



W.S.M.P.A.



NEWSLETTER

Professionals Dedicated to Health and Sanitation

Washington Suburban Master Plumbers Association
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March 2017
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MEETING NOTICE

**WSMPA GENERAL MEMBERSHIP
WEDNESDAY, MARCH 15, 2017**

Washington Suburban Master Plumbers Association's monthly general membership meeting is scheduled for **Wednesday, March 15, 2017**. This meeting will be held at Knights of Columbus (College Park).

**KNIGHTS OF COLUMBUS
9450 CHERRY HILL ROAD
COLLEGE PARK, MD 20740**

6:30p Social Hour
7:30p **FREE** Buffet Dinner
Sponsor Presentation/Meeting

This meeting is being sponsored by:




Barnett is excited to host the March meeting for WSMPA. We will have the NOVO Water representative there to show you how to "FIX THE WATER THAT BROKE IT." This creates a great opportunity to help grow your business and help add to your bottom line. NOVO is a true manufacturer that only sells to wholesale and have a NOVO PRO ADVANTAGE program that helps with marketing/education/testing/etc. They are a leader in product innovation and are dedicated to providing high quality products. Looking forward to a great time!!!! Thanks again for your continued support.

Jeff Long
Field Sales Representative



PRESIDENT'S MESSAGE

Here it is March and I am still writing 2016 on just  about everything.

Our WSSC/HomeServe Committee has been hard at work on the letter we are sending to all local representatives for Montgomery and Prince George's Counties. (A copy is included with this newsletter.) We made numerous drafts trying to include all the input we received. Once the committee was finished, we sent a copy to Attorney Chris Grant to be certain we weren't opening ourselves to any legal action by making the letter public. Chris made several technical and grammatical changes which we have included. The letter is being sent via email (thru the "magic box") with paper copies being delivered to the County Executives, and other key representatives. Let's hope we are able to stop these WSSC/HomeServe mailings!

Chuck Small, 2017 President



MARK YOUR CALENDAR



General Membership Meeting

March 15, 2017 (Barnett)
April 19, 2017 (Parts Unlimited)
May 17, 2017 (Barger/Delta)

The next Board of Directors Meeting is scheduled for Monday, April 3rd @ The Greene Turtle-Burtonsville.

**TREAT MEETINGS
LIKE THEY MATTER!**

WASHINGTON GAS

You're invited to

The Partners and Programs Workshop

March 29, 2017 • 8am-5pm

**Falls Church Marriott
3111 Fairview Park Drive
Falls Church, VA 22042**

The Partners and Programs Workshop provides industry knowledge and training featuring technical topics, the latest in natural gas appliances and Washington Gas programs and offerings. This FREE workshop also provides an opportunity for attendees to network with area manufacturers.

In addition to Washington Gas technical training, there will be manufacturers hosting classes such as Rinnai, Trane, Lennox, and Navien to name a few.

To register for this event, go to:
<https://www.eventbrite.com/e/washington-gas-partners-and-programs-workshop-tickets-31726757586>

For further information, please contact Luella Miles at 703-750-4476.

EDUCATION

18-HR JOURNEYMAN/MASTER TEST REVIEWS

Location

**JAMES A. WHEAT & SONS, INC.
7832 Beechcraft Avenue • Gaithersburg, MD 20879**

Gasfitter

March 21, 23, 28, 30, April 4 & 6, 2017 6p-9p/night

COST: \$400 Members / \$450 Non-members

Plumber

April 11, 12, 13, 18, 19 & 20, 2017 6p-9p/night

COST: \$400 Members / \$450 Non-members

Download Application(s) from WSMPTA's website
www.wsmpta.com under Education or call 301-466-7747.

SUNSHINE & SYMPATHY

Please keep the following in prayer:

Steve & Connie Kidwell and Mary & Tom Phillips (ROI) as they mourn the loss of their dad– Bill Kidwell. Bill (78) passed away peacefully on February 11, 2017.

Former member of WSMPTA and 1982 President, Bobby Hill, and his wife Norma. Their home was destroyed by fire on February 23rd.

Tom Spurrier (WSSC Inspector) and his wife Valerie as they mourn the loss of their daughter Kristin. Kristin went home to be with her Lord on February 20, 2017. She was 25.

*We rise by
lifting others*

OLD MAN STILL TALKING!

Chuck Small

Nostalgia by Webster:

- A wistful yearning for something past or irrecoverable.

Nostalgia by Willie Nelson:

- You were always on my mind.

