



The Fitting Connection

April 2008



PHCC Lunch Meeting

Tuesday

April 15, 2008

Brookhaven Country Club
3333 Golfing Green Drive
Dallas, TX

11:30am—1:00 pm

PHCC North Texas
4340 Highlander Drive
Dallas, Texas 75287
972-818-1990
972-818-2105-fax
www.phccnorthtexas.org

Lunch Meeting

The Texas Margin Tax

How is it going to effect you? This tax goes into law on May 18, 2008. What will this do to your bottom line? PHCC—Texas has been asked to join with other sub-contractor groups to protest this law. We need your feed back! Nancy Jones, State Executive Director will be joined by Lance Lively and Malaise Murphy, National Federation of Independent Business in addressing this at our meeting. They want to hear from you!!

Cystic Fibrosis—2008 Golf Charity

Tyler Powers, age 12, son of Keith Power (United Mechanical) will be at the meeting to explain what it is like living with CF on a daily basis. This is the second year for **Keith to be PHCC North Texas' Golf Chairman.** [See more about Tyler on page 2 of this newsletter.](#)

City Inspectors at March PHCC Lunch Meeting



Adding Tomorrows Every Day



Adding tomorrows every day expresses the mission—and results—of the Cystic Fibrosis Foundation's **steadfast efforts to extend the length and quality of life for people with cystic fibrosis (CF)**. Perhaps the best evidence that many people with CF are living longer is the fact that 40% of the CF patient population is now age 18 or older. Recently developed therapies and specialized care have enabled people to not only live longer but have a better quality life. Cystic Fibrosis is an inherited chronic disease that affects the lung and digestive system

Cystic Fibrosis poster children Tyler Powers, age 12, and Ryleigh Powers, age 8, are the children of Keith Powers. Tyler will be at the April PHCC Lunch meeting. He will explain what it is like to live with Cystic Fibrosis.

First Cardinal of Texas Ltd.

Headquartered in Irving, Texas, First Cardinal of Texas is the third-party administrator for three self-insurance **groups, or trusts, that provide workers' compensation** coverage to hundreds of businesses throughout the state.

The ComPAC Trust of Texas serves heating, ventilation, air conditioning and plumbing contractors. Earlier this year, the trust paid a 35.6% dividend surplus to member who participated in 2004, its first year of operation. The trust is sponsored by the Texas air Conditioning Contractors Association, and the Associated Plumbing-Heating-Cooling contractors of Texas.

First Cardinal's trusts offer members lower costs, better service and more control because they are association-based programs. Further information can be found on **the company's Web site:** www.firstcardinal.com

Pepco Sales

Pepco Sales, a long time member of PHCC North Texas, sees their role as an educator whose goal is to bring innovative and money making products to their members. They will be introducing you to their Green products.

Pepco's Vitra commodes offer the widest selection of competitively priced EverGreen HET toilets and urinals on the market while providing the industry's only gravity flush 1.2 GPF toilets which use standard replacement parts.

Pepco's General Aire IAQ products offer a full line of products that promote air quality within the home including UV lamps, ERV units, humidity control units, MAC filters and HEPA filtration.

Remember Green Solutions for your customers not only brand you as a responsible business person, but also add margin and dollars to each customer interaction.

2008 Golf Tournament

The 2008 PHCC North Texas/Spartan Tool Annual Golf Tournament has been scheduled for May 20, 2008 at Brookhaven Country Club. Again this year we will have the tournament in place of our monthly lunch meeting on the third Tuesday. Last year was such a success we don't want to change anything.

Donations of items and sponsorships are needed. If you are able to donate restaurant gift certificates, entertainment passes (ie. movies, sport events), or golf related items please contact Keith Powers (214-908-2402) the Golf Committee chairman or members of the Golf Committee: Barbara Lochridge (972-818-1990), Gary Seiferd (972) 664-9206, Randy Hazzard (214-748-1484), Jana McLain (469-713-5367), Steve Ritchey (972-926-9480) and Sonny Freidman (972-243-8051). Now is the time to start working to make this year a success. Golf forms for players and sponsorships are available from the web site www.phccnorthtexas.org

Welcome New Members

American Standard, Inc.

901 Edgewood Drive

Keller, TX. 76248

Jason M. Frank

(817) 605-0874

(817) 6050875-fax

www.americanstandard-us.com

krankjm@americanstandard.com

New Members—Continued

Rickey Bishop Service Company

1251 Southwest Drive

Kaufman, TX 75142-5136

Rickey Bishop

(972) 296-2338

(972) 932-0661-fax

DFW Pipe Restoration, LLC

4020 N. MacArthur Blvd, Suite 122-300

Irving, TX 75038

Patrick O'Brien

(972) 929-3300

www.dfwpiperestoration.com

Patrick@dfwpiperestoration.com

R. Gallaway Plumbing, Inc.

2395 Michael Dr.

Southlake, TX 76092

Robin Gallaway

(817) 379-1002

(817) 431-0300-fax

rgallawayplumbing@verizon.net

SPC Mechanical Inc.

