

PLUMBING-HEATING-COOLING-CONTRACTORS OF
LOUISIANA IS READY TO

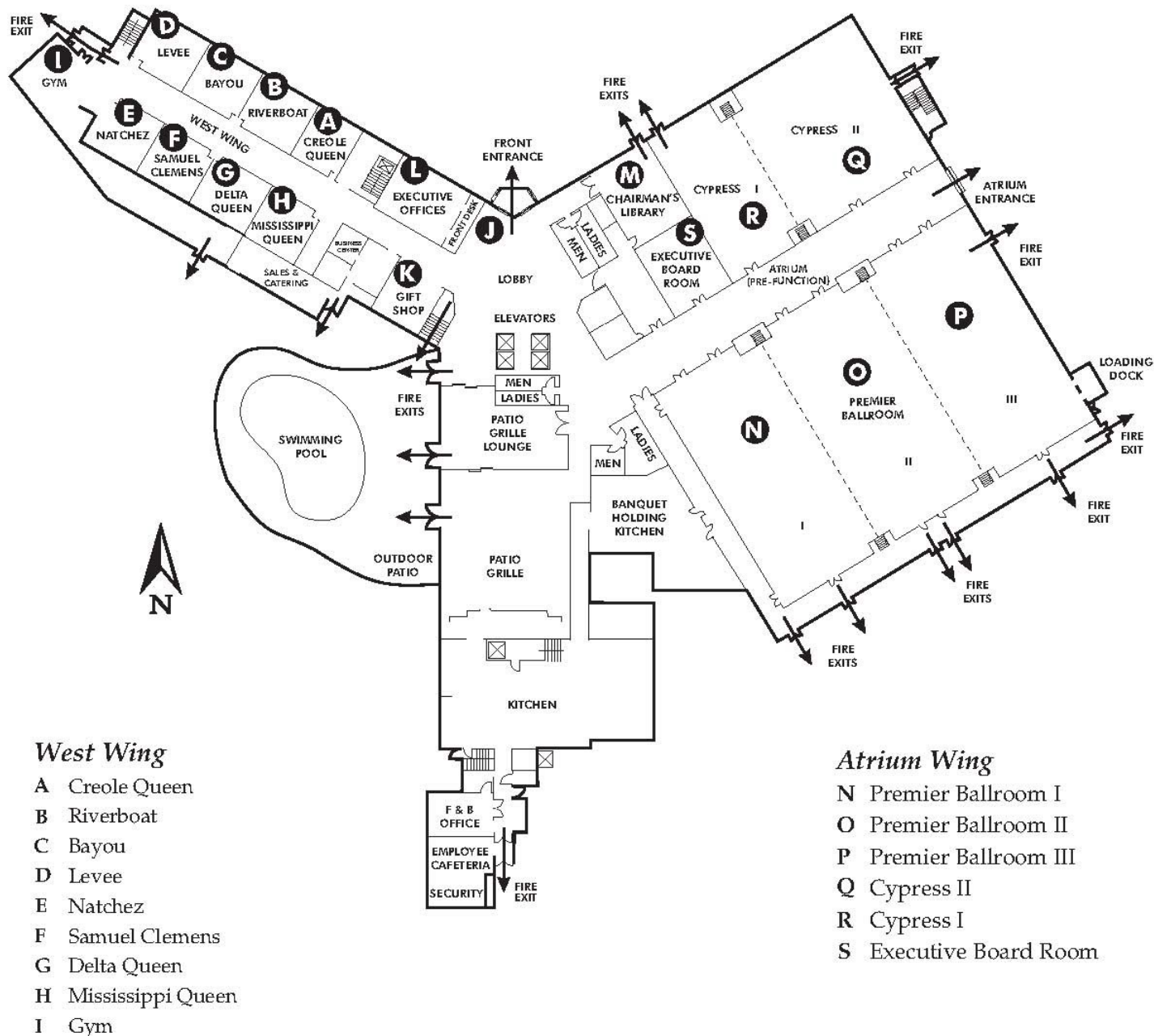
ROCK IT!

2022 ANNUAL CONVENTION AND TRADE SHOW



July 21-23,
2022

Crowne Plaza
Baton Rouge



Friday Meeting Space

Registration / Check-in	<i>Atrium</i>
Breakfast / Lunch	<i>Cypress 1</i>
Sessions	<i>Cypress 2</i>
Reception	<i>Cypress 1</i>
Friday Party	<i>Premier 1</i>
Exhibit Hall Setup	<i>Premier 2/3</i>

Saturday Meeting Space

Registration / Check-in	<i>Atrium</i>
Exhibit Hall / Lunch	<i>Premier 2/3</i>
Breakfast	<i>Atrium / Premier 2/3</i>
Meeting Rooms	<i>Premier 1</i>
	<i>Cypress 1</i>
	<i>Cypress 2</i>
Auxiliary	<i>Mississippi Delta</i>

PHCCLA 2022 ANNUAL CONVENTION & TRADE SHOW
JULY 21-23, 2022 | Crowne Plaza Executive Center | Baton Rouge, LA

THE EVENT LINE UP

All events will be held at the Crowne Plaza Executive Center of Baton Rouge unless otherwise noted.

THURSDAY, JULY 21, 2022

3:00 - 5:00 PM

PHCCLA Board Meeting
Mississippi Delta

6:00 - 10:00 PM

Board of Directors Dinner
(The Tunnel at the Hilton Capitol Center) *Please meet in lobby at 5:30 for bus departure.*

FRIDAY, JULY 22, 2022

8:00 - 9:00 AM

Registration / Check-In **Registration Bags sponsored in-part by PHCC Auxiliary**
Atrium Foyer

Breakfast Buffet **Sponsored by Entergy**
Cypress 1

9:00 AM - 2:00 PM

Auxiliary Program - Old Governor's Mansion Tour and Lunch at Capitol City Grill
Please meet in lobby at 8:30 AM to carpool.

9:00 - 10:00 AM

PHCCLA Annual General Membership Meeting
Cypress 2

10:00 - 11:30 AM



Keynote Presentation: Gratitude Strategies
Cypress 2

Lisa Ryan, CSP, Keynote Speaker, Engagement and Retention Expert, Lisa Ryan Speaks

Join Lisa Ryan for this informative session to discuss how companies are dealing with new ways to do business, how to build your company's reputation, and exploring ways to help you find the good, no matter what.

11:30 AM - 1:00 PM

Luncheon Buffet
Cypress 1

Exhibitors invited to join members for lunch.

12:00 - 5:00 PM

Exhibitor Setup
Premier 2/3

1:00 - 2:00 PM

Backstage with the State Plumbing Board of Louisiana
Cypress 1

Ashley Tullier, Executive Director, State Plumbing Board of Louisiana

Terry Smith, Chairman and PHCCLA Representative, State Plumbing Board of Louisiana

Carl Bourgeois, PHCCLA Representative, State Plumbing Board of Louisiana

Trey Giglio, III, PHCCLA Representative, State Plumbing Board of Louisiana

Interact directly with the State Plumbing Board of Louisiana's Executive Director and Board Members to answer your questions about the latest rules and regulations affecting your business and the industry.

