



The Fitting Connection

February 2009



February Lunch Meeting

Is your Safety Manual Complete?

Your business has legal responsibilities to ensure the health and safety of **your employees and other people affected by your business' activities**. Poor health and safety leads to illness and accidents and significant costs for your business. Effective health and safety practices pay for themselves. They also improve your reputation with customers, regulators and your own employees.

Lawrence Gates, CSP, Sr. Risk Management Associate with First Cardinal will **present a program on safety**. **Bring your companies' Safety Manual to our February 17th lunch meeting** and see if you have everything covered. Larry will review your Safety Manual.

The fax back form is page 22. It will be extremely helpful if you can fill this out and fax it back. You may also e-mail or call in you reply. Thank you for all your help.

The Tenth Annual PHCC North Texas/Spartan Tool Golf Tournament will be April 21, 2009 at 1:00 pm at Brookhaven Country Club at the newly completed Championship Course. This year a portion of the proceeds from the Golf Tournament will go to help with the New Ronald McDonald House. The Ronald McDonald house provides a place for families to stay while their **child is being treated at Children's and Scottish Rites Hospitals**. The Ronald McDonald House only charges the family \$10 a night for their stay.

PHCC Lunch Meeting

Tuesday

February 17, 2009

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



**PLUMBING-HEATING-COOLING
CONTRACTORS ASSOCIATION**



Ronald McDonald House of Dallas, Inc.

Texas Hold'em Party

PHCC Annual Texas Hold'em Party is February 20, 2009 at Addison Convention Center. Dinner is from 6:00 pm to 7:00 pm and play starts promptly at 7:00 pm. Forms for players and sponsors are on pages 16 and 17.

Thank You to our wonderful members who are always there to support our events. They are who make our Association the best in the United States!!!

Texas Hold'em Sponsors

Atmos Energy
Baker Brothers
Dillard Associated/Sloan Valve
Hennen Plumbing
Herndon McFarland Plumbing
Morrison Supply
Polk Mechanical
Service Response
The Steam Team



Incoming President Lee McFarland presents Outgoing President (2007-2008) Tony Cox with Plaque

President's Corner

This year is starting out with some great opportunities and some economic challenges. We had over 80 members and guests at our first meeting **of the year. Our speaker "The Marketing Chef"** passed along some great ideas on marketing and how our business plans should support the image we want our respective companies to create. On the economic front, it seems we all have our challenges ranging from consumer uncertainty to commercial business slowdowns and/or financial instability.

Tony Cox, Joe Dan Parson and I had a chance to join in the Walk On the Capitol in Austin on January 26th. We had approximately 25 other PHCC members from all parts of the State meet with their respective Senators and Representatives. We were focused on three items unique to the plumbing industry in general. Two senators have already agreed to sponsor two important bills that directly relate to the plumbing industry. One of the Legislative Bills will allow up to 1,000 apprentice classroom hours to apply toward the required hours for the Tradesman or Journeyman. We may call on some of our other members in the next few months to help with letters or emails to their Congressman as the Legislation makes its way to Legislative Committees and hopefully eventually for Senate and House votes. If you have never been to the Capitol to meet with your **elected officials, it's very informative and interesting.** This was my third time to go on behalf of PHCC.

President's Corner Continued

The PHCC State Board has voted to fund the training of one of our existing continuing ed instructors to become certified to train PHCC members to quality as Green Plumbing certified. More information will follow on this topic soon.

PHCC National has agreed to partner with the EPA to encourage Americans to fix plumbing leaks. **March 16 to the 20th has been designated "Fix A Leak Week". Promotional artwork and text** is available if you want help.

Our first local 2009 Board Meeting was held in January. Plans for the February 20th Texas **Hold'em Tournament are in place with more players** needed. Gary Seiferd has agreed to Chair our Golf Committee with a decision to make the new Ronald McDonald House our benefitting charity this year.

Upcoming PHCC Conventions:

Texas:	June 10-14 at Lakeway
National:	Oct. 21—23 in New Orleans

Hope to see you at this month's meeting. COM-PAC has a great power point presentation on Safety Programs. Some of the photos are hilarious—you will want to see the examples of improvised hard hats and face shields among others.

