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June 2004 Convention Issue

ANNUAL MEETING & CONVENTION



The Plumbing & Mechanical Association annual meeting and convention is being held at the beautiful Hilton Oceanfront Resort on Hilton Head Island, South Carolina.

The educational sessions feature Matt Stevens, president of Stevens Construction Institute. Matt will be speaking on:

Construction Negotiating for Dollars

- Make more money quicker through effective negotiation.
- Learn that good negotiators don't use tricks and intimidation
- Make the switch away from price-focused negotiating
- Understand the psychology of negotiating
- Find ways for everyone to win that don't jeopardize profits

Improving Productivity in Construction

- Changes in the Construction Industry
- Controllables versus Uncontrollables
- The Large Opportunities
- Key Processes
- Implementation

Matt Stevens is president of Stevens Construction Institute, Inc. in Winter Park, Florida. The firm's focus is Scheduling, Project Management, Estimating, Productivity and Financial Management.

In addition to outstanding education, the meeting also offers quality networking events including the golf tournament on Friday afternoon, the Industry Reception with table top exhibits Friday evening, and the Saturday President's banquet.

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LEGISLATIVE REPORT

June, 2004
by Robert Sumner
Executive Director



The 2004 General Assembly is over, and the list of candidates for state legislative races is closed, so the battle lines are now drawn for the 2004 elections.

Leadership intact for key House committee.

Half of the eight members of the House Governmental Affairs Committee are unopposed for re-election, including Chairman Alan Powell (D) of Hartwell. Vice Chairman Douglas Dean (D) of Atlanta is also unopposed as are Sue Burmeister (R) of Augusta and Howard Mosby (D) of Atlanta.

Only two members of the committee face opposition. Austin Scott of Tifton must face Banker Michael Spinks in the Republican Primary. There is no Democrat in the race. Buddy DeLoach of Hinesville, the only Independent serving in the legislature, will face Democrat Al Williams in the General Election. Williams is a "transportation businessman" from Midway.

Two committee members, Democrats Michael Boggs and Doug Stoner, are not running for re-election. Boggs is running for Superior Court judge and Stoner is running for the State Senate.

High turnover possible on key Senate committee.

The chairman and vice-chairman of the Senate Regulated Industries and Utilities Committee both face opposition this election cycle. Chairman Mitch Seabaugh (R) of Sharpsburg will face Susan Ebersbach of Newnan in the Primary, and Independent Thomas Womack of Senoia in the General Election.

One of the most watched races of the General Election will be between Vice Chairman Eric Johnson (R) of Savannah and Rene Kemp (D) of Hinesville. Reapportionment pits

PRESIDENT'S REPORT



2003 - 2004 President George Raburn

Dear Fellow PMA Members:

Your association continues to grow and it continues to work hard for you. Without your efforts in making this association better we couldn't do it.

Congratulations to our nominees for incoming officers and board of directors. Your proposed new officers are President, Chip Greene of Greene and Associates; First Vice President, Ted Zurn of Zurn Plumbing Co; Second Vice President, Ron Kikta of R.M. Kikta Plumbing; and Sec/Treasurer, Danny Richardson of Richardson Plumbing.

I would like to thank officers Chip Greene, Jimmy Mahaffey, Danny Richardson, and Van Cheeves and all of our directors for their hard work this year. We couldn't have accomplished all we did this year without your support.

I would also like to thank Van Cheeves for his hard work as chairman of our nominating Committee. Van's commitment to getting as many members as possible involved has contributed to our success this year.

I must also thank Rob Sumner and his wonderful staff for their continued hard work and dedication to our association. Your executive director and his staff are available to help you at any time. The majority of our events each year are planned, organized and brought to a successful completion by Rob and his staff. Thank you.

I wrote in my last letter about our trip to Washington, DC to lobby on Capital Hill for the Association Health Plan. I have an update for you. This past week the House passed the bill over the objections of several concerned parties. Now we need to work on the Senate getting busy to pass this legislation. Please take the time to write, Email and/or call your senator to urge them to vote yes for this bill. ("Association Health Plans")

Let me take just a moment to thank all of our industry members and sponsors who have

come through again to support our association. Without your help we couldn't do it. Thanks!!