2:00 - 2:30 PM

Refreshment Break, Sponsored by Federated Insurance
Atrium Foyer

2:30 - 5:00 PM

Exhibitor IGNITE Session
Cypress 2

Exhibitors will have THREE minutes to feature one product or service to WOW you. You will rate the presentations as the exhibitors want to impress you with their biggest sellers and the newest innovative products hitting the market.

Schedule continued on next page

PHCCLA 2022 ANNUAL CONVENTION & TRADE SHOW
JULY 21-23, 2022 | Crowne Plaza Executive Center | Baton Rouge, LA

EVENT LINE UP

FRIDAY, JULY 22, 2022 continued

- 6:00 – 7:00 PM** **Opening Reception with Exhibitors**
Cypress 1
- 7:00 – 10:00 PM** **Texas Hold 'Em Poker Tournament and Rockin' Party! (Ticketed Event)**
Premier 1
Join us for dinner, live music with the Doug Owens Band, our 3rd Annual Poker Tournament, and other games! **WHITE WRISTBANDS REQUIRED FOR ENTRY**

SATURDAY, JULY 23, 2022

- 6:30 AM** **Registration / Check-In for Master Plumbers and Master Gas Fitters**
Atrium Foyer
- 6:30 - 7:30 AM** **Breakfast Buffet with Exhibitors, Sponsored by Visit Baton Rouge**
Premier 2/3
Breakfast buffet available for convention attendees only. **RED WRISTBANDS REQUIRED**
- Continental Breakfast**
Atrium Foyer
Breakfast buffet available for continuing education attendees only. **BLUE WRISTBANDS REQUIRED**
- 7:30 - 9:00 AM** **Master Plumber and Master Gas Fitter CPE:**
Retention Strategies to Keep Your Top Talent from Becoming Someone Else's Workshop
Premier 1
Lisa Ryan, CSP, Keynote Speaker, Engagement and Retention Expert, Lisa Ryan Speaks
Companies that succeed in the post-pandemic economy are those that figure out how to master technology, community, and collaboration. Learn how to connect with employees from both a personal and professional standpoint during trying times. Understand why communication is more critical than ever and why ignoring employees' personal challenges will come back to haunt you.
- 8:30 AM** **Registration / Check-In for Journeyman Gas Fitters**
Atrium Foyer
- 9:00 - 9:15 AM** **Refreshment Break Sponsored by Visit Baton Rouge**
Atrium Foyer
- 9:00 AM - 12:00 PM** **Auxiliary Breakfast / Business Meeting**
Mississippi Delta

RIDGID



**UNMATCHED
PERFORMANCE.
ZERO
TIMEOUTS.**

The RIDGID® RP 350 &
RP 351 Press Tools

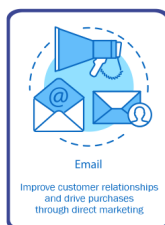
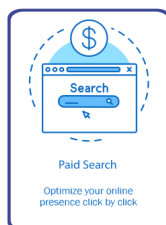
Learn more at RIDGID.COM/PRESSING

LOOKING TO GROW >> >> YOUR BUSINESS?

Tired of lead generation that always falls flat?

Turn to the Home Services marketing experts at Aletheia Digital!

HOME
SERVICE
MARKETING
EXPERTS!



Serving 75+ Home Service Contractors across North America & Canada, Aletheia Digital operates by a proven playbook that delivers results.

For More Information, Contact
Dan Shurtz
dan@aletheiadigital.com



9:15 – 10:15 AM

Journeyman Gas Fitter and Master Gas Fitter CPE - Concurrent Breakout Sessions

Breakout 1: Gas Pipe Sizing

Premier 1

Gary Gauthier, Director, PMG Technical Resources, International Code Council

The session will include a detailed look into the sizing methods of gas piping according to the International Fuel Gas Code and how to utilize the correct methodology for your installation.

Breakout 2: Vent Piping

Cypress 1

Brad Sandridge, Territory Manager for Louisiana, Tim Morales Inc. & Associates

This presentation provides an overview of the standards that regulate the material used for venting combustible gases, breaking down the standards listed in the installation manual. The session will review the technical manuals of PVC manufacturers and compares them to codes listed by boiler manufacturers, and offers a simple breakdown of the International Mechanical Codes, International Flue Codes, and the National Fuels' current national codes.

Breakout 3: Cross Bores & Entergy Gas Meter Standards

Cypress 2

James Dillard, Manager, Gas Infrastructure Programs, Entergy Gas Operations; Wyetta Banks, Gas Service Supervisor, Entergy Gas Operations

This session will be a discussion of cross boring while installing natural gas distribution piping. The session will also review Entergy's gas meter standards for customers in this region.

Schedule continued on next page.

SIMPLEX AND DUPLEX LIFT STATIONS

Powerful
Duplex
1.5 HP
motors



Eliminates pit installations
providing easy service.

Vortex
impeller
handles
up to
2" solids.



Smart pump
Technology allows
discharge to
increase
up to
250
GPM.

Commercial Lift Station System



PHCCLA 2022 ANNUAL CONVENTION & TRADE SHOW
JULY 21-23, 2022 | Crowne Plaza Executive Center | Baton Rouge, LA

EVENT LINE UP

SATURDAY, JULY 23, 2022 continued

10:00 - 10:30 AM	Registration / Check-In Tradesman and Journeyman Plumbers <i>Atrium Foyer</i>
10:15 - 10:30 AM	Refreshment Break, Sponsored by BBWC Sales <i>Atrium Foyer</i>
10:30 AM - 12:00 PM	Tradesman, Journeyman and Master Plumber CPE; and Gas Fitter and Master Gas Fitter CPE: Laws & Rules / Air and Blood Borne Pathogens <i>Premier 1</i> <i>Jay Huckabee, Huckabee's Plumbing / PHCCLA Instructor</i> This session will start with an update on the State Plumbing Board of Louisiana, including reminders about how to stay compliant with current laws and regulations. The second portion of the session will help attendees understand the key terms related to pathogens and health hazards, as well as review the risks and safety requirements relevant to both airborne and bloodborne pathogens.
12:00 PM	Continuing Education Certificate of Attendance Distribution—GAS FITTERS ONLY <i>Atrium Foyer</i>
12:00 - 2:00 PM	Lunch and Trade Show <i>Premier 2/3</i> BLUE OR RED WRISTBANDS REQUIRED FOR LUNCH Visit exhibitors and have them sign your bingo card to enter for a chance to win great door prizes! DOOR PRIZES include a \$500 CASH GIVEAWAY, Sponsored by PHCC Metro New Orleans Complimentary Registration Drawing Sponsored by LaFleur's Plumbing Additional Door Prizes Sponsored by AH Deveney, Eemaxx, ESP Agency, Louisiana Cat, Louisiana 811, Milwaukee Tool, Oatey, RIDGID, Saniflo, The Plumbing Warehouse/LCR, Viega, and Whitt Davis McCaskill
2:00 - 5:00 PM	Exhibitor Tear Down
2:15 - 3:15 PM	Tradesman, Journeyman, and Master Plumber CPE - Concurrent Breakout Sessions Breakout 1: Sewer Piping/Sanitary Drainage <i>Premier 1</i> <i>Gary Gauthier, Director, PMG Technical Resources, International Code Council</i> This session includes discussions about utilizing proper materials, transition connections, alignment, pitch, depth, testing, backfilling and proper venting connections required in accordance with the International Plumbing Code. Breakout 2: Gastite Certification <i>Cypress 1</i> <i>Ed Glende, Application Engineer, Gastite</i> This session will be the certification training required to become a qualified installer of FlashShield Flexible Gas Piping. The course will cover all the necessary topics required to complete the training program test. All attendees will also be issued a hard copy of the current FlashShield Design and Installation guide. Breakout 3: Best Practices for Lift Pumps <i>Cypress 2</i> <i>Mike Billingsley, Partner, BBWC Sales</i> This session will provide an overview of best practices when using lift pumps, including tips for installation and troubleshooting.

