



# CONTRACTOR CONNECTION



January February March 2019

## Grow WithIN PHCC

The Indiana PHCC is introducing **Grow WithIN PHCC**, its new member-driven strategic plan. The plan hopes to engage members through education and involvement. The goals outlined in the new plan for year one include a successful partnership with PHCC National in showcasing the Indiana PHCC chapter to CONNECT '19 attendees in October which will include a statewide apprentice contest and Home Grown Indiana Night event; Offering 2-3 employee direct trainings; growing Associate membership by 10%; launching a campaign to highlight value and opportunities of PHCC membership and a continued focus on workforce development, thebestcareer4you.com, job fairs, and local chapter support.

*“With Grow WithIN PHCC, we build upon a framework that has been directing Indiana PHCC’s efforts for the past several years and helps to define our role to continue our success”,* said Jason Richards, President of Indiana PHCC.

The plan is developed with the Executive Committee led by consultant John Bain of Growth Junkies. The full Board of Directors will review the plan at their May meeting.



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### Mission

The mission of the association remains to advance member success by enhancing professionalism through education and training, and to provide leadership for the industry.

### Vision

The p-h-c industry safeguards the life, health and public welfare of the citizens of Indiana. We will develop and train a workforce to meet future demands while enhancing the image of the industry to the public.

### Core Customer

We serve the local chapters, all PHCC members, p-h-c manufacturers and wholesalers, and the general public as a representative of the p-h-c industry.

### Core Values

A key component has been establishing the core values for the association. These values underline the goals and priorities:

- Professionalism in all we do
- Strong relationships with a dedication to others
- Honesty & integrity
- Clear & concise communication
- Complete transparency
- Treat people well
- Show sincerity

By reviewing trends and threats the group was able to hone in on specific goals. *“We know that plumbing is not the top choice in building trades,”* said Adam Meny, IN PHCC President-Elect. *“But the opportunity exists through our workforce program and thebestcareer4you.com website to change that. Our company recently hired someone who came to us through that website. Without IN PHCC they would not have known about their career opportunities.”*

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## THE PRESIDENT'S PERSPECTIVE

Jason Richards is President of the Indiana PHCC. Jason is a licensed plumbing contractor PCI0000814 with Poppy Jo LLC, Bremen



**Jason Richards**  
Indiana PHCC President

The new year is upon us. This time of year is always a great time to reflect back on the prior year and base our opinions of how well it went and what we would like to change into the fresh year. The fact of the matter is that we will blink and be here again next year. The ideas and goals that we have for ourselves and our companies need to be realized everyday because as we all know, time is continually moving forward.

I always like to take time at the beginning of the year and make a list of what I would like to accomplish in the new year. It isn't so much

a resolution list (not sure if those really work!) but a list of goals both professionally and personally for the year. The professional list may include many items but it always comes back to growing. The list may include hiring more, or acquiring more customers, or moving into a larger location. It may also include making what you already do even better. Whichever direction it may be, the important thing is that there is always growth in some fashion.

Also, I would like to encourage members of IN PHCC to contact other members and/or possible future members and invite each other to get more involved with PHCC and plan

### **The professional list may include many items but it always comes back to growing**

on attending the National Convention in Indy this year.

This year in Indiana PHCC sees many areas of growth. As all should know, the National PHCC Convention is coming to Indianapolis this year. This is quite an honor for our state to host this event. The plans are under way for an Indiana themed event at the

convention and a state apprenticeship contest to send the winner to the national convention apprenticeship contest. We are also creating a video showcasing IN PHCC and its members. This is going to be a great year and a lot of encouraging items that are part of our growth. The details are still being worked out but please find out how you and your team can be a part of this great event. Also, if you haven't already check out the new "Grow With IN PHCC" logo.

The Workforce Development opportunities are continuing throughout the state. The projected numbers for unemployment in 2019 are lower than last year. This is a great

problem when more people are working. However, it shows that we need to buckle down and get the message out to check our industry out for a great career. Help out by going to a local school's career event

in your area or a community career fair.

Let's continue to make our industry a wonderful place to work, live, and grow.

