

# ILLINOIS MASTER PLUMBER

ILLINOIS ASSOCIATION OF PLUMBING • HEATING • COOLING • CONTRACTORS

Volume 109, No. 1

January, 2023

■ Over 160 Booths!! ■ See New Products ■ Talk to Manufacturers ■ Learn New Technologies ■

## Illinois PHCC 2023 EXPO

Trade Show & Continuing Education



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# ILLINOIS MASTER PLUMBER

ILLINOIS ASSOCIATION OF PLUMBING • HEATING • COOLING CONTRACTORS



Volume 109, No. 1

JANUARY 2023

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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.

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# PRESIDENT'S THOUGHTS

by Brian Wilk  
Illinois PHCC President

While we're still wisely cautious and conscious of the pandemic protocols, meeting in person again is a welcome change for the PHCC. Face to face discussions, seeing products at 'real world' exhibits, and learning industry news together is preferable to seeing it on any screen. "Zoom" is now a practical communication tool – but I compare it to watching a TV cooking show or enjoying a meal at a nice restaurant. Which would you choose?

The one amazing and overdue exception to cite, as pioneered by our incomparable Illinois State Chapter staff, are the online IL PHCC CE classes that became a reality (and continue as an option) which grew out of necessity at the height of the COVID 19 crisis. We did it!

Our Illinois PHCC, the UAC and the National PHCC will offer an array of outstanding instructive and networking experiences in 2023. The IL PHCC's "Expo & Educational Day" at Drury Lane in Oakbrook Terrace on Friday, March 17th will again feature the exceptional trade show, 4-hours of state-approved CE credit, opportunities to meet up with industry colleagues, and the closing reception and dinner. We had to miss a couple of years before it returned in 2022,

but the Expo has not missed a beat. See more information in this issue for the details.

The UAC is roaring back with a comprehensive, skills-focused full-day forum for association leaders at the January 30th "Constructive Collective Bargaining" seminar in Bloomington, IL. This learning event has been carefully planned for all who have been, or will take part, in union contract negotiations. Like the scouts, it's all about being prepared.

The National PHCC is presenting a variety of meetings and events throughout 2023, with the "main attraction" being the annual CONNECT convention in Cleveland, OH (Oct. 24-27). I encourage our members to keep watch for Association functions and activities through this publication; via email alerts; and by frequently visiting both our State Chapter website ([www.ilphcc.com](http://www.ilphcc.com)) and the PHCC National website ([www.phccweb.org](http://www.phccweb.org)).

Until next month,

**Brian** 

# CALENDAR OF EVENTS

-----2023-----

**JANUARY 30, 2023**

UAC of PHCC Seminar  
DoubleTree Hotel  
Bloomington, IL

**MARCH 18, 2023**

Illinois PHCC Board Meeting  
Hilton Suites Hotel  
Oakbrook Terrace, IL

**FEBRUARY 17, 2023**

Illinois PHCC Online CEU Class

**MARCH 29-31, 2023**

QSC of PHCC Power Meeting  
Lexington, KY

**MARCH 17, 2023**

Illinois PHCC EXPO  
Drury Lane Conference Center  
Oakbrook Terrace, IL



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# IMSCA ELECTS NEW OFFICERS



SJ Peters, IMSCA President

The Illinois Mechanical & Specialty Contractors Association met on December 9th in Oakbrook, Illinois. During the meeting, members discussed legislative priorities for

the upcoming 2023 session of the Illinois General Assembly, heard recaps of the November election and the 2022 legislative session.

New officers for the 2023-24 term were elected at the meeting. Duly elected were **President, SJ Peters**, Executive Director of the PCA of Greater Chicago; Vice President, Karsten Pawlik, ASA Chicago; Treasurer, Todd Byxbe, PICRA/SMACNA; **Secretary, Tammy Rich Stimson**, Illinois PHCC; and Immediate Past President, Chad Fricke, MCA of Central Illinois. Jessica Newbold Hoselton is the IMSCA Executive Director.

