our facebook page and hit "like" and keep up with the latest happenings there and on twitter. You can also share any stories on our web site with your friends on facebook and twitter. We currently have editions that go back to January of 2003 on our site and are currently getting almost 1000 hits a day on our web site theplumbingnews.com; something for you advertisers to think about as well. WE are currently publishing our annual Professional Industry Source Book "aka annual Buyers Guides Books in all markets . In this current edition please find The Georgia annual book. The Carolina will publish in November, Alabama /Gulf Coast in December and Tennessee in January.

This is a complete guide for distribution, Branch op-  
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## EDITORIAL CALENDAR

January: Water Heaters	July: SWA Edition
February: Pumps	August: Tubs, Showers, China
March: New Technology	September: Faucets
April: Decorative Plumbing / KBIS	October: Fire Sprinklers, Irrigation
May: Tools & Trucks	November: Plumbing Specialties
June: Backflow	December: Commercial Plumbing & Engineering

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## Mike Keith



*Mike Keith, Voice of the Tennessee Titans*

tions of the sport.

Mike Keith, the second youngest play-by-play announcer, is entering his thirteenth year as the play-by-play announcer for the Tennessee Titans. Keith lives in Franklin Tennessee, and graduated from University of Tennessee.

He spoke to over 75 attendees about the struggles the Titans have had this year in the running game as well as the whole team. He began his talk with how he began his career as a play-by-play announcer for the Tennessee Titans and shared stories of what it was like to work with legendary UT broadcaster John Ward. He took questions from the audience about the upcoming games as well as the future of Peyton Manning and presented everyone there with a signed autograph picture. Ferguson of Knoxville, TN. would like to thank everyone who attended and a special thank you to Mike Keith for coming out and speaking! ♦



*Forrest Pearson of MK Mechanical and John Gregory President and GM of Ferguson Knoxville*



*Gary Lusk and family stop by to hear Mike Keith speak on their way to a costume party*



*Mike Keith and Juda Brown (showroom consultant at Ferguson)*

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## BARIndustries



Glenn Wright, Bud Malstrom, Brad Godfrey, Jean Louis, Billy Prewett, Jay Reger, Jason Rollocks

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Bud Malstrom, Director of Operations



Glenn Wright, CEO

mands the wall mounted toilet bowls to hold a 350 pound person without breaking off the iron "carrier". These "carriers" which are inside the wall, and which themselves are only rated for 300 pounds are right now a major liability to commercial property owners. Thanks to our "SK1000" Wall Mounted Toilet Supports, the liability issue is eliminated.

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For further information on BARIndustries, please contact them at 770-877-9020.



## From Your State Exec:



Beth Killen

TAPHCC Executive Director

When my family moved to Eastern TN, my son Ty was 6 years old and his favorite color was orange. As we were driving through Knoxville, Ty said, Look Mom, they are welcoming me to Tennessee! I did not have the heart to tell him that the orange T's everywhere were for the University of Tennessee and not just for him.

I have never lived near a college town and frankly just didn't get the hype. Every Saturday in Maryville 30 miles south of UT's home in

Knoxville there are people dressed head-to-toe in orange UT wear. I am not just talking about t-shirts or hats, I mean orange socks, sneakers, pants and I even saw that they sell UT orange underwear!

To me, the whole UT thing just seemed like a nuisance when you were trying to get around Knoxville on a home game day and scheduling our Board Meetings around away games. I was always a Professional League fan and college sports were just there to train you for the Pro's.

Then, it happened in October. Betty Gill, Executive Director Emeritus for TAPHCC called and said she had 4 tickets to a Saturday UT football game. Betty knew that I had never been to a game and she was not going to use the tickets.

I said I would get back to her; I had to check with my kids. (Really, I was trying to stall for a reason to graciously decline her generosity; I thought there must be a fan out there that would more appreciate the tickets).

However, both kids were so excited to go, I gratefully accepted the tickets and made our plans.

We had to get to the stadium early to beat the traffic and even arriving 2 hours before kick-off had us sitting an hour waiting to park which did not make my day any brighter. I kept thinking if it took this long to park, it was going to be all day to get home.

After parking my mood changed. I experienced the smells of the tailgaters as we walked through the parking area. I experienced the crowds in great humor and excitement as we took our seats. I experienced the boom of fireworks at each touchdown. I experienced the band and the drums and the cheers and Rocky Top. I experienced the Oooohs and Ahhhs at the football plays, the standing ovations and the roar thousands of orange clad fans in the stadium.

Well, guess what? I am now a fan. My kids are now fans and want to attend UT. We each now have a UT

sweatshirt and Ty has a big orange T poster on his bedroom wall. I experienced the UT hype and I get it, enjoyed it and can't wait to go back.

This story leads me to the point of this article, (I know our Knoxville members are reading this because they saw the orange T and thought it might be about football). I would like each of our prospective members and current members to Experience PHCC in the next year. It will be the theme for our annual events in April and a recurring theme for our new Introductory Membership. Maybe this is the

year you attend more Chapter Meetings, join us in Nashville for the State Convention/Trade Show/Golf Classic, enjoy a free NAPHCC educational webinar or the NAPHCC Legislative Session in May. Maybe this is the year you attend the National Convention in October and witness one of our own Tennessee Contractor Members become National President, David Dugger.

This is the year I challenge you to Experience PHCC and I know you will become a fan. I am not, however, asking you to buy orange underwear....

CONTINUED from PAGE 3

## Publisher

erations, Manufacturer's representatives, lines represented and other industry organizations. This is definitely something you do not want to be left out on. So, please get your information and ads in as soon as possible. Please contact Shannon Manders shannon.manders@theplumbingnews.com, jack.morgan@theplumbing

news.com for National advertising and The Alabama/Gulf Coast edition, cary.hamilton@theplumbingnews.com (for Carolina edition) and alex.hall@theplumbingnews.com for Tennessee.

