

ILLINOIS MASTER PLUMBER

ILLINOIS ASSOCIATION OF PLUMBING • HEATING • COOLING • CONTRACTORS

Volume 99, No. 6

June 2013

William "Bill" Todd *Elected*



Illinois PHCC President

2013-2014

PRESORTED
STANDARD
U.S. POSTAGE
PAID
Springfield, IL
Permit No. 137

We Give PLUMBERS MORE!

**TOP DOLLAR
for Referrals
Guaranteed!**



Your Customers Need Reliable Service

Chicago Water & Fire Restoration Are Experts!

- Our technicians are highly trained to IICRC and RIA standards
- All employees are uniformed, background-checked and drug-screened
- We RESTORE versus Tear-out
- Your satisfaction is guaranteed with a **LIFETIME WARRANTY**



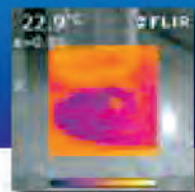
Cabinet Drying



Hardwood Floor Drying



Carpet Drying



Thermal Imaging



CHICAGO WATER & FIRE
R E S T O R A T I O N

24/7 EMERGENCY SERVICE

630-829-9000 847-221-0600

WWW.CHICAGO WATER AND FIRE.COM



Rated A+ with ZERO Complaints

Rated A on **Angie's list**
www.angieslist.com/review





OFFICERS

President Bill Todd <i>Murphysboro</i>	Secretary Jim Stewart <i>Cary</i>
President-Elect Steve Jany <i>Chester</i>	President Emeritus Tammy Rich Stimson <i>Deer Creek</i>
	Executive Director Beverly Potts
	Associate Director Shelly Lott

The Illinois Master Plumber published monthly, is the official publication of the Illinois Plumbing-Heating-Cooling Contractors Association, only insofar as notices, bulletins, and reports are concerned.

Editorial and personalized news stories reflect the opinions of the writers, and not necessarily that of the Association. Neither the Association nor this magazine accepts responsibility for statements or claims made by advertisers for their products or services.

POSTMASTER: Please Forward Change of Address Notice on Form 3578 and Copies Returned Label Form 3579

To: Illinois PHCC
821 South Grand Avenue West
Springfield, Illinois 62704
Telephone (217) 522-7219
BEV@ILPHCC.COM
WWW.ILPHCC.COM

EDITORIAL AND EXECUTIVE OFFICES

821 South Grand Avenue West
Springfield, Illinois 62704
Telephone: (217) 522-7219
FAX: (217) 522-4315
1(800) 795-PHCC

CONTENTS

President's Thoughts	4
Bill Todd Installed as Illinois PHCC President.	5
Calendar of Events	5
Thank you to our Sponsors	6
Illinois PHCC Receives Donation	7
Educational Opportunities at the Illinois PHCC Convention	8
Soaring to New Heights at the Prairie Aviation Museum	10-11
Auction Time	12
Auxiliary Convention	13
Project Linus - 2013 Auxiliary Service Project	15
Illinois PHCC Reunion June 12-14, 2014.	16
Auxiliary Awards Scholarship	17
What's Wrong With This Picture?	17
Illinois Plumbing Inspectors Association Thanks	18
Legislative Update	19-20
Are Negotiation Skills a Lost Art? 9 Effective Negotiating Skills that are Still Around	21
ABPA Continuing Education	22
IMSCA-PAC Date at the Races	24
IMSCA Racing Experience Application	25

ADVERTISERS

Chicago Fire	2
Connor Company	26
Federated Insurance	14
Franklin Electric	23
Hodes	7
H.R. Stewart	12
Liberty Pump	9
Jim Murray	7
SureSeal	28
Torvac	11
Zoeller	6
Zurn	27



PRESIDENT'S THOUGHTS

by William "Bill" Todd
Illinois PHCC President

How are you? How have you been? How is life treating you? How are the kids? I hope you are doing well. I would like to take a moment to introduce myself. My name is William "Bill" Todd President and owner of A & W Plumbing & Heating, Inc. located in Murphysboro, Illinois. I would like to also introduce my immediate family. Alicia, my wife is also supportive to our industry as she is our corporate Secretary of A & W Plumbing. We have two striking sons, William "Parker" and Allen "Patrick" Todd. Parker will be entering Kindergarten in the fall and Patrick will be a student of Pre-K3, both enrolled at our local Montessori school.

The Illinois PHCC's 120th Annual Convention began on Thursday, June 13th with a fun-filled evening at Prairie Aviation Museum located in Bloomington, Illinois. Our convention's theme "SOARING TO NEW HEIGHTS" started with a bang. Friday morning started with a Table Top Product Show and a Continuing Education Class. Late afternoon began with a presentation from Accessibility Resource Center, Inc. to discuss the "Aging in Place" opportunity for our plumbing industry. This class was very interesting to help recognize the necessity of our aging population and their need to have accessible bathrooms and kitchens at their current residences. Our final educational presentation was hosted by Midwest Food Bank to accept donations by the Illinois PHCC and Auxiliary's service project. David Kieser, President of Midwest Food Bank has stated "Our hope is to help bridge the gap between prosperity and poverty in our community." Finally, our educational day concluded with a live & silent auction and dinner. The auctions raised over \$4,100.00 for the Illinois PHCC & Auxiliary. We truly appreciate all those

who donated and participated to make this evening as entertaining as always! Saturday was yet another remarkable and informative day. Our day started with a presentation by Fleetmatics aiding discussion for "Solving Your Top Five Fleet Management Problems". Elicia Magruder, Vice President of Member Services representing National PHCC, gave a phenomenal presentation demonstrating how we as members can "Get the Most Out of Our PHCC Membership". Finally, Federated Insurance presented a working lunch session educating contractors on how the New Healthcare Law will affect us in 2014. After the enlightening seminars and annual business meetings, our evening began with a Joint Installation of the new Illinois PHCC and Auxiliary officers followed by a succulent dinner.

