

The Fitting Connection

April 2011



12th Annual Golf Tournament

PHCC North Texas/ComPAC Trust of Texas Golf Tournament
The PHCC North Texas will not have a lunch meeting in April. We will be having our 12th Annual Golf tournament at Coyote Ridge Golf Club, Tuesday, April 19 with a shotgun start at 1 pm. Coyote Ridge Golf Club is at 1640 Hebron Parkway, Carrollton, TX 75010. Part of the proceeds will go to **Genesis Women's Shelter for battered and abused women and children.**

Thank you to our Sponsors who Contribute so much to our Association!

Golf Tournament
11 :30 am check in
1:00 pm shot gun start
Coyote Ridge Golf Club

PHCC North Texas
1911 Timbergrove Circle
Dallas, Texas 75208
972-818-1990
www.phccnorthtexas.org

- | | |
|--------------------|---|
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State Talk From Nancy—April 2011

THE TEXAS LEGISLATIVE SESSION - A CRAZY TIME FOR TEXAS!

We are on the downhill stretch of the Texas Legislative Session - **about 7 weeks to go!** **It's been a crazy session** - can you imagine dealing with a 29 billion budget deficit? The House and Senate have spent hundreds of hours trying to develop a budget that will CUT, CUT, CUT expenses! And of course, that means cutting programs that hurt the people of Texas, their constituents. Lawmakers have been focused on the budget and redistricting, but have still had time for thousands of other bills. Here are some interesting legislative facts, as of March:

- 12 legislative bills dealing with deer hunting or breeding
- 9 bills dealing with cotton
- 18 bills dealing with cattle
- 41 bills dealing with energy efficiency

845 bills that have the term TAX or TAXES in them

WHAT ABOUT BILLS DEALING WITH PLUMBING AND AIR CONDITIONING?

Our lobby team and our staff have been focused on HB 3166 (authored by Representative Bill Callegari, Houston) which would merge the Texas State Board of Plumbing Examiners (TSBPE) with the Texas Department of Licensing and Regulation (TDLR). Many emails have been sent from Houston constituents to Rep. Callegari opposing the bill. I have visited with Rep. Callegari with our lobbyist, Dan Shelley, and we continue to **"make our case" of why this merger would be a very bad idea.** **Governor Perry, in his "state of the state" address, stated that he intends to merge agencies to save money for the state.** **Our argument is that this merger will not save the state money, but will indeed cost money.** **TSBPE is the most cost-efficient agency in the state, and makes money for the state's general revenue fund every year.** **So we assure you that we are doing all we can to oppose this merger.** We urge you to contact your legislators to oppose this bill! You may find them at www.fyi.state.tx.us and you can look up bills at www.capitol.state.tx.us. THANK YOU FOR YOUR GREAT SUPPORT!

Here is a list of legislative bills that affect our industry:

HB 3166 - Rep. Bill Callegari (Dist. 132, Harris County): This bill would abolish a number of state agencies, including the Texas State Board of Plumbing Examiners. PHCC Texas opposes this bill and is working hard on the behalf of the plumbing industry to protect our independent agency.

SB 1244 - Senator John Carona (District 16, Dallas): This bill would license air conditioning technicians and require continuing education. This bill was heard in the Senate Business and Commerce Committee last week with no opposition

State Talk From Nancy—continued

SB 1748 - Senator Mario Gallegos, Jr. (District 6, Harris County): This bill, initiated by the Fire Sprinkler **Association, would license fire sprinkler technicians. We are working with Senator Gallegos' office to** add an amendment that would include language from the Occupations Code that licenses plumbers to install fire sprinklers in multipurpose buildings (which we passed last session.)

SB 361 - Senator Robert Duncan (District 28, Lubbock): This bill, initiated by the Texas Construction Association (TCA), would delete indemnification clauses from contracts. It passed the Senate and is waiting for referral to a House Committee.

HB 1390 - Representative Joe Deshotel (District 22, Jefferson County): This bill, initiated by TCA, will correct problems with Retainage notice and lien affidavits in the Texas Lien Laws. The bill was left pending in committee.

