



Gulf Coast PHCC

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## June 2009 Newsletter

### Golf Tournament News

I'm writing on behalf of the Gulf Coast PHCC to ask for your support for our first ever Golf Tournament. Our tournament will be held September 16, 2009 at BlackHorse Golf Club in Cypress, one of the premier golf destinations in Texas. We're excited to be hosting this tournament and expect approximately 80 golfers. I've included a flyer, which outlines all of the details.

Although playing participants is our primary need at this point, there are several ways in which you may help us. They are:

Donate a promotional/merchandise for our raffle

Donate promotional items for goodie bags

Become a sponsor of the tournament (Details on the enclosed flyer)

And of course, sign up as a player or team

If you have an item or items to donate and they cannot be mailed, please call me and I will arrange to have it picked up. Anything that you may be able to do to help us will be appreciated. We are proud of our fund-raising efforts and could be successful without the help of our industry partners such as yourself, who support us.

Thank you in advance, and if you need additional information or have any questions, please call me at 281-370-8005 or email me at [milton@miltonfrankplumbing.com](mailto:milton@miltonfrankplumbing.com). or Joe Hall 713-823-3831.

Thank You,

Milton Frank

Milton Frank Plumbing

#### Our Sponsors so far:



# NEWS RELEASE

## PHCC Chapter Excellence Awards Announced

Plumbing-Heating-Cooling Contractors—National Association President Joe Schmitt presented the Chapter Excellence Awards during the Spring PHCC Leadership and Legislative Conference '09.

The awards recognize outstanding achievement in both management and service to PHCC members, and emphasize performance in five key areas – Programs/Education, Management, Membership Development, Communications, Advocacy and Consumer Awareness.

Top honors this year went to:

&#61623 APHCC of Texas for state associations with more than 200 members;

&#61623 Greater Indianapolis PHCC for local associations with 26 to 50 members; and

&#61623 St. Joe Valley PHCC (Indiana) for local associations with less than 25 members.

In addition, Indiana PHCC received special recognition for innovative programs and services. Also, Florida PHCC, Indiana PHCC and Pinellas PHCC earned PHCC's Distinguished Chapter designation for 2009.

The awards included both a permanent plaque for the chapter and a token of appreciation to the state or local executive director for overall achievement.

The 2009 panel of judges was comprised of chapter relations executives from various construction-related trade associations.

**Your Board of Directors has a great schedule planned for the rest of the year. The following are the planned speakers:**

**June 18th** — Tammy Bettancourt. Lunch meeting at Brady's Landing.

**July 9th** — A Memory Expert. Dinner meeting at Ragin' Cajun, 4302 Richmond Ave.  
6:00-8:30pm

**August 13th** — Bob Maxwell. Lunch meeting at Brady's Landing.

**September 10th** — A representative from TCEQ. Lunch meeting at  
Brady's Landing.

**September 16th** — **Golf Tournament at Black Horse Golf Club, 1:00pm.**

**October 8th** — Al Ortega. Dinner meeting.

**November 12th** — Nancy Jones, State PHCC. Lunch meeting at  
Brady's Landing.

**December 10th** — "Best Business Practices" Discussion.  
Christmas Lunch.

**January 22nd** — Casino Night/Holiday Party at Catillac Bar.

## **JOURNEYMAN/TRADESMAN PREP COURSES FOR 2009**

June 13th & 14th

July 25th & 26th

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

**Please go to Page 10 to take an important survey in order to help us learn how to better serve you, our members.**

## **GULF COAST PHCC GOLF TOURNAMENT UPDATE**

We have our first confirmed sponsors for the 2009 golf tournament;

Shawn Owhadi with Southwest Sales has been instrumental in securing our first two golf sponsors:

**\$ 1,000.00 Sponsorship**

**Delta Faucet Company**



**\$ 500.00 Sponsorship**

**Rinnai tankless water heaters**



**We also have a total of 8 golfers signed up.**

**What a great start for the tournament being 3 months out from teeing off!**

**A big Thank You to our sponsors!**



# Apprentice Contest

PHCC Texas will hold its 3<sup>rd</sup> Annual Apprentice Contest during 2009 PHCC State Convention on June 11, 2009 at the PHCC Texas office at 145 Trademark Drive in Buda.

The winner of this contest will represent the State of Texas in the Apprentice contest that will be held during the PHCC National Convention in October 2009 in New Orleans, La.

It is the responsibility of each local Chapter to arrange and pay for the travel and lodging required for the State Contest; PHCC Texas will be responsible for travel and lodging required for the National Contest.

