

April 2011

Phone: 317-579-5040

Fax: 317-577-4574

Web: www.GIPHCC.com

VENTSTACK

GREATER INDIANAPOLIS Plumbing-Heating-Cooling-Contractors Assoc.

P.O. Box 937, Fishers, IN 46038

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Dave Nance, Nance Plumbing

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Vicki Garrett



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Growing Our Membership

In 2008 when we received the Chapter Excellence Award from National PHCC, GIPHCC could boast a membership of **100** contractor and associate members. Currently in 2011, we have a membership of **79** members—even counting our newest associate, Wilds Restoration Services (see p. 2, News of Note). This number is 35 contractor members and 44 associate members.

This is primarily a reflection of the recession and organizations having to tighten their financial belts in order to weather the tough times. Some of our former members actually were unable to survive the economic downturn. However, as we've tried to emphasize in recent issues of the Ventstack, in our opinion survival is achieved **NOT** by dropping membership in GIPHCC, but by banding together with like-minded individuals and companies in the industry to improve and insure our collective survival chances.

Most companies and individuals are motivated by a "What's in it for me?" philosophy. Here's what's in it for you.

For Contractor Members:

1. The biggest incentive to belong to GIPHCC is the discount that GIPHCC members appreciate when enrolling employees at Mechanical Skills.

April 20, 2011 GIPPHCC Luncheon

2615 National Ave.

11:30 registration

12:00 luncheon

12:30 Meeting

Annual Business Meeting

Slate of Officers

By Laws, Budget

Contractor of the Year, Awards

News of Upcoming Events

As part of our recruitment incentive, any prospective new members and the member contractor/associate who brings them to the meeting will have their lunch paid for by the GIPHCC. Help us get our message out!

Fax your reservations no later than Friday, Nov. 13 to 577-4574 or call Ann at 579-5040 or email her at mabooth@att.net.

.News of Note—Welcome to new Associate:

Wilds Restoration Services, Shelby Sawchuk, 1341 Sadlier Circle, S. Dr., Indpls. 46239, phone 352-1240, Ssawchuck@wildsrestoration.com,

Welcome back to Associate Member Moore Restoration, 3610 Shelby St., Indpls. 46227, 791-3862.

Membership List Correction—On March's Contractor List, Capital Mechanical, Dan Canter, the phone and fax numbers were incorrect. **The phone is 786-9005, and the fax number is 786-9015.**

Also, please note on March's Associate List, company name update: Indiana Restoration & Cleaning Services. Beth's email address is beth.hodgin@indianarestoration.com.

We apologize for the errors.

Growing Membership, cont. from p. 1

If you took advantage of the Mechanical Skills open house in February, you know how fortunate Indianapolis is to have the site and its programs.

2. training, code updates and industry-related topics
3. Knowledge of plumbing and legislative issue changes
4. The Ventstack, GIPHCC web site, SkyTrak ad visibility
5. FLAG program to put pressure on unlicensed persons doing plumbing work
6. Speedway gas discounts

For Associate Members:

1. monthly meetings with a chance to mingle with contractor members and make business contacts
2. The GIPHCC Vendors Expo in November with an opportunity to display your products to both contractors and to other associates and the state EXPO in July at Belterra if you're also a State Associate member.
3. Membership lists for future contacts
4. Training seminars are available to associate companies as well as contractors on business topics other than plumbing
5. Social events—the annual GIPHCC golf outing, Indiana Downs, and Christmas program.
6. The chance to give a tabletop presentation at one of the monthly meetings.
7. We will also be adding a feature to the Ventstack

highlighting a couple of Associates a month. Be sure Ann has your business card to facilitate this new program.

But this brings us back to the central point: **We need to re-grow our membership, both contractor members and associates.** Several of you have been reading your Ventstacks in past months and either subliminally or overtly getting the message. The easiest way to encourage new membership is to bring potential prospective members to the luncheon meetings. In February we experienced a wonderful phenomenon: **We lost money on our luncheon meeting!** This is a direct result of the "Bring a prospective new member to lunch" program. Six members brought a visitor with them to the meeting! As a result, we paid for 12 free lunches—the visitors and the member who sponsored them: one of the few times losing money was actually a win/win situation. As a result, we are welcoming a new associate (see top of column 1). **Please help us lose money on a monthly basis and gain new members.** We will all benefit!!