Concluding this momentous pleasure filled weekend, I commend you for being an integral part of our trade and I encourage you to become more involved with your local association and the Illinois PHCC. Throughout my presidency, I would like to inspire all of us to converse on the benefits offered by the Illinois and National PHCC. PHCC offers the opportunity for business skill development, improving productivity, which in turn increases profitability. I'd like to finally say "THANK YOU" to Tammy Rich Stimson for her hard work and dedication to the Illinois PHCC during her year of service as President....you leave big shoes to fill. I'd like to leave you with a few words. "A journey of a thousand miles begins with a single step." –Lao-Zsu

Best Regards,

William D. Todd



BILL TODD INSTALLED AS ILLINOIS PHCC PRESIDENT

William “Bill” Todd of A & W Plumbing & Heating, Inc. in Murphysboro, Illinois was elected President of the Illinois PHCC at the association’s 120th annual convention on June 15, 2013. President Todd and the other officers were installed by PHCC National Past President Jim Stack.

The following were installed in the ceremony that preceded the President’s Reception: President, Bill Todd; President-Elect, Steve Jany, Jany Plumbing Service, Chester; Secretary, Jim Stewart, H.R. Stewart, Inc, Cary; and President Emeritus Tammy Rich Stimson, G.A. Rich & Sons, Inc., Deer Creek.



President Emeritus Tammy Rich Stimson, President Bill Todd, President Elect Steve Jany.



CALENDAR OF EVENTS

JUNE 21, 2013

PAMCANI Golf Outing
St. Andrews Golf Course
West Chicago, IL

AUGUST 14, 2013

UA Industry Day
Ann Arbor, MI

JUNE 26-28, 2013

Union Affiliated Contractors (UAC)
Unity Conference
Kohler, WI

AUGUST 22, 2013

IMSCA Day at the Races
Arlington Racetrack
Arlington Heights, IL

JULY 7-9, 2013

PHCC AEC Spectrum Conference
Nashville, TN

SEPTEMBER 10-13, 2013

Cross Connection Control Class
Rockford, IL

JULY 18-20, 2013

QSC Power Meeting
Baltimore, MD

OCTOBER 8-11, 2013

Cross Connection Control Class
Joliet, IL

AUGUST 2, 2013

All Industry Golf Outing
Cog Hill Golf Course
Lemont, IL

OCTOBER 16-18, 2013

PHCC National Convention
Las Vegas, NV





Thank you to our Sponsors

PLATINUM

Bloomington/Normal PHCC

Egyptian PHCC

Federated Insurance

PAMCANI

GOLD

SILVER

Illinois PHCC Auxiliary

Midwest Mechanical Contractors Assn.

BRONZE

Allan J. Coleman Company

The Great Southwestern Illinois Assn. of PHCC

Mid Illinois Mechanical Inc.

quality
service
innovation
integrity

THIS IS ZOELLER COMPANY.

FAMILY OWNED. AMERICAN PROUD.

Established in Louisville, KY, we have been building on this foundation for four generations and seven decades. You'll find quality, service, innovation and integrity reflected in every water solution we engineer and manufacture. We do this for one reason.

YOUR PEACE OF MIND IS OUR TOP PRIORITY.®

1-800-928-7867 | www.zoeller.com



COMPANY

Zoeller Family of Water Solutions™

ILLINOIS PHCC RECEIVES DONATION

During the Illinois PHCC Convention, the Auxiliary presented a check for \$6,000 to the Association. The officers, directors and staff of the Illinois PHCC thank the Auxiliary for this extremely generous contribution and for their continued support of the Association and the industry.



HODES CO

PROFERRED PLUMBING PRODUCTS

FAMILY OWNED AND OPERATED SINCE 1943

**GET YOUR FREE
CONTRACTOR DIRECT
FULL LINE
BUYERS CATALOG**

Phone: 1-800-777-6500
Fax: 1-800-982-5934
www.HodesCo.com

**SIX MONTH
PRICE FREEZE**

**Over 10,000
Items In Stock**



Toilet and
Tank Repair



Tubular and
Supplies



Valves,
Fittings and
Pipe Repair



Chemicals,
Tools,
and Utility



Faucets and
External Trim



Internal
Faucet Repair

WHEN YOU NEED A SUMP PUMP OR WASTEWATER PUMP SOLUTION
YOU NEED TO CALL THE EXPERTS



JIM MURRAY, INC.

Your partners in pumping since 1958



When you need a pump sized right for your application, Jim Murray Inc. is the company to call. Large selection and deep inventory for quick turnaround to save you downtime.

Don't know what you want? We'll help you with selection or design a custom system.

Sump, effluent, sewage, and grinder pumps for all sizes and all applications.

Visit our new website to view all we can offer you or contact us directly. We're here to help.

www.jimmurrayinc.com



High Performance Pumps and Back-up Systems



BARNES[®]

SJE-Rhombus

CONTROLS





1-800-234-5490

N116 W18455 Morse Drive
Germantown, WI 53022

EDUCATIONAL OPPORTUNITIES AT THE ILLINOIS PHCC CONVENTION

Plumbing and piping industry professionals had the opportunity to learn what is new in the industry, and how to best use that information to improve their businesses, by attending the Illinois PHCC Convention.

The Friday sessions began with a **4 hour continuing education class** for licensed plumbers. Presenters were Dale Powell of the Copper Development Association, Plumbing Inspector Garry Hinderliter, and Len Swatkowski representing the “Get the Lead Out Plumbing Coalition”.


Following the CEU class, attendees learned of a new business opportunity. As the American population ages, their housing needs are changing. Many of today’s older citizens are choosing to stay in their homes, rather than move to assisted living facilities. This creates a need for more accessible bathrooms and kitchens to meet their needs. Experts from Accessibility Resource Center, Inc. explained how plumbing contractors can become involved in the new and growing market of “**Aging in Place**”.

A table top product show of industry related vendors was available all day on Friday. Thanks to the following exhibitors who participated: **Accessibility Resource Center, Added Sales, Allan J. Coleman, Anvil International, Bornquist/Sandberg, Fassett Sales, Federated Insurance, Fleetmatics, Inland Sales Group, John Guest USA, Metropolitan Industries, PHCC Pro Series Pumps, Radiant**

Green Flooring, R.C. Sales & Service, Riddile and Associates, and Ziel Carlson, Inc.

Saturday morning begin with “**Solving Your Top Five Fleet Management Problems**” presented by Fleetmatics. The presentation discussed the top five fleet management challenges faced by business owners, the business implications of these challenges and how GPS tracking technology can help you overcome these challenges. Tips were given on how to use the data generated by tracking to gain complete understanding of your fleet operations and how to use that information.