On a sad note, Matt Hughes with Hughes Supply in McDonough will be leaving his position with Hughes to go back home. Matt has some family issues with aging parents and he feels he needs to be near his family. Matt, we will miss you. Thank you for all of your hard work the last three years in our association; you have done a tremendous job in every area that this association has asked for your help. We wish you and your family the best of everything during this move. Our thoughts and prayers will be with you and your family.

Our second annual PMA Bass Tournament was again a success. Thanks to Wade Frame, Wade Plumbing, and Julie Schaeffer of Kohler for all the hard work. We would also like to thank all the sponsors for their support.

Our annual convention is just a few days away. It's not too late to register to join us at Hilton Head June 17-20th. Pack up the family and come join us at the beach. This year's convention promises to be the best yet.

This will be my last *Hotline* newsletter as President this year. I can't begin to explain the way I feel to have served as President of this great association for the second time. Being President is a very humbling experience for me.

To think that just a few years ago I joined this group never dreaming of ever becoming President once much less twice. I have counted it a great honor to serve this association this year. We have accomplished a lot but there is still much work to be done.

Please consider getting actively involved in the business of your association this year. Our new President and the entire executive committee will need lots of volunteers to accomplish the task before us.

Thank you again for allowing me to serve you and this great association as your President.

See you at Hilton Head.

George

LEGISLATIVE REPORT CONTINUED

these two incumbents against each other, and Johnson's position as President Pro Tempore of the Senate adds even more significance to the race. Johnson is favored to prevail, as most of his old district is incorporated into the new Senate District 1.

Other members of the Committee facing opposition include:

- Gloria Butler of Clarkston faces Engineer Abdul Akbar in the Democratic Primary. The winner will then face the winner of the Republican Primary - either Jerry Wyatt or Suzanne Lancaster of Stone Mountain.
- Jack Hill of Reidsville is opposed by attorney Felix Moring in the Republican Primary. The winner will face general contractor Chris Oliver of Rincon in the General Election. This race also has added significance due to Hill's position as Chairman of the powerful Senate Appropriations Committee.
- Regina Thomas has two opponents in the Democratic Primary, including former Savannah Mayor Floyd Adams. There is no Republican in the race.
- Tommy Williams (R) of Lyons faces Glenville attorney Hugh McCullough in the General Election.

Only two members of the Committee are unopposed - Republican David Shafer of Duluth and Democrat Ed Harbison of Columbus. Three committee members are not seeking re-election. Rooney Bowen (R) of Cordele and Charles Tanksley (R) of Marietta are retiring, and Nadine Thomas (D) is running for Congress.

Status quo for House and Senate?

Barring post election party switching, there is a good chance that Republicans will maintain their majority in the Senate, and Democrats will keep control of the House of Representatives. Twelve Republican Senate candidates will have no Democratic opposition, and eight Democratic Senate candidates will have no Republican opposition. In the House the numbers are very close, with Democrats assured of controlling 53 seats and the Republicans 50 seats.

While the party numbers may not change a great deal, the General Assembly will be very different as leaders from both parties end their service. The list includes the senior members of both chambers.

• Senator Hugh Gillis (D) of Soperton, the longest serving state lawmaker in the United States will not seek re-election after 54 years of service in the General Assembly. Although a member of the minority party in the Senate, he served as Chairman of the Senate Natural Resources Committee.

- Rep. Tom Buck (D), chairman of the House Appropriations Committee, is retiring after more than 30 years in the House. Buck previously served as Chairman of the Ways & Means Committee, and was a key lieutenant to House Speakers Tom Murphy and Terry Coleman.
- Jimmy Skipper (D), majority leader in the House of Representatives, announced last week that he will not seek re-election.
- Tom Price (R), former majority leader in the Senate is running for Congress.
- Mike Crotts (R), chairman of the Senate Ethics Committee is running for Congress.
- Robert Lamutt (R), chairman of the Senate Insurance and Labor Committee is running for Congress.
- Charlie Tanksley (R), chairman of the Senate Judiciary Committee is retiring.

