



NEWSLETTER

CODE ALERT!!!

IMPORTANT MESSAGE FROM THE EXECUTIVE DIRECTOR

On Wednesday, October 7, 2009, the Board of Appeals of Plumbers and Gas Fitters, voted to review the 2009 Uniform Plumbing Code for adoption as the code to be used for the City of Wichita. They did not, nor do they intend to even look at the International Plumbing Code. In 2007 the PACK addressed Council with the Plumbing Shops which preferred then International Plumbing Code. We had over 80 of you who was on that list. At that City Council Meeting the council voted NOT to adopt either plumbing code but wait till the 2009 codes came out and vote for the Family of International Codes, which would include the plumbing code.

Please contact City Council, Mayor and Superintendent of Central Inspection if you desire the plumbing board consider the IPC or request Council to follow through with their vote in 2007 and adopt the 2009 International Plumbing Code. We already have all the other codes adopted, and the International Plumbing Code is the only one left out.

The PACK would be happy to review these two codes at a future meeting with our members if so desired. Just let us know and we will put it together.

Here is where you can find the Council vote: October 16, 2007, pages 212 & 213. Go to city web site and archive council meeting minutes.

Here are the e-mail addresses you need:
Mayor Carl Brewer, cbrewer@wichita.gov
Council Person Paul Gray, pgray@wichita.gov
Council Person Janet Miller jmiller@wichita.gov
Council Person Jeff Longwell jlongwell@wichita.gov
Council Person Lavonta Williams lkwilliams@wichita.gov
Council Person Susan Schlapp sschlapp@wichita.gov
City Manager Robert Layton rlayton@wichita.gov
Kurt Schroeder kschroeder@wichita.gov

Please CC the PACK with your e-mail so we have a record

Dan Leidy, Executive Director of the Plumbing Association of Central Kansas
mdleidy@gmail.com
316-616-4868

2009 Elected Officers

President: Kelsey Leidy
V. President: Dale Cook
Secretary: Monty Cruse
Treasurer: Leon Breedlove

Board Members

Mark Herndon
Steve Conduff
Nick Trujillo
Earl Carra
Shelby Wilcox
Dan Leidy—Exec. Director

General Membership Meeting

November 16th
OPEN HOUSE
5:30pm - Approx. 8:00pm
Dinner Starts @ 5:30

Next Board Meeting:
November 4th





Words From Our Vice President

Hi, I'm Dale Cook, Vice President of the P.A.C.K. In business since 1985, we are getting set for our 25th anniversary in July of next year. I know, that makes me older than dirt.

I want to throw out a few kernels of wisdom I have gathered through this last quarter century. It may help some of you enterprising young souls avoid problems I faced learning the business while turning wrenches at the same time. I have a PhD from the school of Hard Knocks with a minor in Chasing Dollars.

So you have your master's license and you're read to set the world on fire? Congratulations!!!! You are to be commended for having the ambition and the stones to chase the dream.

1: Set short term and long term goals. Put them on construction paper written in crayon and nail it to the wall above your desk. Read them daily.

2: Hire an accountant. For awhile you can keep your own books, but hire an accountant.

3: Buy the best tools you can afford and vehicles as you need them and pay cash as often as you can. It is tough enough without starting with a mountain of debt.

4: Do not let AT&T or Feist blow happy dust up your skirt. You will have people trying to sell you advertising constantly. Start off with a one liner in the yellow pages and business listings. That's enough for people to find you. Those big colorful ads look impressive but if the business isn't there to pay for it, too bad. That salesman already has his commission and you are left twisting in the breeze.

5: Pay yourself first. If you attend church, tithe. If you can't afford to tithe, volunteer

some time.

Pay your suppliers!!!! Get good insurance. You can roll liability/comp/vehicle/tool insurance into a package and save some money.

Read and understand your policy. Keep your taxes caught up. You won't believe everything they tax you for. Maintain your trucks. Maintain your tools. They make you money.

