

THE P.A.C.K.
316-262-8860
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THE P.A.C.K.[®]

NEWSLETTER

Board Members

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John Gee
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Executive Dir. : Dan Leidy

General Membership
Meeting
May 17th, 5:30pm

Next Board Meeting:
June 2nd , 4:00pm

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2nd Issue

May, 2010

VENDOR SHOWCASE 2010



It's that time of year again! Our Annual Vendor Showcase Dinner is just around the corner! Last year we had a record number of vendors, totaling 21! It's always a good time getting to know some local vendors, socializing with your fellow tradesman, and eating good food while listening to a top notch speaker. This year we will have guest speaker, [Wink Hartman](#). He's a business man like many of you and will surely



have some good information for you. This event will take place a little earlier this year. Mark your calendar for **Wednesday, May 26th** and plan to join us for a great evening. Please call the office with your reservation so that we can be sure to accommodate everyone. Thank you, and we look forward to seeing you!

2010 Annual Golf Tournament

The P.A.C.K. Annual Golf Tournament will quickly be upon us. This event is scheduled for September. Don't forget to mark your calendar for this one too! The Golf Tournament provides a way for local vendors and tradesman in Wichita to meet, mingle, and talk a little business while having a great time. It also helps support The P.A.C.K and keep our doors open so that we can better serve the trade community through education. The Golf Tournament is always a good time and we hope that you will join us.

Tough Times Build Tough People

By now, everyone you know is feeling the impact of this recession. The Democratic media will tell you that we are on the road to recovery. I think that road is full of potholes that we don't have the money to fill. Kansas, like most states, is facing deficits that will take years to pay down.

The stimulus money did help some local businesses to heal up a bit, but some of that money went to out of state contractors when it should have stayed local.

I attended part of the General Membership Meeting on the 17th of May. I just kind of stood back, listening to parts of conversations among the members. It would seem that we are being hit. Some of you have enough work going to keep your help busy and you are the fortunate ones. You've weathered these storms before and know how to keep your heads above water. Some of you have gone to work for other plumbers; no shame in that. We all have to eat. I listened to a couple of old timers, people I have a great deal of respect for, talking and stressing about the same issues. My point is, we are all feeling it; new guys and old timers. You are not alone.

How do we, on a local level, survive until we start seeing some relief? Like we always have when times got tough; we tighten our belts and do without. This isn't the first time we've weathered a recession. This time it is more wide spread, more complicated. We bailed out GMC. We bailed out Chrysler. We bailed out wall street. You know, when my kids got into jams as kids, I bailed them out as best I could. Well, I've raised my kids. At least they grew up and figured it out themselves

Instead of bailouts, these corporate hogs should be filling those potholes. They should be wearing orange jump suits and flip-flops. They should be ever so careful not to drop their soap in the shower. They should be made to pay back our parents who worked their entire lives for that nest egg, only to see it lose 35-65% value. Is somebody going to bail out Joe Blow Plumbing when his truck breaks down and he can't turn wrenches?

ENOUGH POLITICS.

Again, what can we do until this crisis is over and the phones start ringing again? Actually there are a great many things we can do that cost little or nothing. You have the time; put it to use.

Clean up your shop, get organized. Clean your vehicles, organize them. You may not be in a position to restock right now, but have a bin tagged for those items. It saves time and money and fuel when you can go right to that 3/8" X 12" chrome plated closet supply. You know you have 3 or 4, but you end up driving to the supply house because you can't find it. You just wasted an hour, plus fuel. Take that barrel of copper scraps to recycle. The brass too. Not much money, but every little bit helps right now.

Go back to school. There are a number of low cost/no cost classes available to us. The Kansas Small Business Development Center, 29th and Oliver, is a good place to pick up some small business mini-seminars. Good for new businesses, good refreshers for established businesses. Sponsored by Wichita State, SBA, Wichita Independent Business Association and others. These classes cost an average of \$15.00 for 2 hours of training.

Go online. Google anything that interests you in your field, or another, that might be an avenue for more revenue. (Irwin, be very careful what you google!) If you have a website, work on it. Is there anything offered there that will get people to call you? Have new business cards printed, hand them out. Send out mailers. Cheap ways to generate new business. Catch up on your reading. You know there are articles in PM magazine that you wanted to read. There are a lot of new technologies coming down the pike. New products. New ways of doing things.

Diversify. If you have been doing nothing but new residential plumbing you are feeling the pinch. Get into repair. Offer an annual maintenance plan and call your customers once a year. Put them on the computer and have it remind you when it is time to call on someone.

Join an association. I mentioned WIBA above. This is a bunch of small business owners with varying talents that get together several times a month to bounce ideas off of each other, network, get their names out to tons of professionals in every field.

Volunteer some time at The P.A.C.K. Yeah, you knew that was coming. The CEu classes are for you. Not only do you have to have them to renew, you might just learn something.