Mark your calendars for the Democratic and Republican primary elections on July 20 and the general election on November 2. Now is the time to show legislators that you care about the effect state government has on your business. The plumbing business is highly regulated, so your input is important. Let's don't wait until the campaign work is over and just show up at the Capitol when we need something.

If you would prefer to participate in campaign activity through PMA's Political Action Committee, simply mail your contribution of \$100, \$200, \$1,000 or any amount you can contribute to the PMA PAC (formerly PMA Legislative Action Fund). Mail your individual or corporate check to the PMA PAC at the PMA office. If you have any questions, contact PAC Chairman Danny Richardson.

IMPORTANT DATES

June 10-12	Southern Building Show Cobb Galleria Centre, Atlanta, GA
June 17-20	PMA Convention Hilton Resort - Hilton Head Island, SC
July 11-14	Georgia State Inspectors Association Jekyll Island, GA
October 12-16	PHCC Annual Convention Boston, MA

2004 SUMMER C.E. SCHEDULE

July

Topic:	"Damage Prevention Law - Review"
Date:	Thursday, July 8th, 6:00 PM - 10:00 PM
Location:	TBA - Atlanta, GA
Instructor:	B.J. Anderson
Cost:	\$85 Per Person - \$65 for PMA Members
CE Credit:	4 Hours

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CARE & CONCERNS

Our thoughts and prayers go out to **Henry G. McLeroy, III** on the loss of his father, Henry G. McLeroy, Jr. Mr. McLeroy, Jr. passed away on May 14. He was 87. Henry McLeroy started McLeroy Plumbing in May 1948. He had a long and successful career in the plumbing industry. He was proud of the services he provided to the community. He was the sole proprietor until 1979 when Henry McLeroy, III joined him in the business. Mr. McLeroy retired in 1981, but continued to work part time until 1995.

PMA CO-SPONSORING WITH SOUTHERN BUILDING SHOW

The South's Premier Event for Builders, Remodelers, and Design Professionals will be held June 10 - 12, 2004 at the Cobb Galleria Center, Atlanta, GA. You can register on-line at: www.southernbuildingshow.com/registration or by calling 1-800-854-7736. There will be over 400 booths in the exhibit hall representing the newest advances the building industry has to offer. Additionally there are over 50 business building seminars, workshops and keynotes designed for you to get the most information in the shortest possible time. Stop by and visit the PMA booth at the show.

Cut out this article and bring it to the show for a free pass into the Exhibit Hall.

VAN CHEEVES TRAILER PROMOTES PMA



President George Raburn with the PMA advertising trailer donated by Van Cheeves at the Spring Golf Tournament.

Hopefully you have seen the PMA "Advertising Wagon" at recent PMA events. This is actually a trailer donated to PMA by Van Cheeves of Forest Park Plumbing. Van wanted to spread the good word about PMA to contractors and consumers. Van donated the trailer and arranged to

have the PMA logo and message affixed to all sides. At contractors events, the trailer promotes membership to those contractors that may not yet know about PMA. The trailer is towed to events by volunteers such as Bob Webber of Hughes Supply. While on the road, consumers are exposed to the message to find a professional plumber through PMA's web site, www.plumbingpros.com.

Thanks to Van Cheeves for new ideas and for donating this trailer to PMA!

The reasons to use copper just don't hold water.

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budget. The solvent joining system forms a permanent bond in minutes, and eliminates torches from the worksite – reducing fire risk.

For even more reasons to specify FlowGuard Gold® water distribution systems, call Gloria Webster, Piping Systems Consultant at **770-517-2832** or the FlowGuard Gold® CPVC Marketing Department at **888-234-2436**, extension 7393.

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Viega Propress**

SPECIAL THANKS!