HB 1456 - Representative Bob Orr (District 58, Bosque): This bill, initiated by TCA, will create one set of statutory lien waiver forms, both conditional and unconditional, to be used during the payment process on construction projects in Texas. This bill was left pending in committee.

HB 1428 - Representative Joe Deshotel (District 22, Jefferson County): This bill, initiated by TCA, would require an owner/borrower of a construction project to deposit its retainage responsibility in a bank account for the benefit of the subcontractors and general contractors. This bill was left pending in committee.

HB 2093 - Representative Senfronia Thompson (District 141, Harris): This bill, initiated by TCA, would require a consolidated insurance program to meet certain standards, including the coverage provided and how the program is administered. This bill is awaiting a committee hearing.

HB 3040 - Representative Warren Chisum (District 88, Pampa): This bill would establish a process whereby written notice will be given to prime contractors and subcontractors if there is a default on a construction loan. This bill awaits a committee hearing.

PHCC North Texas

CHILI COOK-OFF

**PHCC North Texas
& Dillard Associates**

3145 National Circle

Garland, Texas

Thursday

October 20, 2011

The **"hottest"** event of
the year!

\$50 per team

\$10 for one

\$20 per family

Cooking Starts at Noon

Eating Starts at 4:30

Friends & Family Welcome

Great Food, Drink & Fun

Drawing for

Weatherby VG1 .270 Rifle



COME ON DOWN AND JOIN US!

Register your team to compete—or just to eat!

Contact Barbara or Aggie @ 972-818-1990 or blochridge@sbcglobal.net

Welcome New Members for 2011

Contractor Members

Anchor Plumbing
Billy Martin

Henry's Service All

Henry Nuckolls

Innovation Mechanical

Mike Trevino, Jr.

International Plumbing Service

Dieter Schweitzer

L & S Plumbing

Thomas Mozjesik

Metro Mechanical

Mike McCally

Momentum Mechanical

Robert Brown

Ranger Plumbing

Aaron Bynum

Witt Plumbing

Michael Witt

Associate Members

Network Fleet

Carla Holderbaum

Legacy Texas Insurance



New Member Mike McCally (Metro Mechanical) at the March PHCC Lunch Meeting

Get to Know Your PHCC North Texas Board Members

Patrick O'Brien and his wife Lisa founded DFW Pipe restoration in April of 2005 focusing the business on technology that allows the company to restore plumbing pipes in-place without destruction. Prior to opening the plumbing business, Patrick moved to the Dallas area from New Hampshire to eventually become President of the U.S. operations of JOT Automation, a European company that provides machinery to the electronic industry.

Patrick holds a BS in Marketing from Southern Illinois University (Carbondale) and an MBA from Southern Methodist University (Dallas). He has two stepchildren: Bruce (22 years) who is working toward a Journeyman license and Brittany (20 years) who is a sophomore in college. With his wife have a seven year old daughter named Kaylee. The family lives in Irving and they enjoy playing golf and tennis.

Patrick was born in Chicago and was raised with his brother Mark in Deerfield, a suburb of Chicago.



Do You Know Where Your Leaders Are?

This week they were all here in Buda! PHCC Texas chapter leaders from all over the state attended a Chapter Leadership Workshop on April 4, 2011. The meeting was held at the PHCC Texas offices and training center in Buda. It was a wonderful group from every chapter in the state.

Attending were 32 Chapter execs and Board Members from Amarillo, Austin, Dallas, El Paso, Houston, San Antonio, Waco and Wichita Falls. Barbara Lochridge, Aggie Carroll, Keith Powers, Randy Hazard and Ben Friedman represented your great North Texas chapter!

Facilitated by PHCC Staff Nancy Jones and Alicia Dover, participants discussed membership recruitment and retention (How to get a Contractor to say YES!), successful chapter meetings (EVERYTIME), board governance (Taking the Fear out of Serving), social media as a great communication tool and chapter administration (bylaws and legal guidelines.)

