

GCPHCC Welcomes RPA

PHCC Texas and Gulf Coast PHCC welcomed members of RPA (Responsible Plumbers Association) into a new partnership at the Gulf Coast PHCC Chapter luncheon February 9. Glenn Fuller, RPA President, said "This is a win-win for all of us."

RPA brings a strong lobbying team to PHCC - Dan Shelley, Jennifer Rodriguez and Marc Rodriguez.

RPA's focus has been primarily legislative, a strength that will benefit PHCC Texas. In return, PHCC Texas offers a variety of training programs (both mandatory and non-mandatory), business benefits, diverse communications and a strong Board of Directors and management staff. "PHCC Texas and RPA are a good fit - both groups benefit from the partnership," said PHCC Texas President, Barry Bankler.



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*Thank
You*

***To our wonderful
sponsors! They
provided table
sponsorships, raffle
items and silent
auction items and were
an integral part of
making our Casino
Night a Great success!***





STATE TALK FROM NANCY
Nancy Jone, Executive Director – PHCC Texas

**Governor Announces Plans to Merge
the Plumbing Board with TDLR**

During the Governor's "State of the State" message, he announced the consolidation of three agencies with TDLR. The Plumbing Board was one of these. TDLR is an umbrella agency, which includes approximately 30 agencies (air conditioning, electrical, elevators, boxing, tow trucks and many others.) The plumbing industry fought this merger once before (2003) and defeated the bill

proposing the merger. Thousands of plumbers called and emailed their legislators expressing their opposition to losing our independent agency, the Texas State Board of Plumbing Examiners.

We will have this same fight on our hands again this session and need your help. Please call your legislators NOW to express your opposition to merging the Plumbing Board with TDLR.

Here are the key points to make when you make your calls or emails:

- The mission of the Texas State Board of Plumbing Examiners is to help protect the health and safety of the citizens of Texas by ensuring that our drinking water, air and medical gases are not contaminated and that we may live and work in the safe environment that properly installed plumbing systems are designed to provide.
- Quality plumbing systems installed by qualified plumbers and inspected by qualified plumbing inspectors are critical to the health and safety of the Texas population, because improperly installed plumbing systems can cause and have caused injury and death through explosions, fires, hospital medical gas contamination and noxious fumes.
- The Texas State Board of Plumbing Examiners is a self supporting agency. Since its inception, it has not received any funds from sources other than the license, examination or other fees charged by the Board to license plumbers and plumbing inspectors. The fees collected by the Board have always exceeded expenditures.
- The Board has done an excellent job enforcing the state plumbing license law and is one of the model plumbing boards in the country.

NOTE: To locate your legislators, go to www.fyi.legis.state.tx.us and type in your zip code. PROTECT YOUR INDUSTRY - CALL OR EMAIL YOUR LEGISLATORS TODAY!

PHCC Texas Members Participate in Walk on The Capitol

Members of PHCC Texas and the Texas Construction Association participated in a very successful Walk on the Capitol February 1. Thirty five PHCC Texas members visited over 50 legislators, discussing plumbing, HVAC and construction legislative issues. PHCC and TCA focused on SB 361, a bill deleting indemnification clauses. This bill almost passed last session, but was stalled in the last days of the legislative session because of the voter ID bill. "When our members visit their legislators during the Walk on the Capitol, they get a real sense of how the legislative process works and how important it is to have our voices heard," said Barry Bankler, PHCC Texas President. During the session, it is vitally important for contractors to contact their legislators concerning crucial industry issues. Call us at (800) 992-7422 anytime!



2011 PHCC Educational Foundation Scholarships Available Online

Falls Church, Va. – Applications are now being accepted for scholarships awarded through the Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation Scholarship Program. In 2011, up to 18 scholarships totaling \$48,000 are available. The scholarship awards are sponsored by A.O. Smith Water Heaters, Bradford White Water Heaters, Delta Faucet Company, the PHCC Educational Foundation Scholarship Fund, the South Jersey Mechanical Contractors Association, the PHCC of Massachusetts Auxiliary, the PHCC of Texas Auxiliary and the PHCC Past National Officers.