*The Illinois Mechanical & Specialty Contractors Association was established in 1967 as an "association of associations" to provide legislative representation to Illinois subcontractors. IMSCA*

*successfully represents subcontractors by being a part of every aspect of the public policy making process. This includes introducing legislation, testifying in committees, working with the administrative branch, participating in policy making bodies such as the Capitol Development Board, and cultivating relationships with elected officials.*

A vertical advertisement for Hodes Co. Plumbing Parts. At the top is the logo "HODES CO. PREFERRED PLUMBING PARTS" with the tagline "Family Owned and Operated Since 1943". The main text reads "Free Net Priced Full Line Buyers Catalog" in large blue letters, followed by the phone number "1-800-777-6500" and website "www.HodesCo.com". Below this, it says "Free Same Day Shipping on Over 10,000 Pro Quality Plumbing Parts" and "SIX MONTH PRICE FREEZE". At the bottom is the slogan "HONOR THY PLUMBER™". On the right side, there are six hexagonal icons with labels: "Toilet and Tank Repair" (showing a toilet), "Tubular and Supplies" (showing pipes), "Valves, Fittings and Pipe Repair" (showing a valve), "Chemicals, Tools, and Utility" (showing a bucket of Hodes brand chemical), "Faucets and External Trim" (showing a faucet), and "Internal Faucet Repair" (showing a faucet cartridge).

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# 2023 ILLINOIS PHCC CEU SCHEDULE

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The Illinois PHCC schedule for online and in-person classes for the 2023 renewal year is listed below. These classes offer a minimum of 3 different speakers and topics in each class.

**All Illinois PHCC classes will provide State hours for Certified Inspectors and Licensed Plumbers.**

Below is our current schedule of continuing education classes for Illinois licensed plumbers.

Please visit our website at [www.ilphcc.com](http://www.ilphcc.com) for the latest information and to register for a class. Registration links will be live at least 6 weeks prior to the class date.

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## 2023 Continuing Education Dates

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**Friday, February 17, 2023 – 12:00 pm – 4:00 pm**  
(Online)

**Friday, March 17, 2023 – 9:00 am – 1:00 pm –**  
**Drury Lane Conference Center,**  
**Oakbrook Terrace, IL**

**Friday, April 21, 2023 – 12:00 pm – 4:00 pm**  
(Online)



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# *Illinois PHCC Expo & Educational Day*

*Friday, March 17, 2023  
Drury Lane Conference Center  
100 Drury Lane  
Oakbrook Terrace, IL 60181*

*9:00 A.M. to 1:00 P.M. – Continuing Education Class  
Noon – 5 P.M. EXPO Trade Show*

Friday, March 17<sup>th</sup>, will provide you with a great opportunity to view new products, talk to manufacturers, learn new technologies, network with other plumbers and contractors, and also have some fun. If you have not yet gotten your required **4 hours of continuing education credit for your 2023 license renewal**, now is the time. Multiple speakers will be presenting on a variety of industry topics. All of the day's activities are free of charge, with the exception of a \$35.00 fee for the 4 hour CEU class. **You must bring your most recent plumbing license with you to the class. Pre-registration is required for the CEU class.**

The **highlight of the day** will be the annual **Illinois PHCC trade show from 12:00-5:00 P.M.** Come see over 160 booths of the **latest products, tools, trucks and technologies.** Admittance to the **2023 Expo is free of charge.** After a busy day of education and visiting the Expo, relax and unwind at the **Illinois PHCC sponsored "After Expo" Reception.**

A block of **rooms** has been reserved at the Hilton Suites at a **special Expo rate** of \$129.00 single/double occupancy plus tax. Remember that all rooms are 2 room suites that include a full breakfast buffet: upon check-in please inform the front desk of how many people are staying in your room. Hotel reservations can be made by calling the **Hilton Suites at 1-630-941-0100.** Be sure to mention the Illinois PHCC to get the special rate.

**Illinois PHCC  
821 South Grand Ave., West  
Springfield, IL 62704**

[www.ilphcc.com](http://www.ilphcc.com)



**Questions ??? Call (217)522-7219**





*Illinois PHCC Educational Day  
March 17, 2023  
9:00 AM to 1:00 PM – CEU Class  
Drury Lane Conference Center  
100 Drury Lane  
Oakbrook Terrace, IL 60181*

**Registration for the CE class will be online at [www.ilphcc.com](http://www.ilphcc.com). Click on the date of the class to register. The fee for the March 17, 2023 class is \$35.00**

**Each registrant will need to use their own profile (email address). If you do not have a profile you will need to create one. If you have issues logging in or are unable to register online, contact Shelly at [shelly@ilphcc.com](mailto:shelly@ilphcc.com)**

**Once the payment is processed you will receive an email confirmation. Registrations will not be processed unless accompanied by the fee.**

**You MUST bring your most recent Plumbers License with you to the class. Please arrive at least 30 minutes prior to the start time to complete registration.**

**All registrations MUST be received before March 1, 2023.  
NO WALK-INS will be accepted for the CEU class.**

Also counts as State hours for Certified Plumbing Inspectors.