On a final note, many of you know we are publishing former Atlanta Braves Pitcher John Rockers book. I am happy to say it is finished and will be available at

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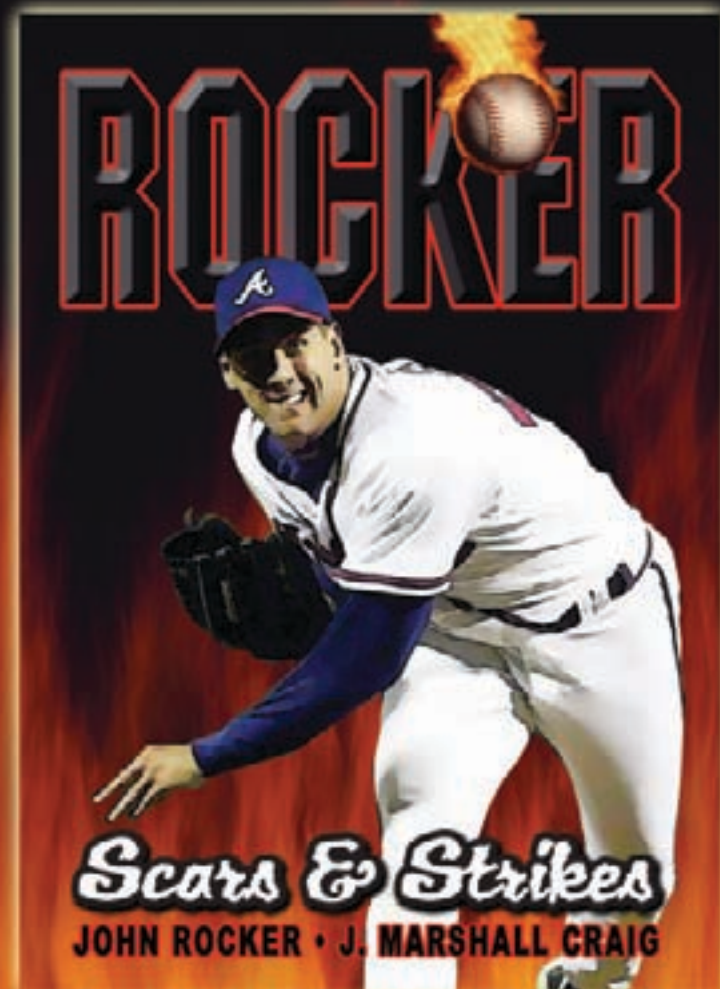
<p><b>2nd Tuesday of Every Month</b>                  North East Tennessee PHCC Meeting  <b>LOCATION:</b> Call for Details  <b>CONTACT:</b> 423-926-2665 (M. Vance)</p> <p><b>2nd Thursday of Every Month</b>                  Memphis Area Plumbing Association  <b>LOCATION:</b> Call for Details  <b>CONTACT:</b> 901-763-3109</p> <p><b>3rd Monday of Every Month</b>                  Nashville Chapter ASPE Meeting  <b>LOCATION:</b> 2995 Sidco Dr., Nashville  <b>CONTACT:</b> (615) 889-8900 (VP Membership)</p> <p><b>3rd Tuesday of Every Month 12 PM</b>                  East Tennessee Chapter ASPE Meeting  <b>LOCATION:</b> Rothchilds Catering  <b>CONTACT:</b> www.easttmaspe.org</p> <p><b>3rd Tuesday of Every Month 11:00 AM</b>                  Middle Tennessee PHCC Meeting  <b>LOCATION:</b> Pickadilly's at Murfreesboro  <b>CONTACT:</b> 615-224-1024</p> <p><b>CALL FOR DETAILS</b>                  Clarksville, PHCC Meeting  <b>LOCATION:</b> Call for Details  <b>CONTACT:</b> Alana Ward 931-645-2859</p>	<p><b>CALL FOR DETAILS</b>                  Chattanooga PHCC Meeting  <b>LOCATION:</b> Wally's on Ringold  <b>CONTACT:</b> 423-622-3178</p> <p><b>4th Monday of Every Month</b>                  Memphis Chapter ASPE Meeting  <b>LOCATION:</b> 969 Ridgeway Blvd., Memphis  <b>CONTACT:</b> (901) 795-0045 (VP Membership)</p> <p><b>4th Monday of Every Month</b>                  Knoxville PHCC Meeting  <b>LOCATION:</b> Calhoun's Bearden Hill  <b>CONTACT:</b> 865-522-1124 Ann Harris</p> <p><b>January 17-19th, 2012</b>                  International Disaster Conference &amp; Expo  <b>LOCATION:</b> New Orleans  <b>CONTACT:</b> www.mccno.com</p> <p><b>January 23-25th, 2012</b>                  AHR Expo  <b>LOCATION:</b> Chicago  <b>CONTACT:</b> www.ahrexpo.com</p> <p><b>February 8-11, 2012</b>                  NAHB International Builders Show  <b>LOCATION:</b> Orlando, FL  <b>CONTACT:</b> www.buildersshow.com</p>	<p><b>April 12th, 2012</b>                  TAPHCC Annual Convention  <b>LOCATION:</b> Nashville, TN  <b>CONTACT:</b> www.taphcc.com</p> <p><b>April 27-29th, 2012</b>                  Kitchen &amp; Bath Industry Show  <b>LOCATION:</b> Chicago, IL  <b>CONTACT:</b> www.kbis.com</p> <p><b>February 8-11, 2012</b>                  NAHB International Builders Show  <b>LOCATION:</b> Orlando, FL  <b>CONTACT:</b> www.buildersshow.com</p> <p><b>April 12th, 2012</b>                  TAPHCC Annual Convention  <b>LOCATION:</b> Nashville, TN  <b>CONTACT:</b> www.taphcc.com</p> <p><b>April 27-29th, 2012</b>                  Kitchen &amp; Bath Industry Show  <b>LOCATION:</b> Chicago, IL  <b>CONTACT:</b> www.kbis.com</p> <p><b>April 30 - May 2nd, 2012</b>                  ABPA Conference &amp; Trade Show  <b>LOCATION:</b> Reno, NV  <b>CONTACT:</b> http://abpa.org</p>
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CONTINUED from PAGE 1  
**THE PIPELINE**

hordes of barbarian intruders – every single day. That’s a lot of stress. So man invented money, which allowed him to pay builders, farmers, engineers, and of course, the ever important plumbers, to do all of these things for him. In essence, money relieved the stress that came from the constant battle to survive. Or at least that’s what it was intended to do.