Lee McFarland

State Talk from Nancy Feb. 2009

TRAINING IN THIS ECONOMY:

Training quality technicians is more important than ever in a down economy. You are probably operating with fewer techs, so the ones you have need to be the BEST! How do you get quality training? Sign up for the PHCC Texas Apprentice Training Program—the next Apprentice I-A class will be March 23-26 at CEF in Irving. Right in your own backyard! Send your techs for the 4 day training where they will learn more than they will learn in a year on the job! Join the ever-increasing number of PHCC Texas members who are doing quality training the right way with our PHCC Apprentice Training Program. And remember...**you don't even pay for the training until it is over.** What a deal! Call today 800-831-9313 ext. 204 while they are still openings available.

The Walk on the Capitol on January 27 was a great success—thank you for your help! Our PHCC group numbered about 30, and we visited numerous legislators to lobby for our issues.

HERE ARE OUR PLUMBING INDUSTRY ISSUES:

- 1) We want to exempt plumbers, HVAC contractors and electricians from the “3 Day Right of Refusal” law. This was originally designed to protect the consumer from door to door salesman, but it can be interpreted to apply to you...we NEED TO PROTECT YOU FROM THAT!
- 2) We want to pass a law that will allow a **plumber's apprentice to apply up to 1,000** hours of classroom training as a credit toward his Tradesman or Journeyman license. Any **plumber's apprentices who have been enrolled** in a approved training program would

State Talk Continued

be eligible, as well as apprentices who have completed an associate of applied science degree in a plumbing technology program. **WE NEED TO GET QUALIFIED APPRENTICES IN OUR INDUSTRY** and this would be great incentive for apprentices and for employees to train their apprentices.

3) We have a license clean-up bill that will clearly define the role of the Responsible Master Plumber, something which has never been done.

4) We need to restructure the new margin tax, which is a huge burden to the small business owner. We are Partnering with ACCA, NFIB and other groups to make this happen.

As you can see, we have a lot of work to do, and **we can't do it without your help. Legislators must hear from you, their constituents, so they know what you want them to do and why. We'll let you know when we need your help!** Thanks for your great support!



Apprentice-n-Training

Contractor Profile

Wyatt Daniel was born into a plumbing family. His father, H. Gene Daniel decided to quit working for the Chester family at United Mechanical. He had an idea to start his own residential service plumbing company to make repairs on all the houses that were being built in East Dallas. Casa View Plumbing Company came into existence on April 4, 1956, the day Wyatt was born.

He was raised in East Dallas and lived on Ferguson Road most of his life. At the age of 8, he started spending part of his summers working. Growing up working in the plumbing trade has taught him a great deal. As a teenager he took an apprentice plumbing course at Skyline High School at night. Bob Coursey, a Dallas Plumbing Inspector, taught the course at that time. Learning how to rough in plumbing was new to him since he was used to fixing plumbing not building it.

After graduating from Bryan Adams High School, he went on to get his Journeyman License. After that, running a service truck became a way of life. At age 21, he received his Master License. He worked a few more years on a plumbing truck and then moved inside the shop as a service manager and estimator. This is where he had to learn to think with his head instead of his hands. For the next 6-7 years he was involved with repairing, remodeling and constructing churches through mission work. He loved helping out people in need plus he was able to work with his hands again.



Continued

Around 1987, Wyatt's father retired and handed the company over to him completely. Not much has changed about him or Casa View Plumbing Company over the years even though a lot has changed in Dallas. The company runs 3-5 service trucks depending on the economy and handle approximately 95% residential service and 5% commercial service work. His dad, who is 82 years of age, still tells stories about his days in plumbing and being a part of the Plumbing Heating Cooling Contractors of Texas (PHCC).

Wyatt grew up being taught about community. Community consisted of home, work, church, neighbors and the PHCC. Wyatt cannot remember his family not **being associated with the PHCC in the company's 53 year history.** While not always being active in the PHCC, he has always been a member. He says he has made a lot of friends and has learned much from them too. He still refers work to fellow PHCC members and also receives referrals as well.