Cancellations will be charged a cancellation fee of \$15.00.

Questions ??? contact Shelly at [shelly@ilphcc.com](mailto:shelly@ilphcc.com)

Remember the Expo runs from 12:00 to 5:00 P.M. and is **FREE!**

[www.ilphcc.com](http://www.ilphcc.com)



Questions ??? Call (217)522-7219





## Exhibitors - Register Now for the 2023 IL PHCC EXPO

*Registration is now available online or by mail for the Illinois PHCC Expo & Educational Day annual trade show scheduled for **Friday, March 17, 2023**. The EXPO will once again be held at the **Drury Lane Conference Center** in Oakbrook Terrace, Illinois.*

*The March 17<sup>th</sup> date will be a day for educational opportunities and attending the EXPO. A 4-hour continuing education program will be offered on Friday morning. This will be held in the theatre and will allow us to provide up to 800 people with their CEU credit. **Exhibitors and attendees** are both invited to the after-EXPO party where there will be prizes and free food.*

*We expect a big and enthusiastic crowd. Attendance was steady throughout the 2022 show and the quality of the attendees was superb. We constantly work to upgrade our mailing lists to include **every facet of the p-h-c industry**. We will be offering our exhibitors **free links** to their web sites from the Illinois PHCC site and a discount on advertising in the show issue of the Illinois Master Plumber magazine.*

*In this issue you will find the **a contract for the 2023 EXPO**. Booths are selling quickly, so act now to reserve your space for the event of the year. **Both pages of the hardcopy contract MUST be signed and returned to the Illinois PHCC either by email or mail in order for the space to be held.** Please visit our website at [www.ilphcc.com/expo](http://www.ilphcc.com/expo) to pay on-line by credit card or you can mail in a check with your contract. The discounts for four or more booths will calculate automatically after you make your selection on the form.*

*Thank you for your past support of the Illinois PHCC and we look forward to your participation in this great industry event.*



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## 2023 Exposition Application & Contract March 17, 2023

Company Name: \_\_\_\_\_

Type or Print Company Name as it is to appear on Printed Material

Booth Preference: Indicate Booth Preference as Shown on Floor Plan.

# of 8'x10' Booth spaces \_\_\_\_\_ Choices 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_

All distribution of materials and placement of signs **MUST** stay within your assigned booth space. No solicitation will be allowed outside of your booth space. No trucks, trailers or displays will be allowed outside the entrance of Drury Lane without the permission of the Illinois PHCC.

**Booth Costs:** One to three booths - \$795 each. Four or more booths - \$770 each.

**Discount price for Illinois PHCC Associate Members:**

One to three booths - \$695 each. Four or more booths - \$670 each.

**\$150 deposit per booth must accompany application form. 5% discount if full amount of booth cost is paid prior to December 31, 2022. BALANCE MUST BE PAID NO LATER THAN FEBRUARY 15, 2023.**

**Make check payable to: Illinois PHCC, 821 South Grand Ave. West, Springfield, IL 62704**

Company \_\_\_\_\_

Street Address or P.O. Box \_\_\_\_\_

City / State / Zip \_\_\_\_\_

Contact \_\_\_\_\_

Phone Number \_\_\_\_\_ Cell Number \_\_\_\_\_

E-mail \_\_\_\_\_ Website \_\_\_\_\_

Signature \_\_\_\_\_

The following products or services will be displayed: \_\_\_\_\_

Space assigned on a first come, first served basis. Please furnish all information requested. Cancellation must be by mutual consent of the applicant and the Illinois PHCC. A copy of the accepted contract will be mailed to you. If the contract is canceled prior to January 1, 2023 a full refund will be made. No refunds after January 2, 2023. Booth space contracted without deposit will be made available as space is needed. Illinois PHCC will not be responsible for lost, stolen or damaged goods or damage to the Drury Lane Conference Center. *In compliance with the Americans with Disabilities Act of 1990, the Illinois PHCC Association will make all reasonable efforts to accommodate persons with disabilities at its meetings. Please call 800-795-7422 with any special requests.*