At some point, we forgot that money was made to free us from stress, and instead we transformed it into a major source of stress. We began to plot and scheme about how to get more and more of it, and to measure our worth as people in terms of it. This is a brutal and unforgiving game, and a game which is played on a completely uneven playing field considering the headstart

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**Licensing**

sues facing the Contractor Licensing Board including violation enforcement, bidding requirements, working with general contractors on sub contracting licenses and other issues.

There was a question and answer session and Mr. Whittington expressed his appreciation at being invited to talk to the PHCC group and the constant effort on behalf of the Licensing Board to improve the process and requirements for contractors. Thank you Keith Whittington! ♦

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**Publisher**

johnrockerbook.com so be sure to place your pre orders now. Also we are doing something different this year for the first time in our history; we will have an editorial calendar. It will publish as follows:

Editorial Calendar; January: Water Heaters, February: Pumps, March: New Technology, April: Decorative Plumbing/KBIS, May: Tools & trucks, June: Backflow, July: SWA Edition, August: Tubs, Showers, & China, September: Faucets, October: Fire Sprinklers & Irrigation, November: Plumbing Specialties, and December: Commercial Plumbing & Engineering

For advertising specials in these editions please feel free to contact myself @ 770.378.1194.♦

that some people are fortunate enough to get. The thing is, money isn’t a measure of a person’s worth, nor is it some magical ticket to freedom from misery and suffering. Instead, we can consider it like a stress medicine, to be taken like you take an advil or two for a headache. Taking more than you need isn’t going to soothe the pain any better – all you need is just the right

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**Dugger**

Presidents from the state of Tennessee.

David Dugger is a strong supporter of the p-h-c industry, serving as Tennessee PHCC State President and Board Member as well as serving on National and Local Committees. Dugger started his mechanical construction career in 1971 as a sheet metal and piping apprentice while studying mechanical engineering at the University of Tennessee. He

amount to cure whatever pain might come up.

I’ve seen this concept applied in some of my friends around me to great effect. One family friend in particular quit his corporate job a couple decades shy of social security age to pursue his dream of teaching, and writing a novel. Another dropped out of the banking world, only to purchase an airstream trailer and create

holds licenses in more than 12 states and has extensive experience in mechanical design/build construction. Dugger has been the recipient of prestigious industry awards including Contractor of the Year and Excellence in Construction and Safety.

Mark your calendars for October 3-5, 2012 to attend Connect 2012 in Philadelphia, PA as one of Tennessee’s own- Knoxville Chapter contractor member, David Dugger is installed as the National President of the PHCC.♦

a mobile BBQ restaurant in its shell. Now, I’m not telling you to drop what you are doing, give up on your responsibilities, and indulge that long lost desire to be a fly fishing guide, but these men are exceptional people, and happy people who figured out that doing what one loves, and having only

enough money to fight stress, can be the answer to that ever evasive peace of mind.

Bottom line – money can definitely buy you relief from most of what stresses you, but it’s really not much good for much else. A lot of money won’t buy you love, CONTINUED on PAGE 11

**COUNTER ACTION**

**Jason Cook, Steinhouse Supply**

Of the 15 years Jason Cook has been in the industry, he has spent 9 providing quality counter service at Steinhouse Supply in Nashville, TN. What has kept him at Steinhouse is its unprecedented determination to satisfy its customers. He thoroughly enjoys helping people out who are in a pinch and has made a career out of just that. Outside of work, he is a devout Tennessee football fan, and on the down days relies on 70's



classic rock to lift his spirits. Next time you are at Steinhouse, make sure to say hello to Jason Cook!♦

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Tennessee Association of Plumbing Heating Cooling Contractors  
**PRESIDENT'S MESSAGE**



**Rick Thompson**  
 TAPHCC State President

I have noticed that a majority of my newsletter articles start with something along the lines of, I love this time of the Year. Thinking about the transition into that frame of mind I recognize the wondrous works that God has performed in creating our different seasons here in Tennessee. Just when we are over the scorching hot weather we get the beautiful colors and the mild fall weather and then after a long winter of freezing temps we get the vibrant colors of spring and the warmer weather. God is good all the time!

This is also a great time in the PHCC world. At the National PHCC Convention this past September a by-law change was introduced and approved for a new Introductory Membership option that drops the dues 50% for the first year and 25% for the second year for new members. The state and local chapters also are jumping on board with this new deal by cutting their dues for new members. This is a great way for all of us to bring in new members during this bad economic time. As I have said multiple times, the more members we have the louder our voice becomes in licensing, codes, legislative and other important issues. So please, get out and let's take advantage of this exciting avenue that national has given us. I also want to commend the national staff and board members for thinking outside the box.

During the convention David Dugger, Knoxville member and owner of SKMES moved into the President-Elect position on the National PHCC Board of Directors. His wife Jan was also installed on the National PHCC Auxiliary Board as

Historian. And last, but not least, our state executive Beth Killen was elected to the Association Executives Council Board. Congratulations to all of these for their hard work, time and commitment they give to our association.

