

August 2010

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# VENTSTACK

GREATER INDIANAPOLIS Plumbing-Heating-Cooling-Contractors Assoc.

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Laura Ciriello Benedict, Ciriello Plumbing

### Vice President

Dave Nance, Nance Plumbing

### Secretary/Treasurer

Vicki Garrett



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- Best in the Nation
- Participation/Lunch
- Special Points of Interest
- News of Note
- President's Letter

## GIPHCC, One of the Best in the Nation

Last year GIPHCC received the Chapter Excellence Award from National. Somehow, we seem to be rather complacent about it. "Oh, that's nice; it looks good on display at Mechanical Skills." But it represents much more than a glass statue. And, we need to reflect on what it means about us and for us.

It means we are perceived as one of the best chapters of our size in the NATION. We are doing things, we are trying to participate in ways that are meaningful to our membership. We have tried to adapt to the times. We try to have meeting topics which are pertinent to the membership's reality.

This is a hard time for everyone, economically and emotionally. Our meetings have changed to luncheon meetings rather than dinner meetings in hopes of attracting younger members who want to spend evenings with their families. With that in mind, there's no longer a potent potables component to the meetings so that attendees can return to work after the meetings.

In the past year the topics of the meetings have included Commercial & Residential Water Distribution Systems Utilizing CPVC Piping Material, **Cont. p. 2, column 1.**

## Participate and Have a Free Lunch on GIPHCC

### Or Subtitle: Yes Virginia, There Is a Free Lunch

In 2008 when GIPHCC first began to see the economic handwriting on the wall, we instituted a recruitment goal. We wanted to enroll 10 new members. The program was successful that year. However, in the past year as the economic situation has deepened and members find themselves stretched thinner, our membership has once again dropped.

The goal for 2010-11 is to **increase membership and participation**, in an effort to introduce non-members to GIPHCC and its mission. **The first monthly luncheon meeting will be free for contractor/associate guests and for the sponsoring member. Members may bring different non-member contractor and/or associate guests in succeeding months and get their own free lunch. We are particularly interested in being able to show non-member contractors the benefits of belonging to GIPHCC and PHCC.**

Though our system may sound somewhat simplistic, it worked in the past. Board members have metal name plates. Member luncheon attendees wear blue name tags, and guests wear red name tags. That way it is easy for members to **Cont. p. 2, column 2.**

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## Best in the Nation, cont. from p.1, column 1.

Bonding of Flexible Gas Lines, 2010 Market Outlook, Pertinent Legislative Issues, Building Code, among others. These were topics we felt were of benefit to the membership. We have also included social opportunities—a Christmas informal time, a night at Indiana Downs, and the annual GIPHCC golf outing.

The golf outing was a huge success due to the concerted efforts of Vicki Garrett, the Board, and the rank and file membership. Everyone got behind the event because they all know that the profits are used to support GIPHCC programs. The day was a classic example of over 100 people joining together for a day of fun and friendship.

The same can be said for our November Vendors Expo. This November's Expo will be the 3rd such event. It is an excellent opportunity to honor our very loyal associate members and to give them an opportunity to show off their newest products in a relaxed and informal local setting. At the same time we have continued to take part in the annual coat drive for Wheeler Mission as our ongoing community service project.

Perhaps 2 of our biggest accomplishments have been the SkyTrak advertising and the creation of our web site, [www.giphcc.com](http://www.giphcc.com). SkyTrak has gained national recognition in National PHCC and the web site's use is growing steadily.

We have also sponsored training sessions: this year it was a 6 week seminar by Nancy Lorenzano on sales techniques. It was so successful that it will be offered again later in the year.

All of these things are possible through the continuing vision of our membership and leadership. We have built on a strong tradition of leadership (a fact we sometimes forget or take for granted). Our chapter has supplied numerous presidents of IAPHCC throughout its history. Many members are leaders in the industry: Bill Ciriello, Chairman of the State Plumbing Board; Steve Pfendler; Brad Isley; Paul Hallam, Plumbing Instructor of the Year; and Eugene Schuler and Laura Ciriello Benedict, who will be installed as IAPHCC's incoming president and president-elect respectively. But we can't sit back and rest on our laurels.

In the past year our membership numbers have dropped; this is understandable; people are looking at the immediate future and tightening their economic belts. However, we know that GIPHCC is working and that there are immeasurable benefits; we need to sell this message to non-member contractors and

associates alike. One way for our membership to participate is to **bring a non-member to future meetings.**

## New Member Recruitment, cont. p.1, column 2.

visually recognize who is a potential member and to greet them and make them feel welcome.

We will also have pamphlets to present to guests outlining the benefits of membership. Much of this material will be from our entry in the Chapter Excellence entry. So, think about your non-member plumbing friends, competitors and invite them to a future luncheon meeting. You both should get something out of it beyond the free lunch. To paraphrase the obvious: One step for GIPHCC participation, one giant leap for the industry.

**Welcome to New Contractor Member, T.C. Plumbing, Tatum Deffinger, 7155 Southeastern Ave., Ste. E., Indpls. 46239, phone-317-925-1915, fax-317-357-9286, [tcplumbing@yahoo.com](mailto:tcplumbing@yahoo.com).**

**.WITH ALL THIS PARTICIPATION RHETORIC IN MIND, THERE WILL BE NO AUGUST GIPHCC LUNCHEON MEETING. See you at the September meeting.**

## Report Unlicensed Plumbers to Attorney General

Be part of the FLAG program.

- Make sure that your own trucks and ads include your plumbing license number.
- Report infractions you see by sending a copy of any ads without a license number or by sending a photo of any truck without a license number to Brenda at [Brenda@iaphcc.com](mailto:Brenda@iaphcc.com).
- Send a copy of the form letter on your company letterhead reporting the infraction to the Attorney General as part of the FLAG campaign.
- Be an active part of the solution, not part of the problem.

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July 27, 2010

Dear Friends:

The Indiana PHCC Expo and Convention was a great success! If you missed the event, you truly missed a lot. I want to thank all the sponsors, the exhibitors, and the contractors for making the event successful and informative. I also want to thank all of you who donated to the President's Auction. What a wonderful evening! I want to congratulate Paul Hallam, the Indiana PHCC Contractor of the Year, and Eugene Schuler, the new Indiana PHCC President. We should all be very proud of our fellow Indianapolis PHCC members and how well they represent our Chapter.

I look forward to seeing you all in the fall. As always, remember to support those who support our industry. Enjoy the rest of the summer!

Wishing You The Best,

Laura Ciriello-Benedict

GIPHCC President

*There are two ways to live: you can live as if nothing is a miracle; you can live as if everything is a miracle.*

Albert Einstein

### **Mark your Calendars—2010 Events**

August 18, NO MEETING

Sept. 15—Jerry Morris, Battery back up sump pump systems

Oct. 20—TBA

Nov. 17—Vendors Expo, Wheeler Mission Coat Drive

Dec. 15—Christmas Party, TBA