Booth Assignment(s) \_\_\_\_\_

Date \_\_\_\_/\_\_\_\_/\_\_\_\_ Signed: \_\_\_\_\_

Illinois PHCC Executive Director/Show Manager



## Illinois PHCC Exhibitor Terms and Conditions

**Management:** This event is sponsored by the Illinois Plumbing, Heating, Cooling Contractors Association (IL PHCC), herein designated as the “Management”. Management has the sole authority to accept or reject an application to exhibit in any Illinois PHCC Expo and to determine which exhibitors are the best fit for attendees. An Exhibitor is an applicant for booth space that has been accepted for participation in the trade show by Management.

**Booth Assignment:** Management reserves the right to make all final decisions for booth assignment, layout, and configuration. Every effort will be made to assign the exhibitor’s requested booth choices. Participation is at the sole discretion of Management and reserves the right to cancel any exhibitor.

**Display Restrictions:** All products, services, or literature displayed must fit within the allotted 8’ x 10’ booth space. Exhibits may not project beyond the space allotted or interfere with traffic, other exhibits, including line of sight. Exhibits may not extend into any aisle. Management reserves the right without recourse to prohibit any portion of any exhibit, which in its opinion is not suitable, or in keeping with the character of the event. This reservation of rights by Management applies to persons, things, conduct, printed matter, catalogs, and any other material relating to or affecting the event. No signs, banners, or flyers may be displayed or distributed outside of assigned booth space. The use of any public area outside of assigned booth space for the display of signage, solicitation, products, services, demonstrations, distribution of circulars, or other material is prohibited. Anyone not assigned a booth space will not be permitted to solicit business or distribute information/samples on the show floor or anywhere inside or outside the tradeshow facility. No trucks, trailers, or displays will be allowed outside the entrance of or in the parking area of the Drury Lane Conference Center without permission of the Management.

**Food and Beverage:** Absolutely **no** alcohol is to be given out or sold in any booth. Alcohol must be purchased from the bars provided and staffed by the trade show facility. Food and beverages must be purchased from the facility and only with prior approval of Management. Snack size or smaller candy or snacks may be given out. There is to be no use of popcorn machines, chocolate fountains, microwaves, etc. without written approval by the Management and the facility.

**Liability and Insurance:** Neither the Management nor the Drury Lane Conference Center will not be responsible for lost, stolen or damaged goods, or damage to the Drury Lane Conference Center. It is the sole responsibility of the exhibitor to obtain such insurance. Exhibitors are liable for the cost of repairing any damage to the facility caused by the exhibitor, its employees, representatives, or agents.

**No Conflicts:** There shall be no activities planned in conflict with this event.

**Force Majeure:** If the event venue or any part of the exhibit area is unavailable whether for the entire event, or a portion of the event as a result of wind, fire, flood, natural disaster or any other such cause or as a result of governmental intervention, malicious damage, acts of war, terrorism, strike, lockout, riot or other cause or agency over which Management has no control, or should Management decide that because of any such cause it is necessary to cancel, postpone, or re-site the event or reduce the exhibit time, Management shall not be liable to indemnify or reimburse the Exhibitor in respect of any damage, loss, direct or indirect, arising as a result thereof.

I agree to the above terms and conditions as well as those included on the contract.

Signature \_\_\_\_\_ Company Name \_\_\_\_\_  
Date \_\_\_\_\_

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# PHCC'S NEW FINANCE BOOTCAMP: A TRAINING MUST FOR ANY BUSINESS OWNER

---

After much anticipation by its member contractors, the Plumbing-Heating-Cooling Contractors—National Association (PHCC) has launched all nine modules of its new Finance Bootcamp. Developed as basic training for business owners and their staff, these self-paced courses will help learners understand the fundamentals of finance so they can make informed, strategic decisions for the financial health of their businesses.

“For plumbing and HVAC technicians, opening their own business is a logical next step, and they may be masters of their craft, but many owners don’t completely understand the financial part, and they could fail miserably as a result,” says Laurie Crigler, PHCC Education Committee chair. “By the end of the Boot Camp, business owners not only will be better prepared to manage and understand financial performance, but they will be more creative and innovative critical and strategic thinkers.”