“This was a great learning experience, and lots of fun,” said Jessica Burden of Milton Frank Plumbing in Spring.

“Meeting everyone from around the state was really great. We’re all in this together and now we can help each other and share ideas,” said Jennifer Wilkins, Gulf Coast PHCC Executive.

PHCC Texas is the biggest and the best state chapter in the country BECAUSE WE HAVE THE BEST LOCAL AND STATE CHAPTER LEADERS IN THE COUNTRY! THANKS TO ALL WHO PARTICIPATED IN THIS WORKSHOP AND WHO GIVE SO MUCH TO SUPPORT PHCC!



2011—PHCC North Texas Associate Members

AG Van & Truck Murray Clark	FC Background Monica Hernandez	Network Fleet Carla Holderbaum
American Trades Contracting Josh Stevens	Federated Insurance Bennett Cromer	Pepco Sales Mike Feemster
Apex Supply Mike Williams Don McDonald	Ferguson Enterprises Joe Hall	ProStar Marketing Jack Stringer
Atmos Energy Bridget Wallace /Ronnie Frazier	First Cardinal Dennis Mellan	Reliable Chevrolet Doug Adams
Braswell & Associates Ken Reinhardt	Great SW Support Services Carol Anders	Skillful Improvement Ray Dettmer
Champions Marketing Hunter Gordon	Hugh Cunningham Hal Haas	Spartan Tool Mark Lincoln
Classic Chevrolet Cheryl Fulgham	Jahns Supply Company Paul Bradley	Sunstate Equipment Cary Stone
Dillard Associates Mike Allen	Leasing Associates Rich Rivaux	Symmons Industries Morris Watson
Drain Doctor Charlie Sarao	Legacy Texas Insurance Charlie Fletcher	Teter's Faucet Parts Jack Teter
Easter & Sons Lee Sechrist	LL Roberts Group Jim Tyler & L J Roberts	The Blue Book David Atterholt
Enterprise Fleet Management Antwaine Bethea	MEMCO Casey Wenzel	The Steam Team John Kurek
Epic Supply Rody Ryon	MeritCard Gabe Nickens	Trades Masters Todd Beam
Fasest, Inc. Mark Oxler	Moore Supply Tony Fairless	Toto USA Brian Nickel
	Morrison Supply Mike Coffman	Winston Water Cooler Randy Hazzard



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Steve Guyton (City Wide Mechanical) and Tyler Pope (Amegy Bank)

2011 TEXAS ROUNDUP

A G E N D A



June 17, 2011

PHCC Texas Training Facility

145 Trademark Dr.

Buda, TX 78610

512.523.8094

TEXAS SIZED GOOD TIME

MEMBERS: \$99 ★ Non-MEMBERS \$129

www.phcc-tx.org

JUNE 16, 2011 ★ THURSDAY

12:00 PM

PHCC Texas Board of Directors Meeting



7 to 10:00 PM

Opening Reception: "THE SALT LICK" Sponsored by Federated Insurance
* Optional - Additional Cost * (buses pick up at Hampton Inn at 6 pm)

JUNE 17, 2011 ★ FRIDAY

7 to 10:00 AM

Convention Registration—Cabela's Conference Room (Buda)

8 to 10:00 AM

Opening Keynote Breakfast—Cabela's Conference Room (Buda)
"New Legislative Changes in the Plumbing License Law" —Bob Maxwell, Executive Director,
Texas State Board of Plumbing Examiners

BREAK ★ GREAT TIME TO SHOP CABELA'S!

10:45 to 11:30 AM

CONCURRENT WORKSHOPS

① "5 Dumb Things We Do To Mess Up Our Business" —Cabela's Conference Room (Buda)
Bill Harrison, Speaker and Corporate Coach—Sponsored by Kohler

Bill's sharp insights are delivered with a terrific sense of humor. He deals in real world issues and has an uncanny ability to picture the environment in crystal clear terms.