6: Spend time with your family. Love and honor your spouse. Cliché: Behind every successful business person is a caring, supportive partner. Ok, its worded differently but I'm being PC I hope. Find time for your kids. Do soccer, spirit sparklers, whatever they are into. Take time off. Don't sweat the petty stuff, don't pet the sweaty stuff. Again, cherish family. Without family your money ain't worth a damn.

7: Do what you say you will do. If you tell your customer 9:30, be there at 9:30 or call with a heads up. Keep yourself clean. Shave. Bathe at least Saturday night. Wipe your feet, clean up after you're done. Vacuum if you have to. Impresses the hell out of people and doesn't cost a thing. Do each job like you are doing it for your Mama. They will call you again and they'll tell their friends. Trust me, it's the best advertising you can get. Or the worst.

Continued on page 4.





General Membership Meeting

*Guest Speaker: Wichita City Manager, Robert Layton
September 21st, 2009*



Every other month here at The P.A.C.K. we get together for our General Membership Meeting. We have dinner, talk a bit, and then gather in our upstairs classroom to hear a speaker and get caught up on what's going on in our industry. Last month we were fortunate to get our new city manager to come and address our group.

While we all know that Mr. Layton does not go out and plumb houses for a living, his leadership effects all of our trades. Mr. Layton spoke to us that evening about his vision for the city of Wichita and about some difficult issues that he deals with concerning our city's finances. We have all felt the effects of an uncertain economy and those in a position of leadership downtown are also dealing with financial set backs. Mr. Layton gave helpful information on a variety of areas from the condition of our roads to the downtown arena. Though Mr. Layton is new to the city of Wichita, I do believe he did a good job of not only conveying his vision, but also fielding some rather difficult questions. His information was helpful from an industry standpoint and from a personal one as well. The P.A.C.K. pushes to provide these kinds of opportunities to its members. We look forward to continuing with these type of engagements in order to better serve you.

Next month will be our OPEN HOUSE General Membership Meeting. We will be providing a **free dinner**, prizes, and tours of our property and services. We will also be offering a discount on 2010 memberships for those who sign up between now and then. See our membership form for details.

Please come, get involved and have a good time. And if you come for no other reason than the desserts, you won't be disappointed. I hear they're fantastic!

Michelle Wood
Office Secretary
michelle@pack-ice.com
262-8860

**A special thanks to
City Manager Robert Layton
For taking the time to speak to us. We look forward
to visiting with you again.**





Website Update

The P.A.C.K.'s new and improved website is now up and running! Please be patient with us as we continue the updating process. But as of this month the new design work is complete.

Our calendar is now fully functional so you can look up all of our upcoming activities. We now have a Wichita City link at the bottom of our home page and an ICC link at the top right corner for your convenience. Please feel free to email us with your comments.

A big "THANKS!" to the guys and gals at [TK FAST](#) for their great service and design work! These guys are a local company with the kind of personal care we all appreciate. If you want to bring a little technology to your company, [TK Fast](#) can make it easy.

Contact: Daniel De Longe (316) 260-2500 Ext. 2260
www.tkfast.com



Continued from page 2.

8: Join an association. It is the best way to keep informed, compare notes, get ideas, keep up with your CEU's. Don't wait til renewal time to start scrambling for CEU's. I firmly believe we have the best organization out there. The P.A.C.K. is here for you. Member up, attend, volunteer, get involved. Get elected to the board. Make a difference.

You will get discouraged. You may want to go back to work for the other guy. Don't do it. We need young blood in our trades. Go getters keep the rest of us humping. It is a tough old row to hoe, but I'm having the time of my life.

If I haven't scared you, jump out there and show the old timer's how it's done. Bring your new generation on board, we welcome you.

If you want to work for the other guy, that is cool. Give him or her all you've got and respect that he/she has been there through good and bad and is still kickn'. If you are good help they will eat beans and rice to retain you.

