

PIPELINE

professionals building our industry

Volume 1, October 2011



"Success is not
the result of
spontaneous
combustion.
You must set
yourself on fire"

INSIDE THIS ISSUE

- 1 General Information
- 2 Advertising
- 3 Letter from the President
- 4 Classifieds
- 5 Events
- 6 Inspector's Corner
- 7 PHCC Working for you
- 8 Slice of History
- 9 Photos
- 10 Unlicensed Activity
- 11 Seminar
- 12 Seminar Information

PAPHCC OFFICERS

President

Dave Feddon

Feddon Mechanical, LLC
1611 5th Avenue N., St. Petersburg, FL 33713
Phone: 727-821-0537 Fax: 727-828-1300
Email: dave@feddon-mechanical.com

Vice President

David Tyska

Better Plumbing, Inc.
2877 20th Avenue N., St. Petersburg, FL 33713
Phone: 727-321-9313
Email: dtyska@tampabay.rr.com

Treasurer/Secretary

Jeff Crum

Advanced Plumbing Systems, Inc.
9420 Lazy Lane, Ste. 62, Tampa, FL 33614
Phone: 813-961-6500 Fax: 813-482-0020
Email: jcrum@advancedplumbing.us

Past President

Mike Besel

Besel Plumbing Company, Inc.
7855 62nd Way N., Pinellas Park, FL 33781
Phone: 727-544-5914 Fax: 727-541-3881
Email: beselplumbina@yahoo.com

- **Board of Directors** - Last Tuesday of each month
- **Membership Meeting** - 3rd Wednesday of each month (except December)
- **Code Meeting** - once per quarter

Regular Scheduled Events

- **Golf/Fishing Tournament** - May of every year
- **State Convention** - June or July or every year
- **Scholarships** - Awarded annually at Apprentice Banquet in June
- **Las Vegas Night** - Annually in the winter
- **Holiday Event** - December of every year
- **Seminars** - Once per quarter with CEU credits

LET'S TELL A JOKE

Did you hear that Someone broke into Our local police station And stole the toilet ? Right now the cops Have nothing to go on.

PAPHCC Directors

Joseph Gisler

Gisler Plumbing, LLC
6742 Gulfport Blvd. S., South Pasadena, FL 33707
Phone: 813-765-1263 Fax: 727-954-7557

George Haseltine

George Haseltine Plumbing
4495 49th St. N. #2007, St. Petersburg, FL 33709
Phone: 727-343-4485 Fax: 727-825-0739
Email: ghh343@aol.com


Barbara Pace

Johnnie Jones Plumbing Co., Inc.
2727 23rd Ave. N., St. Petersburg, FL 33713
Phone: 727-323-2300 Fax: 727-322-2400
Email: plumberlady2727@yahoo.com

State Director

Victor LeBeau

Mr, Plumb-It
6440 62nd Ave., Apt. 106
Pinellas Park, FL 33781




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mansfield

Letter from the President

In this my first letter of the Pipeline 2011, I have decided to write about the second biggest issue that is impacting our industry behind the economy. I'm talking about the scourge of unlicensed activity that is damaging the whole service and construction industry. The members of the PHCC have been and will continue to lead in the battle to wipeout this plague. We however need the help of every individual that has decided to make the construction industry their career; business owners, tradesman both employed and unemployed, supply house employees, municipal workers, and manufacturing employees. Unlicensed activity has and will continue to rob the industry of jobs to offer those that unemployed or employees forced to work a shortened work week. Unlicensed activity also artificially lowers the pay and benefits of the hard working men and women in the construction industry as companies are forced to compete against individuals and companies that aren't paying taxes, insurances and other real business expenses.

The general public is unaware of the liability they are exposing themselves to when they hire the unlicensed person or company; uninsured damage to their property, an injury that could be filed against their insurance, cancellation of their insurance, municipal fines, municipalities requiring partial or full demolition in order to inspect improvements for code compliance, and the ability to require the person or company to make right any deficiency in work or material. Property owners will not be able to recover any financial losses if they knowingly hire unlicensed persons or companies.