Have a great day,  
Jason





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## Grow Within PHCC: STATEWIDE NEWS

### Fort Wayne PHCC Apprentices Program Grows

The Fort Wayne Area PHCC has purchased an 8,000 square foot training facility that will be opening its doors to future tradesman in the fall of 2019. The facility will have three large classrooms, offices for instructors and two large shop areas for hands on training and skills practice. An open house is being planned for summer.

In the fall they will open their first HVAC Apprenticeship Program and will enroll 1st and 2nd year students. In the fall of 2020 they will enroll 3rds years and in 2021 will have classes for HVAC apprenticeship for 1st to 4th year students.

For more information contact Ray Abbott or Sherry Elward at [fwaphcc@gmail.com](mailto:fwaphcc@gmail.com).

### Greater Indianapolis PHCC

GIPHCC will feature Ellen Rohr at their February 20th luncheon. She will discuss how to create an exit strategy or succession plan for your business.

They will hold their 11th Annual Vendor Fair on March 13th at Eagle Creek Golf Club from 4 - 7 p.m. Contact Marie Barr at [giphcc1@gmail.com](mailto:giphcc1@gmail.com) for more information.

### North Central

The chapter will meet on February 12th at Christos' Banquet Hall in Plymouth . They will host their annual Vendor Show on April 9th. Contact (574) 941-4473 for details.

### St. Joe Valley PHCC/MCAI

The chapter will meet on February 27th at Ruths' Chris Steakhouse in Granger at 6:00 p.m. Guest speaker is Rick Johnson, Surety Marketing Specialist, Federated Insurance. Contact Jerilyn Spahn at (574) 243-0400 for details.

### Workforce Development Calendar

Indiana PHCC members will be promoting the skilled trades of plumbing and HVAC at these locations:

Feb. 12 -  
*Area 31 Career Center Continuing Education Fair*  
Mar. 5 -  
*Central Nine Career Day*  
Mar. 12 -  
*Southport High School*  
Mar. 19 -  
*Carmel High School Skilled Trades Majors & Career Fair*  
Apr. 10 -  
*Lynhurst Middle School College and Career Fair*  
Apr. 19 -  
*Greenfield Central High School College & Career Fair*

If you are interested in helping please contact Brenda Dant at (317) 575-9292.

## INDIANA PHCC STATEWIDE CHAPTERS

### Fort Wayne

President: Ray Abbott  
Building Temperature Controls  
Exec. Secretary: Sherry Elward  
[fwaphcc@gmail.com](mailto:fwaphcc@gmail.com)

### Greater Indianapolis

President: Jamie Carter  
Carter's My Plumber  
Exec. Secretary: Marie Barr  
[giphcc1@gmail.com](mailto:giphcc1@gmail.com)

### North Central

President: Chuck Dippon  
Ritter, Electric, Htg., Clg., & Plbg.  
Exec. Secretary: Nickey Shively  
[phcc@phcc-ncia.com](mailto:phcc@phcc-ncia.com)

### Northwest

President: Clint Mann  
Mann Made Plumbing  
[nwipas2@gmail.com](mailto:nwipas2@gmail.com)

### St. Joe Valley

President: Tim Stuver  
Ideal Consolidated, Inc.  
Exec. Secretary: Jerilyn Spahn  
[info@stjovalleyphcc.com](mailto:info@stjovalleyphcc.com)

### South Central

President: Kevin Gudorf  
Mehring's Plumbing, Htg, & A/C  
Exec. Secretary: Beth Gudorf  
[gudie@psci.net](mailto:gudie@psci.net)

### Southeastern

President: Tony Phillips  
A.C. Phillips Plumbing & Heating  
[email@acphillips.com](mailto:email@acphillips.com)

### Southwestern

President: Randy Meny  
SR Meny Inc.  
[info@srmeny.com](mailto:info@srmeny.com)



*Congratulations* 2018 "Safety First!" Contractor of the Year!

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# THE WORK TRUCK SHOW®



**March 5–8, 2019**

**Indiana Convention Center Indianapolis, IN**

Sessions begin March 5 Exhibit hall open March 6–8

## Join us for The Work Truck Show® 2019

Work Truck Week 2019 features North America's largest gathering of vocational trucks and equipment from Classes 1–8, including chassis, bodies, components and accessories. Attendees can explore the exhibit floor with displays from 500+ companies; educate and innovate with expert insights and training; and engage the industry at networking events.