- ★ How to stop fire-fighting and prevent problems before they flare up
- ★ How to find your best team members and keep them
- ★ You will learn the most powerful, inexpensive tools for marketing
- ★ How to use PR effectively and Get SMARTER about running your business!



② "Pitfalls to Avoid in Selling Your Business" —Cabela's Conference Room (Buda)
Kirk W. Francis, CRP, AIF —Cross Financial Services

Kirk is a Certified Financial Planner Professional and an Accredited Investment Fiduciary designee with over 35 years in the financial services industry. Kirk speaks and leads workshops on financial planning issues for businesses, including business management, strategic planning, family owned businesses, employee compensation and retention and business succession.

- ★ Even if you are Not Thinking of Selling
- ★ The Most Common Obstacle to Selling
- ★ When Less can be More

③ "Understanding Overhead & Pricing" (Part 1) —PHCC Texas Headquarters (Buda)
Ray Jones & Scott Hubert—Raven Mechanical, Houston

Ray Jones, a partner in Raven Mechanical, L.P., has been a member of the Raven team since 1979. He earned his B.B.A. degree from the University of St. Thomas and has continually enhanced his professional training, earning his Journeyman Plumber license in January 1995. Scott Hubert joined the Raven Mechanical team as Controller in 2007. He is a graduate of The University of Houston with a B.B.A. in both accounting and finance.

- ★ How are your overhead numbers affecting your profit?
- ★ Can you add a truck/employee without adding costs?
- ★ Will cutting costs and working more increase profits?

11:45 AM to 1:30 PM

BIG TEX BURGER COOKOUT AT PHCC TX HEADQUARTERS

- ★ Sponsor Tabletop Exhibits: New products and services and networking with our sponsors!
- ★ Apprentice Contest: Enjoy watching our apprentices compete in this 3rd annual state competition!

1:45 to 3:00 PM

CONCURRENT WORKSHOPS

① "5 Dumb Things We Do To Mess Up Our Business" —Cabela's (Buda) Bill Harrison, Speaker and Corporate Coach—Sponsored by Kohler

Bill's sharp insights are delivered with a terrific sense of humor. He deals in real world issues and has an uncanny ability to picture the environment in crystal clear terms.

- ★ How to stop fire-fighting and prevent problems before they flare up
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- ★ Even if you are Not Thinking of Selling
- ★ The Most Common Obstacle to Selling
- ★ When Less can be More

③ "Understanding Overhead & Pricing" (Part 2) —PHCC Texas Headquarters (Buda) Ray Jones & Scott Hubert—Raven Mechanical, Houston

Ray Jones, a partner in Raven Mechanical, L.P., has been a member of the Raven team since 1978. He earned his B.B.A. degree from the University of St. Thomas and has continually enhanced his professional training, earning his Journeyman Plumber license in January 1995. Scott Hubert joined the Raven Mechanical team as Controller in 2007. He is a graduate of The University of Houston with a B.B.A. in both accounting and finance.

- ★ How are your overhead numbers affecting your profit?
- ★ Can you add a truck/employee without adding costs?
- ★ Will cutting costs and working more increase profits?

3:30 PM

★ 4TH ANNUAL APPRENTICE CONTEST ★

Enjoy watching our apprentices in action! Great prizes and giveaways!



2011 PHCC TEXAS



REGISTRATION FORM

Name _____

Additional Attendees 1. _____ 2. _____

Company _____

Address _____

City, State, Zip _____

Phone _____ Fax _____

Email _____

I am a first-time attendee—please assign a "Buddy" to me

I want to join PHCC-TX

Registration includes all Workshop Sessions, Big-Tex Burger Cookout, Sponsor Exhibits, and
Apprentice Contest & Awards Ceremony.

Optional event includes: Opening Reception at "The Salt Lick" June 16th.