The scholarships available through the PHCC Educational Foundation are available to students enrolled in an approved plumbing or HVACR apprentice program; a full-time degree program at an accredited two-year community college, technical college or trade school; or a full-time undergraduate degree program at an accredited four-year college or university. Students may also be required to be pursuing a course of study directly related to the plumbing-heating-cooling industry.

For complete information and application forms, students can visit www.foundation.phccweb.org/scholarships or call the PHCC Educational Foundation at (800) 533-7694. Applications and supporting materials are due no later than May 1, 2011.

PHCC Educational Foundation, a partnership of contractors, manufacturers, and wholesalers, was founded in 1987. Its purpose is to serve the plumbing-heating-cooling industry by providing educational tools and 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 <http://www.phccweb.org/foundation>.



UPCOMING EVENTS:



- Feb 18 -20 Super Combo Prep Course
- March 9 – Lunch Mtg. – HESS Club
- April 13 – Dinner Mtg – TBA
- May 11 – Lunch Mtg – HESS Club
- June 8 – Lunch Mtg – HESS Club
- July 13 Dinner Mtg – Cadillac Bar
MICHAEL BERRY SPEAKING

IMPORTANT
ANNOUNCEMENT!

March 9 Lunch Meeting:

**“MARCH OVERHEAD
MADNESS”**

**This is important news for
your business.**

**Come and learn about the
New 2011 Version of the
PHCC Educational
Foundation’s Overhead
Program.**

**You will want to
attend this meeting!**



5 Fun Facts about Plumbing

1. **Water pipes used to be made from Lead.** In fact, the word Plumbing (and plumb, and plumber) actually derive from the Latin word for Lead, **plumbum**. (Incidentally, the periodic table element label for lead, Pb, is based on the same word).
2. **Pipes haven’t always been made of metal.** In the 1800s, both Boston and Montreal used wooden pipes; they were logs that were hollowed out and tapered at the ends.
3. **Lead solder was used even after lead was found to be harmful to humans,** all the way through the 1980s. It was believed that the amount of lead that could potentially leach into the water was too small to matter. We’ve since smartened up.
4. **There are actually two common types of plungers** – a toilet plunger and a sink/shower plunger. Toilet plungers narrow at the bottom to fit into the toilet drain, while sink and shower plungers have a flat rim.
5. **Sir John “the john” Herrington is credited with inventing the flushable toilet in 1596.** He called it the “Ajax” a shortened version of “a jakes.” “Jakes” was a common old slang for toilet at that time. Unfortunately, Sir John’s designation for the flushable toilet didn’t stick, but *his* name did.



Congress Turns To Small Business For Help Let Your Voice Be Heard at

PHCC's 2011 Legislative Conference (May 11 - 12, 2011 Washington, DC)

What Is PHCC's 2011 Legislative Conference?

Congress is currently debating issues critical to the future of your business, your family, and our industry - *PHCC's 2011 Legislative Conference* is your opportunity to join that debate and lobby Congress directly, along with PHCC colleagues, and let our collective voice be heard - issues such as Form 1099 Repeal - Estate Tax - 25c Tax Credits - 3% Withholding

When Is PHCC's Legislative Conference? May 11 - 12, 2011

Where Is PHCC's Legislative Conference? Key Bridge Marriott - Arlington, VA

Who Should Attend The Conference? All PHCC Members

What Will I Get For Attending?