Are you “**Getting the Most Out of Your PHCC Membership**”? was the topic presented by Elicia Magruder, Vice President of Member Services of the PHCC National. Her very interesting presentation provided updates on the PHCC and told about new and existing discount programs, tools on the website, and other ways to get the most from your annual investment.

The educational programming concluded with “**What Contractors Need to Know About the New Healthcare Law**”. Brock Martinez explained how the new law affects contractors and what they need to do to be in compliance in 2014. A good exchange between the Martinez and the attendees made for a very productive session. 

Shedding some pounds never looked so good.



Liberty's **new line-up** of lightweight, high performance 1/3 and 1/2 hp sump pumps feature finned aluminum motor housings that cool the motor over **200% more efficiently** than cast iron bodied pumps. We even give them a great looking **powder coat finish** for improved corrosion resistance.

The New **230 and 450-Series** pumps from Liberty.

Cooler running, Longer lasting.

Liberty Pumps®

www.libertypumps.com

800.543.2550


innovate. evolve.

**Inc.
5000**

One of America's fastest growing,
privately owned companies.

SOARING TO NEW HEIGHTS AT THE PRAIRIE AVIATION MUSEUM

The 2013 Illinois PHCC Convention began with an event that followed the convention's theme of "Soaring to New Heights". Attendees enjoyed dinner at CJ's Restaurant (located in the former Bloomington airport) and a tour of the Prairie Aviation Museum. Operated totally by volunteers, the museum boasts a wide variety of aviation history in displays, as well as having nine aircraft outside in their airpark. The facility also highlights aviators from Illinois, and has a special section on the many NASA astronauts that hail from Illinois. There were displays on women in aviation, the part that aircraft played in various wars, engines and control panels, flight simulators, and much more.

All the displays and aircraft are created, restored and maintained by volunteers whose mission is to educate, inspire, and entertain others about aviation and space. To learn more about the museum visit www.prairieaviationmuseum.org. 



**SOARING TO NEW HEIGHTS
AT THE PRAIRIE AVIATION MUSEUM**

CONTINUED...



TORVAC[®]

A division of DARLING RESTAURANT SERVICES

GREASE REMOVAL, PUMPING, JETTING



Our Vactor Truck is the most powerful vehicle in the industry, which can open even the most clogged lines. Using state-of-the-art equipment like this enables TORVAC to do the job right the first time and every time! Trust Torvac to eliminate the headaches that come along with cooking oil removal, grease trap pumping and water jetting of your sewer lines.

SIGN UP NOW FOR SPECIAL PRICE SAVINGS ON OUR MAINTENANCE SERVICE TO PREVENT LINE BLOCKAGES!

- **Cooking Oil Removal**
- **7 Day/24 Hour Service**
- **Fastest Response Time**
- **We Guarantee Against Sewer Backups**
- **Serving All Major Markets Across the U.S.**

**For More Information
Call Our Service Team Today
(888) 486-7822**

AUCTION TIME

Following a day of education and meetings, everyone enjoyed a “south of the border” buffet and some good natured competitive bidding. The Auxiliary and the Association once again joined together to have a silent and live auction. Items were very generously donated by members, local associations, and suppliers. This year’s event raised over \$4,100 for scholarships and industry projects.

Auxiliary Past President Steve Stimson was the auctioneer for the evening and did a fantastic job. The clerking was done by Rodney Jones, Shelly Lott, Becky Davis, and Donna Jany.

The Auxiliary and the Association would like to thank everyone who donated items for the auction and to those who purchased them. 🚗



H.R. STEWART, INC.

Heavy Sewer Cleaning & Televising

- Sewer Jetting – up to 72 inches
- Steerable Mainline Televising – 4 to 72 inch, lengths up to 850 feet
- Push Camera – 3 to 6 inch, lengths up to 500 feet
- Catch Basin Cleaning
- Root Cutting & Destroying
- Air & Mandrel Testing
- Hydro-Excavation
- Municipal Work



H.R. Stewart, Inc.
(847) 639-3331
WWW.HRSTEWART.COM

AUXILIARY CONVENTION

The Auxiliary held its annual convention in conjunction with the Illinois PHCC. In addition to participating in the Midwest Food Bank project, they also held a work day for Project Linus. On Friday they held their annual meeting, election of officers, and enjoyed a very clever picnic themed luncheon.

On Saturday morning members and guests gathered for brunch and a presentation by a local representative of Project Linus. The remainder of the day was spent making blankets for this great cause.

Donna Jany was the chairman of the Auxiliary Convention and is to be commended for providing a good time for all.

The Auxiliary was honored to have PHCC National Auxiliary President Sandy Stack as their special guest at the convention. At the closing convention dinner, Sandy installed the following as Auxiliary officers for the coming year: President Barb Page, Vice President Becky Davis, Treasurer Donna Jany, and Secretary Alicia Todd. 🍷



**National Auxiliary President Sandy Stack,
Illinois Auxiliary President Barb Page,
Vice President Becky Davis,
Treasurer Donna Jany,
and Secretary Alicia Todd.**

*“Our **Federated marketing representative** is like having another **teammate** at our company!”*

**Federated’s PHCC “Safety First!”
Contractor of the Year
Kevin and Kathy Chambliss**
Chambliss Plumbing | San Antonio, Texas



Visit www.federatedinsurance.com to find a representative near you.

“Our Federated marketing representative is like having another teammate at our company! She always takes the time to listen to our concerns and is ready to help whenever we need it. Federated also shows its support of our company and our employees by providing us with relevant risk management materials for our employee safety meetings.”



Association Recommendation for:
Property and Liability,
Workers Compensation,
Financial Protection Services,
and Group Health



Federated Mutual Insurance Company • Federated Service Insurance Company* • Federated Life Insurance Company
Home Office: 121 East Park Square • Owatonna, Minnesota 55060 • Phone: (507) 455-5200 • www.federatedinsurance.com
*Federated Service Company is not licensed in the states of NH, NJ, RI, and VT. © Copyright 2012 • Federated Mutual Insurance Company


PROJECT LINUS – 2013

AUXILIARY SERVICE PROJECT

The Auxiliary's service project during this year's convention was to make blankets for Project Linus. At a brunch that preceded the work day, a representative from the local chapter gave a presentation on the organization and tips on making the blankets.

