The JOYCE AGENCY

January 2019 | 3933 Avion Park Ct, Suite B102B | Chantilly, VA 20151

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Price Change Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Birthdays & Anniversaries

Birthdays

1/6 CJ Snyder
1/8 YoLanda Sarraga
1/9 Matt Maynard
1/19 Don Horan
1/28 Patrick Bodin
1/29 Sue Koch

Anniversaries

1/3: Keith Coughlin - 19 years
1/3: Nick Choate - 2 years
1/11: Jessica Singer - 3 years
1/16: Cydney Johnstone - 6 years
1/22: Michelle Stilley - 12 years
1/24: Sue Koch - 6 years
1/27: Victoria Sheftic - 5 years

INSIDE THE JOYCE AGENCY

Happy New Year 2019!



In December, we ran a food drive to help the Manassas Baptist Church in Manassas, Virginia. With the help of some of our amazing customers, we were able to contribute 265 pounds of food to the drive. Our friends at Noland Company in Manassas VA were the biggest contributors and as a thank you, they are receiving lunch on us!"

We hope you and your family had a wonderful Holiday Season and will have a joyous New Year!

Joyce Agency Territory Map

New Updates to The Joyce Agency Website

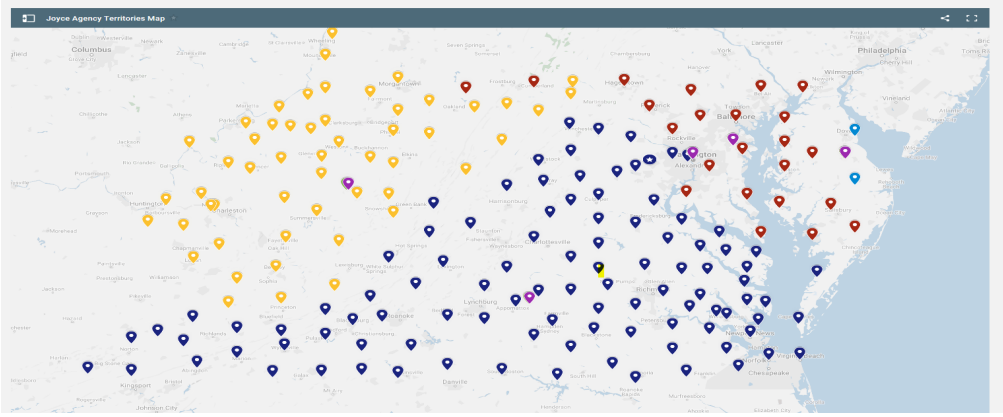
Our new and improved website has some amazing new features - including the newest addition of our territory map! This interactive map is to help our customers find our outside salesman in their territory, as well as the list of manufacturers that they manage.

Each marker on the map represents the different counties in each state of West Virginia, Maryland, Delaware, and Virginia. By clicking on the marker, a list will appear on the left side of your screen with a list of manufacturers and appropriate salesman in that territory.

West Virginia Maryland Virginia Delaware

By clicking the square logo with the arrow in the top left corner, Joyce Agency Territories Map a box will appear where you can filter through states, counties, and manufacturers to find the area and product you are looking for. For questions and concerns, please contact Victoria@thejoyceagency.com

https://www.thejoyceagency.com/our-territories/



MANUFACTURER ANNOUNCEMENTS

Sloan New Freight Policy

Effective January 1, 2019 Sloan will be implementing changes to their freight policy. The new policy states, Sloan will ship full freight allowed on $3500 net within the contiguous United States with the exception of "fixtures only" orders at $10,000 net and any sink(s) at $15,000 net.

The new policy changes are outlined below:

- Sinks :A sink will ship full freight allowed at $15,000 net, the net value is calculated for the sink(s) on a single order, the sink value cannot be combined with other product categories.
- Contiguous United States:

1. Sloan freight policy will cover shipping within the contiguous United States only.
2. Sloan will not pay freight charges on shipments direct to Alaska, Hawaii or Puerto Rico, all charges will be prepay and add.

www.sloan.com

Safe-T-Cover Binder

Now available online - the Safe-T-Cover Binder! Please use this binder to get the answers to your questions and the resources you need to get the job done. Inside you'll find submittals for their standard lines of aluminum enclosures. You'll also find information about heaters and accessories, numerous CAD drawings, and some of our most popular blog posts. This magazine style resource has a table of contents with links to key sections of the document as well as links to more in depth information on our website.

Click here to view the Binder

For all other Safe-T-Cover inquiries, please contact our commercial team: commercial@thejoyceagency.com

Inside the Industry

Air, Stream, or Whirlpool? Consider the options from MTI Baths

By: Amy Souders, Product Marketing Manager, Plumbing - Finished Goods, Winsupply

Attention all contractors who offer custom baths and bathrooms: If you don't know about unique hydrotherapies – like the stream bath – offered by MTI Baths, you could be missing the boat. The stream bath is very different from a whirlpool or an air bath – and all three are available from MTI Baths with award-winning designs and technologies that surpass the competition. The company's hygienic designs and cleaning systems also have eliminated today's concerns about bacteria build-up in jet nozzles and air lines. And, MTI customizes each tub to meet your customer's specifications. "Our approach is design with purpose," says Michael Kornowa, director of marketing at MTI Baths. "It has to focus on the bather, and it has to promote wellness."

Click here to read the full article!

Need CEU's?

The Joyce Agency Provides a Variety of Continuing Education Courses

The Joyce Agency is proud to offer a variety of Continuting Education Courses, provided by our elite group of manufacturers. Customers can choose from a variety course from manufacturer like, Sloan, Watts, Geberit, Duravit, MTI Baths, Hansgrohe, Elkay and Steamist. **Click here to view all the CEUs** that are available!

Contact Michelle Stilley or Matt Morris to schedule a CEU course today!
michelle@thejoyceagency.com or mmorris@thejoyceagency.com