



February 2009 Newsletter

The Casino Night Party was a great success, netting over \$6,000! Thanks to everybody who helped, especially our sponsors!



Joe Hall (PMI) and Kevin Winslow
(Hugh Cunningham)



Marty Kammerbeek (Moore Supply) &
Ray Jones (Raven Mechanical)



A Happy Group Including Doug
Turner (Doug Turner Plumbing)



We Think This is Patty Frank!
(Milton Frank Plumbing)

PHCC heartily thanks these sponsors:

AAA Damage & Recovery
AC Plumbing Supply
American Standard
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Moore Supply
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Spotlight on Katy Plumbing Company – by Al Bothe

Last June Laura Herrera suggested that I contact George Johnson at Katy Plumbing to see if I could interview him for a Spotlight article. I placed the call and left a message. I had no idea that the call would come back from the back country somewhere from a man out hunting wild animals. I would soon learn that George was a rabid hunter.

George was raised in Denver, CO and still maintains a home there. He came to the Houston area eight years ago with a union shop, but soon began getting calls from a realtor asking him to help her customers and pretty soon did not have time to go to work and so began G.Johnson Plumbing Services, Inc.. He began to believe that was too much to say a the dba Katy Plumbing Company came to be.

In the early days they did exclusively commercial build out but after about 4 years move the business toward being a full service plumbing contractor. George says that his ideal customer is a 25-40 year old female. The demographic was developed by his son a marketing major from UH. Another factor in the marketing demographic that makes it appealing he said is that the women don't mind writing the check. I think we all like that mind set.

George joined the Gulf Coast PHCC about 5 years ago after he met Milton and Patty Frank and Doug Turner at an association luncheon. When I asked him what advice he would give to other plumbing contractors seeking to become more successful he said "join PHCC".

Through his relationships at PHCC and especially Milton and Patty he join QSC three years ago and the help he has received through them is amazing. He has hired a business coach and the difference for his business has been startling. George believes strongly in networking and getting to know the most successful contractors he can meet. I asked George how he sees the information age affecting his business and he said dramatically. The use of GPS equipment on his trucks has given him greater control over his technicians, and helps in settling customer disputes. He is able to gain efficiency in the dispatching of his technicians. The use of a website provides the ability to show customers working products on-line and they can see the range of products available.

Regarding the future he believes the industry needs to gain a greater presence in schools to expose young people to the positive attributes of the plumbing trade. He wants to continue to build his company and grow his journeymen from within. He said, "it is better to train them and they leave, than to not train them and they stay."

Regarding his mission he said that, "They want to be the preferred plumbing service in Katy, TX."

George enjoys in motor cycles, hunting and fishing, but his eye is always on the refining of his business.

As always is was a pleasure visiting with a successful business owner, and I look forward to seeing you an Brady's Landing.

We need you to join the fundraising committee, contribute ideas, energy and fun! Contact Ellen Lancaster at 281-705-0409 or phccclancaster@hotmail.com.

Also, remember **Career Day** is February 7, 2009, 10:00am—3:00pm.

If you can help, please call Merrill Crawford at 713-948-3162.

JOURNEYMAN/TRADESMAN PREP COURSES FOR 2009

January 17 & 18

January 31– February 1

March 14-15

April 4-5

If you are a member, your employee pays only \$315. Otherwise the course cost is \$390.

To help solve our workforce issues of *tomorrow*, we need Mentor Companies *today*.

You now have the opportunity to participate in the future of our industry in a very direct way by becoming a Mentor Company for young people in our community.

PHCC of the Gulf Coast Area will assist with the annual **Career and Education Day** at the George R. Brown Convention Center, **February 7th**, by manning a booth to discuss our industry. We are **not** asking for booth volunteers. We have this covered already. But we are asking you to participate as a Mentor Company.

As a Mentor Company, you will be expected to **COMMIT** in the following ways:

1. Provide employment to at least one young person who has made contact via this event.
2. Provide applicable training for the young person – on site; apprentice program; seminars; etc.
3. Provide mentoring to the young people you hire in order to help nurture their career paths.
4. Partner with a high school in your area that offers construction/trade classes:
 - A)** assist with shop materials and tools (most schools have extremely small budgets for this);
 - B)** offer to speak to the class once per semester about our industry (teachers and kids really appreciate this).

As a Mentor Company, you will **BENEFIT** in the following ways:

1. Listing in our event publication as a professional company that is committed to career development opportunities for these young people.
2. “Equal Billing” with all other Mentor Companies. Remember, we’re here for our industry as a whole. By working together we will all benefit. We want to show these young people all the opportunities that await them in the P-H-C industry, and that includes companies like yours.
3. By hiring young you will see a couple of advantages:
 - A)** building loyalty with your employees by offering them a better option than most of their fast-food-flipping peers;
 - B)** you probably won’t have to fix too many bad habits obtained from your unprofessional non-associating competitors;
 - C)** opportunity to mold a terrific team member for the future, at a reduced price today.