Cash Giveaway



Call 811 before you dig



Your safety is our number one priority.

From installing a new pool to simply planting a tree, digging without knowing what's beneath the surface can be extremely dangerous. You could also disrupt utility services to your neighborhood, leading to expensive repairs and fines.

When you call 811, all utilities, including Entergy, will respond within two business days to locate and mark the underground utility lines. (The two business days start the morning after you call).

And if you suspect a gas leak, leave the area immediately and call **1-800-ENTERGY** (368-3749) or **911**. Indications of a gas leak include the distinctive smell of natural gas, a whistling or hissing sound near a gas appliance, or dead vegetation and bubbles near a gas line.

We power life.™

A message from Entergy New Orleans, LLC and Entergy Louisiana, LLC
©2022 Entergy Services, LLC. All Rights Reserved.

3:30 – 4:30 PM

Tradesman, Journeyman, and Master Plumber CPE - Concurrent Breakout Sessions Breakout 1: Water Pipe Sizing

Premier 1

Gary Gauthier, Director, PMG Technical Resources, International Code Council

This session includes a detailed look into the sizing methods of water piping according to the International Plumbing Code and how to utilize the correct methodology for your installation.

Breakout 2: How NOT to Break Your Stuff

Cypress 1

David Dunbar, National Sales Manager, General Pipe Cleaners

This presentation focuses on how to care for your equipment and, specifically, how to not break your equipment. Reviews how to care for your cables, jetters, camera equipment, and more!

Breakout 3: Coating and Protecting Cast Iron

Cypress 2

Brian Elliott, Trenchless Technologies Manager, Spartan Tool

Learn more about what types of coatings are best to protect cast iron for different types of structures, environmental exposures, and requirements for corrosion.

4:30 PM

Continuing Education Certificate of Attendance Distribution for PLUMBERS

Atrium Foyer

6:30 – 9:00 PM

Closing Reception and Member Recognition (Open to convention attendees; additional tickets may be purchased)

(City Club of Baton Rouge) Please meet in lobby at 5:45 for bus departure.

**Thank you to our fellow
PHCC Chapters for your
Support!**



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

**PLUMBING HEATING COOLING CONTRACTORS
METRO NEW ORLEANS ASSOCIATION**



**PLUMBING-HEATING-COOLING
CONTRACTORS –
NATIONAL AUXILIARY**

PHCC EDUCATIONAL FOUNDATION

Plumbing-Heating-Cooling Contractors-National Association

DISCOVER

the
resources
tools
training
scholarships
and more from your
PHCC Educational
Foundation

PHCCFOUNDATION.ORG

SUPPORT FOR
EDUCATIONAL SESSIONS AT THE
PHCC OF LOUISIANA CONVENTION
HAS BEEN PROVIDED IN PART BY



EDUCATIONAL FOUNDATION

SPONSORED
BY

SEMINAR SERIES

THE BOLD LOOK
OF **KOHLER**

INVEST IN YOUR FUTURE!

Your contribution to the
PHCC Educational Foundation
powers **education, training and
scholarships** today, while building
new educational opportunities for
tomorrow's industry leaders.

Help Your Local Champions!

Your gift can help Keith & Linda Bienvenu
and PHCC of Louisiana Chapter Executive
Crystal Carter win in our nationwide
fundraising competition. Make a contribution
to the PHCC Educational Foundation
using their donor pages below
to bring home a Louisiana win!



Keith and Linda
Bienvenu
bit.ly/2022Bienvenu



Crystal Carter
bit.ly/2022Carter



EDUCATIONAL FOUNDATION

PHCC EDUCATIONAL
FOUNDATION

Plumbing-Heating-Cooling Contractors National Association

PHCCFOUNDATION.ORG/INVEST



PHCCLA 2022 ANNUAL CONVENTION & TRADE SHOW
JULY 21-23, 2022 | Crowne Plaza Executive Center | Baton Rouge, LA

KEYNOTE SPEAKER

Lisa Ryan, CSP

With the extreme labor shortage getting worse every day, employee turnover costs you a fortune. By the time a new employee walks through your workroom door on day one, you've already spent \$6,500.00 to bring that person in. With today's worker looking to change jobs on average every 18 months, you've got your work cut out for you to keep them - and get some ROI on your personnel investments.

Your employees can make that 18-month change within your company, or elsewhere. Obviously, since you've invested all the time, energy, and resources to train them, you want to keep them as long as you can and have them grow with you, not with your competition.

How do you do that? With a shift in perspective. Providing the change opportunities, the shift in responsibilities, and the opportunity for growth within is much more about your communications and employee perceptions than it is about changing your business structure. Lisa Ryan is the expert you need in your corner to empower your company's leaders with the skills and strategies to keep their best people engaged and loyal for the long haul. Her enlightening presentations will give your people the skills they need to communicate better, strengthen relationships, work cohesively, and KEEP your most talented employees!



Lisa Ryan is a Certified Speaking Professional, award-winning speaker, and best-selling author of ten books, including **"Manufacturing Engagement: 98 Proven Strategies to Attract and Retain Your Industry's Top Talent"** and **"The Upside of Down Times: Discovering the Power of Gratitude."** She served two terms as President of the National Speakers Association, Ohio Chapter and has her MBA from Cleveland State University. She and her husband, Scott, are the proud parents of two very spoiled cats.

**WE KNOW
WATER HEATING**

Alexandria 318.473.8200	Lafayette 337.981.7860	New Orleans 504.940.6402
Baton Rouge 225.292.9910	Lake Charles 337.439.8424	Shreveport 318.671.1500
Covington 985.892.8342	Metairie 504.378.8300	Slidell 985.781.8342
Houma 985.872.6866	Natchez 601.446.7331	West Monroe 318.325.1744



ROCKSTAR SPEAKERS



WYETTA BANKS

GAS SERVICE SUPERVISOR, ENTERGY GAS OPERATIONS

Wyetta F. Banks is a gas service supervisor with Entergy Gas Operations. She is responsible for supporting operations of the company's gas distribution business serving residential

and commercial customers in the Greater Baton Rouge area. During her 17-year career with Entergy, she has held roles in customer service, customer accounting, and now, gas distribution.



MIKE BILLINGSLEY

PARTNER, BBWC SALES

Mike Billingsley is a partner with BBWC Sales, a local plumbing rep agency covering Louisiana and Mississippi. He grew up in the plumbing industry and since receiving his Bachelor's Degree from Louisiana State University, he has

been full time in the business for 16 years. Billingsley has a strong background in troubleshooting numerous product lines and spends time in the field helping contractors with "hands on" training. He and his wife have three children and he spends most of his free time outdoors with his kids playing sports or fishing.