Project Linus is a national volunteer non-profit organization with its headquarters in Bloomington, Illinois. Its mission is two-fold. First to provide love, a sense of security, warmth and comfort to children who are seriously ill, traumatized, or otherwise in need through the gifts of new, handmade blankets and afghans, lovingly created by volunteers. Secondly, to provide a rewarding and fun service opportunity for interested individuals and groups for the benefit of children.

The Auxiliary members, contractors, and local associations donated materials and supplies to make blankets during the convention. Thirteen blankets were completed and donated to Project Linus. The participants had a great time networking while working together on the blankets and hope to continue the project in the future.

For more information on Project Linus visit www.projectlinus.org. 



Blanket Building



Completed Blankets

Illinois PHCC Reunion

June 12-14, 2014

Mark Your Calendar now for the 2014 Illinois PHCC Reunion!

We invite our members (past and present), their families, all of our PHCC and Auxiliary Past Presidents, and all of our industry friends to join us in French Lick, Indiana on June 12-14, 2014.

Come join us at this historic property as we celebrate our past 120 years of PHCC history and industry achievements.



The French Lick Resort has something for everyone including 3 golf courses, 2 spas, casino, kids activities, tennis, shopping, several dining options, entertainment, and much more. Visit www.frenchlick.com to view pictures of this grand destination.



French Lick Springs Hotel
8670 West State Road 56
French Lick, IN 47432
Phone 888/936-9360
Website: www.frenchlick.com

Please use the group code in order to receive the special group rate of \$139.00 on June 11 & 12 and \$179.00 on June 13 & 14, 2014.

Group code: 0614PHC

AUXILIARY AWARDS SCHOLARSHIP

At the June 2013 Auxiliary Convention at the Marriott Hotel, Normal, Illinois, the Auxiliary announced this year's scholarship winners.

Grace Kerrigan, sponsored by Joan Flader, was awarded the \$1,000 Florence Flader scholarship. Grace is attending Villanova University with a major in Speech Pathology.

Brandon Graybeal is attending Illinois State University and is majoring in Computer Science. He was given a \$1,000 scholarship and was sponsored by Dea Hicks.

Caleb Graybeal, sponsored by Dea Hicks, was awarded a \$1,000 scholarship towards his education

at Illinois State University. Caleb is majoring in Marketing/Sales.

A \$1,000 scholarship was given to **Daniel Muzurek** who is attending Michigan Technical University with a major in Mechanical Engineering. Daniel was sponsored by Joan Flader.

Sponsored by Alicia Todd, **Ali Cannedy** was presented a \$500 scholarship. She is attending the University of Illinois and is working on her Master's Degree in Social Work.

Congratulations and Best Wishes to all the recipients in their future endeavors.



WHAT'S WRONG WITH THIS PICTURE?

The cover of the May issue illustrated an item that you don't see every day.

It is a toilet seat lift to aid those unable, or who have a difficult time using a water closet. Structurally rated for up to 400 lbs., it attaches directly to the bowl and will rise 13" above the bowl. The arms of the device move out of the way for either right or left side transfer.

Does this device meet the Illinois Plumbing Code? For private use, non-commercial, this might be what is needed. Commercial application, on the other hand, is a different story. Since this device impedes the use of the grab bars and the folding handles may obstruct side transfer, this device would not be allowed in an accessible rest room where there is only one fully



accessible stall. If there are two fully accessible stalls in the same rest room, then the Capital Development Board may grant the installation in one of the stalls should the need be requested.

The fact is, Americans are some of the smartest people in the world and come to the aid of those in need with inventions that sometimes make us say "WOW". Inventions for the disabled, like the toilet seat lift, bottle fillers and drinking fountains may look great and have that "WOW" factor, but all plumbing fixtures and appurtenances must meet the guidelines of the Illinois Accessibility Code when use in a public facility.

So if you ever have a question about a plumbing fixture or appurtenance for use in an accessible rest room, call before you install.



ILLINOIS PLUMBING INSPECTORS ASSOCIATION

and our 140 Attendees

THANK

our Volunteers, Speakers and Vendors
for a *Fantastic*

**16th Annual IDPH sanctioned
Plumbing Inspectors Continuing Education Day
May 10, 2013**

SPEAKERS

Bev Potts - PHCC
John Pritchard - FlowGuard Gold Piping System
Paul McMulloch - Uponor Commercial Plumbing Systems
Skip Newton - Aquatherm - Polypropylene Piping Systems
Patrick Daniels - Illinois Radon Program

SUPPORTING VENDORS

AQUA THERM	JACKEL BASINS (RADON)
BANNER PLUMBING SUPPLY	METROPOLITAN INDUSTRIES, INC
BORNQUIST, B & G MANUFACTURING	MID-CONTINENT MARKETING
CHARLOTTE PIPE	MOEN FAUCET COMPANY
CHEROKEE PRINTING & SERVICES, INC.	MORSE COMMERCIAL TOOL CO.
DEWALT POWER TOOL CO.	REPCO PLUMBING PRODUCTS
ELFCO STRUT, HARDWARE & FASTENERS	RIDDILE ASSOC. EMERGENCY EYEWASH
FLOWGUARD GOLD PIPING SYSTEM	RIDGE TOOL
INLAND SALES - CHGO. FAUCET - ELKAY	TEST GUAGE & BACKFLOW SUPPLY
UPONOR COMMERCIAL PLUMBING & FIRE SAFETY	

See you next year in May!

LEGISLATIVE UPDATE

by Bev Potts

The Spring Session of the Illinois General Assembly adjourned on May 31st. Below is a recap of some of the industry related pieces of legislation we have been monitoring. Bills not listed as passed in both chambers are generally considered dead, although some issues may be revisited in the Veto Session this fall. Those listed as passed, must now go to the Governor for his approval or veto.

