

July 2009

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VENTSTACK

GREATER INDIANAPOLIS Plumbing-Heating-Cooling-Contractors Assoc.

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- Special Points of Interest
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- News of Note
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Thinking Green

Thinking green has become a key phrase in building and home shopping. Consumers are asking for ecologically responsible products. PHCC is taking initiatives in green construction and water conservation.

There is a special task force to lead efforts in green plumbing and water conservation. The task force also has a representative on IAPMO's Green Technical Committee, which will make code recommendations related to environmental sustainability.

PHCC has adopted position papers supporting water conservation and waterless urinals (with some stipulations). They do not, however, endorse 1.3 gpf toilets until technology is developed that will support the performance of lower gpf toilets within existing sewer infrastructures.

Tankless gas water heaters are more popular than ever as being eco-friendly and energy efficient.

The PHCC Task Force wants to learn how PHCC members are incorporating green practices into their businesses, as well as the challenges and opportunities they encounter. Please contact Suzanne Webb by email, webb@naphcc.org or phone at 1-800-533-7694 with your story.

July 29-31 IAPHCC EXPO

Belterra Casino & Resort

Wed., July 29—travel day, check in

Thurs., July 30—IAPHCC Annual Meeting, Election of Officers

Free time to shop, golf, casino, etc.

Fri., July 31—Management Seminar

9:-10:15 am Tapping Your Unseen Business Potential, Brad Dawson, President of LTV Dynamics

How much revenue is already inherent in your business but not being realized? Are there process inefficiencies that are stealing profits right out from under your nose? Is your mix of products and services optimized, ensuring a steady and predictable flow of revenue—even in an economic downturn? Answers to these questions should form the backbone of how you manage your contracting business.

10:30-Noon Warrior Management

Every business owner is building an empire. You go to battle every day fighting to gain larger market share, defeat your

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News of Note—

2009 GIPHCC Contractor of the Year, the George Roesinger Award

The 2009 GIPHCC Contractor of the Year was awarded to Dave Heffner, Heffner & Associates, at the Apprentice Recognition Dinner on June 6th. Congratulations, Dave.

From One Plaque to Another/Others: The Perfect Segue

Moving seamlessly from the Contractor of the Year Award to displaying all our awards and trophies at Mechanical Skills, please consider adding your own or your family's PHCC awards and trophies to the 2 on display at Mechanical Skills.

At the present time, the "only" things on display are the Chapter Excellence Award from National and the SkyTrak advertising award, where our ad was chosen best from 75 entrants locally, nationally, and internationally. There are also pictures of the presentations. These are perhaps the **pinnacle awards** possible, but without other materials of a local and state level, they appear dinky and inconsequential; **nothing could be further from the truth.**

Plaques on Display

Check it out! Our newly won Chapter Excellence award (along with a copy of the material for which we won the award) and the award for our SkyTrak ad are both on display at Mechanical Skills!!

Now we just need for individual members to donate their plaques and honors (or those of family members) which they have won to the collection. So, come on, Isleys, Metzlers, Hallams, Ciriellos and other plumbing dynasties, and please consider showing off your family history in this meaningful way to physically demonstrate to plumbing apprentices the industry legacy they aspire to join.

Shelves have been installed on the wall in the main room at Mechanical Skills to house GIPHCC awards and trophies. **Help make this a way to demonstrate our pride and commitment in the industry to the apprentices and others.** Please drop off your contributions at Mechanical Skills or give them to a GIPHCC board member to be added to the collection. Thank you for participating in this endeavor.

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Competitors, and capture new customers. As a small business, you have a big advantage over your larger rivals—you can act quickly and decisively. Are you ready to follow the way of the warrior? You will learn techniques you can take home to take your business to the next level.

Expo Showcase

Lunch,

Show trailers

President's Party and Auction

President's Auction Items Still Needed

Laura Ciriello Benedict, Ciriello Plumbing, has put out a plea for items to be donated for the President's Auction, to be held at the end of the EXPO at Belterra on Friday, July 31st. Possible auction items could be tickets to various events, wine parties, hotel stays, golf packages, toys, and/or electronic gadgets. If you have something to donate to this worthy cause, please contact Laura at laura@cirielloplumbing.com or call her at 317-787-5391. Thank you.

October 21-23 PHCC Connect 2009, New Orleans

Tues., Oct. 20—PHCC Board of Directors meeting

Wed., Oct. 21—golf tournament, Green Plumbers workshops, Apprentice Contest orientation

Thurs., Oct. 22—Apprentice Contest, Product & Technology Showcase

Fri., Oct. 23—Business meeting, awards luncheon, education sessions. WWII Museum visit

Mark your Calendars

July 29-31— Indiana Expo, Belterra

August 19— Chuck Bailey, Federated Insurance, topic: disaster planning

September 16th — Rob Lloyd, Lubrizol

October 21— Topic: Lightning Strikes

November 18—Vendors Expo

December 16 — TBA

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June 16, 2009

Friends and Members,

Hello again! Hope all is well with you and your families. I had to go look at a school remodel north of Lafayette this week, and as I walked down the halls and looked at case upon case full of trophies, you could feel the sense of pride that those trophies represented. All of us need to have pride in the job that we do. Also, there should be a sense of pride about being in our industry and how the PHCC is helping the public to be aware of our mission.

We cannot do it alone. We need your help. Please attend a meeting and see how we can benefit each other. Don't forget the Expo July 29-31, 2009. Be there!

Thanks,

Mark Helm,

GIPHCC President