Mark your Calendars—2011 Events

April 20—Annual GIPHCC Business Meeting

May 19th—GIPHCC Golf Outing, Dye's Walk

June 15—Indiana Downs

July 20-22—Expo, Belterra

August—no meeting

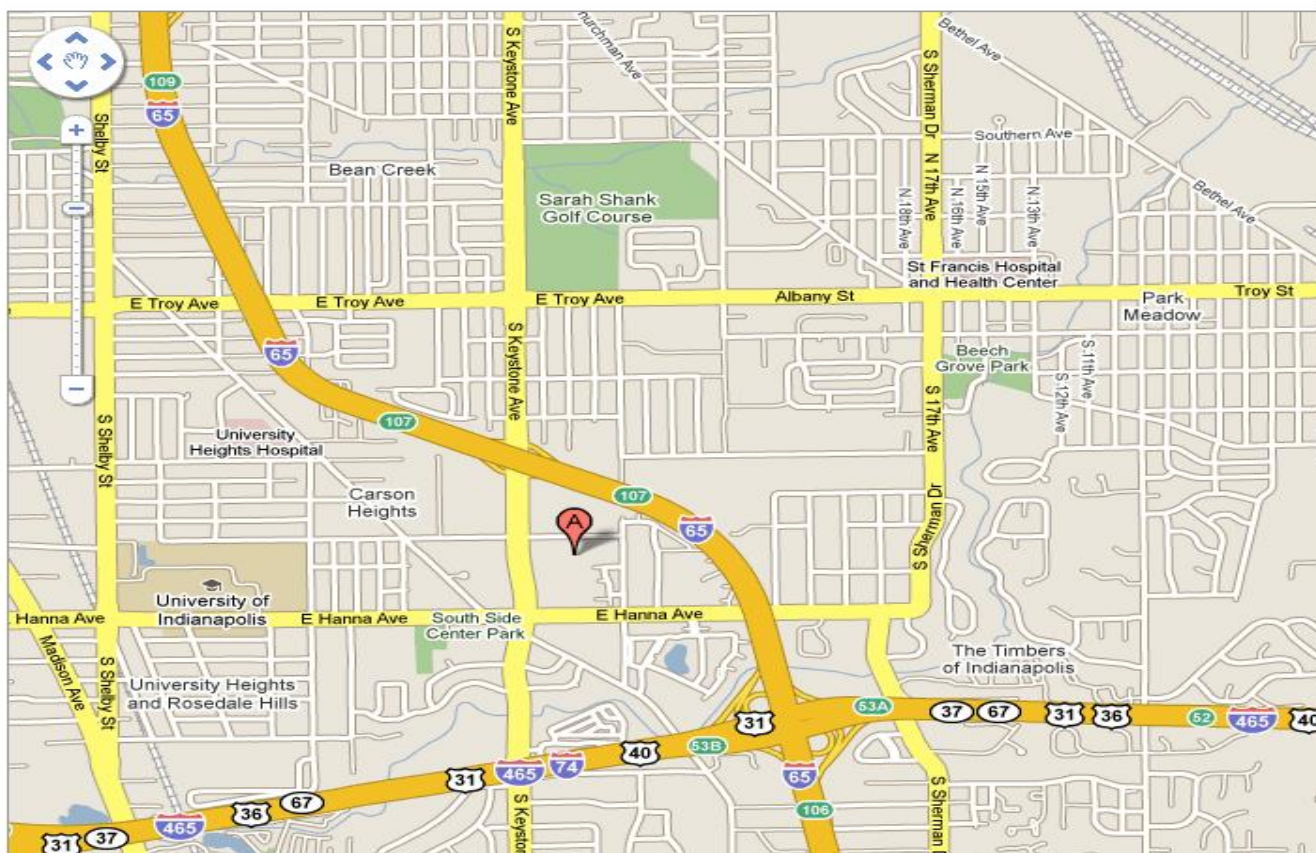
Saddle Up for Indiana Downs, June 15th

Indiana Downs, 4200 N. Michigan Rd. , Shelbyville, will be the destination for the June 15th GIPHCC gathering. The "meeting" will be held on the 2nd floor; just ask at the desk where the group is congregating.

4:15 registration, 4:30 Racing 101—a Betting Seminar, 4:55 1st race begins, 5:45 Racing 101 for latecomers. 6:00 dinner. **The cost is \$40 per person.** This covers food, coffee, tea, lemonade or coke. Cash bar is extra; also tips for drink server are on you.

This has always proved to be a night of fun, horses, and gambling. Enrollment for this exciting event will be on this month's email sign up. Or email Ann at **mabooth@att.net** now and let her know how many places to reserve for your group.