Nostalgia by Chuck Small:

- Stick shift transmissions.
- Pay phone in every gas station.
- Being able to stay up past 8:00pm.
- Watching my children and grandchildren participate in their various activities.
- Being able to handle a right angle drill.
- A mailbox on the corner.
- Gladys Dudley.
- The gentlemen who got me involved in our Association, and taught me the proper way to operate a business, how to buy material at the best possible price, and especially to set aside some time every day for the Association.
- Last but not least, to be 60 again.



(Opinions expressed by various authors are those of the author and not necessarily those of this association, the board of directors or the editorial staff.)

These companies support our Association, please patronize them:

Meeting Sponsors and Advertisers:

- Barger & Associates/ Delta
- Barnett Pro Contractor Supplies
- D & B Distributing Co., Inc./Jetglas®
- Ferguson Enterprises, Inc.
- Northeastern Supply, Inc.
- Parts Unlimited, Inc.
- Thos. Somerville Company
- Washington Gas
- Washington Winnelson Company

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- T & S Brass
- T. M. O'Donnell Company
- Taze & Hewett
- The Joyce Agency
- Tom Weaver Associates
- Viega
- Virginia Marketing

REMINDER

**“SPRING” AHEAD
MARCH 12TH AT 2 AM**

CHANGE YOUR CLOCKS

**CHANGE THE BATTERIES IN YOUR
SMOKE/CARBON MONOXIDE DETECTORS**

“DEDICATED TO HEALTH AND SANITATION”

26712 Howard Chapel Drive, Damascus, Maryland 20872 • Phone (301) 466-7747



March 6, 2017

Subject: Washington Suburban Sanitary Commission (WSSC) / HomeServe USA Corp. (HomeServe) Alliance

Honorable Member(s),

The Washington Suburban Master Plumbers Association (WSMPA) represents local plumbers serving mainly Prince George's and Montgomery Counties. We are licensed and regulated by the Washington Suburban Sanitary Commission (WSSC). The two organizations have had a strong working relationship going back to 1940.

WSSC has chosen to disrupt this relationship by forming an alliance with an out-of-state warranty company (HomeServe USA Corp.) based in Connecticut to do the service and repair work that our membership has always done.

Our concerns with this alliance are many, most of all the manner in which WSSC is assisting HomeServe in the solicitation of customers. Although there is a small disclaimer in their mailings, the fact that the mailings are in envelopes with WSSC's logo gives the impression that the solicitation is for a WSSC service. In a recent billing from WSSC that included its newsletter, there was an article and insert that promoted HomeServe USA Corp. We wonder who paid for this advertisement.

Of greater concern to the local and state elected officials should be the amount of revenue this program will drain from the local economy. Based on the figures from the attached Financial Pricing and Proposal page of the agreement, it has the potential to send in excess of ten (10) million dollars per year out of the State if the interior coverage is included. The people that control WSSC's budget need to insist that WSSC serve the interests of their citizens in our counties.

Information that is being sent to customers makes it appear that the failure of service lines pertains to all materials. Our members find the majority of failures are in polybutylene (Big Blue) a type of pipe that our Association spoke out against when it was allowed into our code. WSSC should give its customers, and ours, an accurate risk assessment to determine if they need coverage.

Respectfully,

Charles W. Small, Sr.