Plumbing/Piping/Trade Related Bills:

- **HB 67** (L. Lang) Provides for the establishment of a green special service area by a county/municipality. This involves specific energy efficiency improvements, renewable energy improvements, or water use improvements. Re-referred to House Rules.
- **HB 1217** (R. Rita) Amends the Illinois Plumbing License Law to extend the repeal of lawn irrigation provisions from January 1, 2014 to January 1, 2024 and makes changes to the requirements for how many licensed plumbers irrigation contractors shall employ to install or be responsible for the installation of every lawn sprinkler system installed. Amended and passed in the House and the Senate.
- **HB 1257** (J. Sosnowski) Amends the Illinois Plumbing License Law to remove the 4-year apprenticeship requirement for plumber's license applicants. Referred to House Rules.
- **HB 1331** (F. Mautino) Amends the Energy Efficient Building Act to provide that the CDB shall adopt, every 3 years, the latest published edition of the International Energy Conservation Code as minimum requirements for commercial buildings, and every 6 years for residential buildings. Re-referred to House Rules.
- **HB 1847** (T. Cross) Amends the Illinois Plumbing License Law to make a technical change. Re-referred to House Rules.
- **HB 2329** (P. Verschoore) Amends the Fire Sprinkler Contractor Licensing Act to make a technical change. Referred to House Rules.

- **HB 2426** (R. Gabel) Amends the Lead Poisoning Prevention Act; defines "certified renovator", "certified renovation firm", "child-occupied facility", and "renovation"; provides that all renovation must be performed by a certified renovation firm and that a certified renovator is used to supervise each renovation and all other staff must be certified renovators or trained by a certified renovator. Re-referred to House Rules.
- **HB 2708** (R. Rita, D. Senger) Amends the Fire Sprinkler Contractor Licensing Act to provide that a notarized statement from the designated certified person must accompany all fire sprinkler applications attesting that he or she complies with the requirements set forth in Section 20 of the Act. Removes the requirement that at least one member of every firm, association, or partnership and at least one corporate officer of every corporation engaged in the installation and repair of fire sprinkler systems must be a designated certified person. Re-referred to House Rules.
- **HB 2894** (J. Gordon-Booth) Provides that for a violation of a county's building code or property maintenance code, the county's code enforcement officer may issue a notice to appear. Referred to House Rules.
- **SB 1706** (L. Holmes) Makes a technical change in the Green Buildings Act. Referred to Senate Assignments.

Other Construction/Business Related Bills:

- **HB 922** (L. Lang) Amends the Prevailing Wage Act to provide that contractors and subcontractors shall make and keep for a period of not less than 5 years on a contract or subcontract for public works, records of all workers employed on the project. Provides that records may be retained in paper or electronic format. Actions for the failure to pay wages or compensation shall be brought within 5 years from the date of the failure to pay. Passed in the House and Senate.
- **HB 923** (J. Hoffman) Amends the Employee

Classification Act to require contractors for which construction services are performed by an individual, sole proprietor, or partnership to report to the Department of Labor all payments made to those entities if the recipient of the payment is not classified as an employee. Provides that the reporting requirements do not apply to a responsible bidder who meets the requirements in the Procurement Code. Passed the House and the Senate.

- **HB 924** (J. Hoffman) Amends the Prevailing Wage Act to add responsible bidder requirements to the Prevailing Wage Act and to require contractors and subcontractors to report the hours worked by minorities and females. In Senate Labor & Commerce Committee; committee postponed.
- **HB 1195** (F. Crespo) Amends the Illinois Procurement Code to provide that when a public contract is to be awarded to the lowest responsible bidder, a bidder who is a qualified Illinois employer (at least 90% of whose employees are residents of Illinois) shall be given preference. Re-referred to House Rules.
- **HB 1227** (P. Verschoore) Amends the Contractor Prompt Payment Act to provide that under a construction contract, it is unlawful to withhold more than 5% retainage. (IMSCA initiative) Lost in committee 2 – 7. Re-referred to House Rules.
- **HB 1462** (C. Sente) Amends the Environmental Barriers Act to provide that the CDB shall begin the process of updating the 1997 Illinois Accessibility Code and shall model the updates on the 2010 ADA Standards for Accessible Design. Provides that by no later than January 1, 2016, the CDB shall adopt and publish the updated Illinois Accessibility Code. Passed in the House and the Senate.
- **HB 2364** (J. Sacia) Amends the Illinois Procurement Code to provide that bidders shall participate in apprenticeship and training programs for trades the bidder specifies in the bid. Amends the Prevailing Wage Act to exclude

projects with a total cost of \$25,000 or less, certain other projects, and maintenance, repair, assembly, and disassembly work performed on equipment. Re-referred to House Rules.

- **HB 2614** (P. Verschoore) Amends the Illinois Procurement Code. Removes language allowing a single contract for one or more buildings to be let to a single contractor. Passed the House and the Senate.
- **HB 2782** (T. Morrison) Creates the Employment Noncompete Agreement Act. Establishes criteria for a valid noncompete agreement between an employer and an employee. Provides that a noncompete agreement may prohibit any solicitation of an employer’s existing customers, clients, identified prospective customers, and other employees during the post-employment restriction period. Other provisions. Re-referred to House Rules.
- **HB 2804** (A. Turner) Amends the Mechanics Lien Act to provide that an applicant may file a petition to substitute a bond for the property subject to a lien claim. Re-referred to House Rules.
- **HB 3268** (S. Scherer) Provides that with respect to employers within the construction industry, the amount charged for workers’ compensation shall be based upon hours worked by employees, not the wages paid. Referred to House Rules.
- **SB 2161** (S. McCann) Amends the Contractor Prompt Payment Act to provide that under a construction contract, it is unlawful to withhold more than 5% retainage. Re-referred to Senate Assignments.
- **SB 2393** (A. Manar) Provides that with respect to employers within the construction industry, the amount charged for workers’ compensation shall be based upon hours worked by employees, not the wages paid. On 3rd Reading in the Senate.

Contact the Illinois PHCC office at 1-800-795-PHCC or email bev@ilphcc.com with questions/comments on any legislation or regulatory activity.

ARE NEGOTIATION SKILLS A LOST ART?

9 EFFECTIVE NEGOTIATING SKILLS THAT ARE STILL AROUND

by Nancy Friedman, The Telephone Doctor

If you ever trained a puppy, you learned how to negotiate. "SIT!" "Good boy." "Here's a treat." That's negotiation.

We negotiate with our KIDS every day. "If/when you finish your veggies, you can have the ice cream." That's negotiation.

And what about our spouses? "Honey, if I go out to the paint store and pick up the paint, will you paint the kitchen?" That's negotiation.

Point being while negotiation is thought of as a SALES SKILL, it really is an everyday life skill we use a lot more than we realize.

There are some areas that are non-negotiable. For example, try getting a discount at a department store. Unless it's on sale, the price is the price. In some industries, negotiation is the norm - real estate for example.