The Work Truck Show® 2019 is scheduled **Tuesday, March 5 through Friday, March 8, 2019** at Indiana Convention Center (Indianapolis, Indiana). Educational sessions, Fleet Technical Congress, Green Truck Summit, and Manufacturer and Distributor Innovation Conference begin March 5, and the exhibit hall is open March 6–8.

Our cooperative relationship with NTEA allows us to give you a **free** admission pass and online promo code with access to The Work Truck Show 2019 and one concurrent educational session (an \$85 total value).

## Educational programming

With your free pass, you can choose one concurrent educational session.

Topics include:

- Certification and Weight Management Workshops
- Work Truck Industry Overview and Outlook
- Welder Training and Certification for the Truck, Body and Equipment Industry
- How to Build, Protect and Differentiate Your High-Performance Culture
- Five Essentials for Profit Improvement
- Translating Commercial Vehicle Data into Practical Business Insights
- Keeping North America Competitive
- Robotics: Welder Benefits at Small and Job-Shop Companies
- Measuring Process Performance and the Art of Communicating without Speaking
- 15 OEM Update Sessions

View all topics and customize your schedule at [worktruckshow.com/educate](http://worktruckshow.com/educate).

## Fleet Technical Congress

Fleet Technical Congress addresses

timely issues affecting the commercial fleet community. Leading suppliers and fleets provide expert strategy and insight to help fleets optimize their resources and navigate current challenges, such as disaster recovery planning, securing fuel supplies and last-mile delivery.

## Green Truck Summit

Green Truck Summit is the industry's premier conference on clean energy innovation for commercial vehicles. Gain insights on new productivity options and advanced technology implementation from fleet managers, vocational truck manufacturers, and stakeholders of various industry trade associations and professional societies.

## Manufacturer and Distributor Innovation Conference

Manufacturer and Distributor Innovation Conference offers commercial truck manufacturers, upfitters, distributors and body builders of all sizes insights on improving manufacturing efficiency and business results. Anyone who builds work trucks can discover how to make scalable new techniques, technology and processes work for them.

## Ride-and-Drive

Experience the latest advanced technology and alternative fuel applications for commercial vehicles. Meet key suppliers and test-drive or ride in the newest trucks. Participation is free and available on a first-come, first-served basis to all Work Truck Show 2019 attendees. No Ride-and-Drive registration is necessary.

Register, using the promo code on your free pass on page 7.

# THE WORK TRUCK SHOW® 2019 REGISTRATION FORM

**FREE PASS**

Promo code: PHCC



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By registering to attend The Work Truck Show, each attendee agrees to the potential distribution of his/her contact information and the promotional use by NTEA of photographs, video and electronic images taken at those events that may include the likeness of the attendee. For details, visit [ntea.com/privacypolicy](http://ntea.com/privacypolicy) and [ntea.com/eventpolicy](http://ntea.com/eventpolicy).

## ATTENDEE INFORMATION

First name \_\_\_\_\_ Last name \_\_\_\_\_ Date \_\_\_\_\_

Company name \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ ZIP code \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Individual email \_\_\_\_\_ Do you authorize NTEA to share your email address with exhibiting companies if requested?  Yes  No (By not checking either box, you will automatically decline.)

*(for NTEA use only)* By sharing your email, you also provide consent to receive NTEA e-communications.