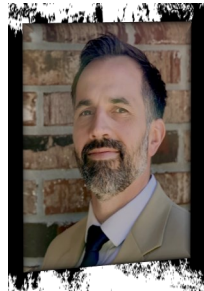


CARL BOURGEOIS

PHCCLA REPRESENTATIVE, STATE PLUMBING BOARD OF LOUISIANA

Carl Bourgeois is a second generation owner and operator of Al Bourgeois Plumbing & Heating in his hometown of New

Orleans. A graduate of the LSU Business School, he has been on the State Plumbing Board of Louisiana since 2013 and recently chaired the committee to revise the practical exam for journeyman plumber applicants. He is currently serving as Immediate Past President of PHCCLA.



JAMES DILLARD

MANAGER, GAS INFRASTRUCTURE PROGRAMS, ENTERGY GAS OPERATIONS

James Dillard is the Manager of Gas Infrastructure Programs for Entergy Gas Operations. He graduated from Louisiana State University in 2004 with

a Bachelor's Degree in Civil Engineering and went on to obtain his Professional Engineering license in 2009. In 2015, he completed his Master's Degree in Civil Engineering. Dillard is responsible for the oversight of infrastructure programs for Entergy's Gas Distribution System, as well as the oversight and management of the Utility Conflict Programs. James currently resides in Louisiana with his wife and their children.



DAVID DUNBAR

NATIONAL SALES MANAGER, GENERAL PIPE CLEANERS

David Dunbar has been the National Sales Manager for General Pipe Cleaners, a leader in the drain cleaning/pipe inspection industry since 2017. He has been with General since 1996, starting as Customer Service Manager, then Assistant

BBWC
SALES

OATEY^{SCS}
Supply Chain Services

WATTS[®]
WATER TECHNOLOGIES

SLOAN

TracPipe CounterStrike[®]
Flexible Gas Piping by OmegaFlex

Liberty
Pumps

ACSmith.
Innovation has a name.

state
WATER HEATERS

MOEN
Buy it for looks. Buy it for life.[®]

2728 Crestview Avenue Kenner, LA 70062
phone 504.602.8100

WE'RE READY TO SERVE

Cheers to Meeting Again

Experience a slice of life in the Red Stick, where second rounds and second helpings are second nature.

Head over to visitbatonrouge.com/meetings to start planning your event.



Sales Manager, before becoming National Sales Manager. He earned a BS degree in Psychology from the University of Pittsburgh and has graduate credits in Human Resource Development and Organizational Theory. Dunbar enjoys using his extensive public speaking, video, and writing experience within the industry.



BRIAN ELLIOTT TERRITORY SALES MANAGER, SPARTAN TOOL

Brian Elliott is the Territory Sales Manager for Spartan Tool, covering the states of Arkansas, Oklahoma, and Missouri. He has served in this position since the fall of 2016. Prior to joining

Spartan Tool, he was a Journeyman Plumber and Service Manager for almost ten years. Elliott is a graduate of the University of Arkansas, where he earned his bachelor's in Banking and Financial Support Services.



GARY GAUTHIER DIRECTOR, PMG TECHNICAL RESOURCES, INTERNATIONAL CODE COUNCIL

Gary Anthony Gauthier is a Director, PMG Technical Resources, for the International Code Council. His responsibilities include developing,

coordinating, directing, and implementing programs to ensure the successful completion of the team's goals and objectives as they apply to the International Plumbing Code (IPC), the International Mechanical Code (IMC), the International Fuel Gas Code (IFGC), the International Swimming Pool and Spa Code (ISPSC) and related services, as well as programs of the International Code Council. Gauthier joined the Code Council with more than 40 years of experience working within the plumbing and construction industry. He is currently an Adult Educational Master Plumbing & Gas Instructor and Continuing Education Instructor in the state of Massachusetts.



TREY GIGLIO, III PHCCLA REPRESENTATIVE, STATE PLUMBING BOARD OF LOUISIANA

A native of Shreveport, Vincent "Trey" Giglio, III, graduated cum laude with a bachelor's degree in

Mechanical Engineering from Texas A&M University. He is the Vice-President of Universal Mechanical and Universal Plumbing Company. He holds master licenses in plumbing, mechanical, electrical, general construction, and municipal and public works construction along with numerous specialty certifications. Giglio was appointed to the State Plumbing Board of Louisiana in 2019 and serves as the Building Committee Chairman. He serves as the President-Elect of PHCCLA. In his spare time, Giglio is an NCAA football official and serves as Treasurer of the Shreveport Football Association. He is married to Sarah Giglio, a local attorney, and they reside in Shreveport.



ED GLENDE APPLICATION ENGINEER, GASTITE

Gastite manufactures FlashShield corrugated stainless steel tubing (CSST), which has revolutionized the gas-distribution business. Ed Glende has been part of the Gastite team since 1999. He is an authorized Gastite trainer and has taught CSST

classes throughout the U.S. and Canada to contractors, building officials, and inspectors for over 10 years.

PHCCLA 2022 ANNUAL CONVENTION & TRADE SHOW
JULY 21-23, 2022 | Crowne Plaza Executive Center | Baton Rouge, LA

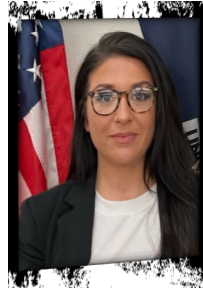
ROCKSTAR SPEAKERS



JAY HUCKABEE

JAY F. HUCKABEE PLUMBING, INC.

Jay Huckabee is the owner and president of Jay F. Huckabee Plumbing, Inc. He has been in the plumbing trade for over 30 years and is a Licensed Master Plumber as well as a Licensed Master Gas Fitter. He currently serves as President-Elect for PHCCLA. He enjoys spending time with his family, golfing, and hunting. Huckabee believes that none of this is possible without God on his side.



ASHLEY TULLIER

EXECUTIVE DIRECTOR, STATE PLUMBING BOARD OF LOUISIANA

Ashley Tullier is the Executive Director of the State Plumbing Board, a licensing agency that aids in the protection of the health and welfare of Louisiana citizens. With a background in business management and her prior role as the Board's program specialist, her passion for the trades made the move to the State Plumbing Board a natural fit. Tullier has served on many impact committees and believes that proper plumbing is a cornerstone of sustaining public health.



BRAD SANDRIDGE

TERRITORY MANAGER, TIM MORALES & ASSOCIATES

Brad Sandridge is the Territory Manager for Louisiana at Tim Morales & Associates. He has over 20 years experience as a manufacturer representative, as well as owning his own handyman service company.

Sandridge earned his bachelor of arts in business and management from Southeastern Louisiana University.



TERRY SMITH

CHAIRMAN, STATE PLUMBING BOARD OF LOUISIANA

Terry Smith has been in the plumbing industry since 1978. He completed the Local 198 Apprenticeship program and opened American Plumbing in 1989. He has been a member of PHCC since the 1990s. Smith is a past president of PHCCLA and the PHCC Baton Rouge Metro local chapter. He has served on the State Plumbing Board of Louisiana's board of directors for four years and was elected Chairman after the passing of Jim Finley. Smith feels that filling Jim's shoes is a tough task, but he is proud to be elected to try. He has actively supported legislative issues for PHCC both statewide and nationally. Smith is married to Rhonda Smith and she considers herself the 1st Lady of Plumbing. They have four children and six grandchildren.