What about a car? It's a known fact there's a window sticker price and the price that you pay; a negotiated price.

That's an 'up front' negotiation. It's expected. And sometimes it doesn't go well. One side won't budge or won't negotiate to your satisfaction, so someone loses. Usually both parties.

For negotiation to be successful, both parties need to feel good at the conclusion.

But if you're in sales, price cutting is normally a daily negotiation.

Tips to make you better at negotiating:

1. Never, ever discount the price right off the bat. Often a price cut will get the salesperson more excited than the prospect. You may think going in with a lower price will make the prospect grateful and give you an easy 'go' right away. It usually won't. If they take your offer of the lower price, that indicates they might have taken it at the rate card price which is where you SHOULD be quoting from to start with.
2. When you talk price be strong and confident. A weak or hesitant delivery makes the salesperson sound soft. Then the price sounds soft and thereby invites a lower offer.
3. Delay giving concessions until the end of the conversation. A concession given too early is just a 'giveaway.' Save it for closing the sale by saying, "That's an interesting idea. Let's come back to that a bit later."
4. When there is a request for a price concession, have a nice way to reject it. Just because they have dealt with other weak salespeople doesn't mean you need to be that way. We can use a very effective, "I wish we could; however, that's not an option we have" technique. Or you can say, "Since you only have \$4,000 and the project is \$5,500, we can work to remove a few parts of the package."

5. Never underestimate your strength in a negotiating situation. Some prospects assume a salesperson is in the position of weakness. If you fall for that, that will weaken your resolve and soften your backbone. Understand this: If the prospect is bargaining with you or even discussing the proposal with you, that's an indicator of interest; a buying sign. Their actions are telling you without saying it outright you have something they need or want.
6. When do negotiations begin? When you say hello. Negotiations, in general, are ongoing all day long at work and at home. And it's often a subtle thing. Recognizing you're constantly involved in negotiation gives you an advantage. Be aware that life itself is a series of negotiating situations. You often are negotiating without realizing it.
7. Avoid goodwill conceding. (Thank you Gavin Kennedy - Everything is Negotiable for this concept.) The principle of "goodwill conceding" is this: The salesperson thinks that if they are nice and give a price concession to the other side, the other side will reciprocate with a concession back to you. In other words, they'll buy. Nice idea. Only it backfires with a professional buyer. What they do is take what you offer and try to get more. (After all you're giving things away.)
8. When you give - GET. When you do give a price concession, use the 'if/then' technique so that you get something in return. "Mr. Jones, if I can get you the widgets at that price, are you able to give me the go-ahead today (or can we do business today)?" or "Mr. Jones, if I can give you that price, can I get a referral from you?" There are dozens of other "gets" when you give. Salespeople don't mind giving when they are getting something in return. But perhaps the most important reason to take something back when you give a concession is this: It puts a 'price' on your concession. No longer are concession requests free. By asking for something in return, it keeps you from getting additional requests for concessions.
9. Why is it important to be a good negotiator? Because a bad negotiator leaks dollars and reduces the all important profit to the company. Profit is what's needed to run a company. No profit, no company.

Now, one closing suggestion: Whenever you can, substitute the word 'investment' for the word price. In most cases, the prospect is making an investment, and a good one at that.

Nancy Friedman, president of Telephone Doctor, is a featured speaker at association and corporate meetings. For an information packet on Nancy, please email Donna.Bryan@telephonedoctor.com or call 314.291.1012.

ABPA CONTINUING EDUCATION

The Northern Illinois Chapter of the ABPA is hosting a Cross Connection Education Day!

Date: August 9, 2013

Location: Willowbrook Holiday Inn
7800 Kingery Hwy
Willowbrook, IL 60527

7:00-8:15 Registration
8:30-9:00 Bev Potts, IPHCC- New Regulations for the coming year
9:00-10:00 Denis Riorden- City of Chicago Water Department (TBD)
10:00-10:15 BREAK
10:15-11:15 State Fire Marshal - The importance of Backflow on Fire Systems (TBD)
11:15-12:00 Frank Shimkus- Illinois Department of Public Health (TBD)
12:00-1:00 LUNCH - provided
1:00-1:45 Dave Wolinak, Watts Water Tech. □ History of Backflow
1:45-2:30 Jeff Butt, Apollo □ Cross Connection Violations and Hazards
2:30-2:45 BREAK
2:45-3:30 Vendor Presentations, All Vendors
3:30-3:45 Questions, All Presenters

Excellent for Plumbers, Water Operators, CCCDI Inspectors, Plumbing Inspectors
6 CEU CERTIFICATES GIVEN
Course Approval Number
#750-055-S1

INDIVIDUAL COST: \$125.00 For Non ABPA Members- This will include your ABPA Membership
(Total Savings \$83.00)
\$75.00 for All Current ABPA Members

IF YOU ARE INTERESTED IN SPONSORING A VENDOR TABLE.....PLEASE CALL.....SPACE LIMITED

NIABPA Cross Connection Education Day

Please Circle One

Checks Payable To: NIABPA
Mail To: Rick Marvel, Treasurer-NIABPA
2587 Millennium Dr. Unit K2
Elgin, IL 60124

Fee: \$125.00 Non Member
\$75.00 ABPA Member
Deadline for Registration Aug. 7, 2013
No Refunds After Deadline

Name: _____

Amount

City: _____ State: _____ Zip: _____

Phone: _____ License# _____ Plumber / Water Operator (Circle One)

Please mail in Lower Portion Registration Form.

CC Type: _____ Name on Card: _____

CC #: _____ / _____ / _____ Ex: _____ / _____ Billing Zip: _____

Signature: _____

Mike Body, President NIABPA ph 773-870-6858
Ken Spielman, Vice President NIABPA ph 630-231-1595

Rick Marvel, Treasurer NIABPA ph 224-628-8724
Ray Dean, Secretary NIABPA

LittleGIANT®

www.franklinwater.com

NEW HIGHER PERFORMANCE

4/10 hp 9SN	1/2 hp 10SN
75 gpm @ 10 ft	95 gpm @ 10 ft
20 ft shut-off	25 ft shut-off

ENERGY EFFICIENT

Lower amp draw and power consumption.

EPOXY COATED

Little Giant products have provided the industry with durable epoxy coated cast iron motor housings for more than 40 years.