Are you a first-time attendee?  Yes  No

## PLEASE CHECK APPROPRIATE BOXES

<b>Company type (required)</b> <input type="checkbox"/> Business service provider <input type="checkbox"/> Chassis manufacturer <input type="checkbox"/> Leasing company <input type="checkbox"/> Manufacturer rep <input type="checkbox"/> State, local or federal government organization <input type="checkbox"/> Trade association <input type="checkbox"/> Trade publication <input type="checkbox"/> Truck buyer/fleet manager <input type="checkbox"/> Truck dealer <input type="checkbox"/> Truck equipment distributor <input type="checkbox"/> Truck equipment manufacturer/supplier	<b>Your job function</b> <input type="checkbox"/> Buyer/purchasing agent <input type="checkbox"/> Engineer/quality mgr <input type="checkbox"/> Financial/administrative mgr <input type="checkbox"/> Gen mgr/VP <input type="checkbox"/> Owner/pres/CEO <input type="checkbox"/> Sales/marketing mgr <input type="checkbox"/> Shop/parts mgr <input type="checkbox"/> Truck buyer/fleet mgr <input type="checkbox"/> Other <b>Your purchasing authority</b> <input type="checkbox"/> Final decision <input type="checkbox"/> Recommend <input type="checkbox"/> Specify <input type="checkbox"/> No role	<b>Your attendance objective (check all that apply)</b> <input type="checkbox"/> Find new suppliers and product lines <input type="checkbox"/> Industry training <input type="checkbox"/> Meet with current suppliers <input type="checkbox"/> Find new customers <input type="checkbox"/> Find new distributors/dealers <input type="checkbox"/> Research truck equipment market <input type="checkbox"/> Market company products <input type="checkbox"/> Interact with industry peers	<b>Types of trucks and/or trailers you purchase or distribute (check all that apply)</b> <input type="checkbox"/> Class 1 (0–6,000 lbs.) <input type="checkbox"/> Class 2 (6,001–10,000 lbs.) <input type="checkbox"/> Class 3 (10,001–14,000 lbs.) <input type="checkbox"/> Class 4 (14,001–16,000 lbs.) <input type="checkbox"/> Class 5 (16,001–19,500 lbs.) <input type="checkbox"/> Class 6 (19,501–26,000 lbs.) <input type="checkbox"/> Class 7 (26,001–33,000 lbs.) <input type="checkbox"/> Class 8 (33,001 lbs.+) <input type="checkbox"/> Trailers — over-the-road <input type="checkbox"/> Trailers — vocational/utility <input type="checkbox"/> Truck tractors	<b>Annual commercial truck and equipment purchases</b> <input type="checkbox"/> Less than \$250,000 <input type="checkbox"/> \$250,000–\$1,000,000 <input type="checkbox"/> \$1,000,000–\$10,000,000 <input type="checkbox"/> \$10,000,000–\$50,000,000 <input type="checkbox"/> \$50,000,000–\$75,000,000 <input type="checkbox"/> \$75,000,000–\$100,000,000 <input type="checkbox"/> Greater than \$100,000,000
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Do you require any mobility assistance?  Yes  No  
Please contact [registrar@ntea.com](mailto:registrar@ntea.com) for assistance.

### TRUCK BUYERS/FLEET MANAGERS ONLY (Choose one of each)

Which describes your truck fleet or market?  Agricultural  Government/municipal  Construction  Utility/telecom  Delivery/cartage  Other

What is the average number of commercial trucks in your fleet?  
 Less than 10  101–500  
 11–50  501–1,000  
 51–100  Greater than 1,000

## REGISTRATION OPTIONS

		Advance registration through 2/7/19	Registration after 2/7/19	Fill in price
<input type="checkbox"/> <b>Green Truck Summit (GTS) &amp; Fleet Technical Congress (FTC) Conference &amp; Trade Show Package</b> Includes all three days of exhibits; Tuesday GTS & FTC general sessions, lunch and reception; Wednesday & Thursday lunch; and all concurrent sessions. Does not include opening reception, President's Breakfast, Tuesday MDIC general sessions or special sessions.	Member	<input type="checkbox"/> \$379	<input type="checkbox"/> \$419	\$ _____
	Nonmember	<input type="checkbox"/> \$409	<input type="checkbox"/> \$449	\$ _____
<input type="checkbox"/> <b>Manufacturer and Distributor Innovation Conference (MDIC) &amp; Trade Show Package</b> Package Includes all three days of exhibits; MDIC general sessions and lunch; Wednesday & Thursday lunch; and all concurrent sessions. Does not include opening reception, President's Breakfast, Tuesday GTS & FTC general sessions or special sessions.	Member	<input type="checkbox"/> \$319	<input type="checkbox"/> \$359	\$ _____
	Nonmember	<input type="checkbox"/> \$349	<input type="checkbox"/> \$389	\$ _____
<input type="checkbox"/> <b>Work Truck Show (WTS) Conference &amp; Trade Show Package</b> Includes all three days of exhibits, Wednesday & Thursday lunch and all concurrent sessions. Does not include opening reception, President's Breakfast, Tuesday GTS & FTC general sessions, Tuesday MDIC general sessions or special sessions.	Member	<input type="checkbox"/> \$269	<input type="checkbox"/> \$309	\$ _____
	Nonmember	<input type="checkbox"/> \$299	<input type="checkbox"/> \$339	\$ _____
<input checked="" type="checkbox"/> <b>Trade Show Badge</b> Includes exhibit hall admission for all three days and admission to one concurrent educational session.				<b>\$ FREE</b>