PLUMBER'S DELIGHT.

At Louisiana Cat we understand how every job you do is different. But some things remain the same: you need to get it done, on time and within budget. That's why Cat® compact equipment is built for fuel savings, less frequent service intervals and the highest resale value. With technology-driven Cat attachments and reliable after-sale support, our compact machine solutions are as adaptable as you are.

Give us a call today to learn about our special financing offers on compact equipment including Equipment Protection Plans and Customer Value Agreements.

VISIT LOUISIANACAT.COM/PLUMBERS,
CALL 866-943-7440, OR SCAN THE QR CODE
TO FIND OUT HOW WE CAN HELP YOU GET WORK DONE.



Louisiana **CAT**

You Hold the Keys

Confidently place people behind the wheel of your company vehicles with the help of driver screening tools and Federated Insurance's risk management resources.



It's Our Business to Protect Yours®

Scan to learn more about helping company drivers make it home safe today.



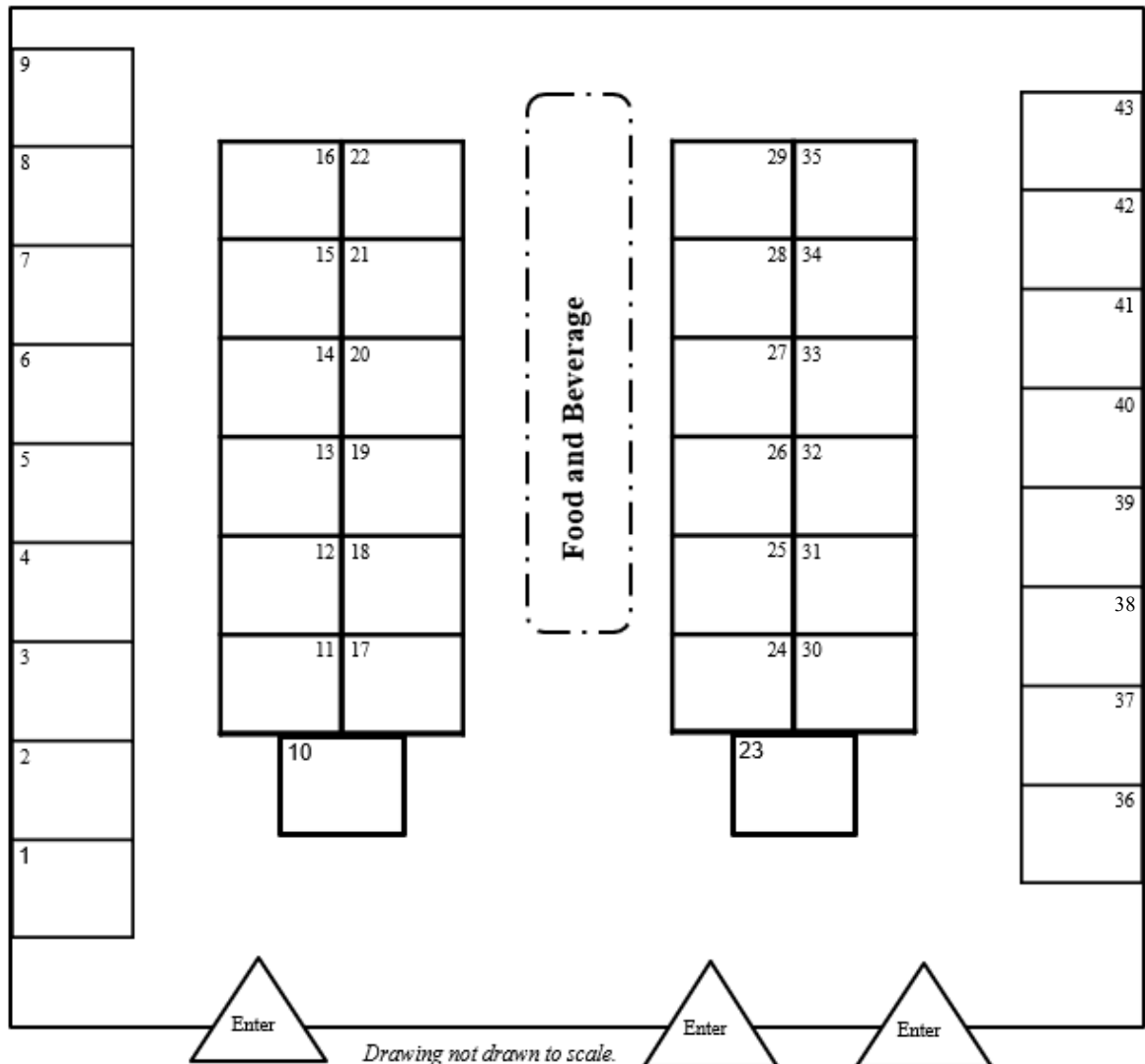
Commercial Insurance Property & Casualty | Life & Disability Income | Workers Compensation | Business Succession and Estate Planning | Bonding
Federated Mutual Insurance Company and its subsidiaries** | federatedinsurance.com

22.06 Ed. 5/22 *View A.M. Best Rating Guide information at www.ambest.com. **Not licensed in all states. © 2020 Federated Mutual Insurance Company

PHCCLA 2022 ANNUAL CONVENTION & TRADE SHOW
JULY 21-23, 2022 | Crowne Plaza Executive Center | Baton Rouge, LA

TRADE SHOW FLOOR

1. Louisiana Cat
2. RIDGID
3. Saniflo
4. Eemax
5. Will & Pierce Agency
6. Plumbmaster / Wolverine
7. NIBCO/Sunbelt Marketing
8. American Plumber Stories
9. Everflow Supplies / FC2 Sales
10. Aletheia Digital
11. Lobell Sales
12. Ferguson
13. Ironclad Partners
14. Reliance Worldwide Corp.
15. Noritz Tankless Water Heaters / Taco Comfort Solutions
16. Sunbelt Rentals
17. - 18. BBWC Sales
19. ESP Agency
20. Coburn's
21. AdvantaClean
22. PHCC Auxiliary
23. Entergy
24. Viega
25. The Plumbing Warehouse/LCR
26. Whitt Davis & McCaskill
27. Federated Insurance
28. PHCC of Louisiana - DROP YOUR BINGO CARDS HERE
29. United Fire & Water Damage of Louisiana
30. Tim Morales & Assoc.
31. ToTo



32. ApolloValve
33. Coleman Russell & Associates
34. Naturalsof LLC
35. Workiz, Inc.
36. - 37. A.H. Deveney
38. Milwaukee Tool
39. Louisiana 811
40. Atmos
41. State Plumbing Board of Louisiana
42. SELFIE BOOTH!
43. Hydro-Max Jetter

**REMEMBER TO GET
 YOUR BINGO CARD AT
 THE DOOR AND HAVE
 ALL EXHIBITORS SIGN
 TO BE ELIGIBLE FOR
 DOOR PRIZE
 DRAWINGS, INCLUDING
 A \$500 CASH
 GIVEAWAY!**



ADVANTACLEAN (BOOTH #21)

AdvantaClean specializes in healthy homes and businesses. AdvantaClean has revolutionized the restoration industry with our cutting-edge technology and non-invasive methods. We understand the damage moisture can cause when it remains in places it does not belong, which is why our professionals work to restore your building as it should be. Learn more at www.advantaclean.com.