Business owners and their finance staffs can take one or take all nine of the following modules (about 45 minutes each):

- 1) Introduction to Finance – a basic overview of the Boot Camp covering topics such as chart of accounts (COA) and cash vs. accrual accounting.
- 2) Understanding a Profit and Loss Statement – a focus on profit vs. loss, net vs. gross (sales), operating income, and net income.
- 3) Understanding a Balance Sheet – an overview of how to read and interpret balance sheets, covering current, fixed, long-term, and other assets, as well as current and long-term liabilities.
- 4) Determining Actual Billable Hourly Rates – an understanding of how to determine actual hourly rates for technicians, understand a profit and loss calculator, and how to accurately determine the cost of doing business.

- 5) Importance of Financial Ratios – an overview to help learners understand financial ratios and what they show, which are the most important to follow and why, and how to identify a business' KPIs monthly.
- 6) Understanding Your Tax Rights and Responsibilities – an overview of basic business taxes, tax credits, fixed assets, the difference between S and C Corps, and IRS notifications.
- 7) Preventing and Identifying Theft – a session that will help explain what fraud is, common types of employee fraud, how to prevent and detect fraud, and how to create a culture of accountability.
- 8) Financial Software and Basic Business Skills – a session geared to address the different types of products to help businesses make the right accounting software choices; will also cover basic business practices to prevent expensive and painful solutions.
- 9) Creating Budgets for Your Business – an understanding of why budgets are important, covering topics such as income, fixed costs, variable costs, financial goals, and more.

These modules were developed by the PHCC Education Committee and financial management expert Ruth King, which tapped various subject matter specialists for respective content.

The PHCC Finance Bootcamp is available online for \$50/module for PHCC members (\$90 for non-members) or \$345 for the bundle (all nine modules) for PHCC members (\$650 for non-members). PHCC members can log in and register for the modules via PHCC's learning management system at [phccweb.org/education](http://phccweb.org/education). If you have not set up your password – or for more information – contact: Heidi Salati at [salati@naphcc.org](mailto:salati@naphcc.org).



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## IT'S OUR BUSINESS TO PROTECT ILLINOIS PHCC MEMBERS

WE'RE BETTER TOGETHER LIFE AND DISABILITY INCOME  
PRIVATE BONUS PLANS KEY PERSON COVERAGE  
WORKERS COMPENSATION HIRING PRACTICES  
FEDERATED DRIVESAFE<sup>SM</sup> TELEMATICS SOLUTION  
RISK MANAGEMENT RESOURCE CENTER  
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EMPLOYMENT LAW ATTORNEY NETWORK  
BONDING EMPLOYEE SAFETY TRAINING  
RISK MANAGEMENT ACADEMY  
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FIELD RISK CONSULTANTS  
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The content of this publication is for general information purposes only. Consult with a qualified professional when you have detailed questions regarding any topic in this publication.

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## Conducting Annual Safety Checkups

Day to day life at your business shouldn't be risky or dangerous — you want to create a safe, clean space for your employees and clients. But without proper safety checkups conducted on a regular basis, it can quickly become unsafe, potentially leading to accidents and losses. Take a close look at your business. Is it up to par in terms of general safety, cleanliness, and functionality? Take a few moments each year to complete an annual safety checkup, and follow up with periodic inspections and regular safety meetings to help create a culture of risk management at your business.

### Annual Safety Checkup

Your annual safety checkup may be unique to your specific business, but in general, it is important to review all areas of your workplace, including items such as:

- Machinery and equipment cleanliness and functionality
- Availability and use of Personal Protective Equipment (PPE)
- Clean floors to prevent slips, trips, and falls
- Clear and updated signage
- Proper lighting for the workspace
- General housekeeping and material handling
- Hazard communication with current documentation
- Clearly designated exit routes in case of an emergency
- Properly functioning ventilation
- Accessible and operational fire extinguishers
- Correct use of ladders
- Functioning machine guards

Keep in mind that this is not a comprehensive list — you will know best what to look for at your workplace. But completing an annual safety checkup, along with periodic check-ins throughout the year, can help you catch infractions that may otherwise slip between the cracks.

### Risk Management Culture

When it comes to prioritizing safety, business leaders and risk management professionals agree: It has to start at the top. Business owners must believe in the importance of safety and model the behaviors that will help keep employees — and by extension, the business — safe. A positive example from leadership will likely be reflected throughout the next levels of management and frontline employees.

Federated® clients who are interested in learning more about what to look for during their annual safety checkup can check out mySHIELD®, Federated's personalized online destination for risk management resources to support your business. Reach out to your local [marketing representative](#) for more information.

