



EDUCATIONAL FOUNDATION FOCUS

Stay Ahead of the Sustainability Movement With New Plumbing Technologies

Provided by Ferguson, a Member of the Foundation Board of Governors



It's no secret that the "green" trend is here to stay. From government mandates that require federal buildings to be equipped with WaterSense and Energy Star products, to customers requesting energy efficient appliances to reduce their utility bills, plumbing and heating professionals need to stay at the forefront of the green movement.

The good news is that the cost premium of green products is narrowing relative to traditional products, making them more attractive to customers. This is particularly true for customers planning on staying in place for a number of years.

There are more product options than ever before and it pays to know the latest and greatest if you plan to discuss green options with any of your customers. Get up to speed by learning more about these technologies:

- ◆ Solar water heaters – Uses the sun's energy to heat a solar collector of solar fluid (or water, depending on which type of system), which then transfers that heat (or hot water) into a home's hot water tank.
- ◆ Hybrid water heaters – Utilizes heat pump technology in combination with traditional electric elements to pull heat from surrounding air and transfer it to the water tank.
- ◆ Water recycling system – Compatible with many two-piece toilets on the market; the system captures waste water (grey water) from the bathroom sink, filters and treats it, and uses it to provide reused water for toilet flushing.

(Continued on page 3)

Foundation Training Opportunities

Sponsored by KOHLER CO.

Webinars

Visit www.phccweb.org/foundation to register for any of these webinars or view recording of past sessions.

June 29

3-Step Marketing Method for a Lead Landslide

Adams Hudson, Hudson Ink

July 13

Stainless vs. Copper

Jason McKinnon, Viega

July 27

Government Work Opportunities: Partnering with Women and Minority Businesses

Kirk Alter, Fast Management

August 24

What Shade of Green are Your Customers?

Jack Suvak, Moen

Live Training Events

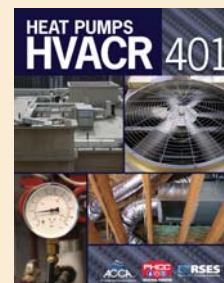
Sept. 21-24

CONNECT 2011

Twenty Educational Seminars at the PHCC Natl. Convention in Minneapolis, MN
See session titles inside on page 2.

HVACR 401 Heat Pumps Textbook Now Available

The new HVACR 401 textbook, which focuses on air-source and geothermal heat pumps, is now available from Cengage Learning. This new textbook is the first in a multi-topic series of fourth year textbooks that will ultimately provide contractors with options for training their HVACR apprentices in a market segment that is most important to their business. HVACR 401: Heat Pumps will include instructor lesson plans on CD. Power Points and test banks will be available for PHCC members and chapters from the PHCC Educational Foundation upon request. Order forms are available on the PHCC Educational Foundation's web site, www.phccweb.org/foundation.



CONNECT 2011 – Educational Seminars Sneak Peek

A schedule packed with powerful educational session awaits registrants of the PHCC National Convention - CONNECT 2011 in Minneapolis this September. KOHLER CO. will again be sponsoring the educational sessions, with additional support from the PHCC Educational Foundation. Several sessions typically restricted to Quality Service Contractors (QSC) members only will also be open to all CONNECT 2011 attendees.

You must come to CONNECT 2011 to catch all these great sessions! Register at www.phccweb.org.

CONNECT 2011 Keynote Speaker, Former NFL Quarterback Tom Flick— <i>Living Leadership: The Foundation of Peak Performance</i>		
Opening Speaker Doug Trenary - <i>Successmind</i>		
CONSTRUCTION	SERVICE & REPAIR	BUSINESS FUNDAMENTALS
<i>Energy & Water Connection</i> - Eddie Wilcut, Caroma	<i>Small Business Financial Accountability</i> - Gary Elekes, EPL Residential	<i>Serious About Service</i> - Bob Melko, Bishop Plumbing
<i>Mobile Devices Improve Project Management and Profitability</i> - Karl Rajotte, Maxwell Systems	<i>Adding Solar Thermal to Your Business</i> - Ross Trethewey, TE2 Engineering	<i>Improving Your Leadership & Management Style</i> - Randy Cheloha, Cheloha Consulting
<i>Policies and Possibilities in a World of Cleaner Energy and Water</i> - Kirk Alter, Fast Management	<i>Getting the Most out of Hydronic Heating Systems</i> - Ross Trethewey, TE2 Engineering	<i>Managing the Younger, Changing Workforce</i> - Randy Cheloha, Cheloha Consulting
<i>Selling in The New Normal!</i> - Kirk Alter, Fast Management	<i>Grow Your Profits: Home Warranty Opportunities</i> - Alan Givens, Parrish Services	<i>The Price is Right! Calculating YOUR Costs, Profit & Pricing</i> - Michael Bohinc, Keeping Score Inc.
<i>Green Plumbing Codes = Business Opportunities</i> - IAPMO, Doug Kirk	<i>A \$64 Billion Opportunity</i> - Kalpesh Nanji, American Standard Brands	<i>We're Engaged! But Will It Last?</i> - Contractor Panel Facilitated by Brenda Dant, CAE, Indiana PHCC
<i>Tour of LEED Certified Target Field, Home of Minneapolis Twins Baseball</i>	<i>A Plumber's Guide to Residential Fire Sprinklers</i> - Russ Leavitt, Telgian Corporation	<i>Take Control of Your Future: Retirement Financial Planning</i> - Michael Bohinc, Keeping Score Inc.
Closing Speaker: Jeff Havens— <i>Uncrapify Your Life!</i>		