A.H. DEVENEY & COMPANY LLC (BOOTHS #36-37)

BRONZE ANNUAL SPONSOR

A.H. Deveney & Company, L.L.C. is a close-knit, team-oriented, manufacturers representative agency. The company has been representing manufacturers since 1916, and we currently serve the wholesale and commercial plumbing, HVAC, industrial, roofing, and concrete precast markets in the Southeast. Learn more at www.ahdeveney.com.

ALETHEIA DIGITAL (BOOTH #10)

BOLD ANNUAL SPONSOR

Aletheia Digital is a full-service digital marketing agency. We specialize in serving companies in the areas of website design and development, PPC, social marketing, and a lot more. Visit us online to see all we offer or call us for a free consultation and assessment on your current marketing efforts. Learn more at www.aletheiadigital.com.

AMERICAN PLUMBER STORIES (BOOTH #8)

American Plumber Stories showcases plumbers across the nation, sharing the passion they have for their profession. Learn how they got started, their advice for future plumbers, and the rewards that come with the trade. Take a closer look at the change makers, the teachers, the influencers, and the women who are reshaping the plumbing industry. Learn more at www.americanplumberstories.com.

ATMOS ENERGY (BOOTH #40)

Atmos Energy Corporation is the country's largest natural gas-only distributor. We safely deliver reliable, affordable, efficient, and abundant natural gas to more than 3 million distribution customers in over 1,400 communities across eight states located primarily in the South. Learn more at www.atmosenergy.com.

BBWC SALES (BOOTHS #17-18)

SILVER ANNUAL SPONSOR

BBWC is a manufacturers representative agency for products used in the plumbing, municipal, and mechanical industry. Learn more at www.bbwcsales.com.

COBURN'S (BOOTH #20)

SILVER ANNUAL SPONSOR

For over 85 years Coburn Supply Company has remained a family-owned distributor of plumbing, electrical, HVAC, and waterworks products. Coburn's has more than 50 locations servicing Louisiana, Texas, Mississippi, Alabama, and Tennessee. Learn more at www.coburns.com.

COLEMAN-RUSSELL & ASSOCIATES (BOOTH #33)

Coleman-Russell & Associates, Inc. is a manufacturer's representative firm covering Alabama, Arkansas, Georgia, Tennessee, Louisiana, Mississippi, and the Florida Panhandle. The company has been in operation since 1976 and offers all types of marketing services for its manufacturers and customers. In addition to marketing and sales function for its manufacturers, Coleman-Russell also provides timely market information including market trends and market data to the manufacturers for forecasting and planning purposes. Learn more at www.colemanrussell.com.

EEMAX (BOOTH #4)

SILVER ANNUAL SPONSOR

Eemax is leading the evolution of hot water with cutting-edge technology that provides endless hot water. It is our mission to drive the progression of efficiency maximized by developing advanced tankless electric hot water heating solutions. We are empowering professionals with trusted and versatile products that can accommodate a multitude of installation scenarios. Today, Eemax products are delivering energy-efficient hot water for restaurants, schools, manufacturing facilities, commercial restrooms, laundries, breweries, medical facilities, and more. Wherever hot water is needed—Eemax has the solutions—making us America's #1 choice for tankless electric water heaters. Learn more at www.eemax.com.

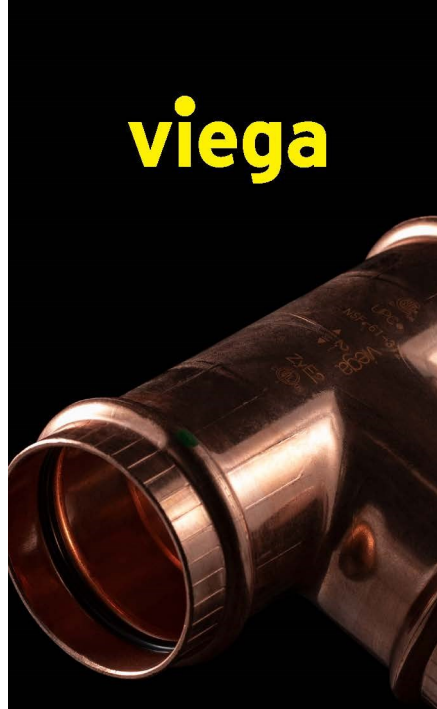


Handwashing experts

Eemax® Tankless Electric Water Heaters delivers safe and consistent hot water on demand, featuring the following:

- Ability to **mount in any orientation**
- **SafeStart™ Technology**, which engages upon start-up to help avoid dry-fire occurrence
- **Compact size** suitable for ADA compliance
- On-demand, **endless hot water** with no storage capacity to deplete

Learn more at eemax.com
Or call (203) 707-2618



viega

viega.us

ENTERGY (BOOTH #23)

GOLD ANNUAL SPONSOR

Entergy powers life for 3 million customers across Arkansas, Louisiana, Mississippi and Texas. Entergy is creating a cleaner, more resilient energy future for everyone with our diverse power generation portfolio, including increasingly carbon-free energy sources. Learn more at www.entergy.com.

ESP AGENCY (BOOTH #19)

BRONZE ANNUAL SPONSOR

ESP Agency carries a large choice of lines for customers to choose from. We have many years of experience dealing with vendors, giving us the confidence that they will provide the best products available. Learn more at www.espagency.com.

EVERFLOW SUPPLIES/FC2 SALES (BOOTH #9)

Everflow was built on a three-generation family tradition of integrity and manufacturing high quality products. We have been exclusively serving the national plumbing and industrial supply markets with a comprehensive line of premier products for nearly twenty years. Learn more at www.everflowsupplies.com.

FEDERATED INSURANCE (BOOTH #27)

SILVER ANNUAL SPONSOR

As a company that sprang from a gathering of business owners, we understand the risks and challenges you face. When you step behind our shield, you'll benefit from the knowledge and protection we have cultivated over more than a century. Learn more at www.federatedinsurance.com.

FERGUSON (BOOTH #12)

Ferguson is North America's leading value-added distributor across residential, non-residential, new construction and repair, maintenance, and improvement (RMI) end markets. From infrastructure, plumbing, and appliances, to HVAC, fire protection, fabrication, and more, we make our customers' complex projects simple, successful, and sustainable. Learn more at www.ferguson.com.

HYDRO-MAX JETTER (BOOTH #43)

Hydro Jetter Sales & Parts specializes in high pressure pumps and accessories for the sewer and drain industry. Learn more at www.hydromaxjetter.com.

IRONCLAD PARTNERS (BOOTH #13)

Ironclad Partners is "Not Your Industry Standard" rep agency. Stop by our booth and let us show you why we're different. This year we're highlighting MIFAB's engineered plumbing & drainage solutions; Quick Fitting's innovative push fittings; and Lancaster Water Group's residential, commercial, and well water treatment. Learn more at www.ironcladusa.com.