*This article is for general information and risk prevention only and should not be considered legal or other expert advice. The recommendations herein may help reduce, but are not guaranteed to eliminate, any or all risk of loss. The information herein may be subject to, and is not a substitute for, any laws or regulations that may apply. Some of the services referenced herein may be provided by third parties wholly independent of Federated. Federated provides access to these services with the understanding that neither Federated nor its employees provide legal or other expert advice. All products and services not available in all states. Qualified counsel should be sought with questions specific to your circumstances and applicable laws.*



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# TAKE ADVANTAGE OF THESE PHCC MEMBER DISCOUNTS!

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PHCC - National Association has partnered with companies across various industries to provide our members with substantial services and discounts. Questions or concerns? Contact [customercare@naphcc.org](mailto:customercare@naphcc.org).



Outfit your employees for comfort and style while you build your business with custom-embroidered clothing. Build relationships with your customers by displaying employee names and your company logo on work apparel. Add the PHCC logo to give your customers the confidence and security of using a contractor they can depend on. To place an order, call (800) 677-6060, or go to [www.aramark-uniform.com/phccmember](http://www.aramark-uniform.com/phccmember).

## **ExxonMobil**

PHCC offers a partnership with ExxonMobil to provide fuel savings and fuel management tools to members. With ExxonMobil's Fleet National card, fuel up at over 95% of U.S. fueling stations. Approved members can save up to 8 cents/gallon for 12 months with fuel rebates at ExxonMobil by using the PHCC ExxonMobil fuel card. After the promotional period, members can still save up to 5 cents/gallon. In addition to rebates, the ExxonMobil fuel card also provides access to powerful online tools and mobile apps to manage spending, help reduce fraud, and save time on reporting. For more information, contact Oyik Mora, by email at [oyik.mora@wexinc.com](mailto:oyik.mora@wexinc.com) or by phone at (980) 254-6333.



PHCC teamed up with the GreenSky® Loan Program, a leader in home improvement financing, to help you close more sales and grow your business. Thousands of U.S. contractors trust GreenSky to increase their customers' buying power and get paid faster. For more information go to [greensky.com/sponsor/phcc](http://greensky.com/sponsor/phcc).



Home Depot is offering two discount programs with substantial savings for PHCC members: Home Depot Pro for retail and Home Depot Supply for wholesale. Home Depot Pro provides a National Incentive Program (ProXtra) membership granting access to benefits for Pros, including exclusive savings, dedicated service, job-lot quantities, volume pricing, and more. Sign-up today and start saving by visiting [homedepot.com/c/pro\\_xtra](https://homedepot.com/c/pro_xtra), or for assistance call 800-525-5000.

HD Supply will assign PHCC members with an account rep who will work with your company on pricing, ordering, credits/returns, direct shipments from manufacturers, warranty work, and inventory management. When you need to purchase supplies, HD Supply will provide open lines of credit with “better-than-industry-average-terms” to PHCC members. They also have the “Pro Purchase Card” which enables members to use their wholesale open line of credit while shopping in store or on HomeDepot.com and can be tied together with in-store Home Depot/ProXtra program. For more information contact Jeff Ivan – [Jeffrey.Ivan@hdsupply.com](mailto:Jeffrey.Ivan@hdsupply.com).



Many contractors are struggling to grow or even maintain their business. With that in mind, Hudson Ink has developed marketing and retention solutions that can be completely done for you and are guaranteed to work. With these systems in place, owners can run their businesses instead of their businesses running them. Get more customers, raise your image, and keep customers buying and referring. Simple methods, blistering results, quick implementation. All guaranteed. All done for you. Call 800-489-9099, email [coaches@hudsonink.com](mailto:coaches@hudsonink.com), or visit [www.hudsonink.com](http://www.hudsonink.com).



Market Hardware is the preferred website and internet marketing provider for PHCC. As a member, you have access to discounted website packages, SEO services and more. To take advantage of special member discounts and offers, visit [PHCC.markethardware.com](http://PHCC.markethardware.com) to schedule a free consultation or contact Market Hardware directly at (888) 262-8761 or [phcc@markethardware.com](mailto:phcc@markethardware.com).