401 S. Sherman Street. #111

Richardson, TX 75081

Gary Seiferd

(972) 664-9206

(972) 664-9208-fax

www.spcmechanical.com

gseiferd@spcmechanical.com

Calendar of Events

April 15, 2008

PHCC North Texas

Lunch Meeting

11:30—1:00 pm

Brookhaven Country Club



April 26-27, 2008

Journeyman/Tradesman Prep Class

April 27-May 3, 2008

National Plumbing Industry Week

May 17-18, 2008

Journeyman/Tradesman Prep Class

May 20, 2008

PHCC North Texas/Spartan Tool

Ninth Annual Golf Tournament

June 11-15, 2008

PHCC-TX State Convention

Cancun



June 17, 2008

PHCC North Texas

Lunch Meeting

11:30—1:00 pm

Brookhaven Country Club

July 16-19

“Essentials of Project Management”

American Airlines Training Center

For information Contact:

PHCC North Texas

972-818-1990 -972-818-2105 fax

www.phccnorthtexas.org

APHCC-TX State Convention in Cancun

This is a great chance to bring your whole family on a **fabulous vacation in gorgeous Cancun!** It's a chance to relax, enjoy the delicious food, tour the many attractions...and **network with your fellow contractors!** The convention is scheduled for June 11-14 at the Hilton Cancun Beach and Golf Resort.

Some meeting highlights: “Learn How to Handle Customer Complaints to Licensing Agencies”; “How to Prevent Identity Theft and Fraud in the Workplace”; “How to Make Your Business More Profitable”; “Workforce Issues and Plumbing Trends” – and more!

You can even enjoy a dinner boat cruise on a New Orleans-style paddle boat, cruising along the Nichupte lagoon with live music and a gorgeous view of the sunset!

You can call the APHCC-TX office to register by phone. We will make your hotel reservations for you and register you for the convention. All you have to do is reserve your flight. Call us today!

JOIN THE APHCC-TX “181 CLUB” AND BE A PART OF THE ACTION!

By now you have received an invitation to join the “181 Club” – sign up today! The “181 Club” members enjoy these benefits:

- Invitation to a special dinner to meet Texas legislators during the session
- Special legislative reports
- APHCC logo shirts
- APHCC logo cap

All of this for only \$500 – and you can be billed quarterly. And this can be deducted from your taxes, since it is a personal contribution to our PAC. Call Nancy at (800) 831-9313 (ext 204) for more information.

Apprentice Training Program

APHCC-Texas Apprentice Training begins in September. If you are interested in quality training for your apprentices, register them in the new APHCC-Texas state Apprenticeship Training Program. The apprentice training classes begin in September and will be held at the Construction Education Foundation in Irving. APHCC has partnered with this excellent construction training facility to bring this innovative training program to Texas. Initiated in California, this program includes two two-week training sessions, one in the Fall and one in the Spring. The training is from Monday through Thursday each week, and the apprentice receives a full year of apprenticeship certification. This program is a radical departure from the evening apprenticeship training programs that have always been offered in the past. The student learns faster, retains more and is a more **productive employee because he doesn't attend class at night after a long work day.** APHCC- TX is very excited about this program and we hope that you, our member, will participate. Non-members are not eligible for this program at this time.

Do you know that the average age of the plumber is 52? We must bring young, quality technicians into our industry and we are confident that this program is the answer. Call our office today at (800) 831-9313 for an Apprenticeship Training Packet. Thank you for your great support of APHCC and the plumbing industry!

Best Practices

Tips for surviving an Economic Slowdown

Best Practices –

(The following is information that was compiled from articles by Kirk Alter of Purdue University and Fast Management, Inc. which are posted on the PHCC Educational Foundation Contractor Resource Center at www.foundation.phccweb.org. The resource center contains more than 250 articles available to PHCC members on topics ranging from marketing and personal development to HR issues and lessons for business owners.)

