

August 2011

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VENTSTACK

GREATER INDIANAPOLIS Plumbing-Heating-Cooling-Contractors Assoc.

P.O. Box 937, Fishers, IN 46038

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- Special Points of Interest
- Recruitment
- September meeting
- News of Note
- President's Letter

Inside this issue:

| | |
|--------------------|---|
| September meeting | 1 |
| Recruitment | 1 |
| News of Note | 2 |
| President's Letter | 2 |

Recruitment

We need to keep GIPHCC recruitment foremost in our minds. GIPHCC is one of the most innovative PHCC chapters in the nation, and we should not be hesitant to spread that fact to others. All too often people are reluctant to toot their own horn. Help spread the word and bring others to the meetings and social events in hopes that they too will join the cause.

Reviving an Old Tradition

We will be reinstating the tradition of tabletop presentations at the luncheon meetings. Top Marketing has agreed to do the tabletop at the Jan. 18, 2012 meeting and Plumbers Supply will do the March 21, 2012 luncheon.

Facebook's Greater Indianapolis Plumbing-Heating-Cooling Contractor's Association Page

Just as with the creation of www.giphcc.com 3 years ago, it takes time to get people to discover and use new technology. Last year Dave Heffner created a Facebook page for Greater Indianapolis plumbers; it is slowly gathering momentum. It's a great place for plumbers to contact one another with issues and solutions.

Many of you are already on Facebook personally. **Cont. p. 2, col. 1**

No August GIPHCC Luncheon Meeting...

September 21 GIPHCC Luncheon

Primo's South

2615 National Ave.

11:30 Registration

12 Noon Lunch

12:30 Speaker, John J. Gresehover, Federal Insurance

Topic, Group Health Insurance Benefits

Cost, \$25 per person

Getting employees to "realize" the benefit their employer is providing. Increasing insurance premiums usually means taking more money from your employee's paycheck and increasing deductibles and/or removing coverage. Learn how to address and correct these challenges at your place of business.

Upcoming GIPHCC Events:

Sept 21—Health insurance seminar, Federated Insurance

Oct. 19—1st roundtable with Denny Smith, moderator

News of Note—

Facebook, cont. from p.1, col. 1

Check out the site and begin to use it more. It's only a matter of time until customers will find this source of communication just as they are finding the web site. We hope to further this growth by sponsoring some type of contest in the future which will help with name recognition and GIPHCC branding. Stay tuned for further details in the next few months.

Participation: Eugene's Legacy

IAPHCC Past President Eugene Schuler was/is a preacher with a theme: *Participation!* Membership is the first step, but it's not the only step. Participation is the all-important step. You will get more out of GIPHCC and PHCC than you put into them. You will gain fellowship, knowledge, and support of your peers.

Being able to get a price reduction for employees who are enrolled at Mechanical Skills is a hefty monetary benefit, but you also gain knowledge of legal issues, improved products, and code changes. You are able to learn from other members who have already experienced situations which may be puzzling you currently.

Associates find that actively participating in the monthly meetings allows them a format to give tabletop presentations, take part in the November Vendors Expo, and perhaps actually be the keynote speaker at a meeting. It is a way to be in contact with contractors on a one-to-one basis in a relaxed setting over lunch.

September will be the start of the 2011-2012 round of monthly meetings. Please make a conscious effort to attend these meetings. The board has tried to make the meetings meaningful and worthy of your attendance. As can be seen by the Sept.—Nov. meetings, these topics are very pertinent to your business situations: Sept. 21—Federated Insurance's health insurance seminar; Oct. 19—roundtable seminar moderated by Denny Smith; Nov. 16—Vendors Expo.

This past year GIPHCC has been supported by a faithful cadre of members, both contractors and associates. But we need to remind ourselves once again that this is a time in which we desperately need to rebuild our membership rolls and *participation*. Please make a concerted effort to bring/invite nonmember associates & contractors to attend the luncheon meetings with you. Remember: as an incentive, the guest and the member will both have a free lunch. **Follow Eugene's example: Participate.**

President's Letter

July 26, 2011

Dear Friends,

The Indiana PHCC Expo and Convention was a great success! 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 Greg Brenneman, the Indiana PHCC Contractor of the Year. I also want to thank Jon Pfendler from PIPE, Inc. for the very funny entertainment for the evening. Many of you do not know, but Jon is an award-winning comedian and has competed across the country. 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

"All the art of living lies in a fine mingling of letting go and holding on." Henry Ellis

Congratulations to Laura, the newly installed President of IAPHCC. GIPHCC is proud to count her as one of our own. Be sure to congratulate her when you see her at the September meeting.