



PHCC

PLUMBING-HEATING-COOLING
CONTRACTORS ASSOCIATION®
Best People. Best Practices.®

Your Guide to PHCC's Enhanced Service Groups

Your membership in PHCC provides you with the opportunity to tap into additional resources to meet the specialized needs of three distinct industry segments. For an additional membership fee, you'll gain insight into the specific challenges these industry segments face with additional networking opportunities and valuable member-specific information.

ACCESS ALL YOUR PHCC MEMBER RESOURCES

Member Services

800-533-7694
703-237-8100
(Metropolitan DC area)
membership@naphcc.org

Calendar of Events

phccweb.org/events

Online Education

phccweb.org/onlineeducation

Contractor Resources

Samples & Templates
Safety & Risk Management
Knowledge Center
Workforce Development Tools
phccweb.org/resources

Industry Partners, Preferred Service Providers & Discount Programs

phccweb.org/benefits

Online Buyers Guide

phcc.officialbuyersguide.net

Apprentice / Journeyman Training

phccweb.org/apprentice
journeyman

Community Network

community.phccweb.org

CONSTRUCTION CONTRACTORS' ALLIANCE (CCA)



Today's new construction plumbing-heating-cooling contractor faces more and more challenges each day. Effective materials handling, foreman training, labor productivity, field incentives, and marketing/business development are just a few. PHCC's Construction Contractors' Alliance (CCA) provides members in residential, industrial, commercial and institutional new construction with a means to find solutions to the issues they face. Membership includes:

- Two CCA meetings each year
- Special seminars for controllers, purchasing agents and human resources professionals
- A private online discussion forum
- Peer groups, company tours and contractor roundtables on 'hot topics' in the industry

QUALITY SERVICE CONTRACTORS (QSC)



The North American service and repair industry has nothing that rivals PHCC's Quality Service Contractors' (QSC) ability to provide plumbing, heating and cooling contractors with an affordable and continually expanding inventory of training programs, products and services. The resources have proven effective in helping members enhance their image and better serve the needs of their customers. Membership includes:

- Individualized business management coaching
- Specialized online resources, such as ePL Resource for advanced training, webinars, HR and safety resources, customer service training, private online discussion forum
- Semi-annual Power Meetings
- Maintenance Agreements, Business Evaluations, P&L Benchmarks and "What If" spreadsheets, downloadable forms

UNION-AFFILIATED CONTRACTORS (UAC)



PHCC's Union-Affiliated Contractors (UAC) is comprised of signatory contractors, association executives and representatives of the United Association (UA,) committed to addressing the special concerns of union-employing contractors and bettering the working relationship with the UA. Membership includes:

- Regular meetings with the UA's national and local leadership
- Representation and/or participation on joint programs with the UA
- The Messenger, a monthly electronic newsletter
- Annual Unity Conference

For more information on PHCC's Enhanced Service Groups, call (800) 533-7694, or visit the "About Us" section of www.phccweb.org.



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MEMBER BENEFITS

PLUMBING-HEATING-COOLING-CONTRACTORS — NATIONAL ASSOCIATION

Get the Knowledge, Contacts & Tools You Need to Succeed

As a member of the PHCC community, you can turn to a wide network of experienced colleagues for insights into best practices, tools and resources, as well as benefit from protection from over-regulation. What's more, you can also save thousands of dollars by taking advantage of discounts on products and services.

Be More Profitable

- Marketing & Advertising Resources
- Find a Contractor online resource
- Legislative & Regulatory Leadership
- PHCC Community Network
- PHCC Key Suppliers & Associates
- Online Buyers' Guide
- Training & Education
- Peer Groups for Focused Market Insights
- Workforce Resources

Work Smarter & Safer

- Up-to-date Codes & Regulations
- Training & Apprenticeship Programs
- Safety & Risk Management Tools
- Legislative & Regulatory Leadership
- PHCC Educational Foundation
- Training via Virtual University
- Webinars and Other Training Resources
- Best Business Practices

Save Money

- Marketing & Advertising Resources
- Discounts on Goods & Services
- Handbooks & Manuals
- Training & Education
- Member Discounts on Meetings

Make Connections

- PHCC Community Network
- PHCC Key Supplier Network
- Peer to Peer Networking Groups
- Get Involved Locally
- CONNECT Conference & Tradeshow
- My PHCC
- Who's Who Membership Directory

Build a Qualified Workforce

- Plumbing & HVACR Apprentice & Journeyman Training
- Scholarships
- Assessment Tests
- Instructor Workshop

BEST PEOPLE. BEST PRACTICES.®

180 S. Washington Street, Suite 100, Falls Church, VA 22046

Phone: 703-237-8100 | 800-533-7694 | Fax: 703-237-7442 | membership@naphcc.org | phccweb.org

Member/Non-Member Tangible Benefits Comparison

Other Programs Available – Visit www.phccweb.org for details.