There will be many differ-

ent opportunities for each of you to participate in state association events in the next few months. Many of the local chapters will be hosting events such as Texas Hold Em and Sporting Clay/Golf tournaments along with some much needed and requested educational semi-

nars. We are working on scheduling our legislative Day On The Hill for the spring of 2012 and in April we will hold our state convention, trade show, golf tournament and Presidents Event in Nashville at LP Field, Home of the Titans. Please be watching for more information on these opportunities as we need as many people as possible to participate.

As the holiday season is fast approaching the child in me brings out the excite-

ment of anticipation and the adult in me brings out the humbleness as I reflect on the many blessings that God has bestowed on my family and me. I look forward to the joy that is felt through these special times of sharing with family and friends. Please take time to remember the less fortunate during this season and pray for comfort for those spending their first holiday season without a loved one. I want to take this

CONTINUED on PAGE 11

**Flush Green. Stay Clean. Every Time.**

Save 25% more water with the new H<sub>2</sub>Option™ Siphonic Dual Flush Toilets.

Everybody wants to save water, but nobody wants to sacrifice a good, effective flush. The new H<sub>2</sub>Option™ Siphonic Dual Flush Toilets solve that dilemma by delivering a stronger, cleaner and quieter flush than typical dual flush toilets. Our patent-pending, siphonic-action technology provides exceptional performance in both 1.0 gpf light flush and 1.6 gpf heavy flush settings. The result? Cleaner bowl and improved water savings.

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**Powerful at both light and heavy flush settings**

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Pressurized PowerWash™ rim scours the bowl clean

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# NEW PRODUCT SHOWCASE

## New Trihawk Downhole Tools

The Charles Machine Works (CMW), Inc., manufacturer of Ditch Witch® underground construction equipment, now offers TriHawk® downhole tools through its worldwide network of Ditch Witch dealerships.

The new TriHawk HD housing offers a number of patented features designed to enhance the efficiency of directional drilling, including a square drive spline that enables operators to quickly and easily change tooling as downhole conditions change. Another patented feature is a boltless, pinned-lid system that provides exceptional protection for—and easy removal of—the tracking electronics. With its innovative, high-flow design, TriHawk has the power and volume necessary to also run two other types of trenchless systems: mud motors and air hammers.

Available in four sizes, the new TriHawk HD hous-

ing is compatible with Ditch Witch and Vermeer® drills, and is now available at Ditch Witch dealerships.

Four TriHawk bits are available for use with the new TriHawk HD housing:

The patented TriHawk I is designed for soft rock conditions up to 8,000 psi (552 bar), and is also productive in dry, compacted soils as well as cobble and broken formations.

The patented, abrasion-resistant TriHawk III features powerful, carbide-core cutting teeth designed to efficiently cut through soft to medium rock up to 12,000 psi (827 bar) and cobble.

The TriHawk IV drill bit is designed for use in heavy, overburdened cobble or fractured rock.

The TriHawk V drill bit combines torque-edge steering with thrust-face steering for exceptional performance in round rock cobble, flat river stone, hard-

pan and loose fill.

For enhanced durability, all TriHawk bits are reinforced with ample amounts of strategically placed carbide grit.

Also available are the dirt bit adaptor and the Hawkeye™ quick connect system. These are designed to enhance the performance of TriHawk downhole tools.

With the economical Ditch Witch dirt bit adaptor, customers can quickly and easily convert their TriHawk HD housing into a dirt drilling system. The dirt bit adaptor enables operators to drill in all soil conditions, and it is available in both Ditch Witch and Vermeer plate bit bolt patterns.

The Hawkeye quick connect system was developed specifically for today's more-powerful directional drilling rigs, which have much greater torque and pullback than their predecessors. Hawkeye's patented wear-compensating design improves directional drilling steering control and tool life. Hawkeye adaptors are designed to simplify tooling upgrades to most directional drilling brands.

Also available through Ditch Witch dealerships are factory-rebuilt programs for TriHawk tooling and housings. To reinforce the strength and durability of each remanufactured bit,

temperatures are carefully controlled and a critical material blend is applied during each step of the rebuild process.

For more information



TRIHAWK® I DRILL BIT



TRIHAWK® III DRILL BIT



TRIHAWK® IV DRILL BIT



TRIHAWK® V DRILL BIT

## BRAE Introduces Rainwater Harvesting Systems



BRAE, a Watts Water Technologies company, introduces configurable rainwater harvesting systems for commercial, institutional and residential applications that

can reduce water consumption by up to 65 percent. BRAE's commercial and institutional systems offer storage capacities of 200 to more than 2 million gallons, and manage the filtration, storage, distribution and treatment functions typical to rainwater systems. Above- and below-ground residential systems store between 225 and 3,000 gallons of rainwater to meet a range of consumer demands.♦

## The Vari Temperature Gauge

... keeps a cleansing shower absolutely perfect—temperature-wise.

The Vari Temperature Gauge is a digital or analog water-temperature gauge that is installed in-line between the water-supply pipe and the shower head in residential, commercial and institutional bathrooms. It can be produced either as an analog dial or an easy-read LED and can be mounted on (or molded into) the exterior surface. In the case of an easy-to-read LED, a waterproof battery compartment to power this display will be included.

The Vari Temperature Gauge was invented by Peter Vari of Fullerton, CA. He said, "This device prevents and eliminates the trial and error guesswork everyone engages in when trying to calibrate the shower water temperature. It eliminates the discomfort we feel when it is too hot (often while trying to bail out). It will prevent accidental scalding and over time will save money on the water bill by reducing time spent trying to get the temperature just right. It is easy to install without the need of tools and works equally well in homes, schools, dormitories, hospitals, nursing homes and other facilities such as hotels and motels.

To view a graphic of the Vari Temperature Gauge, along with complete information on design features, advantages, benefits, target markets and distribution channels, please see the attached brochure. To view the webpages of this product click on the following links or type into your browser: [www.inventionpublicity.com/?id=3944](http://www.inventionpublicity.com/?id=3944).