CHECK REGISTRATION CATEGORY BELOW (SELECT):

On or Before 5/31/11

After 5/31/11

Full Registration (Member)

_____ \$99

_____ \$129

Additional Registrant

_____ \$99

_____ \$129

Full Registration (Non-Member)

_____ \$145

_____ \$175

Additional Registrant

_____ \$145

_____ \$175

SUBTOTAL: \$ _____

Optional Salt Lick Dinner: (select one) _____ \$30 (person) or _____ \$50 (couple)

2nd "Salt Lick" Attendee: Name _____

TOTAL: \$ _____

Ph: 512.523.8094 Fax: 512.523.8104 Email: njones@phcc-tx.org

"PHCC Texas Roundup" Hotel Information

Please call The Hampton Inn at 1-800-Hampton
(use Group/Convention code PNJ to receive the discounted rate of \$79 per room)
OR reserve your room online at www.budasuites.hamptoninn.com

Room Rate for PHCC TEXAS: \$79.00

Reservation Deadline: May 31, 2011

HOTEL: Hampton Inn, Buda



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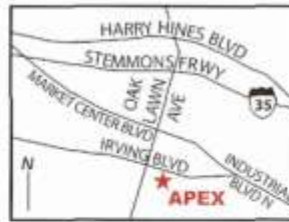
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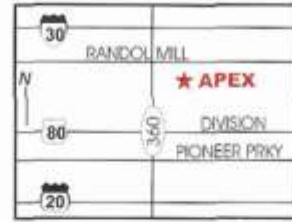
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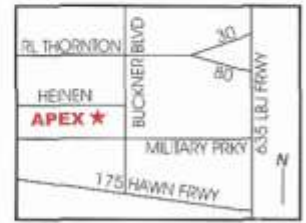
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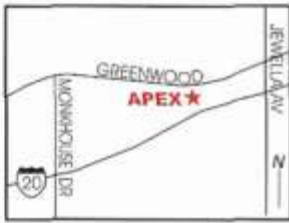
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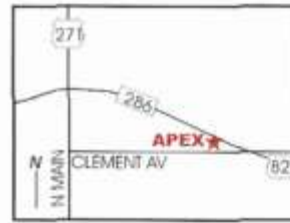
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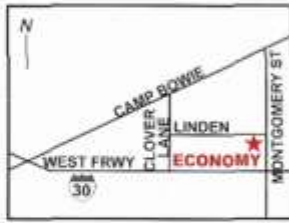
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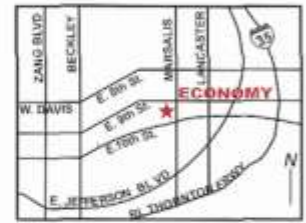
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2011 PHCC NORTH TEXAS BOARD OF DIRECTORS

President: Keith Powers/United Mech.	Vice President: Gary Seiferd/SPC Mech.
Sec./Treasurer: Tommy Thompson/ACIS	Past President: Lee McFarland/Herndon/McFarland.

<p>CONTRACTOR BOARD MEMBERS</p> <p>Ben Friedman/Atlas Plbg</p> <p>Steve Guyton/City Wide Mechanical</p> <p>Patrice O'Brien/DFW Pipe Restoration</p> <p>Joe Durrett/Enterprise Plumbing</p>	<p>ASSOCIATE BOARD MEMBERS</p> <p>Mike Allen/ Dillard Associates</p> <p>Randy Hazzard/ Winston Water Cooler</p> <p>Rody Ryon/Epic Supply</p> <p>Monica Hernandez/FC Background</p>
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INSPECTOR BOARD MEMBER : Clinton Stanford/City of Grand Prairie



2011 Silverado Ext. Cab

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The Thompson Group
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CHEVROLET

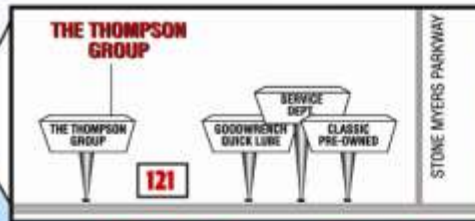
121 just north of the Stone Myers Pkwy exit

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 COME SEE US; REGISTER TO WIN A BRAND NEW 2011 SILVERADO EXT. CAB
 AND RECEIVE A CERTIFICATE FOR AN OIL CHANGE WITH OUR COMPLIMENTS!***

The Thompson Group at Classic Chevrolet is now open at our brand new location on Highway 121 just north of the Stone Myers Pkwy. exit. This state-of-the-art showroom is designed to pamper our customers with every modern convenience and comfort. We have over **600 NEW CHEVYS** on the ground with every

model available and over 200 upfitted commercial vehicles in stock.