Through a new discount program with Pink Callers, PHCC members now have access to an administrative support solution that assigns customer service reps to support home service business remotely. You can choose from Pink Callers' range of services, including management of all incoming calls and emails, inputting your information into your business CRM, and scheduling sales/tech appointments and accepted work. As company co-owner Michelle Myers says, "We can be the bridge between you and the technology." For more information, visit [pinkcallers.com/phcc](https://pinkcallers.com/phcc), or contact Michelle or Doug Myers at (888) 325-7465 or [Michelle@pinkcallers.com](mailto:Michelle@pinkcallers.com) or [sales@pinkcallers.com](mailto:sales@pinkcallers.com).



PHCC has partnered with U.S. Bank for a best rewards credit card option. Members are eligible for a 15-minute consultation to discuss how your business expenses can become opportunities to increase cash flow, lengthen operating cycle, and earn more rewards. The very first 25 PHCC members who meet with a U.S. Bank team member for a complimentary analysis will receive a \$250 U.S. Bank Rewards Visa card. Check out this new opportunity at [phccweb.org/usbank](https://phccweb.org/usbank) and to schedule your credit card analysis, email [bizcards@usbank.com](mailto:bizcards@usbank.com) or the online form at [bizcards.usbank.com/PHCC](https://bizcards.usbank.com/PHCC).







## Illinois Association of Plumbing-Heating-Cooling Contractors Application for Membership

Please print or type

Business Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Illinois Plumbing Contractor's Registration Number \_\_\_\_\_

(For those involved in Plumbing Contracting)

☐ Union Shop ☐ Open Shop

### Type of Business Activities

(CHECK ALL THAT APPLY)

- |   |  |
|---|--|
| <input type="checkbox"/> Plumbing               | <input type="checkbox"/> Backflow Inspection...EPA Backflow                          |
| <input type="checkbox"/> HVAC                   | Cert. # _____  |
| <input type="checkbox"/> Hydronics              | <input type="checkbox"/> Refrigeration   |
| <input type="checkbox"/> Process Piping         | <input type="checkbox"/> Commercial  |
| <input type="checkbox"/> Fire Sprinkler Systems | <input type="checkbox"/> Industrial  |
| <input type="checkbox"/> Underground Utilities  | <input type="checkbox"/> Residential   |
|   | <input type="checkbox"/> Service/Repair..... <input type="checkbox"/> 24 hr. service |

Signed \_\_\_\_\_ Date \_\_\_\_\_

The State Investment is \$245.00. The National Membership Investment is \$543.00. State and National are presented as a package for \$788.00 and may not be split. The Investment period is January 1 through December 31 and may be prorated on a monthly basis. Please make checks payable to Illinois PHCC, 821 South Grand Avenue, West, Springfield, IL 62704.

Please Note: Dues, contributions or gifts to PHCC are not deductible as charitable contributions. However they may be tax deductible as ordinary and necessary business expenses.

As per the Revenue Reconciliation Act of 1993, 5% of the Illinois PHCC and 5% of PHCC-NA dues are attributable to lobbying expense and are not deductible as an ordinary and necessary business expense.

**QUESTIONS....1.800.795.7422**



## PLUMBING CODE BOOK ORDER FORM

**PLEASE FILL OUT FORM COMPLETELY.  
WE WILL USE THIS INFORMATION TO PROVIDE YOU WITH UPDATES ELECTRONICALLY.**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Street Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

### **Cost \$60.95/Code Book**

(includes tabs, Plumbing License Law, Plumbers Licensing Code,  
Plumbing Contractor Registration Code and  
Lawn Irrigation Contractor & Lawn Sprinkler Code)

# \_\_\_\_\_ of code book(s) X \$60.95

**Total amount enclosed \$ \_\_\_\_\_**

**Mail form with payment to:**

**Illinois PHCC  
821 South Grand Avenue, West  
Springfield, IL 62704**

**Make checks payable to the Illinois PHCC.**

**There will be a \$40.00 service charge for any checks returned due to insufficient funds.**

**Questions? Contact the Illinois PHCC at [bev@ilphcc.com](mailto:bev@ilphcc.com) or [shelly@ilphcc.com](mailto:shelly@ilphcc.com)**

**(217) 522-7219**



# WILLOUGHBY

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**BUILT TO LAST,  
IN AMERICA**

### POWDER COAT



**LR**  
COMBINATION  
LAVATORY & TOILET



### ANTIMICROBIAL GLOSS WHITE POWDER COATED ENAMEL FINISH

Do you want the durability of stainless steel, but the softer look of vitreous china? Then the Willoughby Decorator Color (option "DC") powder coated option is for you. As owners and facility operators desire a more normative, therapeutic look to their facilities, this durable, baked-on color powder coating with anti-microbial additive included is the perfect solution.