I'm proud of who and where I am. I've been blessed and I wish the same for you.

Dale Cook
Masterplumb, Inc.
Vice President of The P.A.C.K.

Classifieds

The following men are available for hire with qualifications as listed. If you are interested Please contact: Michelle for their complete resume. 262-8860

Danny Leidy
Licensed Journeyman
Plumber

Brian Cannon
Experienced HVAC installation
helper with universal license.

Randal Williamson
Licensed Journeyman
HVAC w/universal license.



5th Annual Golf Tournament

The P.A.C.K. 5th Annual Fall Golf Tournament was played at Tex Consolver Golf Course on September 25th with a record 104 players, including P.A.C.K. guests from the Wichita City Council, Paul Gray and Jeff Longwell. Play started under sunny skies. Halfway through play, the rains that been forecast for Friday night came in early and put a damper on the golf but not the festivities. Teams played in the rain for a couple of holes, but the lightening sent everyone back to the clubhouse.

A brisket dinner that was scheduled for after the tournament became lunch. Thanks to the staff at Tex Consolver for being ready. After eating and waiting an hour, it was decided to can the tournament after 9 holes.

Two teams, from Ferguson and Winnelson tied at 6 under par. After going to a scorecard playoff, Ferguson's team had Eagled the #1 handicap hole to Winnelson's birdie. Ferguson won \$400 for first place and Winnelson won \$200 for second. Door prizes and other awards were passes out as the golf tournament turned into a party.

A special thanks goes out to Michelle Wood and Tammy Goss for their help making this event a success.

The P.A.C.K. and Ferguson Enterprises provided liquid refreshments on course for all players this year.

The P.A.C.K. appreciates the following hole sponsors for their support and door prizes.

Milwaukee Valve Co.	Mack McClain & Associates
Ferguson Enterprises, Inc.	Summit Sales, Inc.
Kohler Co.	McQueeny-Lock Co.
Johnson & White Sales Co., Inc.	Dworkin Co.
Phoenix Supply, Inc.	Trajet
The Tap of Kansas, Inc.	Winnelson
R-Quip Equipment Rental	WT Leonard

**See all of you again next year for
The 6th Annual P.A.C.K.
Golf Tournament!!**



5th Annual Golf Tournament





Coming Soon!!

Contact us: Phone: 262-8860 Fax: 262-8907

Email: michelle@pack-ice.com

Christmas Party

The P.A.C.K.'s annual Christmas party is just around the corner. We have booked the Chuckwagon Café at Cowtown. The date is set for Friday, December 18th.

More details are coming so watch for the flyer in your mail!

Continuing Education

There have been lots of questions about continuing education. There WILL be more classes offered here at The P.A.C.K. coming in November. Watch our web-site at www.pack-ice.com for upcoming dates. The following classes are currently available.

Wednesday, October 21st

Combustible Air & Category One Venting

Instructor: Darrell Boger

6-9pm

3hrs. Plumbing & Mechanical CEu's

Wednesday, October 28th

Rinnai Tankless Heaters II

Instructor: Mike Waters

6-8pm

2hrs. Plumbing CEu's

Member's Corner: Irwin Plumbing Company



This edition's "meet your member" is Terry Irwin.

Terry Irwin has owned and ran "IPC" Irwin Plumbing Co. since 1981. They specialize in commercial plumbing.

Terry is married and has two children. He is also an active member in his church along with time donated to Big Brothers and Big Sisters, and Ketch.

Terry spends his free time golfing, fishing, and hunting.



THE P.A.C.K.

We've had a lot of great continuing education classes. We have provided over 750 hours of continuing education hours in just the last 30 days! Keep coming and keep supporting The P.A.C.K. as we continue to provide you with the education that you need. Visit our website at www.pack-ice.com for the latest updates and information. Please call and reserve your spot for future classes.

Contact our office secretary: Michelle 262-8860
Email: michelle@pack-ice.com