Besides homeowners, we have other professions that are regulated by both the state and local agencies that regularly hire these unlicensed individuals; realtors, property managers, and business owners; even though their occupational licenses require them to hire **Licensed Contractors**. Let's hold them accountable; file complaints against them with the licensing boards. Once some of these unscrupulous individuals have their license suspended or revoked and their livelihoods are affected maybe others will realize we will not stand idly by while they damage the industry that feeds, clothes, and shelters our families.

Take a stand...Report unlicensed activity

Dave Feddon 2011-2012 PAPHCC President

Report it both locally & with the State....carry a camera & take photos

See page ??? for phone numbers

CLASSIFIED ADS

(free to PHCC Members)

Clean out your shop of plumbing items, tools or unwanted equipment

(2) Gerber Bone/wheat r/f Maxwell, (1) Gerber Almond r/f Maxwell, new in the box \$50.00 each

(1) Hammond 2" ips long stem Gate valve # 1b626 (new) \$45.00

(2) 3" copper pressure tee's (little patina) \$30.00 each

(15) 1 1/4 sweat x sweat Brass unions (new) \$6.00 each

Phone: 321-9313 - David Tyska

Metal Lathe: \$1400 or best offer. 36" bed, belt driven, approx 20 years old, works great
George Haseltine 727-343-4485

HP Color in cartridge - Free to PAPHCC member

8" PVC schedule 40 - 10' PC approx - All or per foot, \$3.00 per foot

To place an ad, call David @ 321-9313

PAPHCC Events

General Membership Meeting 10/19/2011

Time:

6-7p: Social (cash bar available)
7-9p: Dinner & Program

Program:

Monthly meeting of the PAPHCC
General Membership
PROGRAM: "Driving Distracted - At
What Cost?"
PRESENTER: Adam Britt, Federated
Insurance

One hour Florida CILB-approved
Workplace Safety continuing education
available. Provider #0040001107,
Course #0607956

TABLETOP: Wolverine Brass, Tom
Berryhill

Place:

Banquet Masters
8100 Park Blvd. N.
Pinellas Park, FL

Cost:

See Registration

Board of Directors Meeting 10/25/2011

Program:

Monthly meeting of the PAPHCC Board
of Directors

Place:

High Performance Plumbing

Code Meeting 10/26/2011

Program:

Quarterly meeting to discuss current
code issues.

Place:

TBA

Cost:

FREE / Non-Members: \$20

General Membership Meeting 11/16/2011

Time:

6-7p: Social (cash bar available)
7-9p: Dinner & Program

Program:

Monthly meeting of the PAPHCC
General Membership

Topic: TBD

Speaker: TBD

Tabletop: TBD

Place:

Banquet Masters
8100 Park Blvd. N.
Pinellas Park, FL

Cost:

See Registration

PAPHCC OFFICE CLOSED 11/24/2011

Program:

Thanksgiving Holiday

PAPHCC OFFICE CLOSED 11/25/2011

Program:

Thanksgiving Holiday

Board of Directors Meeting 11/29/2011

Program:

Monthly meeting of the PAPHCC Board
of Directors

Place:

High Performance Plumbing

PAPHCC Winter Holiday Party 12/3/2011

Program:

PAPHCC invites all members, friends,
family and co-workers to celebrate the
holiday season with a food, seasonal
cheer, and live music by Double M
Band!

Cost is TBA, but Includes a buffet din-
ner, 1 drink ticket & live entertainment

Place:

Vincenzo's Italian Grill
at the St Petersburg Marriot
12600 Roosevelt Boulevard
St Petersburg, FL 34243

Cost:

TBA

General Membership Meeting 12/21/2011

Time:

6-7p: Social (cash bar available)
7-9p: Dinner & Program

Program:

Monthly meeting of the PAPHCC
General Membership

Topic: TBD

Speaker: TBD

Tabletop: TBD

Place:

Banquet Masters
8100 Park Blvd. N.
Pinellas Park, FL

Cost:

See Registration

PAPHCC OFFICE CLOSED 12/26/2011

Program:

Christmas Holiday

Board of Directors Meeting 12/27/2011

Program:

Monthly meeting of the PAPHCC Board
of Directors

Place:

High Performance Plumbing

PAPHCC OFFICE CLOSED 1/2/2012

Program:

New Year's Holiday

Inspector's Corner

Is your rough-in complete and ready for inspection?