## **Eligibility – Who May Compete**

1. Participant must be employed by an active PHCC Texas Member whose dues are current.
2. All participants must be 3<sup>rd</sup> year or higher during 2009 and shall not have attained Journeyman status. **Exception:** Apprentices graduating in 2009 are eligible to compete. Apprentices who competed in last year's PHCC Texas Apprentice Contest are ineligible to compete this year.

Once we receive your apprentice application(s,) we will forward you detailed contest information, and a recommendation for your **Local Competition**, should you choose to hold one. **Please let us know by May 31st if your chapter will be participating.**

We certainly hope you will consider this excellent opportunity and we look forward to your participation.

## **PHCC TEXAS APPRENTICE CONTEST APPLICATION FORM**

**Contest: June 11, 2009**

**Instructions: Please mail, email or fax this Apprentice Contest application form to PHCC Texas by May 31, 2009 to 145 Trademark Drive, Buda, Tx 78610 or fax to (512) 523-8104 or email [njones@phcc-tx.org](mailto:njones@phcc-tx.org).**

Contestant Name \_\_\_\_\_

Year of Apprenticeship \_\_\_\_\_ Shirt Size \_\_\_\_\_

Name of Apprentice Training Program \_\_\_\_\_

Home Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_ Fax \_\_\_\_\_

Employer Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_ Fax \_\_\_\_\_

Employer Contact Person \_\_\_\_\_ Title \_\_\_\_\_

PHCC Member Sponsor's Name \_\_\_\_\_

# PHCC TEXAS CONTEST POLICIES 2009

## **Purpose of the Plumbing Apprentices Contest:**

The purpose of the contest is to generate excitement about the plumbing trade and to provide outstanding students with an opportunity to demonstrate their skills before a state and national audience.

## **Overview:**

The Plumbing apprentice Contest offers plumbing apprentices a unique opportunity to demonstrate their knowledge and skills in a practical, hands-on event that is fun and exciting for everyone involved. The Plumbing apprentice Contest will be held June 11, 2009, in conjunction with the PHCC Texas annual conference. PHCC Texas, through the generous support of the industry's leading manufacturers and suppliers, provides the basic materials required for the contest. Contestants, typically with sponsorship support from their local associations and/or employers, are responsible for travel and lodging expenses. **Contestants are also required to provide their own basic hand tools.** The winner of the contest will be sponsored by PHCC Texas to compete in the National PHCC apprenticeship contest in Atlanta, Georgia the last week of September.

## **Contest Scope:**

Contestants demonstrate their ability to perform jobs or skills selected from the following list of competencies:

### *Tools and Equipment:*

- Measure lines to the nearest sixteenth of an inch with a ruler/tape measure
- Identify and use basic hand tools common to the plumbing trade
- Determine measurements from a manufacturer's specifications
- Determine rough-in locations

Establish grade lines for installing plumbing

### *Systems Rough-in: Drainage Systems*

- Identify fittings required on a drainage system
- Calculate the slope required for building sewer lines
- Install sanitary waste and vents
- Install cleanouts on drains
- Rough-in waste lines and vents for build-in lavatories
- Measure, cut and join PVC
- Rough-in waste lines and vents for bathtubs

Secure horizontal and vertical lines of pipe to wood, metal and masonry surfaces

### *Systems Rough-in: Water Systems*

- Rough-in water supply lines for showers
- Rough-in water supply lines for water closets

## **Eligibility – Who May Compete:**

1. Participants must be employed by an active PHCC member whose dues are current.
2. All participants must be a 3<sup>rd</sup> year apprentice or higher during 2009 and shall not have attained journeyman status.  
Exception: apprentices graduating in 2009 are eligible to compete.
3. Local chapters may enter only one apprentice.
4. Apprentices who competed in last year's contest are ineligible to compete this year.
5. Any exceptions to these eligibility requirements will be determined by the contest Chairman.
6. Contestants are required to provide an interpreter if translation from English is necessary.

**Contestant Registration:**

Only properly registered participants may compete in the Plumbing Apprentice Contest. Proper registration requires:

1. Submitting an official registration form by the due date listed on the form.
2. Provisions may be made for alternates to be officially registered in the contest. The entry of individuals who are officially registered as alternates will be considered as a change in a contestant's registration and such alternates may compete in the Plumbing Apprentice Contest upon notification of the contest chairman at least 24 hours prior to the opening of the competition.