Google maps Address 2615 National Ave
Indianapolis, IN 46227



RSVP Fax Form for April 20th Luncheon

Name _____

Company _____

Fax # _____

_____ Yes, we are attending the Wed., April 20th luncheon.

Please reserve _____ places at \$25 per person.

_____ No, we are not attending.

Please respond either by fax 577-4574 or phone Ann at 317-579-5040 or email her at mabooth@att.net no later than noon Friday, April 15th. Thank you.

My updated email address is _____

Ciriello Plumbing Co., Inc.

P.O. Box 468

Beech Grove, IN 46107

License # CO 19700125

(317) 787-5391

March 18, 2011

Dear Friends:

You cannot do everything yourself. I know we all try, but we truly cannot. You need a great team around you to get things done. The PHCC is lucky to have so many wonderful associate members to support the contractor. Do you support them? Do you buy from those associates who work hard to make the PHCC great? You should! Buying from those who support your industry is just smart business. Those associates are connected to what is going on in the industry; they are loyal to the contractor, and they want to see the industry grow.

Come to the golf outing on May 19th , to Indiana Downs on June 15th, and to the Indiana Expo on July 20-22nd to connect with your fellow contractors and with those wonderful associate members. Take time to network, learn, and have fun. You will be so glad that you did.

Looking Forward to Seeing You,

Laura Ciriello-Benedict

GIPHCC President

"Coming together is a beginning. Keeping together is progress. Working together is success."—**Henry Ford**



GREATER INDIANAPOLIS PHCC ANNUAL GOLF OUTING SPONSORSHIP FORM

Registration: 9:30 am
Putting Contest: 10:00 am
Shotgun start: 11:00 am
Lunch on 10th tee: 11:00 am
Awards and light hors d'oeuvres
will follow golf

Thursday, May 19, 2011
Dye's Walk Country Club
2080 S. SR 135
Greenwood, IN 46143

___Hole Sponsor (\$125)	___Flag Sponsor (\$150 -you will keep the flag after outing)
___Hole Sponsor and Flag Sponsor (\$225)	___Door Prizes
___Lunch (1 @ \$400)	___Awards Reception (1 @ \$400)
___Closest to Pin (\$200)	___Longest Drive (\$200)
___Beverage Cart (2 @ \$200 each)	___Putting Contest (\$200)

Company Name: _____
(Note: Company Name Line is what will appear on Sponsor signage.)

Contact: _____

Address: _____

City, St. & Zip: _____

Phone: _____ Fax: _____

Please contact Vicki Garrett @ 317-535-7573 or Ann Booth @ 317-579-5040 if you have questions.
Please pay from this form. Attach this form with check and mail to address below.

Make check payable to: Greater Indianapolis PHCC
P.O. Box 937

ATTENTION GOLFERS!

**COME JOIN THE FUN AND SUPPORT YOUR
GREATER INDIANAPOLIS PHCC**



WHEN:

Thursday May 19, 2011

Florida Scramble Format

- o Registration: 9:30 am
- o Putting Contest: 10:00 am
- o Shotgun start: 11:00 am
- o Awards and light hors d'oeuvres will follow golf

WHERE:

Dye's Walk Country Club
2080 S. State Rd 135
Greenwood, IN

Individual and Team Prizes!!!

**Grilled lunch provided on the 10th tee
11:00-1:30**

REGISTER YOUR TEAM AS SOON AS POSSIBLE
OUTING IS LIMITED TO FIRST 120 PAID
GOLFERS.

GOLF REGISTRATION:

1 _____
2 _____
3 _____
4 _____

Contact Person Name: _____

Phone Number: _____

Email Address: _____

Mulligan Card _____ = _____
of cards Amount Due

Golfers _____ = _____
of golfers Amount Due

Total Amount Enclosed: _____

COST:

\$80 per person

(\$320 per foursome)

Includes golf, lunch & light hors d'oeuvres

**Please note: Soft spikes & shirts with collars required*

PRE-PAID MULLIGAN CARDS

Just \$20 per player (limit one per player)

Pick cards up at Registration!

INCLUDES:

- 1 Mulligan (a free shot)
- 1 Skirt (shot from the ladies' tees)
- 1 Throw
- 1 Raffle Ticket (chance to win prizes)

* Cards can only be purchased in advance and will
NOT be sold the day of the outing.

Please make checks payable to:

Greater Indianapolis PHCC

Mail to: P.O. Box 937
Fishers, IN 46038

PLEASE FAX FORM TO:

317-577-4574

ATTN: Ann Booth

Questions: Call Vicki: 317-535-7573/317-640-3104