

P-H-C Contractors Set Course for 2010

In late October, p-h-c contractors from across America gathered at PHCC's CONNECT 2009 in New Orleans to engage in workshops, seminars and panels as they tackled industry issues and obstacles. On their minds: new business strategies that increase profits. It was the perfect setting and timing to prepare for 2010 and an anticipated economic upturn.

PREPARATION FOR TOMORROW

Timely, hard-hitting information was geared specifically for contractors hungry for answers on how to get ready for a future that is so very different than ever before. A well-known cast of experts shared numerous tips on ways business owners can increase their profits and productivity in these changing times.

Here are some predictions and advice:

ECONOMICS

“We are entering a new era of wealth distribution. The biggest challenge will be in demographics, particularly population changes. This will create questions about what is fair regulation and fair taxation.”

– Stuart Varney, FOX News.

ENERGY

“We're going to figure out alternative forms of energy, and they will be some versions of solar and geothermal.”

– Rich Trethewey, This Old House.

TECHNOLOGY

“Look to mobile workforce solutions that include GPS to squeeze more profitability from your workforce.”

– Susan Fitzsimmons, A T & T Mobility.

INDUSTRY RELATIONS

“Builders are looking at direct sales with manufacturers and wholesalers. If you want to protect that business, figure out what the builder wants.”

– Dennis Broderick, InSinkErator.

PRODUCT KNOWLEDGE

“Know what the product trends are and position your company to take advantage of them.” – Bruce Carnevale, Bradford White Corp.

BUSINESS MANAGEMENT

“In these economic times, it is important to concentrate on the basics of your business. Make the time to understand your overhead costs and properly price your service so that you get the net profit you desire.”

– Michael Bohinc, CPA, Keeping Score, Inc.

NEW CONSTRUCTION

“Think fabrication and constantly look for opportunities to use it. There are quality control, production and job site advantages that can make your company more competitive and profitable.”

– Bud Riestenberg, RJR Holdings of Florida, Inc.

NEW MARKETS

“The significant market growth sparked by the International Residential Code requirement for residential fire sprinklers, combined with the advantages of multi-purpose systems, presents an incredible opportunity for plumbing contractors over the next decade.”

– Ryan J. Smith, Fire Smarts.

Make plans now to attend CONNECT 2010 and Quality Service Contractors' Power Meeting Oct. 27-30, Paris Hotel, Las Vegas!



**PLUMBING-HEATING-COOLING
CONTRACTORS ASSOCIATION**

Day of Service



After a memorable closing event at the World War II Museum, 40 PHCC members participated the next morning in a gratifying PHCC Day of Service by renovating the exterior of a New Orleans home damaged by Hurricane Katrina. “Although PHCC has partnered with Rebuilding Together for the last few years, particularly through our state and local chapters across the country, this was the first time we approached a project on a national level,” said Ike Casey, PHCC Executive Vice President. “We enjoyed being part of such a worthwhile effort, and were very pleased to see how much the homeowners appreciated the assistance.”

In addition to the Day of Service PHCC recruited companies to contribute more than \$10,000 of in-kind donations including: faucets, toilets, tankless water heaters, and other plumbing fixtures for use in the homes Rebuilding Together New Orleans rebuilds and repairs. Participating companies were Accubid Systems, Barnett Pro Contractor Supplies, Bemis Manufacturing, InSinkErator, Gerber Plumbing Fixtures, Noritz and Viega.



WE WANT YOU

The PHCC-National Association, formed in 1883, provides legislative advocacy, education and training to more than 4,000 plumbing and HVACR businesses and 85,000 technicians. Members of PHCC have access to a wide variety of services designed to increase their professionalism, grow their business and improve profitability.

Go to www.phccweb.org for more information.