The event is open to all high schools in the Greater Houston Area, attracting thousands of high school juniors and seniors who are all trying to scope out the various career paths that are available to them. They are constantly informed about the many “glamorous” jobs available, but now is our chance to inform them about what our industry has to offer.

Our booth will represent the industry as a whole, without spotlighting our individual companies. Companies that commit to participating as Mentor Companies will be listed by geographic area in our handout information and promoted equally.

We must begin with the end in mind. This is not a temporary fix; it is a long term solution to our community’s workforce needs in our industry.

This is not a selfish undertaking of a few companies, but rather an opportunity that is being offered to all PHCC members in our area.

Please join us in this endeavor by committing to be a Mentor Company. Simply reply to this email to either me, or Ellen Lancaster, our Executive Director, by **Wednesday, February 4th**.

Please include the following information:

Company Name

Address

Phone

Contact Person

Email

Web Site

Specialty (wholesaler, new construction, repair, residential, commercial, etc.)

Thank you for your time and interest.

Ray Jones, President

PHCC of the Gulf Coast Area

Texas Construction Association

REPRESENTING TEXAS SUBCONTRACTORS AND SUPPLIERS

602 W. 13th Street Austin, Texas 78701-1705

TEL: 512-473-3773 FAX: 512-473-3777

Web Site/Email: www.texcon.org

Subcontractor and Supplier Construction News-December, 2008 The Session Approaches

**TCA ROUND-UP AND CAPITOL WALK ON JANUARY 26-27....See Attached Flier!
LEGISLATURE, DESPITE PLEAS BY SOME, STILL SET TO MEET IN JANUARY 2009.**

Going against the spirit of the often repeated joke about the scrivener who wrote the 1876 Texas Constitution getting the numbers transposed—the scrivener wrote in the State Constitution that the Legislature meets for 140 days every 2 years instead of writing that they meet for 2 days every 140 years—the Leg is set to reconvene on Tuesday, January 13, 2009.

TWO AGENDA ITEMS THAT ALWAYS PROVIDE LEGISLATIVE FIREWORKS.

Budget

Sunset Process

One of the other agencies being reviewed is the Texas Residential Construction Commission.

This agency was specially set for review during this legislative session despite being in existence only 5 years. This is the agency which registers homebuilders and provides for arbitration of disputes between builders and homeowners, among many other things. During the review process that took place during the legislative interim, Sunset Commission staff recommended to the Sunset Commission (consisting of 5 Senators, 5 House Members and 2 Public Members) that the agency be abolished because of various real or perceived shortcomings. The Commission declined to accept that recommendation and instead will look at various changes to the agency to be included in proposed legislation continuing the agency.

CONSTRUCTION ISSUES FOR THE 2009 SESSION

In a typical session, many issues or concern to the construction industry come before the Texas Legislature. Early projections show that all of the below items will be in play. Watch for TCA's next newsletter for details.

Alternate Delivery Systems for Public Work
Commercial Contractor Registration
Consolidated Insurance Programs
Construction Trust Funds
Immigration
Indemnification/Additional Insured
Lien Law Revisions
Retainage
Safe School Bill Revisions
State Sovereign Immunity
Workers' Compensation—Sole Remedy
Workforce Development & Worker Safety

The following message from the Texas Commission on Environmental Quality

(TCEQ) may be of interest to those who work in the Air Conditioning and Refrigeration Community in certain Texas counties. Please see the message below and please direct any questions to TCEQ using the contact information provided.

New Stationary Engine Rules in North Texas Counties

Do you operate a stationary internal combustion engine in Collin, Dallas, Denton, Ellis, Johnson, Kaufman, Parker, Rockwall, or Tarrant County? If so, your facility is in the Dallas-Fort Worth Eight-Hour Ozone Nonattainment Area and may be subject to an environmental rule that requires certain emission specifications, record keeping, monitoring, testing, and reporting (Title 30, Texas Administrative Code, Chapter 117) to the Texas Commission on Environmental Quality. The rule applies to any stationary internal combustion engine located at a minor source of nitrogen oxides (NO_x), including back-up generators. A stationary engine is one that remains at a location for more than 12 consecutive months. Rich burn gas-fired, diesel-fired, and dual-fueled engines must be in compliance with the rule requirements by March 1, 2009. Lean burn gas-fired engines must be in compliance by March 1, 2010. For more information please visit the TCEQ Web site www.tceq.state.tx.us/goto/nox

Houston-Galveston-Brazoria Minor Source NO_x Rules

The following counties have rules in effect for stationary engines, boilers, process heaters, and turbines located at a minor source of nitrogen oxides (NO_x): Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery, and Waller. For more information please visit the TCEQ Web site www.tceq.state.tx.us/goto/nox