

AS SEEN IN *Forbes, Fortune & Entrepreneur*

THE FUTURE OF BUSINESS IN NEW JERSEY

Achieving Pipe Dreams

Since 1999, family-owned MetroCorp Plumbing, Inc. has been the plumber of choice for regional and national builders undertaking significant residential and commercial projects.



From Left: Istvan Szalanczy, Estimator and Plumbing Supervisor; Valerie Szalanczy, Director of Operations; Linda Baran, CFO; and Steve Szalanczy, Owner and CEO.

Long before ground breaks on multi-family developments such as Kaplan Companies' Amaranth North Brunswick, MetroCorp Plumbing, Inc. professionals coordinate with builders, architects, engineers, and general contractors during early planning—both on- and off-site.

"We take charge of every aspect of plumbing installations, from pre-planning through warranty service," explains Valerie Szalanczy, head of operations and a member of the second generation of the Szalanczy family to lead the New Jersey commercial and residential plumbing company.

Founded in 1999, MetroCorp Plumbing provides high-quality plumbing design and installation to regional and national builders. The company's portfolio spans industries—encompassing residential, commercial, religious, and government projects—but attention to detail is a mainstay throughout.

Steve Szalanczy, MetroCorp Plumbing's license holder and Master Plumber since 1989, states, "we pride ourselves on meeting schedules, producing work that exceeds expectations, and communicating effectively with

our clients and other trades. That's how we build solid relationships with clients—some for more than 20 years."

BLUEPRINT FOR SUCCESS

MetroCorp Plumbing succeeds in an ever-changing industry because it aggressively addresses urgent obstacles builders and developers face: workforce gaps, volatile costs, technological relevancy, and rapid response.

"As part of the leadership team for over 18 years, our success is the direct result of qualified, professional associates adapting to the needs of our customers, ownership respecting and rewarding its employees, and reinvestment in the company's infrastructure," adds Linda Baran, CFO.

The company's proactive perspective throughout the design-build process helps clients overcome challenges. Experts in value engineering, MetroCorp Plumbing thoughtfully analyzes options that control costs and improve functionality.

"It is rare in our industry to have field staff with experience and a willingness to embrace new technology. We have been able to utilize software to exceed the increasingly high expectations of the developers we are lucky to work with," states Istvan Szalanczy, plumbing technician and a member of the company's next generation.

"We've had the privilege of working with developers throughout New Jersey and Eastern Pennsylvania for nearly a quarter of a century," says Steve. "Now, with our second generation fully engaged, we're prepared to meet the needs of the future."



With over two decades of experience together, there are not too many trade partners I can say I have maintained a consistent and steady professional relationship with like MetroCorp Plumbing. Kaplan Company has a legacy of over 70 years, and our reputation is on the line. We truly see MetroCorp as an extension of the Kaplan team with an unwavering dedication to excellence. With MetroCorp, you can trust that your project will be in the most capable hands."

—JASON KAPLAN, PRESIDENT OF KAPLAN COMPANIES.