Additional thanks to these area volunteers who helped make it happen, we couldn't have done it without you!

Tammy Cantrell, American Standard
Bernice Carlson, Greene & Associates
Brandy Childs, Richardson Plumbing
Telisa Frame, Wade Plumbing
Allen Lane, Lowden & Associates
Julie Schaeffer, Kohler

ATTENDEES EARN COMPETENT PERSON CERTIFICATION

Congratulations to the following individuals who received their Trenching Competent Person Cards at the PMA CE Class on May 7th.

Daniel Cahaley, Checkered Flag Plumbing
Chris Johnson, Zurn Plumbing
James Leist, D.E.W. Plumbing
David Nelson, The Plumbery
Wayne Pledger, Wayne Pledger Plumbing
Timothy Robinson, The Plumbery
Todd Upshaw, D.E.W. Plumbing
Jason Voisine, Holbrook Service
Derek Ware, D.E.W. Plumbing
Richard Wyrosdick, Holbrook Service

TAP IN TOUR SPEAKERS

A Special Thank You to our Area Speakers for an Exceptional Season of Training:

Preparing Your Company's Financials
Sammy Rawlins

Saving on Your Insurance Costs
Benton Ballenger

Accurate Estimating & Bidding
Chip Green

Keys to Employee Retention
Allen Lane

Current Plumbing Codes
Ron Hicks

What to do when OSHA Knocks
**Bryan Black
Thomas Dean**

Backflow Prevention
Jimmy Whiten

*If You Always Do What You Always Did -
You Will Always Get What You Always Got*
Jonathan Byrd

AREA CHAIRMEN

On behalf of the PMA Board of Directors and Staff, we thank the Area Chairmen for the leadership they provided at the 40+ Area Tour Meetings!

PMA welcomed 26 new members during the Tour Season.

Chip Greene
Greene & Associates
Central Georgia
Area Chairman

Gary Armour
Armour Plumbing
NGAPHCC President

Tony Mahaffey
Northwest Plumbing
&
Mark Huffstetler
Northwest Plumbing
NW Metro Area
Co-Chairman

Wade Frame
Wade's Plumbing

Brian Davis
Quality Plumbing
South Metro
Area Chairman

Ron Kikta
R. M. Kikta Plumbing
NE Metro Area Chairman



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Industry Members Step Up to Support the Industry & the PMA Convention

The Plumbing & Mechanical Association of Georgia sincerely appreciates its Industry Members who help make our annual meeting and convention so successful. The following companies are generously sponsoring your annual convention. A special thanks to the Noland Company, sponsor of the prestigious President's Banquet on Saturday evening, along with co-sponsors American Standard and Ruud Water Heaters.



**Charlotte Pipe/Rheem/Aquaglass/Delta
Parnell-Martin Co., LLC
Oatey SCS
The Home Depot
A. O. Smith
DeVore & Johnson
PDI
Olsonite
Fulton Plumbing, Heating, A/C**

MILESTONE MEMBERSHIPS PMA KEEPS COUNT OF THOSE WE CAN COUNT ON

Congratulations to the following companies who are celebrating milestone memberships in 2004.

35 Years		15 Years	
Miller Mechanical	1969	East State Plumbing	1989
		Quality Plumbing Enterprises	1989
25 Years		10 Years	
ARS	1979	Lakeside Plumbing	1994
BoggsSupply	1979	MOEN	1994
Herrin Plumbing	1979		
Marsh & Moore	1979	5 Years	
Speedy McQuaig and Sons	1979	AAA Allied Plumbing	1999
The Home Depot Supply	1979	Arimar Plumbing Service	1999
		Athens Plumbing & Well	1999
20 Years		Dupree Plumbing	1999
Harding Plumbing & Supply	1984	Ivy Mechanical	1999
Holbrook Service	1984	Lashley Tractor Sales	1999
Hughes Supply	1984	R.M. Kikta Plumbing	1999
Northwest Plumbing	1984	Scientific Detection Services	1999
		Sundial Plumbing	1999
		The Plumbery	1999