Best Practices—Continued

We're all having a tough time figuring out what the economy is going to do. Here are some thoughts on how to manage your firm during uncertain times:

- ◊ Work on increasing the volume of business with your best existing customers rather than expanding your customer base. The cost of acquiring new customers is substantially higher than providing better service to a customer who will reward your attention with more work.
- ◊ Focus on your sales strategy—**what's working and what's not. Track the returns on your investment.** If something is not working, try something else.
- ◊ Hang on to your key people even if times get tough. They will generate revenue for you and help you steer your way through unstable times.
- ◊ Assigning workers to a money-losing project that you take just to keep them busy is never a good strategy. Alternative assignments, like pre-fabricating materials, can keep people working and reduce costs on your next job.
- ◊ Make smart pricing decisions—**don't buy work!** Instead, spend your time examining the best ways to reduce your costs and improving your customer service. If you can prove you are consistently the best at what you do, people will be willing to pay more for your services.
- ◊ Get extremely serious about your cash flow —both customers and suppliers are going to have problems...beware! Paying interest on a loan needed to cover your everyday expenses costs more than smart planning.
- ◊ Get rid of your inventories. Find a dependable supplier and arrange for them to guarantee the items you use most often will be in stock and delivered only when you need them. In return, make that supplier your exclusive source for those items.
- ◊ Get up to speed on electronic sourcing and billing. Reducing transaction costs will help both you and your supplier.

Stick to your knitting and don't try to predict the future. Your focus should always be on getting and building profitable work, above all else.



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Member Benefit

NEBS Business Forms

PHCC members can save 33 percent on their initial order from NEBS Business Forms, and 10 percent on all subsequent orders. NEBS is our preferred supplier for stationery, business cards, invoices, checks, envelopes, labels and related products. They will also enhance your business stationery with the PHCC logo to remind your customers that you are a p-h-c professional. Call NEBS toll-free at 888-288-6327 for a catalog. To order call 800-225-6380 or go to www.nebs.com. Be sure to use the PHCC Member code 19261 to receive the special member discount.

ToolBox Special-Featured Product: PHCC's New Safety Manual—(Member Price CD—\$50/Book-#75)

March 1—April 30, 2008 only

PHCC's newly revised Safety offers valuable guidelines to develop or enhance your safety-training program. With more than 200 pages, the program covers critical components of construction company safety, including Management Commitment/Employee Involvement, Emergency Action Planning. Workplace Analysis, suggested guidelines for many industry specific safety issues, plus the forms you need to communicate company policy and obtain written acknowledgement of receipt from employees. To order, contact Ben Harris by e-mail harris@naphcc.org or phone at (800) 533-7692.



**PHCC NORTH TEXAS
SPARTAN TOOLS**



**The 9th Annual Golf Tournament
REGISTRATION FORM**

Tuesday, May 20, 2008

1:00 pm Shotgun Start

Fee for golfing:

\$125 per player/ \$500 per team

BROOKHAVEN GOLF CLUB

3333 Golfing Green Drive, Dallas, TX

Dinner and Awards Will Follow

(Limit 144 Players)

Please Complete This Form and Mail or Fax to:
PHCC North Texas, 4340 Highlander Drive, Dallas, TX. 75287
Fax: 972-818-2105
Questions: PHCC North Texas @ 972-818-1990
e-mail blochridge@sbcglobal.net

Payment is for: Individual _____ Team _____ Check _____ Credit Card _____

Card Number _____ Exp: _____

Authorized Signature _____

Company _____ Contact _____

Phone _____ Fax _____ E-mail _____

Team Member Names:

1. _____ 2. _____

3. _____ 4. _____



The Charity for the
9th Annual PHCC
North Texas/Spartan
Tool Golf Tournament
will be
Cystic Fibrosis





**PHCC NORTH TEXAS
SPARTAN TOOLS**
The 9th Annual Golf Tournament
SPONSORSHIP FORM



Tuesday, May 20, 2008
BROOKHAVEN GOLF CLUB
3333 Golfing Green Drive, Dallas, TX
Dinner and Awards Will Follow

SPONSORSHIP LEVELS

Masters Platinum: Receives special recognition and Team Entry	\$800.00 _____
Masters Gold: Receives special recognition and Tent on the course	\$500.00 _____
Eagles: Receives recognition and One Player Entry	\$325.00 _____
Birdies: Receives recognition on course	\$200.00 _____
Closest to the Pin:	\$300.00 _____
Longest Drive:	\$250.00 _____

Company _____ Contact _____

Phone _____ Fax _____ E-mail _____

Payment Options:

Check ___ Credit Card: Visa: ___ Master Card: ___ Amex: ___

Credit Card # _____ Exp: _____

Authorized signature: _____

***** Yes, my company would like to support PHCC North Texas and Cystic Fibrosis*****

Please Complete This Form and Mail or Fax to:

PHCC North Texas, 4340 Highlander Drive, Dallas, TX. 75287

Fax: 972-818-2105

Questions: PHCC North Texas @ 972-818-1990

e-mail blochridge@sbcglobal.net



The Charity for the 9th
Annual PHCC North Texas/
Spartan Tool
Golf Tournament will be the
Cystic Fibrosis



4th Annual DFW ASPE CASINO NIGHT

- ★ **WHEN:** Friday, April 18, 2008
- ★ **Where:** Grapevine Municipal Golf Course Concourse
- ★ **WHEN:** Doors Open 6pm. Gaming Starts 7pm. Auction of Prizes Begin at 10pm.
- ★ **COST:** \$30/person
More Information: www.dfwaspe.org



"Gambling For the Future"

This is a great social event for a great cause! All proceeds of this event will go toward our College Scholarships Fund. The chapter will be providing two (2) annual \$1000 scholarships starting in Fall of 2008.