EDITORS NOTE: Development of this product is being handled by Invention Resource International. For more information about licensing or sale, contact the Licensing Department at Invention Resource International, 2929 E. Camelback Rd, Suite 230, Phoenix, AZ 85016.♦

## Milwaukee® Introduces Most Compact & Powerful Cordless Ratchets in Class



Milwaukee Electric Tool Corporation continues to expand the versatility of their M12™ LITHIUM-ION system with the introduction of the M12™ Cordless 1/4" and 3/8" Ratchets. At only 10-3/4" long and 1.9 lbs, these new tools are the most compact and powerful ratchets in their class, providing an ideal fastening solution for automotive mechanics and main-

tenance-repair professionals desiring maximum performance, portability and productivity.

"The M12 Cordless Ratchet not only provides a compact, battery-powered solution for one of the most widely used hand tools in the world, but also presents a clear and effective solution for users who are frustrated with the hassles of using pneumatic tools," says Robert Shaw, Product Manager, Cordless for Milwaukee Electric Tool Corporation. "The new cordless ratchets provide a portable solution for professionals who struggle with dirty, cumbersome air hoses and the inherent service costs of pneumatic tools on a daily basis."

Delivering up to 35 in-lbs of torque and 250 RPM, the M12™ Cordless Ratchets

deliver best in class power, speed, and durability in an extremely compact form. A compact 3/4" low profile head design allows users to work in the tightest of spaces and engine bays, maximizing productivity.

Powered by revolutionary M12™ RED LITHIUM™ Battery technology\*, the new ratchets are the only tools in their class that are compatible with a tool system that offers over 30 cordless Lithium-Ion products. With constant innovation in Lithium-Ion, MILWAUKEE® continues to expand its leadership position in the sub-compact category. The M12™ platform is the largest sub-compact system in the industry, offering innovative solutions in power, productivity, and portability.♦

## Ferguson Gives Thanks by Giving Back

Just in time for the Thanksgiving holiday, Ferguson has made a significant contribution to support the Plumbing-Heating-Cooling Contractors (PHCC) Educational Foundation's 2011 Invest In Your Future Annual Giving Campaign. This is the seventh consecutive year that Ferguson has made a major gift to the Foundation's annual fundraising campaign.

"Seven years ago, we asked our major donors if they could help us reach our annual fundraising goal. Ferguson stepped forward, not only that year, but every year since in support of contractor education and scholarships," said Foundation Chairperson Bill Jones. "That commitment to supporting the contractor really sets Ferguson apart."

"We recognize that educated, professional contractors are our best customers and friends," said Henry Wood, Ferguson's Residential Business Group Director. "In addition to this support, we are working to identify more ways to we can work with PHCC on programs to benefit contractors in 2012.

Ferguson has been a major supporter of the PHCC Educational Foundation for over twenty years and is a Corporate Founder level donor to the Foundation's endowment fund. Combined past and present contributions from Ferguson now total more than \$195,000 in support of industry education.

The campaign fundraising goal for 2011 is \$145,000

CONTINUED from PAGE 7

### THE PIPELINE

or respect, and surely won't buy you happiness, any more than a bunch of headache pills will buy you happiness. But it is darn sure easier to be happy when you don't have a headache. ♦

CONTINUED from PAGE 9

### President

time to wish each of you and your families a Happy Thanksgiving, a Merry Christmas and a Happy New Year.

Be safe and God Bless.

"It is good to be children sometimes, and never better than at Christmas when its mighty Founder was a child Himself." ~ Charles Dickens ♦

in gifts to support the Foundation's mission of providing quality business management and technical education programs to contractors and their employees. A portion of the proceeds also supports the PHCC National Auxiliary Scholarship Program. InSinkErator also provides matching contributions for the fundraiser.

Industry contractors,

suppliers and manufacturers can show their support and be represented on the donor thank you list by making a contribution to the annual giving campaign. Contribution forms and a list of industry donors are available directly from the Foundation web site at <http://www.phccfoundation.org> or by calling (800) 533-7694. The PHCC Educational Foundation is a 501(c)(3) non-profit organization and contributions to the Foundation are tax deductible to the fullest

extent allowed by law.

About Ferguson  
Headquartered in Newport News, Va., Ferguson is a leading wholesale distributor of plumbing supplies; pipes, valves and fittings; heating and cooling equipment; waterworks; and appliances; tools and safety equipment; and fire protection products. Ferguson has sales of \$8.8 billion and approximately 17,500 associates in approximately 1,350 service centers located in all 50 states, the District of Columbia, Puerto Rico, Mexico and the Carib-

bean. For more information, visit [www.ferguson.com](http://www.ferguson.com).

About PHCC Educational Foundation

The PHCC Educational Foundation, a partnership of contractors, manufacturers, and wholesalers, was founded in 1987 to serve the plumbing-heating-cooling industry by preparing contractors and their employees to meet the challenges of a constantly changing marketplace. For more information contact a member of the Foundation staff at (800) 533-7694 or visit [www.phccfoundation.org](http://www.phccfoundation.org). ♦



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## KBI® Introduces the Only "No-Lead" 1/4 Turn CPVC Supply Valve Line

- 1/4 Turn
- Full Line
- NSF 61-G
- UPC Code Approved



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# Tennessee Plumbing News

Reporting For The Plumbing Professional

## 2012 Professional Plumbing Industry Source Book Information Form

This complete guide to plumbing in Tennessee will be a supplement in an upcoming issue of the Tennessee Plumbing News. Listings are **FREE**, so don't miss out on your chance to be included. All you have to do is fill out this form and fax it to: Tennessee Plumbing News at 770-868-1856. We also encourage you to fax us your complete line sheet and branch manager information. Deadline for forms is **December 2011**

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## With INNOVEX™ Technology Wholesalers Can Sell It and Forget It

**Aqua Glass introduces new technology, material for bathing systems**

Aqua Glass has launched a new technology that makes bathing systems stronger, lighter and easier to install.