Definition of a rough-in in our code states that parts of the plumbing system that are installed prior to the installation of fixtures is required for a rough-in inspection. This includes drainage, water supply, vent piping, the **NECESSARY FIXTURE SUPPORTS**, and any fixtures that are built into structure.

When making rough-in inspections, we're noticing that while the piping systems are complete, it is all too often that the fixture supports/backing for wall hung fixtures are not in place. When reminding the plumbers of this, they are eager to say, "Well, the carpenter will take care of the backing." While this may be true, it really doesn't matter who does the actual installation, as long as it's complete prior to the time of rough-in inspection. If plans/specifications call for floor mounted carriers they need to be installed prior to the time of rough-in inspection.

Other items quite often found incomplete during the rough-in inspection are fire proof of rated assemblies (wall, ceiling, slab), nail plating, isolation of piping, insulation and Pipe ID (if required). All these items need to be completed prior to inspection time and can result in additional inspections and fees.

Hope these few tips can save time which equals money!

Sincerely,

Ken Bradbury
PAPHCC Code Committee Liaison
City of St. Petersburg Plumbing Inspector

YOUR PROFESSIONAL PLUMBING ASSOCIATION WORKING FOR YOU

PAPHCC.COM

State: Our state association was instrumental and successful at defeating 1099 that would have required every transaction more than 600.00 file a 1099 form to the IRS.

Local: Our local association stopped the efforts of Clearwater gas in its attempt to be allowed to install water piping in the relocating of gas water heaters (example: tank style from a garage location to tank less outside of the structure). This challenge went to the PCCLB and ended up at the review board where it ultimately failed. Mike Besel of Besel plumbing and David Tyska of Better Plumbing both voting members were present and represented the PAPHCC.

A group of the PAPHCC Board members were present to help and support a new PHCC chapter in the Tri County area. This new chapter was involved in the recent sting operation that resulted in 11 arrests of unlicensed handymen bidding on a water heater replacement. This is a great example of what Licensed plumbing contractors can do when they work together.

Monthly code meetings to help you get an inspectors point of view and understanding the codes. This months code meeting is October 26th 6:30- 8:00 at the pcclb office.

Important phone numbers fax numbers information and email addresses

PAPHCC Email PAPHCC.COM Phone 727-209-0890 Fax 727-578-9982

Unlicensed activity hotline Phone 727-209-0890

Unlicensed activity report form can be printed from our website. PAPHCC.COM

PAPHCC Functions, General meetings, Code meetings, State conventions, Fishing/golf tournaments and all other PAPHCC functions PLEASE RSVP. 727-209-0890

PERSONAL SLICE OF HISTORY QUESTIONNAIRE

(ORIGINALLY CREATED FOR THE PIPELINE BY KELLY JO FEHRENBACH, NOVEMBER 2001)

Name: Mark Hays

Company Name: Batton Plumbing Company, Inc

Years in Business: 35 years (16 yrs Manager/Owner Batton Plumbing)

ABOUT YOU:

Marital Status? Children? Married, One Child

Where you were born and birth date. Jefferson City, MO Sept 11, 1955

If not from Florida, reason you have settled here: Parents moved to Gulfport in 1955

Years in the area. 56

Please state a little information about yourself personally. Work to only finance hunting and fishing. Also, a doting dad.

ABOUT THE COMPANY:

What sparked your interest in the plumbing field enough to start a business? I grew up in the business with a strong influence from Dad and Bob Brizzi, Sr.

What unique quality does your company offer the industry? A long time emphasis on prompt service and repair of older fixtures.

What has been your worst job/service call to date? Repiping a restaurant from the basement wearing waders and standing in 2' of sewage.

Where would you like to be as a company in 10 years? Turning over the business to my nephew, Rick, and utilizing new technology but maintaining the same level of personal service from years past.