**Observer Policies:**

1. A roped or otherwise marked area will be designated for observers. No observers, including advisors, will enter the designated contest areas without approval from the contest Chairman or his designee.
2. Observers are not permitted with or gesture to contestants.
3. Judges and contest committee members have the authority to disqualify contestants who accept assistance from observers.
4. No observers will be permitted in the contest holding room or at the pre-contest orientation meeting unless specifically invited by the contest chairman or his designee.

**Judging Policies:**

1. Judges for the Plumbing apprentice Contest will be selected by the contest committee. Included on the judging panel will be industry experts, contractors and other qualified individuals who are able to objectively evaluate the contestants' work.
2. Judges shall not have any previous contact or relationship with any of the contestants participating in the Plumbing Apprentice Contest. Any judge who has previous knowledge of a contestant will be excused from the contest.
3. All judge's decisions are final.

**Contest Scoring:**

1. Scoring for the Plumbing Apprentice Contest will be coordinated by the contest Chairman.
2. Speed in completing the project does not earn additional points toward the overall score. However, completion by the end of the contest time limit does have an effect on scoring.
3. Proper safety practices, including wearing of proper work attire and safety glasses, are required.
4. Numerical scoring and final contest ranking of contestants will not be released under any circumstances. The only re-ranking that will be released is the placement of the first and second place winners.
5. First and second place winners will be announced following the teardown of the contest.

**Tools Supplied By Each Contestant:**

Each contestant is required to provide the following tools for his/her use in the Plumbing Apprentice Contest. It is the responsibility of the contestant to coordinate the shipping and delivery of his tools to the contest site.

1. 25' tape measure
2. Copper tubing cutter with reamer
3. Arc joint pliers (channel lock type)
4. 8" or 10" adjustable wrench
5. Set of assorted slotted and Phillips screwdrivers
6. Gloves
7. Torpedo Level
8. 14-16 oz. Claw hammer
9. Plastic (PVC) pipe reamer or knife
10. Suitable saw to cut PVC pipe
11. Hacksaw
12. No. 2 pencil and eraser

**Interpretation of Contest Policies and Rules:**

Interpretations of the contest policies and rules, if necessary, will be made by the contest Chairman. All decisions of the Chairman are final.

## **CONTEST ITINERARY**

**Thursday, June 11, 2009 (Contest Day)**

**6:00 am:** Contestant orientation and written test. (PHCC Texas building at 145 Trademark Drive, Buda, Tx 78610).

**7:30 am:** Approximate contest start time

**12:00 – 12:30 pm** lunch break (Lunch provided by PHCC Texas)

**4:30 pm:** Scheduled contest end (subject to change by contest Chairman)

**5:00 pm:** Judging complete and contest winners announced

**Friday, June 12, 2009**

**8:00 am:** Awards Breakfast, Lakeway Resort, Austin, Texas

**8:30 am:** Apprentice Awards Presentation by Bill Jones, Contest Chairman

**Important Note:**

Contestants who do not participate in the entire contest event – orientation, contest, and awards presentation will not finish in the top two and will be ineligible for the prize packages.

**See next page for information about our State Convention!**

## **SIGN UP FOR THE PHCC STATE CONVENTION JUNE 11-13 AT LAKEWAY RESORT IN AUSTIN!**

The convention brochures have been mailed...if you didn't get one, go to our website [www.phcc-tx.org](http://www.phcc-tx.org) or call us at (800) 831-9313 and we'll fax or send one to you.

This gorgeous resort is 18 miles northwest of Austin and offers spectacular views of Lake Travis and the Hill Country. Bring your family and enjoy a great vacation – boating, fishing, skiing, golfing, spa treatments – you can do it all, plus get some great networking and education!

Here are some of the highlights:

- How to Become a Certified Green Plumber
- Stop Going Out of Your Mind Over Change!
- Transform Customers Into Long Term Followers
- Financial Resources in This Economy
- Turn Your Ideas Into Cash
- Disaster Preparedness
- Protect Your Identity
- New Legal Issues
- Finding Your Niche in Today's Market

Legislative Update – What Happened in the Legislative Session

And More... A Product Show, Sunset Dinner Boat Cruise, Golf, Silent Auction and Patsy Cline! Sign up today!

## Survey for PHCC Members

1. Would you attend a dinner meeting in preference to a lunch meeting?
2. Is Brady's Landing a good location and venue for you?
3. If not, what suggestion do you have for a new venue?
4. Would you like more emphasis on social events or educational events?
5. What business topics would you like to hear a speaker discuss?
6. What special events would you participate in?
  - Golf Tournament
  - Fishing Tournament
  - Family Picnic
  - Casino Night
  - Other ideas?
7. We currently charge \$26 per lunch or dinner. Would you like to see a less extravagant lunch or dinner for a lower price?