"Aqua Glass acrylic with INNOVEX™ technology is perhaps the most impressive material innovation in the bathing industry in 40 years," said Chris Yankowich, president of the Moorestown, NJ-based Aqua Glass brand, a division of Masco Corporation. "The units are as attractive as they are functional. They are designed to resist damage during transit, storage and installation. They have more shelving and bigger bathing wells. And they're priced below our current acrylic systems. INNOVEX technology gives wholesalers an attractive and robust alternative to traditional bathing systems."

INNOVEX technology is both a new technology and a new material. It is a patent-pending combination of a microcellular core with a rigid, smooth polyurethane backing. When fused with a thick acrylic surface, the application creates a strong and damage-resistant material that is easier to transport, install and maintain.

INNOVEX technology is also the first bathing product to be certified by the GREENGUARD Environmental Institute and the only one to meet its more stringent children and schools criteria.

It is also a more robust unit. Wholesalers and distributors can sell an with INNOVEX technology product and forget it. Unlike other materials INNOVEX technology units arrive intact at the warehouse, showroom or jobsite. The material has a higher tolerance for rough handling to resist damaged during transit, storage or installation. Nor should its durable acrylic surface discolor if stored outside. The bathing systems are level and lighter than gelcoat units so distributors can stack them in the warehouse.

Customers will appreciate the spacious, contemporary design, with its rounded corners, generous shelving and extra interior space. The high-luster acrylic surface is lighter, durable and thicker than current gelcoat surfaces.

The one-piece systems install quickly. The unit fits in a standard 60" by 32" alcove and arrives in one piece, eliminating the need to square individual pieces and reducing the time needed to caulk. That in turn greatly reduces the chance of leaks and makes cleaning the unit simple, since there are fewer seams to accumulate soap scum and mold. The factory-leveled base doesn't require a lot of shimming and the material can flex to accommodate slightly out-of-plumb pockets. The smooth polyurethane backing doesn't contain fiberglass irritants so gloves and long sleeves are not required when handling.

The acrylic surface also resists fracture. Direct-to-stud application with robust pre-notched flanges means a secure installation, and screw guides built into the flanges reduce the risk of cracks and breakage.

The first production unit is a 60"x 32" one-piece tub-shower design that fits a standard 60" bypass bathtub door. Both left- and right-hand drains are offered. The unit will be followed by four additional products: 60"x36" tub shower, 36" shower, 48" shower and a 60" shower.

The units come with a limited 10-year warranty for residential applications and a limited 3-year warranty for commercial applications.

INNOVEX technology is available in the Southeast this summer and nationwide this fall.

Visit <http://aquaglassinnovex.com/> for more information. For further information on Acrylic with Innovex™ Technology, please contact Richard Stinson at 770-508-5638 or [rstinson@mascobath.com](mailto:rstinson@mascobath.com).

## KBIS & NKBA Announce 2012 Tradeshow Dates

As part of Chicago's city-wide schedule adjustments to accommodate the G-8 and NATO summits in May 2012, the Kitchen & Bath Industry Show (KBIS) has moved up its annual tradeshow and conference to April 24 to 26, 2012, at McCormick Place, with the conference beginning on April 23. Owned by the National Kitchen & Bath Association (NKBA) and produced by Nielsen Expositions, KBIS brings together nearly 20,000 of the industry's top dealers, designers, builders, remodelers, retailers, and other professionals directly involved in the design and remodel of residential kitchens and bathrooms.

There will be no impact to hotel rates or availability, and the NKBA and Nielsen do not anticipate any impact on the number of attendees or exhibitors at KBIS based on the date shift. In fact, many KBIS exhibitors have already pointed out that they prefer this new date pattern during the week versus the weekend. Additionally, Candice Olson has already confirmed that she is able to serve as the KBIS 2012 opening keynote speaker on the new opening day of the show on April 24.

The National Kitchen & Bath Association and Nielsen Expositions will continue to promote these new show dates to ensure that all potential attendees, exhibitors, media, and partners are aware that KBIS 2012 will now take place from April 24 to 26, 2012. The NKBA and Nielsen have also ensured that KBIS does not conflict with other national or international industry events. Certified Master Kitchen & Bath Designer and 2011 NKBA President David Alderman, CMKBD, said, "In the face of Chicago's sudden need to alter the city's entire schedule of spring events due to the scheduling of the G8 and NATO summits, I'm very happy that we were able to secure show dates so close to the original schedule and maintain the show's hotel blocks and discounted pricing."

Jim Scott, show managing director, said, "Chicago is a world-class city, and on behalf of KBIS and the NKBA, we're excited to see it showcased on the international political stage. We're happy to be back in Chicago after our well-attended 2011 show. KBIS will

again offer our attendees and exhibitors maximized ROI, exposure and networking, and ultimately the best show experience."

Attendees can look forward to the KBIS 2012 trade show floor featuring the newest and most innovative kitchen and bath products from 500 global manufacturers. KBIS will offer a full conference program led by top industry change-makers, as well as play host to vital networking opportunities.

The KBIS and NKBA teams have conducted a full lodging review, and hospitality options remain fully open and space has been secured

around the new 2012 dates. They also have secured the commitment of Chicago and the convention bureau to maintain exhibitor moving costs at the level they would have been if the original dates were maintained. The McCormick Place reforms to lower labor costs make the 2012 show even more attractive for exhibiting manufacturers. Looking forward to the future of the show, Scott said, "We are also excited by the opportunity to make Chicago the home for KBIS in 2014. We will be making changes in KBIS to more fully incorporate a Chicago-wide experience in the future, extending the value of attending KBIS beyond the actual three days of this year's event."