LOBELL SALES / NAVIEN (BOOTH #11)

Lobell Sales offers a wide range of product lines for the HVACR and Plumbing Industry. After more than twenty years,

we continue to grow our company and our relationships with wholesalers, contractors, and the market itself. Our agency has dozens of years of industry experience. Most of us have spent our entire working careers in the HVAC and plumbing industry, and we are ready to help you and your company with your product needs. Learn more at www.lobellsales.com.

LOUISIANA CAT (BOOTH #1)

BRONZE ANNUAL SPONSOR

Louisiana Cat has been proud to represent Caterpillar® for 4 continuous generations in the state of Louisiana. We strive to be the leader in the markets we serve by offering superior value and an exceptional customer experience. With our highly skilled workforce, Louisiana Cat faces the challenge of meeting the needs of the booming industry. First in Louisiana and Built to Last. Learn more at www.louisianacat.com.

LOUISIANA 811 (BOOTH #39)

BRONZE ANNUAL SPONSOR

Louisiana 811 allows you to simultaneously notify many underground utilities operators or facilities of your intent to dig or demolish. You can call 811 or use our internet ticketing service (Next Gen) to submit a locate request. When you call or click to file a locate request, we use a sophisticated computerized mapping system to notify members whose facilities are likely to be affected by your excavation or demolition. Learn more at www.louisiana811.com.

MILWAUKEE TOOL (BOOTH #38)

BRONZE ANNUAL SPONSOR

Milwaukee Tool is an industry-leading manufacturer of heavy-duty power tools, accessories and hand tools for professional users worldwide. Since the company began in 1924, Milwaukee Tool has led the industry in both durability and performance. With an unwavering commitment to the trades, Milwaukee continues to lead with a focus on providing innovative, trade-specific solutions. Whether it is through their leadership in LITHIUM-ION technology, as seen in the M12™, M18™ and MX FUEL™ Systems, time-saving accessories or innovative hand tool products, Milwaukee is dedicated to delivering a steady stream of advanced solutions for the trades that offer increased productivity and unmatched durability. Learn more at www.Milwaukeetool.com.

NATURALSOF (BOOTH #34)

NaturalSof provides an industry proven catalytic solution for limescale prevention as an alternative to conventional ion exchange systems (water softeners). The NaturalSof unit does not soften water by removing healthy calcium like a water softener. NaturalSof does not add anything to your water either. It uses the natural properties of calcium carbonate (water hardness) to our advantage by changing it into a soft, non-bonding calcium crystal which will not stick to surfaces or form limescale inside appliances and heaters. Learn more at www.naturalsof.com.



LOUISIANA811.COM

NIBCO / SUNBELT MARKETING (BOOTH #7)

NIBCO, a recognized manufacturer and brand leader of valves, fittings and flow-control products, operates ten manufacturing facilities in the US, Mexico and Poland, offers more than 30,000 SKU's to its customers. Sunbelt Marketing serves as a manufacturers' representative/master distributor of plumbing, piping and HVAC/R products to traditional wholesalers. Sunbelt uses technical expertise, extensive sales coverage, and superior logistics to exceed the expectations of wholesalers and manufacturers. Learn more at www.nibco.com and www.sunbeltmarketing.com.

NORITZ TANKLESS WATER HEATERS / TACO COMFORT SOLUTIONS (BOOTH #15)

Noritz's goal is to empower you with the highest quality tankless hot water heaters available at superior value. We partner exclusively with our professional network in the sales and installation of Noritz tankless water heaters. As wholesalers, contractors and homebuilders, you are the face of Noritz to our valued homeowners and commercial water heater customers. Taco Comfort Solutions is a global company that engineers and manufactures high efficiency indoor heating, cooling, and plumbing comfort systems. Our expertise, products, and support save our customers energy, money, and resources while improving their indoor environmental quality. Learn more at www.noritz.com and www.tacomfort.com.

OATEY SCS (SHARED BOOTH WITH BBWC) BRONZE ANNUAL SPONSOR

Since 1916, Oatey has provided reliable, high-quality products for the residential and commercial plumbing industries, with a commitment to delivering quality service, building trust and improving lives. Today, Oatey operates a comprehensive manufacturing and distribution network to supply thousands of products for professional builders, contractors, engineers and do-it-yourself consumers around the world. Learn more at www.oatey.com.

PHCC AUXILIARY (BOOTH #22)

The PHCC Auxiliary is a group of dedicated people who share an interest in the Plumbing-Heating-Cooling Industry and who are willing to give their time and talents in support of that industry. The objectives of the Auxiliary are to promote PHCC, protect the industry and encourage participation among members. Learn more at www.phccweb.org.

PLUMBMASTER / WOLVERINE BRASS (BOOTH #6)

PlumbMaster is a premier source of over 20,000 top-quality plumbing repair and maintenance parts nationwide. Plumbmaster relies on expert service to supply all of your repair parts and replacement products for the markets you serve. Plumbmaster is the exclusive distributor of Wolverine Brass, which offers high quality faucets and specialty plumbing products with superior workmanship placing customer service and unmatched quality products as their first priority. Learn more at www.plumbmaster.com.

RELIANCE WORLDWIDE CORPORATION (BOOTH #14)

Reliance Worldwide Corporation transforms performance and efficiency for plumbing and heating, smart homes and specialist industries around the world. We have developed a complementary product portfolio to help our customers deliver, control, optimize and solve in innovative, reliable and simple ways every single day. We are the manufacturer of Sharkbite Evopex, Cash Acme, Holdrite, and John Guest. Learn more at www.rwc.com.

RIDGID TOOLS (BOOTH #2) BRONZE ANNUAL SPONSOR

We've made it our mission to build for the world's expert tradespeople. These tools operate in extremes of heat and cold, withstand dirt and mud, and perform reliably day in and day out. RIDGID tools are known as industry-leading products that allow professionals to complete jobs quickly and reliably. Learn more at www.ridgid.com.

SANIFLO (BOOTH #3) BRONZE ANNUAL SPONSOR

Saniflo is a world leader in the plumbing industry as a result of the above-floor technology used in Saniflo pumps. We offer a complete range of pumps for both residential and commercial needs. The innovative method of using above-floor technology allows the installation of any sanitary application you can imagine, anywhere! Learn more at www.saniflo.com/us.

STATE PLUMBING BOARD OF LOUISIANA (BOOTH #41)

The State Plumbing Board of Louisiana continues to protect the health and welfare of the people of Louisiana, initially doing so by moving forward to the enactment of the Louisiana Master Plumber Licensing Law in 1990. Learn more at www.spbla.com.

SUNBELT RENTALS, INC. (BOOTH #16)

Sunbelt Rentals is the premiere rental equipment company in North America. Sunbelt Rentals offers a highly diversified product mix including general construction equipment, industrial tools, pumps, power generation, climate control and HVAC, shoring solutions, scaffolding, remediation and restoration equipment, and more. Learn more at www.sunbeltrentals.com.

The Plumbing Warehouse / LCR (BOOTH #25)

BRONZE ANNUAL SPONSOR

The Plumbing Warehouse is Baton Rouge's #1 source for decorative plumbing fixtures. Everything needed to satisfy your bath or kitchen plumbing needs can be found in our 5,000 sq. ft. showroom. We have the most knowledgeable and friendly staff to help your bath or kitchen project come to life. Learn more at www.theplumbingwarehouse.net.