Any ideas to better the industry? Strongly pursuing unlicensed activity and educating new company owners.

Please state a little information about your company. The original company owner was C J Godsey who started the business in the 1930's. He specialized in older homes in the downtown area. Mr. Godsey was a true businessman who dressed in a suit and tie. He was also President of the St. Petersburg Poetry Club and was known to read poetry to female customers while his men repaired the plumbing. The original company sign with the four digit telephone number on it hangs in the current office.

Mr. Godsey's best apprentice was Bob Wechtel, who became Owner #2. The name was changed to Godsey-Wechtel Plumbing and then to Wechtel Plumbing.

Johnny Batton was Owner #3. He never had a Masters card, instead qualifying under Mr. Wechtel and then Bill Hays in the 1960's and early 70's.

Bill Hays was Owner #4, buying out Mr. Batton and then incorporating the business with its present name. The company concentrated on homes in Old Northeast as well as the remaining hotels downtown.

I have worked for several area companies (Rex Nash, Bruce Little, Pasadena Plumbing, Ken Little, Chris Seidenspinner) before coming to work at Batton Plumbing in October, 1980. Finally, in 1997, I took full control of the business from my dad. Over the years the company has never lost its focus on prompt personal service, repairs and replacement.

Mark and Marianne in the early days



Mark and his daughter Annie



Young Mark and his dad Bill

Thank you for asking me to contribute to your newsletter. I am Investigator Michael Mitcham with the Construction Fraud Unit of the Tampa Police Department. There are three of us who are dedicated to investigating illegal or unlicensed contracting. Here in Tampa various contractor's associations (i.e. plumbing, electrical, RACCA, etc.) saw a need to get unlicensed contracting under control. Therefore seven years ago the Construction Fraud Unit of the Tampa Police Department was formed.

First of all contracting with out a license in the State of Florida is a crime. It is a misdemeanor of the 1st degree for the first conviction. Upon the second conviction it is a 3rd degree felony. It is unfortunate that most law enforcement agencies do not treat unlicensed contracting as a crime. We in Tampa take a much different approach. We are not reactive. We are proactive. Since our formation we have made approx. three hundred arrest, conducted approx. 40 plus "stings", written thousands of dollars in citations and we have collected approx. 90% of the fines. We also work cases that are referred to us by patrol and detective divisions. We handle everything from gypsies to the elderly who have been taken in contract schemes. It is my opinion that we investigate less that 10% of the unlicensed contracting activity that is actually occurring in Tampa. We have found that the vast majority of the elderly are not reporting the crime for various reasons. Some have told me they can't believe "I was that stupid". They are afraid that family (sons and daughters) may think that they are incompetent and can not live (alongalone). Also, we have had many home owners state they just did not want to get involved in the court proceedings and would just rather take the "hit". We of course try to talk them in to prosecuting. Also, when asked to speak at the different association's meeting we gladly accept. I ask that you the licensed contractor's, when out on the street, inform us when you see unlicensed activity. We ask that you take a picture of the tag numbers and the signage on the vehicles. You can text or e-mail the photo to us and we use them in "sting operations" or mail them out a fine.

Our unit speaks at all neighborhood watch meetings when we are invited. Our goal is to have a more informed populace. That is the only way that unlicensed contracting can be curtailed. We realize that unlicensed contacting will never go away, but in Tampa the word is getting around if you get caught there you will go to jail or have to appear in court. We enjoy that reputation. Unfortunately that just moves them to another jurisdiction where law enforcement is not as strict.

My unit and I unit would be open to speak with you at one of your future meetings. It has always been this department's policy to speak to organizations outside our jurisdiction when asked.

Again, thank you for the opportunity for the space in your newsletter.

Respectfully,

Michael Mitcham, Investigator
Tampa Police Department

“Product and Service Pricing for a Profit”



Seminar/workshop

We don't just entertain contractors.....