Media and attendee reg-  
CONTINUED on PAGE 14

## Bosch Tankless is First to Achieve New Ultra Low NOx Requirement

Bosch Thermotechnology North America, a leading provider of energy efficient water heaters, heating and air conditioning comfort systems as well as high quality solar thermal systems for commercial and residential use, has achieved an industry first in the tankless water heater category by offering a condensing product line that meets new Ultra Low NOx requirements ahead of a mandated 2012 date for the marketplace.

Bosch Therm tankless models C 1210 ESC, C 1210 ES, C1050 ES and C 950 ES are currently the only con-

densing tankless product series on the market that meets the new, more strict, NOx requirements passed by utility regulatory agencies in California and Vermont. Effective 2012, the new regulations require water-heating units to limit noxious gas displacement in the heating process to less than 14 ng of NOx per joule of energy consumed. The line meets this requirement, thanks to a combination of precision Bosch engineering and proactive planning.

The Bosch Therm units use a unique design that  
CONTINUED on PAGE 14

**GET THE NEWS FIRST**

**Georgia Plumbing News**  
Serving the Plumbing Professionals  
November 15th, 2011  
Issue 1 Volume 18  
32 Pages in 3 Sections

**Foreign Enterprises Now Offers Expanded 24/7 Commercial Water Heater Delivery Service**

**FINN PIPELINE**

**Fayetteville Winchmen Moves into New Expanded Facility**

**Cary Wiley Promoted to National Sales Manager for Watts Water Technologies**

**Odum Sales to Represent the HeatLink Group**

**Heat Link**

**Coley Herrin Named PDM President and COO**

**Sandy Sandoval Takes on Additional Duties as Branch Manager for HD Supply Marietta Branch**

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## Gas Mask Vinyl Toilet Decal



Each decal is made of high quality, self-adhesive, waterproof vinyl. Our vinyl is rated to last 3 years outdoors and virtually forever indoors. Available at [www.etsy.com](http://www.etsy.com).

## New Toilet Candle Holder

This unique tea candle holder will give the man of the house a reason to light a match! In the shape of a toilet, this holder has a working lid that can be raised and lowered. Light your favorite scented candle and let this interesting holder spread a lovely scent into your room. Available at [www.etsy.com](http://www.etsy.com).



## DeWalt Introduces New 20 Volt Reciprocating Saw

DeWALT's new 20 Volt MAX\* Lithium Ion reciprocating saw includes an exclusive four-position keyless blade clamp, a 1 1/8-inch stroke length for versatility and performance, and a 3.0 amp hour lithium ion battery.



The saw is ideal for plumbers and HVAC/mechanical

contractors as it quickly powers through some of the most demanding jobsite applications.

The multipositional blade clamp offers versatility as it allows for flush cutting and reaching tight areas. A double oil-sealed shaft helps reduce contamination and provides durability.

## The Water Saving and Recycling Device

The Water Saving and Recycling Device is a transfer device that is specially designed to recycle used water from a bathroom wash basin by moving it to the toilet tank. The design intent is to provide a simple and effective means of conserving water in the household. It utilizes the water from the wash basin and channels it through a tube recycling it into the toilet tank. Flushing no longer 'wastes' water as has been the case heretofore. The Water Saving and Recycling Device was invented by Konstantine Balakirian and his wife, Rebecca Castro of Phoenix, AZ. They said, "The prototype we have works exceptionally well. The Water Saving and Recycling Device is not only a practical product, it saves water and dollars for the individual and the environment. It is easy to install and works with most any bathroom facility. We designed it primarily for homeowners but it also will work elsewhere. Saving our resources is what it really is all about." For more information, contact the Licensing Department at Invention Resource International, 2929 E. Camelback Rd, Suite 230, Phoenix, AZ 85016.

## Test-Tite® Announces Industry's First Full Line of Pneumatic Test Plugs with Pressure Relief Valves



IPS Corporation's Test-Tite® brand Pneumatic Test Plug line is now available with Pressure Relief Valves. The expanded offering makes it the plumbing industry's first full line of test plugs to feature safety relief valves that protect against excess inflation pressure, thereby reducing the risk of damage to plugs and drain, waste and vent (DWV) systems.

Developed specially for testing or temporarily blocking plumbing DWV systems, the patent-pending valve design automatically releases excess internal plug pressure when the plug exceeds maximum inflation pressure; the plug returns to its proper

size, and the relief valve automatically resets. The relieved pressure exhausts through the top of the pressure relief valve and into the atmosphere, rather than into the test area. The new pressure relief valves are incorporated into the current plug design already familiar to and trusted by plumbing contractors and can be used anywhere current, standard pneumatic test plugs are used. Additionally, the pressure relief valve has no moving parts to fail or malfunction.

Test-Tite® brand Pneumatic Plugs with Pressure Relief Valves are available in a variety of styles and sizes, ranging from 1 1/2" through 15" for plumbing applications and in larger sizes for sewer applications. Test plugs come in single and multi-sizes. Standard test plugs, bypass plugs, and air test plugs are available depending on testing and maintenance needs. The plugs are designed to conform to irregular pipe shapes and

are suitable for most pipe materials. They are protected with the industry's leading three-year limited warranty.

IPS Corporation is the trusted leader in manufacturing adhesives, solvent cements, labor-saving plumbing specialty items and numerous components and supplies for the plumbing, construction, manufacturing and plastic fabrication industries. With headquarters in California, IPS Corporation has operations throughout the United States, as well as China, and a worldwide network of sale representatives and distributors. More information is available at [www.ipscorp.com](http://www.ipscorp.com).