TIM MORALES & ASSOCIATES, INC. / TOTO / APOLLO VALVE (BOOTHS #30-32)

Tim Morales and Associates, Inc. is an Independent Manufacturer's Representative focused on the wholesale plumbing, industrial, utility, and HVAC distribution sectors. "TMI" provides the highest level of sales and marketing professionalism to exclusive manufacturers within these channels. Apollo Valves is part of the stocklisted company Aalberts. Aalberts integrated piping systems develops and produces connectors, metal and plastic pipes, valves, and fastening technology for the distribution and control of liquids and gases. TOTO has always embraced technology, pursued the highest levels of cleanliness, incorporated high aesthetic standards, protected the environment, and worked to improve people's lifestyles; because we continually innovate in all of these areas, we've become the world standard of excellence for a quality bathroom experience. Learn more at www.totousa.com, www.apollovalves.com, and www.timmorales.com.

UNITED FIRE & WATER DAMAGE OF LOUISIANA (BOOTHS #29)

Whether it is a natural disaster, a broken pipe, or a devastating fire, our certified restoration experts at United Fire & Water provide comprehensive disaster recovery solutions to restore any property to its pre-loss condition. As a state-certified and licensed mold remediation company in Louisiana, we are experts in the field of water and fire damage restoration and we serve customers in Baton Rouge, Denham Springs, and the entire Gulf Coast Region. Our emergency crews are ready to respond on a 24/7/365 basis and can be on-site at your property in as little as 1 hour for locations throughout Southern Louisiana. Learn more at www.unitedfireandwater.com.

VIEGA (BOOTH #24)

BRONZE ANNUAL SPONSOR

Viega is the industry leader in press systems technology. Our devotion to quality has helped us achieve our vision of providing safer, faster, and cleaner plumbing technology. Learn more at www.viega.us.

WHITT, DAVIS, MCCASKILL, LLC. (BOOTH #26)

BRONZE ANNUAL SPONSOR

Whitt, Davis, McCaskill, LLC. is the leading manufacturer representative in the PHCC Industry. We represent multiple manufacturers whose products are related or complementary without competing. We are specialists in our market territory with high level product knowledge to increase your profit margin. Learn more at www.whittdavismccaskill.com.

WILL AND PIERCE AGENCY (BOOTH #5)

Will and Pierce Agency represents plumbing product manufacturers in Alabama, Mississippi, Louisiana and Northwest Florida. Our goal is to maintain market share leadership with each manufacturer we represent. We provide product education, design assistance, and superior customer service. We are ready to quickly and adeptly handle any issue from order to delivery and installation. Learn more at www.willandpierce.com.

WORKIZ INC. (BOOTHS #35)

Workiz is the only field service management software and communication platform for small-to-medium on-demand businesses in North America. It is built by, and for, field service professionals. We are the only FSM platform that strategically partners and integrates with top industry marketplaces like Angi, Thumbtack, and Google. Learn more at www.workiz.com.



AUXILIARY PROGRAM

Friday, July 22, 2022 | 10:00 a.m. - 2:00 p.m.

Taking a Tour of Louisiana's White House!

The Old Governor's Mansion is a historic house museum listed on the National Register of Historic Places. Built by Huey P. Long in 1927 as Louisiana's White House, the Old Governor's Mansion is a replica of the Presidential White House in Washington, DC.

Following the tour is lunch at the Capital City Grill Downtown, which has been a premiere restaurant in the Downtown Area since 2005.

AUXILIARY BREAKFAST & SILENT AUCTION

Saturday, July 23, 2022 | 9:00 a.m. - 12:00 p.m.

2020-2022 PHCC OF LOUISIANA BOARD OF DIRECTORS

President
Russell Robillard
Reliable Plumbing, Inc.

President-Elect
Jay Huckabee
Jay F. Huckabee Plumbing

Vice President / Shreveport
District Director / SPBLA
Representative
Vincent "Trey" Giglio, III
Universal Plumbing

Secretary / Treasurer &
PHCC Zone Director
Keith Bienvenu
Bienvenu Brothers

Immediate Past President/
SPBLA Representative
Carl Bourgeois
Al Bourgeois Plumbing and Repairs

Baton Rouge District Director
Jimmy Lockwood
B & D Plumbing Co.

Lake Charles District Director
Rick Lanier
Lanier Plumbing

Monroe District Director
Jason Martin
All Plumbing 24/7

New Orleans District
Trey Blackall
Gulf Mechanical

At Large Director
Jude Barker
Barker Bros. Plumbing

At Large Director
Todd Billiot
Roto Rooter of New Orleans

At Large Director
Wayne LaFleur, Sr.
LaFleur's Plumbing

At Large Director
Todd Murray
M & M Plumbing

SPBLA Representative
Terry Smith
American Plumbing Co.

Young Professionals Council
Wayne Gray
B & D Plumbing Co.

Auxiliary Representative
Carla Waguespack
Leon's Plumbing

Associate Member
Representative
Mark Morton
The Plumbing Warehouse /
LCR



THANK YOU TO OUR CONVENTION PLANNING COMMITTEE

Wayne LaFleur, Chair
LaFleur's Plumbing

Keith Bienvenu
Bienvenu Brothers

Tiffany Blanchard
B&D Plumbing

Jason Kolb
Coburn's

Mamie LaFleur
LaFleur's Plumbing

Leigh Ann Martain
Hamilton Sales

Carla Waguespack
Leon's Plumbing

Russell Robillard
Reliable Plumbing

PHCC OF LOUISIANA TEAM

Crystal Carter, MPA, DES
Executive Director

Catherine Vincent
Client Strategist

620 Florida St., Suite 210
Baton Rouge, LA 70801

Phone: 225-343-2776
Fax: 225-344-1132

phcccla@amstrategies.co
www.laphcc.org

SAVE THE DATE
**2023 ANNUAL CONVENTION
AND TRADE SHOW**
JULY 13-15, 2023
WEST MONROE, LA



Thank You to Our Sponsors



Aletheia
DIGITAL



entergy



Ecomax

BBWC
SALES

esp
Since 1976

Louisiana



Coburn's
Coburn Supply Company

Louisiana
811

Milwaukee

TEXAS | LOUISIANA | MISSISSIPPI | TENNESSEE

It's Our Business to Protect Yours

FEDERATED
INSURANCE

OATEY**SCS**
Supply Chain Services

RIDGID



EDUCATIONAL FOUNDATION

SPONSORED
BY

SEMINAR
SERIES

THE BOLD LOOK
OF **KOHLER**

Saniflo



SFA

viega

The
Plumbing
WAREHOUSE
LER

WDM

Whitt, Davis, McCaskill, LLC

Visit
BATON
ROUGE



PLUMBING-HEATING-COOLING
CONTRACTORS ASSOCIATION
Best People. Best Practices:
PLUMBING HEATING COOLING CONTRACTORS
METRO NEW ORLEANS ASSOCIATION



PLUMBING-HEATING-COOLING
CONTRACTORS -
NATIONAL AUXILIARY

LAFLEUR'S
PLUMBING