Wyatt is married, has a daughter, step-son, step-daughter and soon to be a grandpa for the third time. He and his wife live in Garland and are only about 7 minutes from work.

He loves the outdoors. He spends many weekends taking trips thought-out Texas. His favorite places to **visit are East Texas or the Hill Country.** He says "give me a vehicle, my wife and a Texas view and I am happy".



News & Information

The PHCC North Texas Meeting will be changing **some this year**. Our yearly "Inspectors Forum" is moving to May. Our March meeting will be the 2nd Tuesday of March, March 10th. The March meeting will be held at CEF. More details will be coming for this event.

PHCC North Texas Meetings & Events:

February Lunch Meeting	February 17
Texas Hold'em Party	February 20
March Lunch Meeting	March 10
April—no lunch Meeting	April 21
April Golf Tournament	April 21
May Lunch Meeting	
Inspector's Forum	May 19

 Advertising invoices went out the first part of December for publication in the 2009 Fitting Connection to those who advertized in 2008. If your company would like to have an ad in the newsletter, please call Barbara at (972) 818-1990. All ads must be in a jpeg format. and will be in color.

Prices for the 2009 Ads:

	1 x	6 months	1 year
Bus. Card	\$25	\$90	\$150
Half Page	50	100	300
Full Page	75	400	600

Note: If ads are changed monthly or periodically an administrative fee of \$20.00 will be added each time.

Welcome New Members

Jerry & Jenny Culpepper
 Culpepper Plumbing
 3512 Frisco Road
 Sherman, TX 75090
 903-893-9631
 903-893-0630-fax

Carol Anders
 Southwest Foundation Repair
 P. O. Box 24
 Ferris, TX 75125
 972-842-3394
 972-842-3218—fax

Jaime Gomez
 Viega, LLC
 207 Washington Ave.
 Saginaw, TX 76179
 817-676-3993
 817-306-8212-fax



Walk on the Capitol

Joe Dan Parson, Congressman Jim Jackson and Lee McFarland

Member Benefit

Federated Open for Business Program is a tool that helps small businesses plan for and recover from disaster. It is available FREE to all PHCC members, courtesy of Federated Mutual Insurance and its relationship with PHCC—National. This Internet-based disaster recovery and risk assessment tool, developed by the Institute for Business & Home Safety is valued at \$2,000/user. It includes easy-to-understand instructions to create a customized checklist of property protection recommendations and a plan that will help you recover essential business functions. Visit **Federated’s Web site at www.federatedinsurance.com** and click Open for Business to register.

Tool Box Special

Understanding Overhead software Program (Member Price \$99) Special Member offer—\$89—Feb.1—March 31, 2009

Produced by the PHCC Educational foundation, this excellent tool can help you determine a selling price that covers all the costs of doing business, while generating the new profit percentage you desire. The CD comes loaded with Excel spreadsheets that walk you through the steps of calculating your Direct Labor Costs, Overhead Costs, Break-Even Rate, Profitable Selling Price, Monthly & Annual Net Profit, and Target Revenue & Profit goals. It also includes narrated tutorials and a printed guide with additional instructions and tools to help calculate lost time to dollars and compare your financials against industry averages. To order, contact Ben Harris by e-mail at bharris@naphcc.org or by phone at (800) 533-7694.



We understand that as a business owner you have a number of issues to deal with on a daily basis; we're business owners too! But your credit card acceptance and card processing should be a seamless part of what you do. With over 60 years of combined experience on our side, we want to help you secure a competitive processing rate with unparalleled service. Let MeritCard help your business run smoothly, as a partner that can support you now and as you grow into the future.