## John Guest Expands Collection of Angle Stop Adapter Valves

John Guest® USA has expanded its collection of Angle Stop Adapter Valves to include a new 1/2" x 3/8" x 1/4" size. John Guest's low-lead Angle Stop Adapter Valves comply with all current lead-free laws, meaning they contain less than .25% weighted average lead content on wetted surfaces in plumbing systems and water quality/beverage dispensing applications. The Angle Stop Adapter Valve comes in white polypropylene and brass with a white polypropylene collet, and features an EPDM O-ring. Low-lead Angle Stop Adapter Valves are also available in 3/8" x 3/8" x 1/4" and 3/8" x 3/8" x 3/8" in addition to the new size.

## Easy, Affordable Bathtub Replacement for Homes, Hotels with Ciencia Solid Surface Shower Wall and Base System

Replace a little-used bathtub with a safe, spacious walk-in shower without breaking the bank – or breaking down tile walls.

The Ciencia™ solid surface shower wall and base system from American Standard can be easily installed in just about any bathroom with a simple glue-up installation over existing tile, concrete, or sheetrock. For a more custom fit, Ciencia can readily be cut with a power saw.

The Ciencia solid surface shower walls, offered in a wide array of sizes, are available in four attractive colors and five different tile patterns to beautifully coordinate with the style of any bathroom. Colors are: soft white, linen, aurora and beach sand. Available tile patterns include: diamond, 6" x 24" subway tile, 12" square tile, 8" x 10" tile, and smooth.

Matching solid surface shower bases with an integral trench drain are offered in a variety of sizes, in addition to both low and zero thresholds. These solid surface bases, which come with removable drain covers, are conveniently installable directly over subfloors.

Also offered are acrylic-capped bases featuring bright white, high-gloss, slip-resistant surfaces, all in low-threshold styles for easy access in and out of the shower.

Cleaning and maintaining the Ciencia shower wall and base system is a breeze as well: the non-porous surfaces are designed to be easy to clean. Furthermore, the surface color runs through the thickness of the material, so stains and scratches can sim-



The American Standard® Ciencia™ solid surface shower wall and base system is available in five distinctive tile patterns

ply be sanded away.

Suggested list prices for the Ciencia solid surface shower walls range from \$875 to \$1,225, the solid surface shower bases range from \$1,000 to \$1,430, and the acrylic-capped base ranges from \$670 to \$875, all depending on size and style.

For more information on Ciencia, visit: <http://www.americanstandard-us.com/ciencia-solid-surface-shower-system/>.



The Ciencia™ shower wall and base system is available in four attractive colors – aurora, beach sand, soft white and linen – to beautifully coordinate with any bathroom style.

## The Snake bathing convenience!

The invention of The Snake offers a creative concept for a multifunctional shower system for supplying the bather with an automatic soap dispenser, as well as a convenient shower caddy. Uniquely configured with a motorized valve system to supply the proper amount of water with the shampoo or body wash, The Snake is the perfect solution to a cluttered shower. Visit: [www.inventionpublicity.com/?id=4073](http://www.inventionpublicity.com/?id=4073)◆

## ASSE and ASPE to Develop Plumbing Dictionary

The American Society of Sanitary Engineering (ASSE) and the American Society of Plumbing Engineers (ASPE), the two global leaders serving the sanitary and plumbing engineering professions, have agreed to work together to develop a joint plumbing dictionary. The dictionary will combine the current publications issued by each organization, bringing the plumbing community one step closer to having consistent, globally accepted terminology.

ASSE President Jim Bickford stated, "Both ASSE and ASPE have a strong focus on providing technical expertise in helping to ensure that plumbing systems are designed, installed, and maintained in a manner to ensure public health and safety. We see this joint venture with ASPE as a first step in building a stronger collaboration between both our organizations." William F. Hughes Jr., CPD, LEED AP, FASPE, President of ASPE, notes, "ASSE is honored to join with ASPE on this important project. ASSE has had a positive impact on plumbing design and public health for over 100 years, and it is my sincere hope that ASPE, working in collaboration with ASSE on these types of projects, will further advance the entire plumbing community in providing safe and efficient plumbing systems."

A joint committee has been formed comprising both ASSE and ASPE members, and the committee will begin its work in the very near future. It is anticipated that the finished product will be ready for release sometime in 2012.

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## KBIS

istration for KBIS will be open in January 2012 at [www.kbis.com](http://www.kbis.com). Owned by the National Kitchen & Bath Association (NKBA) and produced by Nielsen Expositions, the Kitchen & Bath Industry Show (KBIS) is the world's largest international trade show event dedicated to its industry.◆

Ronald L. George, CPD, a long-time member of both ASSE and ASPE, is the current ASSE Plumbing Dictionary editor and ASSE Nomenclature Committee chair. He will be chairing the joint ASSE/ASPE committee.

For more information on the project or to provide input, please contact ASPE Editorial Director Gretchen Pienta at [gpienta@aspe.org](mailto:gpienta@aspe.org) or ASSE Managing Editor Ben Ryan at [ben@asse-plumbing.org](mailto:ben@asse-plumbing.org). ASPE is the only professional organization devoted to the training and certification of plumbing engineers and designers. ASPE and its 6,200 worldwide members are dedicated to protecting the health, welfare, and safety of the public through the dissemination of technical data and information to expand the base of knowledge among plumbing engineers, designers, contractors, code officials, inspectors, and manufacturers.

ASSE is an ANSI Accredited standards developer and certification body that is comprised of individual and sustaining members who represent all disciplines of the plumbing industry. Its mission is to continually improve the performance, reliability and safety of plumbing systems. ASSE's product performance standards, professional qualifications standards, professional certification and product listing programs are developed in the interest of public health and the society's motto: "Prevention Rather Than Cure."◆

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## Bosch

produces a lower flame temperature from the burner, and a wide flame pattern versus a segmented burner assembly and diluted air used in the heating process. Combined with condensing technology, which captures exhaust gases to preheat incoming cold water, these models offer an attractive tankless water heating option that meets future code requirements today while offering optimal efficiency.◆

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