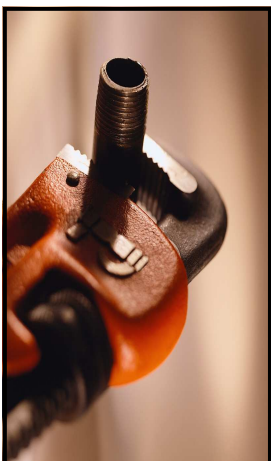
Take a Red Cross basic CPR class. Could save somebody's life. Also good for 3 hours CEu believe it or not.

This recession will end. I don't see it ending this year, at least not locally. We've been there before, and you younger guys will see it again in about 20 years. Learn from this experience. Remember it. Grow from it.

Take this slow time and better yourselves. You will be poised to kick it in the butt when this is over. It is written; "This, too, shall pass."

Dale Cook

Owner of Masterplumb, Inc
& V. President Of The PACK



Tool Swap! June 12th

On June 12th come on down to The P.A.C.K. with all the tools and stuff you don't use anymore and see if you can't swap it out for something you CAN use. We are inviting all of our members, including individuals, to set up a FREE booth to swap and sell all you can. This event is open to the public. The P.A.C.K. will be selling food and drinks, so if nothing else come down for a good time! Call or email to register and watch for our flyer for more details! Stop staring at those tools you never use, get what you want, and clean out your garage or building. If everyone joins in, no one will go away empty handed! AND you can support The P.A.C.K. at the same time! Everyone wins! See you there!

Continuing Education 2010

Continuing education for 2010 is off and running. We have had some great classes already this year, and some fantastic guests too! [Service Master](#)

[Wink](#) put on an informative, and entertaining presentation that was well received. We have also had many code related



classes and though not quite as entertaining, they fill that necessary 3 hrs a year requirement. Keep watching for more opportunities! More classes are coming! Don't wait until the last minute!

[Clean In a Wink](#) provided a class on [Water Damage and Mold Remediation](#) in April and received many complement from the attendees. [Clean in A](#)



General Membership Meeting

March's General Membership meeting came and went with a cook out and some continuing education. Seems you all like it that way, so think we'll do it again this month! Looks like we are gonna have a good number for May 17th! Watch our calendar online and don't miss out! See you there!



THE P.A.C.K.

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We're on the web!
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Attention: Medical Gas Update

The City of Wichita has been working on an ordinance for Medical Gas Installers and Service Technicians. I am not aware of any ordinance for Wichita which has been approved yet. As codes and updates and changes go through the Plumbing and Mechanical Boards and through City Council we here at the PACK will do our best to keep you updated.

I am taking an excerpt from Rep. John Grange, concerning Medical Gas at the State level. I'm sure the City will have their amendments, but they will not be less stringent than the State. Here is John Grange's update at the State level:

House Substitute for SB 449 amends the law by requiring that all repairs, maintenance, or inspection of medical gas piping systems be completed by a person that is licensed under the "Plumber's and Plumbing in Cities and Counties Statutes" and is certified under the appropriate professional qualifications standard or standards of ASSE Series 6000.

The installers are required to obtain a proper permit from the county or city for which the medical gas is being installed. In addition, all inspections are to be done by a third party agency certified under the same standards, all documents of the inspection and certificates of the installer are to be provided to the county or city prior to any occupancy of the building or unit in which the medical gas piping has been installed.

Finally, the bill provides that this section of law would not apply in counties or cities in which building codes require an inspector certified by a nationally recognized code organization to inspect medical gas piping systems prior to issuance of an occupancy permit.

I supported this bill on the house floor and had the privilege of attending the official bill signing by the governor. In attendance was Representative Connie O'Brien, (R Tonganoxie) who brought the legislation forward and Austin Stone from Tonganoxie the young man who was severely injured while undergoing a dental procedure in Lawrence.

The issue behind the legislation is that the medical gas piping was not properly installed and identified as required by code. The dentist believed he was administering oxygen when in fact he was giving the patient an overdose of nitrous oxide" laughing gas". The resulting brain damage has caused permanent disability to this individual. This legislation is intended to save lives and prevent future occurrences.

If you should have further questions, you can contact John Grange, or if you want to know where the City is heading, contact Mr. Kurt Schroeder.
Dan Leidy, Executive Director, PACK

Contact Information:

Kurt Schroeder: KSchroeder@wichita.gov

John Grange: John.Grange@house.ks.gov



TOOL SWAP!

SATURDAY, JUNE 12TH

8:00AM-5:00PM

THE PACK PARKING LOT

320 S. LAURA, WICHITA, Ks. 67211

FREE SPACE AVAILABLE

DONATIONS WILL BE ACCEPTED

****FOOD AND DRINKS WILL BE AVAILABLE FOR PURCHASE!**

**COME SWAP OR SELL ALL THOSE USELESS TOOLS YOU
HAVE FOR ONES THAT YOU CAN USE!!**

**MAYBE FIND OR BRING SOMETHING UNUSUAL
IF YOU THINK SOMEONE CAN USE IT, BRING IT!**

SUPPORT YOUR ASSOCIATION!!

NAME: _____

PHONE #: _____

EMAIL: _____

COMPANY NAME: _____

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