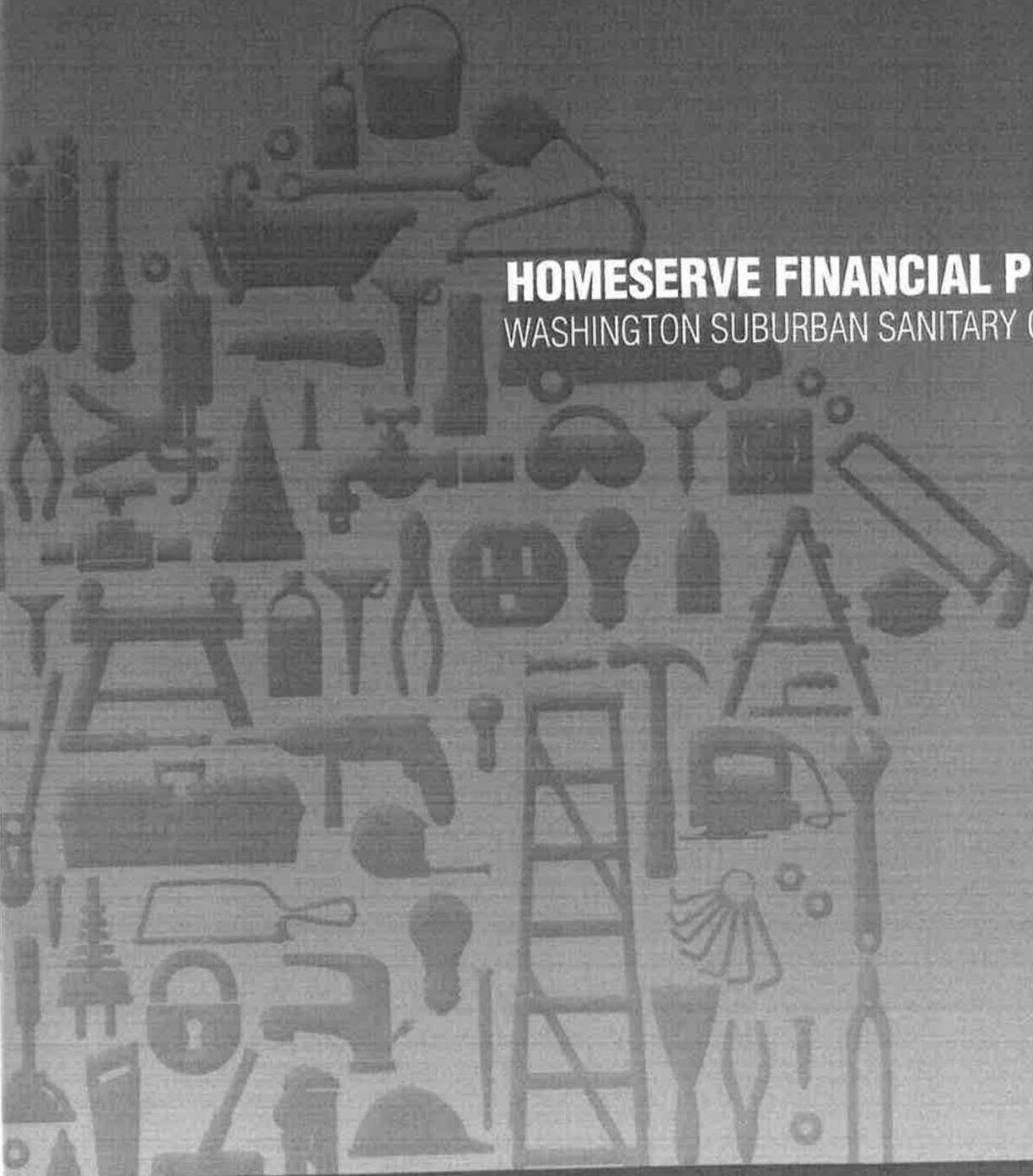
Charles W. Small, Sr.
President

Attachment
CWS:csh



**Washington Suburban
Sanitary Commission**

HOMESERVE FINANCIAL PROPOSAL
WASHINGTON SUBURBAN SANITARY COMMISSION



Financial Pricing and Proposal

In working with over 40 different water, gas and electric utilities that are both publicly and privately owned, HomeServe has crafted unique and carefully-designed financial packages to meet the needs of each utility and its customers. The success of these programs comes down to a simple, but distinct competitive advantage: flexibility.

With this in mind, we are pleased to present Washington Suburban Sanitary Commission (WSSC) with the following cost and financial information. We believe this provides the best balance between the needs of your residents and financial goals of WSSC.

There are two key components of the proposal:

- **Affordable Plans:** With this program, participants will enjoy extremely favorable introductory pricing, without sacrificing coverage or service levels.
 - Water and Sewer Line Bundle \$5.99/month year 1, \$8.49/month in years 2-5*
 - Water Line \$3.99/month; unlimited claims and service calls
 - Sewer Line \$5.49/month; \$10,000 in annual claims and unlimited service calls

- **Annual Assistance Fund: HomeServe will provide funds to assist WSSC in supporting your customers in need.**
 - \$50,000 minimum in first year with higher payments possible in year 1 based on enrolled customers (see below)
 - \$300,000 per year during years 2–5 of the contract

*The bundle price is an introductory offer in year 1. Residents can go online or call in to get individual coverage at standard rates if they elect not to enroll in the bundle offering.

HomeServe will provide \$50,000 to the fund upon launch of the program. The fund will increase in year 1, based on customer enrollment metrics as outlined below.

Year 1 Assistance Fund	
Customers Enrolled	Assistance Fund
<44,999	\$50,000 (as initially funded)
45,000-54,999	\$100,000 cumulative
55,000-64,999	\$200,000 cumulative
65,000+	\$300,000 cumulative

Additional Product Offering

HomeServe will also offer a product that compliments the exterior products, to those customers enrolled in above plans. This product is, Interior Plumbing and Drainage Coverage, which is a service and repair plan that protects homeowners from the costly expense of repairing or replacing interior plumbing and drainage systems. For \$9.99/month, customers receive coverage for up to two \$2,500 service calls per year.