PSC MOTOR

Permanent Split Capacitor (PSC) motor built for continuous duty and runs cooler for longer life.



(10SN model shown.)

The new Little Giant 9SN and 10SN effluent/sewage pumps are backed by a proven brand and trusted by professionals.

For more information on Little Giant products, contact your local plumbing distributor.

ENERGY EFFICIENT



Franklin Electric

IMSCA-PAC *day at the races!*

Join your construction industry colleagues
in supporting IMSCA-PAC at Arlington
Racetrack, on August 22, 2013!

IMSCA-PAC will host you in the private Secretariat Suite, allowing you to watch the racing action from the comfort of the indoor climate controlled suite, or on the outdoor balcony. The Secretariat Suite provides a panoramic view of all the action! In support of IMSCA-PAC you will receive admission, daily racing guide, two-hour lunch buffet, cocktails and the excitement of thoroughbred racing! The fun will begin at 12:00 p.m., lunch buffet served from 12:30-2:30 p.m., and bar service from 12:30-3:30 p.m. Racing begins at 1:00 p.m. sharp!

**A suite dress code is strictly enforced. Persons in jeans, shorts, t-shirts, athletic shoes or abbreviated attire will not be permitted to the Secretariat Suite. Appropriate attire for men includes suits, slacks with colored or polo shirts and dress shoes. Appropriate attire for ladies includes suits, conservative dresses, skirts, tailored slacks, sweaters and blouses with dress shoes or dress sandals.*

All tickets will be held at Will Call and can be picked up the day of the event. You will proceed to the Will Call window, and provide the name "IMSCA" as your event name.

A copy of our report filed with the State Board of Elections is (or will be) available on the Board's official website www.elections.il.gov or for purchase from the State Board of Elections, Springfield, IL. Contributions are not tax deductible.

Please Reserve _____ tickets
@ \$150 each. My list of names
of those attending is attached.

Superfecta Sponsor \$5,000
(includes 6 tickets)

Trifecta Sponsor \$3,000
(includes 4 tickets)

Exacta Sponsor \$1,000
(includes 2 tickets)

COMPANY / SPONSOR INFORMATION:

(company name)

(contact person)

(address)

(city, state, zip)

(phone)

(email)

**Under State law, IMSCA-PAC can accept
both corporate and personal checks.**

Return this form to: IMSCA - 519 South Grand Ave. W., Springfield, IL 62704
If you have questions, please contact Jessica Gray at 217.523.4361 or JGray@gcsconsult.com

Enter to WIN your chance to drive a NASCAR! IMSCA-PAC is selling raffle tickets for 2 NASCAR Experience Giftcards.

This 3 hour experience is for the NASCAR race fan that wants to get a taste of what it's like to drive a real NASCAR Racecar on the same superspeedways the pros race on. Here's your chance to get behind the wheel of real NASCAR racecar and go for it! Dreams will become a reality as you put the pedal to the metal in this 5 minute timed racing session. NASCAR Racing Experience is as real as it gets!

JOIN YOUR COLLEAGUES IN SUPPORTING IMSCA-PAC!

The winner is responsible for scheduling their personal NASCAR Experience. The giftcards are good for 2 years at any nationwide location. Giftcards can be redeemed online or over the phone with NASCAR Experience customer service. For a complete schedule including dates and racetrack locations, visit the NASCAR Experience website at www.NASCARRacingExperience.com

A copy of our report filed with the State Board of Elections is (or will be) available on the Board's official website www.elections.il.gov or for purchase from the State Board of Elections, Springfield, IL. Contributions are not tax deductible.



YES! I WOULD LIKE TO SUPPORT IMSCA-PAC!

I want to purchase _____ tickets at \$50.00 each.

The winning ticket will be drawn on August 22, 2013 at IMSCA-PAC's annual event hosted at Arlington Racetrack in Arlington Heights, IL. You do not need to be present to win. Please make your check payable to IMSCA-PAC. Your support is appreciated.

Under State law, IMSCA-PAC can accept both corporate and personal checks.

NAME: _____

ADDRESS: _____

COMPANY: _____ PHONE: _____

Return this form to: IMSCA - 519 South Grand Ave. W., Springfield, IL 62704
If you have questions, please contact Jessica Gray at 217.523.4361 or JGray@gcsconsult.com



PO Box 5007
 2800 N.E. Adams St.
 Peoria, IL 61601-5007
 309-688-1068 309-688-4120



☐ Best Products ☐ Best Prices ☐ Best Service ☐



Connor Co. has been family owned business since 1936, servicing and building relationships with companies in the Plumbing, HVAC, and Industrial PVF industries. Connor Co. has twenty-four locations that work together with vendors to provide the best products to our loyal customers. Our customers are the most valued asset to Connor Co. By staying committed to our motto ☐ Best Products ☐ Best Prices ☐ Best Service ☐ Connor Co. will continue to provide quality products and build customer relationships.



- | | | |
|---|---|--|
| - Peoria, IL 61615
1209 W. Pioneer Parkway
PH: 309-693-7229 | - Springfield, IL 62703
1400 South 9th St.
PH: 217-544-9612 | - Quincy, IL 62301
1328 Seminary Rd.
PH: 217-228-7898 |
| - Macomb, IL 61455
433 N. Campbell
PH: 309-833-2148 | - Mattoon, IL 61938
1308 Lakeland Blvd.
PH: 217-235-4328 | - Collinsville, IL 62234
#3 Business Center Court
PH: 618-344-9200 |
| - Kankakee, IL 60901
1600 Grinnell Road
PH: 815-933-6688 | - Bloomington, IL
413 E. Oakland Ave.
PH: 309-828-000 | - Decatur, IL 62526
3130 N. Grand Prix Dr.
PH: 217-875-5626 |
| - Urbana, IL 61801
1900 N. Lincoln Ave.
PH: 217-367-7601 | - Galesburg, IL 61401
2315 Grand Ave.
PH: 309-342-7000 | - Marion, IL 62959
801 Skyline Dr.
PH: 618-993-1031 |
| - Peru, IL 61354
3 Terminal Road
PH: 815-224-1205 | - McHenry, IL 60051
3918 N. Richmond Road
PH: 815-385-4404 | - Jacksonville, IL 62650
630 Brooklyn Ave.
PH: 217-243-3411 |
| - Sugar Grove, IL 60554
694 Heartland Dr.
PH: 630-466-3284 | - Danville, IL 61832
520 E. Fairchild
PH: 217-446-1818 | - Freeport, IL 61032
1028 Il Rte. 26 N.
PH: 815-235-7789 |
| - East Moline, IL 61244
4342 Kennedy Dr.
PH: 309-796-2120 | - Rockford, IL 61109
3537 Merchandise Dr.
PH: 815-874-1515 | - St. Louis, MO 63146
2374 Grissom Dr.
PH: 314-994-9799 |