BENEFITS COMPARISON

Apprentice / Journeyman Training	Member Discount	Member Per Unit	Non-Member Per Unit	Savings Per Unit
Plumbing and HVACR Textbooks	10%	\$85.95	\$94.95	\$9.00
Plumbing & HVACR Apprentice eLearning (Online — Available for 1st, 2nd, 3rd, and 4th year students)	28%	\$562	\$782	\$220
Fast Trac for Plumbing/HVAC — Manual Only	50%	\$199	\$399	\$200
Fast Trac for Plumbing/HVAC — With Testing	30%	\$695	\$995	\$300
360 Training for Journeyman Training (Online — a wide variety of topics including technical, industrial, safety skills, and environmental. Some states offer CEU credit).	10%	\$18 - \$449	\$20 - \$499	Varies by Program
Service Technician Training				
Total Opportunity Performance Systems (QSC)	37%	\$110	\$150	\$40
Business Management Education				
Online Webinars - 2 available each month, broad range of topics covering business management, technical and emerging technologies	100%	Member Benefit	\$99	\$99
CONNECT Conference / Product & Technology Showcase	16%	\$495	\$595	\$100
Business Operations — for service and repair contractors (QSC)	20%	\$210	\$255	\$45
Service Manager/Supervisor — for service and repair contractors (QSC)	29%	\$349	\$449	\$100
Unity Conferences — for signatory contractors	31%	\$345	\$500	\$155
CCA Conferences — for construction contractors	13%	\$695	\$795	\$100
Essentials of Project Management Course	5%	\$1,895	\$1,995	\$100
Federated Insurance Open for Business Program — Disaster Continuity Planning Tools	100%	Member Benefit	Member Benefit	\$199 & up
Business Management Tools				
Overhead and Profit Calculator	20%	\$199	\$249	\$50
Labor Calculator	50%	\$199	\$399	\$200
Technical / Code				
Techline — Expert Advice on Code Questions and Clarifications		Member Benefit	Member Benefit	Member Benefit
National Standard Plumbing Code (2003, 2006, 2009)	33%	Varies	Varies	Varies
National Standard Plumbing Code w/Illustrations (2003, 2006, 2009, 2012)	32%	Varies	Varies	Varies
National Standard Plumbing Code Supplements (2000-2010)	32%	\$25	\$37.50	\$12.50
Discount Programs / Programs				
ConsensusDocs — Complete Package	20%	\$799	\$999	\$200
ConsensusDocs — Subcontracting Only	20%	\$439	\$549	\$100
Workplace Drug Testing Kit	22%	\$225	\$275	\$50
PHCC Safety Program	33%	\$50	\$75	\$25
NATE Manuals	33%	\$30	\$45	\$15
PHCC Who's Who Directory	100%	Member Benefit	\$75	\$75
PayAnywhere Point of Sale Credit Card Processing		\$1,000 free processing, no equipment, set up or other fees, low swipe rate of 2.69% all in		Member Benefit
ExxonMobil Gas		.05 per gallon (4 trucks@40 gal/wk = \$416/year)		Member Benefit
Chrysler Trucks & Vehicles (Purchase or Lease)		\$500 private incentive discount & \$1,000 OJT allowance per vehicle		Member Benefit
Aramark — work apparel		25%		Member Benefit
TradeWraps Truck Wraps and Promotional Materials		5% discount on full or partial vehicle wraps and promotional items		Member Benefit
Enterprise Fleet Management		Discounts on vehicle leasing		Member Benefit
Market Hardware — website design and management, SEO		Discounts on website design, hosting and & SEO, free social media tips and sample posts		Member Benefit
Hudson Ink — Marketing Services		Discounts on marketing services, free newsletter		Member Benefit



Additional benefits and savings available through PHCC's state and local chapters

Potential Savings Per Unit
\$2,500+

Metro Phoenix Plumbing * Heating * Cooling Contractors Association

P O Box 5902, Glendale, AZ 85312-5902 (623) 486-3324 * FAX (623) 486-0611

metrophoenixphcc@hotmail.com



APPLICATION FOR CONTRACTOR MEMBERSHIP

As a licensed contractor in the State of Arizona we herewith apply for acceptance into the Metro Phoenix PHCC as well as the State of Arizona and the National Association of Plumbing-Heating-Cooling Contractors.