CONTRACTOR Magazine and PHCC Educational Foundation Award Plumbing Instructor of the Year



The 2011 CONTRACTOR Magazine Plumbing Instructor of the Year was awarded to John Dolen of the Montachusett Regional Vocational Technical School in Fitchburg, Massachusetts.

Mr. Dolen was nominated by Gordon MacEwan of IAPMO, who referred to Dolen as a “plumbing Renaissance man” whose teaching skills incorporate technical and business skills taking the student from the permit process to the final inspection with every step in between.

Dolen was presented his award at the 2011 HVACR & Mechanical Instructor Workshop on March 25, 2011, by Bob Mader, Editor-in-Chief of CONTRACTOR Magazine.

2011 HVACR & Mechanical Instructor Workshop Draws Nearly 200 Instructors



The 2011 HVACR & Mechanical Instructor Workshop was held on March 23-25, 2011 at the National Conference Center in Lansdowne, Virginia.

This annual event drew approximately 200 instructors and industry representatives who gathered for seminars centered around a theme of “Fueling Future Success”. The annual workshop is sponsored by an industry-wide group of organizations including: AHRI, ACCA, HARDI, HRAI, NATE, NAOSHM, PHCC, PHCC Educational Foundation, and RSES. Dates and location for the 2012 Instructor Workshop have not been announced.

(New Plumbing Technologies, from page 1)

Stay Ahead of the Sustainability Movement...

- ◆ Pressure-assisted toilets – A good alternative to low-flow toilets, compressed air within the reservoir is utilized to deliver robust flushing power.
- ◆ WaterSense showerheads and faucets – Renowned manufacturers such as Kohler, Moen and Delta offer attractive water saving showerheads, hand showers and faucets that use significantly less water than industry standards.
- ◆ Dual flush toilets – These toilets handle solid and liquid waste differently from standard style toilets, giving the user a choice of flushes and substantially reducing the amount of water required.



The PHCC Educational Foundation is working with its partners like Ferguson to help educate contractors on the benefits of embracing the sustainability movement and seeking out environmentally-friendly plumbing solutions. Check the “Green Resources” section of Ferguson’s web site at www.ferguson.com/GreenResources for educational information, a water savings estimator, a LEED project estimator, a rebate center and information on new technologies.

Foundation Fundraising Campaign Gets Boost from QSC and RIDGID

Members of PHCC’s Quality Service Contractors (QSC) donated \$11,650 to the Foundation’s Invest in Your Future campaign during their Spring Power Meeting in Nashville. The generosity of this group’s members is well established, with Power Meeting attendees having donated over \$66,000 since 2006.

In other fundraiser news, RIDGID Tool Company challenged employee teams to customize some of their drain cleaning machines to celebrate 75 years of drain maintenance innovation. The teams took the challenge seriously and produced some very creative designs. The customized K-1500 machines were auctioned off on eBay, with the funds raised donated to the Invest in Your Future Campaign. The winning bids totaled \$8,100, providing a large boost to the fundraising campaign.



RIDGID Venom

Top Fuel Drain Eliminator

The Invest in Your Future annual giving campaign helps to fund the development and delivery of educational programs and scholarships to the contractors in our industry. Matching contributions are provided by InSinkErator and Ferguson. You can make your gift using the form below or at www.foundation.phccweb.org/invest.

YOUR GIFTS KEEP THE GREAT EDUCATIONAL PROGRAMS COMING – INVEST IN YOUR FUTURE!

Please make checks made payable to the **PHCC Educational Foundation** & return to: **180 S. Washington St., P.O. Box 6808, Falls Church, VA 22046**. Donations are tax deductible to the full extent allowed by law. Call with questions (800) 533-7694. **More details at www.foundation.phccweb.org/invest.**

Name: _____ Date: _____

Company: _____ Phone: _____

Address: _____

City/State/Zip: _____

Donor Name for Foundation Thank You list: _____ I wish to remain anonymous.

Bill Me Cash Check **Charge:** MC Visa Amex

Card #: _____ Exp. Date: _____ Signature: _____

\$50 Foundation **Sustaining Donor** \$500 Foundation **Chairman’s Circle**

\$100 \$250 Foundation **Century Club** \$1,000 Foundation **Fellow** Other: \$ _____

Please fax this sheet to 703-237-7442, or mail with your gift. Thank You!



Invest in Your Future Campaign



Get on the Team That's Building the Next Generation of Industry Professionals – Invest in Your Future!