- | | | |
|---|---|--|
| - Peoria, IL 61601
2800 N.E. Adams St.
Ph: 309-688-4407 | - Our Decatur locations combined. It is now under Decatur Connor location | - Our Urbana locations combined. It is now under Urbana Connor Location. |
|---|---|--|

WHEN YOUR BUILDING'S AGING OR OUTDATED WATER SYSTEMS CALL FOR A CURE, ZURN LISTENS.

“Water is said to be the key to all life. Nowhere is that statement truer than in a hospital. So when we replaced all the brass fixtures and backflow valves here, we needed the most dependable products with the fastest installation times. That's why we called Zurn.”

RETROFIT AND REPLACEMENT SOLUTIONS

Lead-free backflow valves with the lowest life-cycle cost. Linear shower drainage systems. And antimicrobial glazed fixtures that reduce the spread of bacteria. When it comes to saving time, money, and maybe even a life, one name is the remedy to all your building's needs. Zurn. For your next retrofit and replacement project, give us a call. We'll listen.



FASSETT SALES COMPANY

1101 E. Lincoln
Bloomington, IL 61702
309-663-8451

HERKOWSKI SALES ASSOC., INC.

340 S. Lombard
Addison, IL 60101
262-512-1900



zurn.com

1.855.ONE.ZURN



ASSE 1072 Approved
ICC-ES Listed: PMG-1070
IAPMO Listed: C-4165

STOP floor drain odors before they start with waterless trap protection.

✓ New Construction ✓ Repair & Retrofit

100% SAFE & EFFECTIVE! TRAP PRIMER REPLACEMENT

SureSeal eliminates the need for expensive and failure prone trap primers, yet blocks the emission of noxious sewer gases from backing-up into living or work areas. SureSeal is cost effective, simple to install, and easy to maintain; eliminating complex, time consuming, and expensive repairs when trap primers fail.

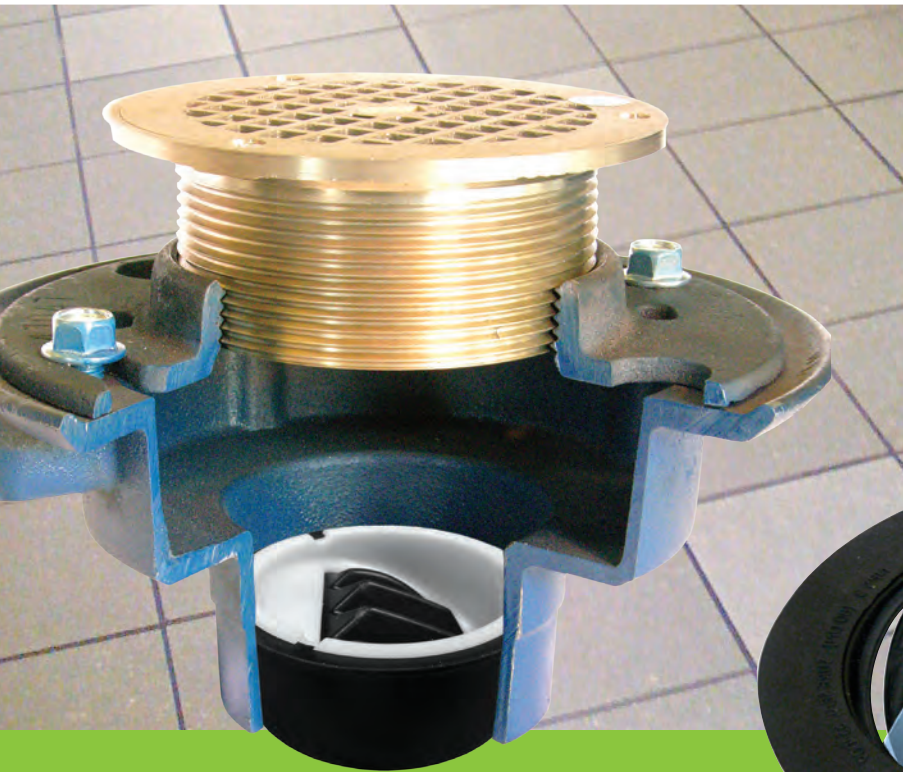


NO PROBLEMS!

CALL US TODAY!

North IL - Chicago
Herkowski Stickler
630-458-8816

Central - South IL
Fassett Sales
309-663-8451



Available in 4 sizes: 2", 3", 3.5" & 4"

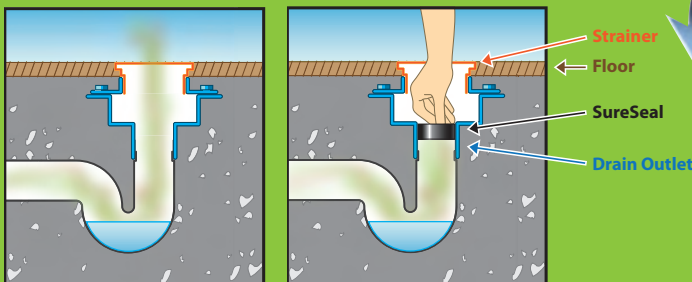
- Stops floor drain odors
- Resistant to lime scale and microbiological growth
- Effective alternative to trap primer replacement
- Fast & simple to Install
- No special tools or silicon needed
- Prevents insects from escaping the drain
- No Effective Flow Restriction
- Suitable for both new & retrofit applications
- Eliminate Callbacks
- 10 year Limited Warranty



Water flow easily opens seal

Before SureSeal

After SureSeal



Ideal for use in the following applications:

- Washroom Drains
- Shower Drains
- Basement Drains
- HVAC & Maintenance Areas
- Outdoor Drains
- Condensation Drains



SureSeal
www.TheSureSeal.com/lrphc
 800-405-7714