- **Hear from Members of Congress**
- **An intensive issue briefing on active legislation impacting our industry**
- **"How to" lobbying training and techniques**
- **Meetings with Members of Congress and their staffs on Capitol Hill**
PHCC national can arrange meetings for you on Capitol Hill
- **Congressional Reception on Capitol Hill**
Meet with Members of Congress in a casual setting on Capitol Hill for drinks and heavy hors d'oeuvres. The cost of attending is a \$100 donation to PHCPAC (free for 535 Club Members). Your donation will go to furthering our voice on Capitol Hill. Your donation will actually be saving you money. By the time you go out to dinner on your own, you will have spent more than \$100.
- **Legislative Breakfast**
- **Bus Tour of Our Nation's Capital**
The cost of the tour is a \$50 donation to PHCPAC (free for 535 Club Members).
- **PHCC Group Picture on the Steps of the United States Capitol**



Gulf Coast PHCC Presents Michael Berry July 13, 2011

Mr. Berry will be addressing our members at our July Dinner Meeting to be held at Cadillac Bar and Grill on July 13. Be on the lookout for the registration forms for this event. This will be a highly attended meeting and one you will want to attend!

Michael Berry hosts 2 shows in Houston on the 2 biggest AM stations in the market. He currently has the highest rated show on KTRH, the heritage talker in the market, ahead of Rush, Hannity, Beck, the morning news, Levin, and the Houston Astros broadcast. He has the largest talk audience in the prime demo in Texas at 5 pm.

Michael Berry was raised in a small town in southeast Texas to a maintenance worker at a chemical plant. He served as student body president and graduated with high honors at the University of Houston Honors College. He earned a law degree from the University of Texas and another from the University of Nottingham in England. He has

practiced law at a large law firm, developed and sold real estate, served on Houston's city council, ran for mayor, and served as the only Republican Mayor Pro Tem in Houston's history. He has been married 18 years to Nandita Venkateswaran Berry, a lawyer, who was born, raised and educated in southern India. They adopted their son, Michael Tegegn Berry, from Addis Ababa, Ethiopia. He is four years old. Michael is fluent in Spanish and frequently gives interviews to Spanish language TV stations.



Marketing Tip of the Month – Keys to Successful Networking

While social media is the new “in” place to meet, greet and introduce your company online, face-to-face **networking** continues to be an effective way to showcase your business. Here are a few ways you can improve your networking skills:

1. Carry business cards with you at all times.
2. Get involved in local organizations, such as chambers of commerce, attend functions that focus on networking.
3. Join one or more clubs devoted strictly to networking.
4. Create a 25-second elevator pitch that “sells” your company – and don't be afraid to use it. Be sure your entire staff has an elevator pitch as well.
5. Follow up with the contacts you make at ALL functions, including conferences, business meetings and trade shows
6. ALWAYS ask your current customers for referrals.
7. Take advantage of every opportunity to meet new people, even if you think attending a particular event is a waste of your time. We've all received a great lead when we've least expected it.
8. If you can't attend a networking function for any reason, be sure to send a staff member in your place.



Gulf Coast PHCC Promotes Our Industry with Career & Education Day at George R. Brown



The Gulf Coast Area PHCC was proud to participate in an annual event in Houston which was held Saturday, February 19th at the George R. Brown Convention Center. Career and Education Day, sponsored by the Houston Hispanic Forum, is a one-day event open to junior high and high school students from school districts throughout the Greater Houston Area.

Young people are able to listen to panel discussions and guest speakers in order to get a better understanding of what to expect after high school graduation. Afterwards, the kids make their way into the vast exhibit hall to explore various career and education opportunities at the many booths representing universities, large corporations, utility providers, armed services, and emergency services.

The PHCC booth was the only one of its kind representing the construction industry. With the single goal of improving the image of the PHC industry the volunteers at the booth used a combination of upbeat techno music, positive slide show images, and personal interaction to focus on two primary areas of importance of the industry to the community at large – health and safety, and also environmental impact. The PHCC volunteers were able to convey a sense of professionalism as well as a deep pride that they each feel in putting their God-given talents and skills to work in order to improve the quality of life for their community and also provide an excellent standard of living for their individual families.





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WE WANT YOU!
To Send Us Your News!

If you have any new info or interesting news/updates about your company: (great events, new milestones, etc.) email your press release by the 5th of each month and we'll try to include it in our newsletter.

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