Please print or type

Company: _____

Company representative: _____ Title: _____

Address: _____ City: _____ State: ___ Zip: _____

Phone # (____) _____ fax # (____) _____

e-mail _____

AZ ROC License # _____, Open Shop____, Union____

Membership Investment:

Annual Dues include all National, State & Metro PHCC Benefits.

(Flexible Membership Investment Options)

Payment: Annual, Semi-Annual or Quarterly. Membership paid in full will include your Company name posted on our web site and a link from our web site to yours. Quarterly payments are due no later than Jan 31, April 30th, July 31st and Oct 31st.

Method of Payment: My check is enclosed ___ Date _____

(Make check payable to: Metro Phoenix PHCC)

Annual \$995.00, Semi Annual \$499.50, Quarterly \$249.60

Active member: Annual Membership Fee (\$955.00)

Please charge my credit card: Visa__ MasterCard__

Card # _____, Expiration date ___/___/___

Signature: _____

Title _____

“Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere”. Theodore Roosevelt

For Association Use Only: Approved _____ Date _____





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Take the **PHCC Network** with You Anywhere!

PHCC—National Association proudly introduces a new, **FREE** member benefit: the **MemberCentric app** for smartphones and tablets. Available for both Apple and Android devices, the beta version of the app lets you:

- Easily read and join in **member discussions**
- **Find and contact other members**
- Get details on upcoming **PHCC events**
- See the **latest news** about the plumbing-heating-cooling industry
- You must have a **profile on the PHCC Community Network** to access the app.



Discussions

Collaborate with fellow members to get the answers you need quickly and conveniently. Instantly connect with any of the groups you subscribe to on **PHCC Community Network**, join in existing discussions and pose new questions.

People

Enjoy quick access to other **PHCC members**, including all the members you've connected with through the **PHCC Community Network** ... or search the full member directory.

Inbox

Access your **PHCC Community Network** inbox without logging into your office computer.

Events

Get details on **upcoming PHCC conferences, webinars** and **committee meetings**.

News

Read PHCC's **Twitter feed** to stay up-to-date on the latest **industry news**.



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Downloading Is Easy!



To download app:

iPhone and iPad users: go to the App Store, search for “MemberCentric” by Results Direct and select **GET**, and then **INSTALL**.

Android device users: go to Google Play, search for “MemberCentric” by Results Direct and select **OPEN**.

Or, use your device to scan this QR code:

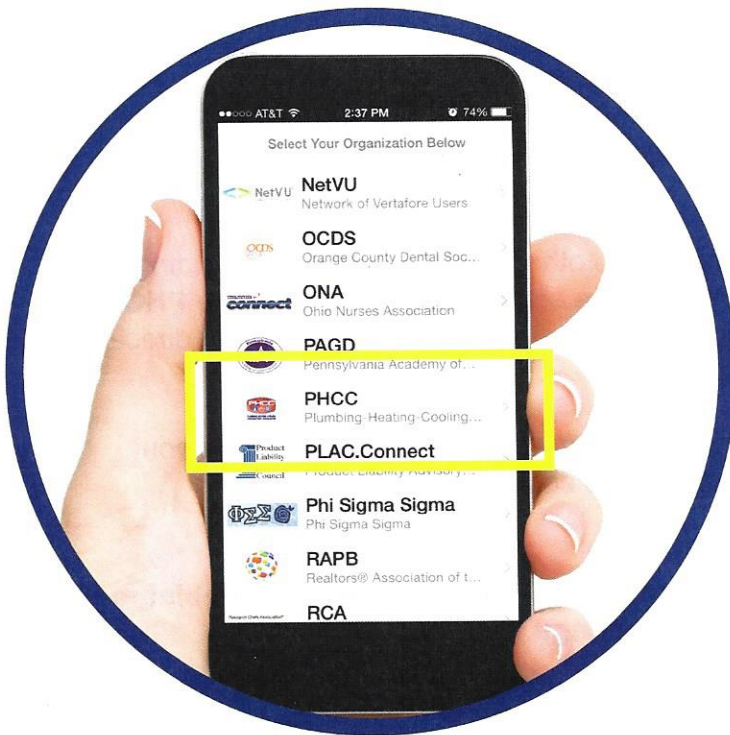


iPhone



Android

To Start Using the App



1. **Once downloaded**, select **OPEN** and click on **PHCC** from the alphabetical list of organizations.
2. **To synchronize the information on another mobile device**, choose that option during the “Enable Data Synchronization” phase.
3. **Login using your regular PHCC username** (your email address) and password (your member ID unless you’ve changed it). You will remain logged into the app until you specifically log out.

Questions?
Contact PHCC at **(703)237-8100**
or email **naphcc@naphcc.org**.



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