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Ronnie Frazier

Braswell & Associates
Ken Reinhardt

Champion Marketing
Hunter Gordon

Classic Chevrolet
Herb Rolph

ComPAC Trust-TX
Raeshel Parker

Compusource, Corp
Len Woodruff
Mark Sandburg

Dillard Associates
Mike Allen
Mark Boyd

Drain Doctor
Charlie Sarao

Earl Gordon State Farm Ins.
Earl Gordon

Easter & Sons Supply
Ronnie Allen

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Rody Ryon

FC Background, LLC
Melanie Laird

Fastest, Inc.
Mark Oxler

Federated Insurance
Adam Beck

Ferguson
Bill Jenkins

Hugh Cunningham
Hal Haas

Jahns Supply
Paul Bradley
Ken Pittman

James Woods AutoPark
Brad Roblyer

Land Cannon Restoration
Scott Pritchett

Leasing Associates
Ken Weese

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Brad Munson

Maxwell Wholesale Supply
Lee Sechrist

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Gabe Nickens

Moore Supply
Tony Fairless

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John Seabaugh

Pepco Sales
Steve Good

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Keith Prichard

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Rob Vest

ProStar Marketing
Jack Stringer & Mark Stokes

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Jaime Gomez

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Jack Teter

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Westway Sales
Charlie Hall

Trade Source
Si McCurdy
Matt McCurdy

Winston Water Cooler
Randy Hazzard



Randy Hazzard, Winston Water Cooler
Associate of the Year 2008 and President Lee McFarland



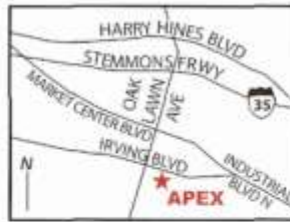
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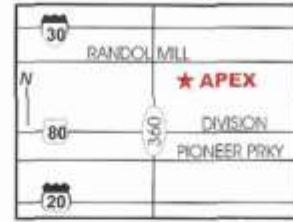
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214-741-5463 • Fax 214-744-4193



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Arlington, TX 76011
Metro 817-640-4343 • Fax 817-649-2960



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Richardson, TX 75081
972-231-5155 • Fax 972-231-5343



LEWISVILLE

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Lewisville, TX 75067
972-436-1506 • Fax 972-436-1508



EAST DALLAS

7930 Heinen
Dallas, TX 75227
214-388-3456 • Fax 214-381-5770



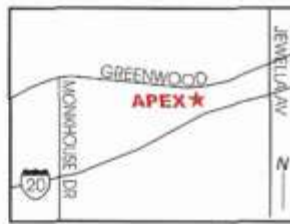
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Terrell, TX 75160
972-563-0046 • Fax 972-563-0146



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Shreveport, LA 71109
318-631-1801 • Fax 318-636-5607



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1680 NE Loop 286
Paris, TX 75460
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200 Houston St.
Sulphur Springs, TX 75482
903-885-9559 • Fax 903-885-6083



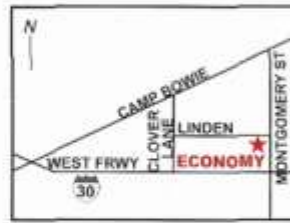
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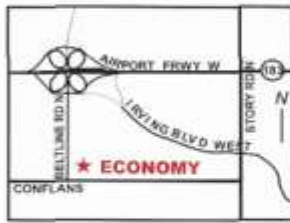
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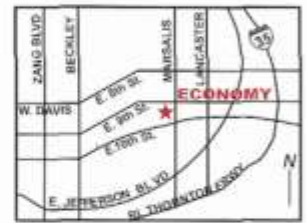
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Fax 972-790-1551



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Fax 214-948-7551



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Carrollton A/C 972.242.0202	Fort Worth A/C 817.335.2291	South Ft. Worth 817.924.3385

MAXWELL

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972-293-1964-fax

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Arlington, TX 76001
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817-784-9913-fax

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817-546-0457-fax

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Lee McFarland and Sonny Friedman, President from 1987-1998



Lee McFarland and Rick Gatto, President from 2002-2003

2009 PHCC NORTH TEXAS BOARD OF DIRECTORS

President: Lee McFarland/Herndon/McFarland Vice President: Keith Powers/United Mech.
Sec./Treasurer: Gary Seiferd/SPC Mech. Past President: Tony Cox/United Mech.