2011 Matching Contributors:



2011 Foundation Donors

COUNSELOR - \$5000+:

RIDGID Tool Company

FELLOWS - \$1000+

Individuals: David Ariano, Laurie Crigler, Jim & Judy Driscoll, David & Janet Dugger, Joseph Finnigan, Bonnie Winward Harvey, Gerry Kennedy, Rich & Karen Kerzetski, Frank & Iris Maddalon, Rick Solomon, Bryan Stansell, Kevin and Kathy Tindall, Fran & Anne Williams

Chapters & Organizations: Bloomington/ Normal Illinois PHCC, Federated Insurance, Delaware PHCC Auxiliary, Heidler, Inc., PHCC of Union County, NJ, Plumbing & Mechanical Contractors Assn of Northern IL (PAMCANI), SpawGlass Contractors, United Association of Plumbers & Fitters, Wolff's Plumbing & Heating, Inc.

CHAIRMAN'S CIRCLE - \$500+: George Brazil, Bill Chronister, Anthony D'Ascenzo, Doug Turner Plumbing Co., Greg Faustina, Charlie Gans, Jr., JD Plumbing Co., Chip Greene, Evan & Jody Hibbs, Bill Jones, Scott E. Kissinger, Rick Lanier, Metropolitan DC Area PHCC, Metropolitan DC Area PHCC Auxiliary, Plumbing Air Conditioning Industry Fund, Quality Plumbing, Quality Service Contractors, Steve & Ann Rivers, Russo Bros. & Co., Douglas Santoro, John Zink

CENTURY CLUB - \$100+: David Adelman, Steve Allen, Aaron Alons, Michael & Heather Appleton, Aztec Plumbing and Heating, Jeff Berndt, Keith & Linda Bienvenu, Roger & Pat Blank, Michael Bohinc, Bradford White Water Heaters, Richard Cancelosi, James Cole, Colony Heating and Air Conditioning, Rene Dauterive, Jr., Chris Edmonds, Michael Even, Fred Falkena, Roger Fouche, Amos Fox, Milton and Patty Frank, Friesenhahn Plumbing, Inc., Betty & Linden Gill, Rick Gustin, Jane Hagedorn, Stacey Ziegler Harp, Bill Harrison, Tina Hedrick, Jeff Heger, Brian Heisel, Wm. Henderson Plumbing & Heating, John & Misty Holey, Todd Iocco, John's Reliable Plumbing, George Johnson, Ken Neyer Plumbing, Inc., James Kreifels, Terry Kreifels, Rob Kreuzer, Jeffrey Kuhn, Carol Lively, Michael McParlan, John and Gail McWilliams, Mechanical Engineering & Construction Corp., Mark Morgan, Mort's Water Company, Jonathan Moyer, Oak Creek Plumbing, Dirk Payne, Bill Pepelnjak, Vincent Pierangali, Jr., Plumb Supply Company, Plumbers & Pipefitters Local Union #9, Plumbers and Pipefitters Local #589, Charlie Plumley, John Radotich, Red Cap Plumbing, Walter Regehr, Ted and Virginia Ridder, Rinchuso's Plumbing & Heating, John Rodorigo, Service Roundtable, Jerome M. Sabol, Jim Sabol, Alton Shannon, Jim Shaw, Rick Shelton, South Dakota PHCC Board of Directors, Kathy Stradley, Delanah Suarez, Alan Taecker, Sue Taecker, Tatro Plumbing Co. Inc, David Tinius, John Ugstad, Dave Waggoner, Jeff Waldman, Robert Wark, Mike Wentle, Wolverine Brass, Buzz Young, Scott & Cindy Ziegler

SUSTAINING DONORS, Up to \$99: Ashton Service Group, Gary Bell, Bill Boyadjis, Gene Burch, Ryan Carney, James Haberek, Robert J. Macca, Peter and Nancy Pelicano, Joe & Michelle Rascher, Gerald Richard, Michael Steel

Memorials & Special Gifts

In Memory of Jim Curry, Ray Dauenhauer, Warren "Butch" Kontny, William F. Lynch, George Raburn, & Cecil Self – Dick Irwin
In Memory of Thomas F. Feddon, Sr. – David Feddon
In Memory of William F. Lynch – Fran & Anne Williams
In Memory of Ken Neyer, Sr. – Ken Neyer Plumbing
In Memory of Karen Raburn – Jim & Judy Driscoll
In Memory of Bernadine Stockmeister – Julie Turner and John Zink
In Memory of Doreen Taecker – Orville Taecker
In Memory of Doreen Taecker – Paul and Julie Taecker
In Memory of Richard Willkomm – Michael Bohinc
In Honor of the Larry Dore Award – Lynne Finley
In Honor of Doug Santoro – Quality Service Contractors
In Honor of Jim Witten's 70th Birthday – Fran and Anne Williams
In Recognition of Bill Jones – Doug Turner Plumbing Co.
In Recognition of Delaware PHCC Auxilliary – Bonnie Winward Harvey