The Thompson Group now has a dedicated **SERVICE & PARTS DEPARTMENT** on site. We welcome you to call your personal Service Advisor, **CAROLYN COKER** direct at 817-410-6121 for all of your service needs.



**121 just north of
 the Stone Myers Pkwy exit
 817-410-1560**



ClassicFleet.com

SALES: MON – SAT 7:30am – 6:00pm
SERVICE & PARTS: MON – FRI 7:00am – 6:00pm
SAT 8:00am – 1:00pm

*Valid only at The Thompson Group. Cannot be used in conjunction with other discount or offer. Install genuine AC Delco engine oil filter & up to 6 qts. of GM motor oil. Synthetic oil additional. Excludes diesels. Expires July 16, 2011.
 Winner need not be present to win. No purchase necessary. Winner must be 18 years or older. Must be a legal U.S. resident of the Continental U.S. to be eligible to participate. Winner is responsible for state and Federal taxes incurred. Truck drawing March 24th.

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NEW ONE DAY CLASS

JOURNEYMAN/TRADESMAN PREP COURSE

Presented by Plumbing Heating Cooling Contractors North Texas

www.phccnorthtexas.org

Dates: *(Please circle date of your choice)*

Jan. 22, 2011

March 19, 2011

May 21, 2011

July 16, 2011

Sept. 17, 2011

Nov. 19, 2011

Must have 5 enrolled for class to be held

This Prep Class is for those who already finished their 40 hours & are ready to take their test in Austin

Location: ARS Rescue Rooter
2411 Minnis Drive
Haltom City, TX 76117

Instructor: Howard Scarborough (Lunch is not Included)

Time: 8:00 - 5:00 pm

Cost: \$175.00—Member
\$225.00—Non Member

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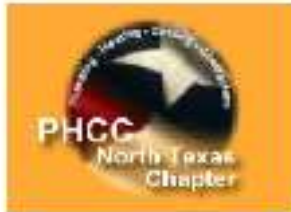
Charge Card Type _____ Number _____ Expiration _____

Signature _____ Your Test Date in Austin _____

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Plumbing • Heating • Cooling
Contractors Association



PHCC NORTH TEXAS &
CompPAC
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The 12th Annual Golf Tournament
SPONSORSHIP FORM
 Tuesday, April 19, 2011
 COYOTE RIDGE GOLF CLUB
 1640 Hebron Parkway, Carrollton, 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:	\$275.00 _____

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 Genesis Women's Shelter*****

Please Complete This Form and Mail or Fax to:
 PHCC North Texas, 1911 Timbergrove Circle, Dallas, TX 75208
 Questions: PHCC North Texas @ 972-818-1990 e-mail blochridge@sbcglobal.net

**A Portion of the Profits will go to the support of
 Genesis Women's Shelter**



PHCC NORTH TEXAS &

THE CompPAC
PLUMBING-HEATING-COOLING CONTRACTORS ASSOCIATION



**PLUMBING-HEATING-COOLING
CONTRACTORS ASSOCIATION**

**The 12th Annual Golf Tournament
PLAYER REGISTRATION FORM**

Tuesday, April 19, 2011

1:00 pm Shotgun Start

Fee for golfing:

\$125 per player/ \$500 per team

COYOTE RIDGE GOLF CLUB

1640 Hebron Parkway, Carrollton, TX

Dinner and Awards Will Follow

Please Complete This Form and Mail or Fax to:
PHCC North Texas, 1911 Timbergrove Circle, Dallas, TX 75208
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. _____

**A Portion of the Profits will go to the support of
Genesis Women's Shelter**