CONTRACTOR BOARD MEMBERS

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Howard Scarborough/ Alpha Plumbing
Jimmie Dale/ Baker Brothers
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Installation of 2009 Board of Directors

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Ken Boen, President PHCC Texas attends Luncheon to Conduct Installation of 2009 Board



Lee McFarland and Tim Chapman PHCC President from 1990-2000

PHCC of North Texas
Texas Hold'em Casino Party



SPONSORship FORM



Friday, February 20, 2009
Addison Conference Center

15650 Addison Road, Addison, TX

Every year PHCC North Texas has two Fund Raising Events

The Texas Hold'em Party is the first Event for 2009

If you would like to help Sponsor this Event Please Return this form
to the PHCC North Texas Office

(Sponsorship includes listing in the newsletter, web site & signage at
the event)

Sponsorship—\$225.00

Company Name_____

Phone #_____ Fax_____

Mail check to: PHCC of North Texas For Info:

4340 Highlander Drive 972-818-1990

Dallas, TX 75287 Fax: 972-818-2105

Charge Card Type_____ Check_____

Number_____ Exp_____

Signature_____

PHCC of North Texas
Texas Hold'em Casino Party

no Limit



Friday, February 20, 2009
Addison Conference Center
15650 Addison Road, Addison, TX

Player Name (\$60.00)_____

Spectator Name (\$20.00)_____

Company Name_____

Phone # _____ Fax _____

Mail check to: PHCC of North Texas For Info:
4340 Highlander Drive 972-818-1990
Dallas, TX 75287 Fax: 972-818-2105

Charge Card Type_____

Number _____ Exp _____

Signature_____

Limited to First 80 paid players

Dinner - 6:00 - 7:00 pm Poker starts at 7:00 pm SHARP -

No one will be seated after play has started - Must be Paid in Advanced

JOURNEYMAN/TRADESMAN PREP COURSE

Presented by Plumbing Heating Cooling Contractors North Texas

Dates: *(Please circle date of your choice)*
January 10-11, 2009 Feb. 21-22, 2009
March 21-22, 2009 April 18-19, 2009
May 16-17, 2009 June 13-14, 2009 July 18-19, 2009

Location: Alpha Plumbing & Leak Locators
10931 Dennis Road (N. on Dennis from Royal Lane)
Dallas, TX 75229

Instructor: Howard Scarborough (Lunch is not Included)
Time: 8:00 - 5:00 pm Each Day
Cost: \$295.00—Member
\$395.00—Non Member

CREDIT CARD , CASH, MONEY ORDER—NO PERSONAL CHECKS
MUST REGISTER IN ADVANCE—CLASSES LIMITED

Name: _____ Company _____

Address of Company _____ City _____ State ____ Zip _____

Business Phone: _____ Fax: _____

Personal Phone/Cell Phone _____

Charge Card Type _____ Number _____ Expiration _____

Signature: _____ Your Test Date in Austin _____



Plumbing • Heating • Cooling
Contractors Association

PHCC North Texas/4340 Highlander Dr./Dallas, TX. 75287

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



PHCC NORTH TEXAS

SPARTAN TOOLS

The 10th Annual Golf Tournament
SPONSORSHIP FORM



Tuesday, April 21, 2009

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 Ronald McDonald House***

Please Complete This Form and Mail or Fax to:

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

Questions: PHCC North Texas @ 972-818-1990 e-mail blochridge@sbcglobal.net



Ronald McDonald House of Dallas, Inc.

A Portion of the Profits will be
go to support the

New
Ronald McDonald House





PHCC NORTH TEXAS SPARTAN TOOLS



The 10th Annual Golf Tournament PLAYER REGISTRATION FORM

Tuesday, April 21, 2009

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

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Authorized Signature _____

Company _____ Contact _____

Phone _____ Fax _____ E-mail _____

Team Member Names:

1. _____ 2. _____

3. _____ 4. _____



A Portion of the Proceeds
will go to the

New

Ronald McDonald House





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Contractors Association

Fax Back to: 972-818-2105

PHCC North Texas Lunch Meeting

February 17 , 2009

11:30—1:00 pm

Brookhaven Country Club
3333 Golfing Green Drive
Dallas, TX

Speaker: Lawrence Gates with First Cardinal
Review of Safety Manuals

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

972-818-1990

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www.phccnorthtexas.org

Email:

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