Please e-mail your answers back to Ellen Lancaster:  
phcclancaster@hotmail.com, or mail to Post Office Box 74, Kenney, TX  
77452.

**All completed surveys received by June 11th will  
be entered into a drawing for two free lunches.**

# State Talk From Nancy

## June 2009

**IT'S NOT TOO LATE! REGISTER NOW FOR THE PHCC TEXAS STATE CONVENTION AT LAKEWAY RESORT IN AUSTIN – CALL US AT (800) 831-9313 OR EMAIL ME AT [njones@phcc-tx.org](mailto:njones@phcc-tx.org). You don't want to miss it!**

### **LEGISLATIVE UPDATE:**

**The 81st Texas Legislative Session is OVER JUNE 1! Here is a quick summary of the plumbing and air conditioning legislative bills that could affect your business:**

**SB 1410/HB2697:** Responsible Master Plumber clarification bill: This bill clarifies the difference between a Responsible Master Plumber and a Master Plumber. It does not amend the plumbing license law itself. This bill **PASSED**, but two amendments were tacked on – one good (allowing a plumber to obtain an endorsement to install residential fire sprinklers) and one bad (this one from the builders – outlaws local municipalities from passing ordinances to mandate residential fire sprinklers in one or two family dwellings.) These amendments were tacked on at the last minute because the bills themselves had no chance of passage. We will work to change the builder's amendment by next session!

**SB802/HB1758:** This bill allows an apprentice who has completed a Department of Labor Office of Apprenticeship Program or a Texas State Board of Plumbing Examiners Board-approved program to apply up to 500 classroom training hours toward his Journeyman or Tradesman license exam requirements. It also allows an apprentice who has completed an associate of applied science degree in a plumbing technology program to apply those hours toward a Journeyman or Tradesman license. This bill **PASSED** and is waiting to be signed by the Governor.

**SB2192/HB3129:** This bill amends Chapter 39 of the Business & Commerce Code to exempt licensed plumbing, air conditioning and electrical services from the "Third Day Right of Refusal." This law was designed to protect consumers from door to door sales transactions, but could be interpreted to include installation services. This bill **PASSED** and is waiting to be signed by the Governor.

**HB343:** This license clean-up bill **PASSED**. Part of this bill supported our Apprentice Training bill, but there are numerous sections of this bill you may want to read. Go to [www.capitol.state.tx.us](http://www.capitol.state.tx.us) to read the text.

**SB627:** Refers to liability for negligent hiring by in-home service companies and residential delivery companies. This bill **PASSED**.

**SB555:** This bill would delete indemnification clauses in construction contracts. This bill **FAILED TO PASS** in the House due to lack of time at the end of the session.

**HB 2764:** This bill relates to the licensing and requirements of water well drillers. This bill **FAILED TO PASS**.

**HB2600:** This bill relates to the licensing of certain journeyman and sheet metal contractors. This bill **FAILED TO PASS**.

**YOU MAY READ THE TEXT AND HISTORY OF EACH BILL BY GOING TO [www.capitol.state.tx.us](http://www.capitol.state.tx.us)**

# PHCC Chapter Bulletin – June 2009

## PHCCWeb.org – At Your Service 24/7

There are literally thousands of sources for plumbing and HVAC/R professionals to get information on industry developments, technical breakthroughs and business solutions. So, the logical question for busy contractors is: Where do I turn first? For a growing number of PHCC members, the answer is the association's Web site – [www.phccweb.org](http://www.phccweb.org).

PHCC's Web site gives you access to the full range of services and benefits membership entitles you to from the convenience of your own computer – it's your own personal portal to a wealth of relevant information and business-building resources, available when you need it.