### SEAMLESS CONSTRUCTION STAINLESS STEEL ACCENTS

DESIGNED TO DETER  
LIGATURE RESISTANT



Gloss White (GW) Grey Granite (GG) Black Granite (BG) White Granite (WG) Sea Green (SG) Natural Blue (NB) Bone (BN) Sandstone (SS) Red Coral (RC)



AS-S36NEO SHOWER BASE



**LR**  
ADA  
WILLOUGHBY LRBHL-2220

### SOLID SURFACE

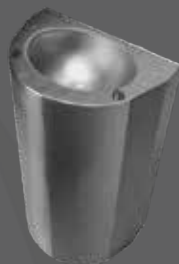
#### AQUASURF®

- Stain, impact, and burn resistant
- Greater durability and less maintenance than tile
- Non-porous material
- Available in solid or granite colors

### STAINLESS STEEL



Willoughby stainless Behavioral Healthcare products are crafted from heavy gauge, all-welded construction, type 304 stainless steel.



See expansive offerings at  
**WILLOUGHBY.COM**



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#### FAUCETS

#### SHOWERS

#### SHOWER BASES

#### TOILETS

#### URINALS

#### DRAINS



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Find Class Dates or Register online at

[www.shopbackflow.com/illinois-course-info](http://www.shopbackflow.com/illinois-course-info)



### CEU Registration Form 2022 - 2023

Name: \_\_\_\_\_

IL PL# (Starts with 058 or J): \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ / \_\_\_\_\_ CCV: \_\_\_\_\_

#### Please CHECK which class you would like to attend:

☐ **BACKFLOW TESTER REFRESHER \$110 – Max Capacity 10 Students**

This course is focused on refreshing the Cross Connection Tester on testing procedures as taught by the State of Illinois. This is a hands-on course. Attendees must have a valid CCCDI to attend.

- ☐ September 21<sup>st</sup>   ☐ December 7<sup>th</sup>   ☐ February 1<sup>st</sup>   ☐ March 1<sup>st</sup>   ☐ April 12<sup>th</sup>  
☐ October 5<sup>th</sup>   ☐ January 4<sup>th</sup>   ☐ February 15<sup>th</sup>   ☐ March 15<sup>th</sup>   ☐ April 26<sup>th</sup>  
☐ November 9<sup>th</sup>   ☐ January 18<sup>th</sup>   ☐ March 29<sup>th</sup>

☐ **AUTOMATIC CONTROL VALVE COURSE \$110 – Max Capacity 12 Students**

This class will have classroom instruction as well as hands-on live simulations for the proper operation of an Automatic Control Valve. We will go through the basics for sizing, commissioning, proper application, and repair. Our introductory class to Automatic Control Valves is an entry level class that will consist of the following:

1. Types of ACV's
2. Basic Components and Operation
3. Proper Sizing and Sizing Problems
4. How to Commission an ACV properly
5. Repair Parts/ How to Repair

- ☐ February 8<sup>th</sup>   ☐ March 8<sup>th</sup>

☐ **LARGE BACKFLOW REPAIR (SMALL GROUP) - Max 12 attendees per class \$125 per person**

Small group backflow repair class. Classes will consist of 3 individual groups working with an individual instructor to do hands on testing, diagnosis, and repair of large backflow assemblies only.

1. Watts 909 Large Valve Series
  2. 880/860 Febco Large Valve Series
  3. Wilkins 375 Large Valve Series
- ☐ October 19<sup>th</sup>   ☐ January 11<sup>th</sup>   ☐ April 5<sup>th</sup>

**\*\*All classes will be held from 5pm – 9pm with Dinner included\*\***

**We're brining back Jimmy's Charhouse Pork Chops!!**

**\*\*\*THE FEE FOR ATTENDING THESE CLASSES IS NON-REFUNDABLE\*\*\***

**Location:** Test Gauge, Inc. | 1051 E Main St, Unit 107 | East Dundee, IL 60118

**Toll Free:** (866) 836-8692 | **Local:** (847) 836-8690 | **Email:** [salesgroup@testgauge.net](mailto:salesgroup@testgauge.net)