## SPECIAL SESSIONS & EVENTS *Can be added to registration options*

		Advance registration through 2/7/19	Registration after 2/7/19	Fill in prices
<input type="checkbox"/> <b>Opening reception</b> Tuesday, March 5. Not included in any package.	Member	<input type="checkbox"/> \$79	<input type="checkbox"/> \$99	\$ _____
	Nonmember	<input type="checkbox"/> \$99	<input type="checkbox"/> \$119	\$ _____
<input type="checkbox"/> <b>President's Breakfast</b> Thursday, March 7. Not included in any package.	Member	<input type="checkbox"/> \$79	<input type="checkbox"/> \$99	\$ _____
	Nonmember	<input type="checkbox"/> \$99	<input type="checkbox"/> \$119	\$ _____
<input type="checkbox"/> <b>Lean 101: Straightforward Approach to Lean Implementation for Truck Equipment Upfitters</b> Tuesday, March 5. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$169	<input type="checkbox"/> \$259	\$ _____
	Member & Nonmember	<input type="checkbox"/> \$169	<input type="checkbox"/> \$259	\$ _____
<input type="checkbox"/> <b>Fleet Management 101</b> Wednesday, March 6. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$25	<input type="checkbox"/> \$35	\$ _____
	Member & Nonmember	<input type="checkbox"/> \$25	<input type="checkbox"/> \$35	\$ _____
<input type="checkbox"/> <b>Generation Next Leadership Workshop &amp; Networking Reception</b> Wednesday, March 6. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$169	<input type="checkbox"/> \$259	\$ _____
	Member & Nonmember	<input type="checkbox"/> \$169	<input type="checkbox"/> \$259	\$ _____
<input type="checkbox"/> <b>The Kata Journey — Daily Practice for Scientific Thinking, Mindset and Culture</b> Thursday, March 7. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$169	<input type="checkbox"/> \$259	\$ _____
	Member & Nonmember	<input type="checkbox"/> \$169	<input type="checkbox"/> \$259	\$ _____
<input type="checkbox"/> <b>Purdue Road School &amp; LTAP Fleet Educational Program</b> Thursday, March 7. Not included in any package.	Member	<input type="checkbox"/> \$25	<input type="checkbox"/> \$30	\$ _____
	Nonmember	<input type="checkbox"/> \$49	<input type="checkbox"/> \$69	\$ _____

## PAYMENT METHOD *Payment is required with registration.*

Check enclosed (payable to NTEA) **Credit card:**  Visa  MasterCard  American Express

Account # \_\_\_\_\_ Exp. date \_\_\_\_\_ Billing ZIP code \_\_\_\_\_

Name on card \_\_\_\_\_ Signature \_\_\_\_\_

**Fax 248-489-8590 Questions 800-441-6832**  
 NTEA may cancel or truncate all events if it determines it is not practical for an event to occur or continue. Attendee agrees its sole remedy for a canceled or shortened event is the return of all or a prorated portion, as applicable, of its registration fee.  
 Cancellations received after Feb. 7, 2019 are not entitled to a refund, but attendee name transfers are permitted. Register at [worktruckshow.com](http://worktruckshow.com).

**Complete this form and fax to 248-489-8590 or use the promo code to register online at [worktruckshow.com](http://worktruckshow.com).**





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**Bob Frame Plumbing Services**  
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City, Warsaw

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**Roto-Rooter Plumbers**  
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\*The individual firms listed, each a member of Indiana PHCC, have pledged their financial support toward the continued operation of this publication as they believe it is an asset to the Association and the p-h-c industry.