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Sales UP, Profits DOWN!!! Sound familiar? It does to all too many contractors today. Year after year you work hard to get sales up, while profits continue to fall. This full-day seminar/workshop deals with the most basic of issues: *“How much do we have to charge to cover our costs of doing business while still generating a profit?”* This program is presented in a workshop setting **with each company using their own information** to determine what they need to charge per hour **just to stay in business**. This program has been presented to thousands of service contractors across the country and in Canada with very positive results. Each seminar attendee will receive a 130+ page manual which contains all the slides, worksheets, and examples used during the session.

You will find out how to:

1. Determine what your **REAL** cost of doing business is.
2. How much you **MUST** charge per hour to cover your unique costs of doing business—while still generating a profit.
3. Perform the *“WHAT IF”* process to **MAXIMIZE PROFITABILITY**.
4. Track costs on a monthly basis to **INSURE PROFITABILITY**.

Why not take a day out of your busy schedule to find out what you must charge per hour to stay in business!



Tom Grandy

President of Grandy & Associates

OPEN TO ALL TRADES & SUPPLIERS

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\$175 PAPHCC or other Trade Association

Member in good standing

\$150 if paid by December 21, 2011.

\$195 Non members

\$175 if paid by December 21, 2011.

-\$25 ea additional person from same shop



About the Presenter

Tom Grandy is president of Grandy & Associates, based in Owensboro, KY. The vision of Grandy & Associates is to **“teach contractors how to run profitable companies”**. Tom has been the general manager of a service company, Director of Company Development for the DIAL ONE Franchisee and currently presents his (9) seminar/workshops to contractors across the country and in Canada including their industry acclaimed three-day “Basic Business Boot Camp”

Mr. Grandy has presented programs for ACCA, PHCC, MCA, and SMACNA plus distributors and manufacturers across the country. Tom is also the founder of the web-based **“Service Contractors BUSINESS Presentation of the Month”**. Mr. Grandy also writes numerous articles for trade magazines including *Contracting Business, News, HVAC Insider* and regular monthly articles for *RSES Journal, Reeves Journal and Contracting Canada*. He is a 1970 graduate of Virginia Tech and brings a unique perspective to the industry with his Industrial Engineering degree and over 30 years experience.

To Register Contact:

**Pinellas Association of
Plumbing Heating
Cooling Contractors**

Phone: 727-209-0890

E-Mail: info@PAPHCC.COM

January 21, 2012

8:00 AM till 4:00 PM

Banquet Masters

8100 Park Blvd

Pinellas Park FL 33781

We've talked about it, grumbled about it and complained about it. Now it's time to do something about it. The economy has held us captive long enough. We have been beat up by contractors, home owners and condo associations.

The first place to start is with: how much does it cost each of us individually to run a successful business?

The Pinellas Association of Plumbing Heating Cooling Contractors is stepping up to help all of us by presenting an all day seminar: January 21, 2012. It is open to all business owners who are willing to work with their own numbers to:

1. Find out exactly what we need to operate yearly, monthly, daily, hourly.
2. Gain a "cash consciousness" by becoming familiar with our own costs and P&L statements.
3. Associate with other contractors who are facing the same problems and challenges
4. Learn what our negotiating range is when dealing with our customers.
5. Share ideas and thoughts with each other
6. Develop business relationships that can last a life time

Join us for a day of business fellowship as we unite to formulate individual plans to not only survive the tough times, but to thrive as well.

There will be a continental breakfast from 8:00 to 9:00 and a deli buffet at noon. Coffee & tea will be available all day. Soft drinks are available at an extra charge.

This is your chance. Call the PAPHCC at 727-209-0890. Reserve your place today and join us for a great business opportunity. We are more than contractors. Let's come together to learn together how to become better business men and women.

See the flyer on the previous page for an introduction to Tom Grandy, highlights of what will be covered, the time and location.

Talk it up. This is our chance as a business community to get together and make it happen.

In no way is this an attempt to fix prices or get everyone within a certain price range. We will work with our own individual numbers to come up with our own individual costs based on our own overhead and goals.

See you there,

George Haseltine

George Haseltine Plumbing

RF0038224 C1214

727-343-4485

Transportation for Tom Grandy provided by