Time to come out and enjoy the social side of the DFW ASPE Chapter!

This will be an excellent adults only event for all. The event is open to all!

Will have Vegas style gaming with Craps, Blackjack, Roulette, Multiple Texas Hold'em tables and Video Slot machines. All of our gaming tables are full size regulation tables!

In addition, there will be a cash bar and light snacks served. Non-alcoholic beverages will be provided free of charge to participants.



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American Standard, Inc. Jason M. Frank	Hugh Cunningham Hal Haas	Skillful Improvement Ray Dettmer
Apex Supply Mike Williams	James Woods AutoPark Brad Roblyer	Sleeper, Sewell Insurance Spencer McClenahan Travis Gibson
Atmos Energy Bridget Wallace	Land Cannon Restoration Scott Pritchett	Spartan Tools Mark Lincoln
Braswell & Associates Ken Reinhardt	Leasing Associates Ken Weese	Sprint Mary Rankin
Champion Marketing Hunter Gordon	Lubrizol Brad Munson	Symmons Industries Steve Starkey
Classic Chevrolet Herb Rolph	Maxwell Wholesale Plumbing Supply Lee Sechrist	Teter's Faucet Parts Jack Teter
ComPAC Trust-TX Jana McLain	Moore Supply Tony Fairless	The Blue Book David Atterholt
Dillard Associates Mike Allen Mark Boyd	Morrison Supply Mike Coffman	Trades Masters Todd Beane
Drain Doctor Charlie Sareo	Pepco Sales Lisa Langham	Toto USA, INC Brian Nickel
Earl Gordon State Farm Ins. Earl Gordon Kristi Truelove	PlumbMaster Keith Prichard	Trident Industries Kurt Devlin
Easter & Sons Supply Ronnie Allen	ProStar Marketing Jack Stringer Mark Stokes	Westway Sales Charlie Hall
FC Background, LLC Melanie Laird	Rainbow International Jason Schmerse	Winston Water Cooler Zane Butter Randy Hazzard James Micheletti
Federated Insurance Adam Beck		

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Downtown Ft. Worth 817.336.0451	Waxahachie Utilities 972.923.9800	Dallas A/C 972.243.8346
Carrollton A/C 972.242.0202	Fort Worth A/C 817.335.2291	South Ft. Worth 817.924.3385

MAXWELL

WHOLESALE PLUMBING SUPPLY, INC.

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Cedar Hill, TX 75104
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972-293-1964-fax

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7407 E. Commercial Blvd.
Arlington, TX 76001
817-557-1177
817-784-9913-fax

Haslet
2475 W. Blue Mound Rd.
Haslet, TX 76052
817-546-0452
817-546-0457-fax

Waxahachie
3500 S. H-35 E
Waxahachie, TX 75165
469-517-0600
469-517-0604-fax

Ft. Worth
3336 May Street
Fort Worth, TX 76110
817-546-0790
817-546-0791-fax

Rockwall
5336 Rochelle Dr.
Rockwall, TX 75087
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Half Page Ad	\$50	\$200	\$300
Full Page	\$75	\$400	\$600

Ads may be in color for no extra charge. Ads must be in a jpeg format. To place an ad please contact Barbara at 972-818-1990 or by e-mail at blochridge@sbcglobal.net.

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March 29-30, 2008 April 26-27, 2008
May 17-18, 2008 June 21-22, 2008
July 19-20, 2008 August 23-24, 2008
September 20-21, 2008 October 18-19, 2008
November 15-16, 2008 No Class

Location: Alpha Plumbing & Leak Locators
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Dallas, TX 75229

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Time: 8:00 - 5:00 pm Each Day
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Plumbing • Heating • Cooling
Contractors Association

PHCC North Texas/4340 Highlander Dr./Dallas, TX 75298
972-818-1990/972-818-2105-fax



Plumbing • Heating • Cooling
Contractors Association

Fax Back to: 972-818-2105

PHCC North Texas Lunch Meeting

April 15, 2008

11:30—1:00 pm

Brookhaven Country Club

3333 Golfing Green Drive

Dallas, TX

Topics: Texas Margin Tax

Tyler Powers—12 year old CF poster child

No I will not be there ____

Yes I will be there _____

Names_____

Company:_____

Thank you for helping us with this.

Barbara & Aggie

PHCC North Texas

4340 Highlander Dr.

Dallas, TX 75287

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www.phccnorthtexas.org

Email:

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