A visit to the home page provides a glimpse into what's new at PHCC, legislative updates and the latest business know-how articles. It also puts you a click away from an abundance of contractor resources that are available to you free or for a members only discount, including:

Apprentice and Journeyman Training – *plumbing and HVACR textbooks, home study programs*

Business Management Training – *upcoming workshops, seminars, Webinars, on-demand programs*

Safety – *Toolbox Talks, Material Safety Data Sheets, Federated Risk Management Services, OSHA and more*

Green Resources – *position papers, alliances, white papers, consumer and contractor conservation tools*

Marketing Resources – *discounts on Web sites, marketing expertise and basic marketing templates*

Code and Technical Support – *NSPC, free technical support for code issues, links to regulatory sites*

Contractor Resource Center – *PHCC Educational Foundation articles, tips, seminars, personnel e-bulletin*

Publications – *extensive library of PHCC Periodicals: Online (weekly industry briefs), Connection*

Government Relations – *hot issues and implications for contractors, legislative action center, position papers*

Stimulus Package and You – *PHCC analysis, homeowner and business incentives, marketing materials*

Partners – *discounts on uniforms, credit card processing, service agreements, GM vehicles, gasoline, business forms; co-branded products with enhanced benefits and warranties*

Scholarships and Careers – *PHCC Educational Foundation and National Auxiliary scholarships for students enrolled in technical, community college, trade schools, four-year accredited colleges or universities, and approved apprentice programs; comprehensive career information*

Connect with other Contractors – *PHCCList, on-line discussion forum for members to share ideas, get advice and discuss industry issues*

While Internet-based resources aren't the only benefit you receive with your PHCC membership, make sure you are taking advantage of these tools to strengthen your business.

## Member Benefit – Online Plumbing Apprenticeship Training Program

The PHCC Educational Foundation's new online program for plumbing is designed for students who cannot attend traditional classroom-based programs. The course, which meets U.S. Department of Labor requirements for apprenticeship-related instruction, includes four years of coursework that is supplemented by on-the-job training with the employer. Course content includes reading and drawing assignments, discussion boards and tests. To learn more, including which states have approved the courses, e-mail Merry Beth Hall ([hall@naphcc.org](mailto:hall@naphcc.org).)

**ToolBox Special - Featured Product: Plumbing Spanish / HVAC Spanish (Regular Member Price: \$5 ea)**

## Education and Networking Opportunities

### Online Education - [www.phccweb.org](http://www.phccweb.org):

June 10, 2009 Sharing the Wealth – Building a  
Performance-Based Compensation System

June 17, 2009 Your Business and Google Maps:  
Same as it Ever Was?

### QSC Power Meeting

July 16 - 18, 2009  
Colorado Springs, Colo.

### PHCC Convention – Connect 2009

October 21-23, 2009  
New Orleans, La.

## Best Practice – Implementing GPS

*(The following is an excerpt from an article appearing on the Business Know-How section of PHCC's Web site, [www.phccweb.org](http://www.phccweb.org).)*

“It only keeps an honest man honest.” That’s how Quality Service Contractors’ Business Coach Lawrence Snow sums up the value of purchasing a Global Positioning System (GPS) for p-h-c companies. PHCC interviewed Snow to find out how business owners can make the most of this fairly new technology that has produced significant bottom line results for many members. Here are Snow’s tips:

If you’re going to spend the money to buy one, use it. Many times contractors buy GPS, but then do not implement it. If you’re not going to monitor, don’t even buy it.

Use it as a two-way communications tool. Use it to help technician get to job quicker and as a dispatch tool.

Communicate up front to everyone, in person, that you are going to implement a GPS system. Emphasize that it will help them get to the job faster and help the company be more profitable, which ultimately will help them possibly earn more money.

Establish a policy for infractions so that everyone is treated equally. Make clear how any infraction will be brought to an employee’s attention and what the penalties are.

Get comfortable with the notion that you will be able to automatically let someone know that you have caught them doing something wrong. Many GPS “ping” a driver when they are speeding or using a vehicle on the weekend, for instance. You’ll have access to that report.

When an infraction happens, be sure to talk with the employee about it. It’s nearly always a quick conversation about “you need to slow down,” or something along those lines.

Maintain a position of authority and leadership throughout the process. Employees have to understand that it’s your truck, equipment, tools. Everything is your liability.

Remember that once your employees get used to the GPS, they are going to love it. They won’t have to look up directions, won’t have to communicate as much with the front office and there will be less down time sitting waiting for the next call.

I recommend GPS for companies that have three trucks or more. You’re only talking about a \$65 per month charge, and you’ll save that in fuel costs.

Purchase an Internet-based system, one that updates automatically, one that sends you “exception” (violation) reports and one that can have two-way communication.

GPS can also serve as time cards. I used it for such in my new construction division. When employees are on the job site, pay starts. When they depart the job site, pay ends. Through this process I learned that some employees actually were charging for time when they were not even at work—to the tune of 40 hours a week, or \$1,200 a day. After the tracking and monitoring began, they started showing up for work on time. Isn’t that example an incentive to think about GPS for your company?