



Best People. Best Practices.®

Being Involved as a Contractor Member in the Plumbing-Heating-Cooling Contractors of North Carolina is one of the BEST professional decisions you can make!

A PHCC Membership provides outstanding resources and tools for you as you pursue the betterment of your business, our industries, and yourself personally. Our Vision for PHCC is “To become so relevant that clients and the public identify a PHCC contractor as the best choice for a knowledgeable and reliable product and service.” Our work is about YOU, and we are excited to be working alongside the Board of Directors and our many members as we strive together to fulfill this vision.

JOIN us and become an active participant in the association. Be part of the “Best People.” and the “Best Practices.” that our members represent. Realize more value through proactive involvement. As a Member you can:

- Login to our website (phccnc.com) and take advantage of the Member Savings Program.
- Login to the PHCC National website (phccweb.org) and utilize the tools, resources, webinars, and publications available 24/7 to improve and grow your business.
- Attend and participate in our annual Connections Conference, Summer Convention, Members Meeting, and Legislative Conference.
- Get involved in your closest local association, and take advantage of all that is available and maximize the return on your membership investment.
- Access Professional education opportunities to strengthen and support your business.
- Work with your peers as colleagues and as partners in further developing our association and expanding the many benefits available to our members

As the 2019 President, and the Executive Director of PHCC of NC, we are excited to be working alongside the Board of Directors and our many members as we strive together for the growth and improvement of your business and our industries as a whole. Please don't hesitate to contact us if you have any questions.

Sincerely,

Rob McClintock
McClintock Heating & Cooling, Matthews, NC
2019 President of PHCCNC
Rob@mcclintockhvac.com

Jim Pendergrass
Executive Director
jim@phccnc.com

2019 APPLICATION FOR CONTRACTOR MEMBERSHIP



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Company Name _____

Contact Name _____

Address _____

City _____ **State** _____ **Zip** _____

Phone _____ **Fax** _____

Email _____ **Website** _____

HVAC **H1** **H2** **H3** **PLBG** **P I** **P II** **Fuel Pipe** **FP**

License# _____ **License#** _____ **License#** _____

Any individual, firm or corporation that holds a qualifying license from the NC State Board of Examiners of Plumbing, Heating and Fire Sprinkler Contractors and conducts a cooling, heating or plumbing business is eligible for membership. Completed applications will be submitted to the PHCC of NC Membership Action Team for review, and they will make appropriate inquiries regarding the applicant. A majority vote of members will then accept or reject the applicant. All applicants will be notified once their application has been reviewed.

Number of Years in Business: _____

Number of Employees: _____

Briefly describe your business philosophy. _____

What types of products/services do you provide? _____

Have you had any complaints filed against your organization with the State Licensing Board of Plumbing, Heating and Fire Sprinkler Contractors within the past 5 years? If so, what was the resolution?

List three professional references, with contact name and phone number that can attest to the professional nature of your organization.

1. _____
2. _____
3. _____

Did someone refer you to PHCC of North Carolina? If so, please tell us who. _____



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2019 APPLICATION FOR CONTRACTOR MEMBERSHIP (CONTINUED)

SELECT MEMBERSHIP TYPE

- PHCC Active Member - **\$955.00 Annual (or \$245.00 per quarter)**
Membership provides all benefits available to a PHCC Active Contractor Member through our affiliation with the PHCC-National Association, and PHCC of NC.
- PHCC INTRO Member - **\$475.00 Annual (or \$122.00 per quarter)**
(Represents a 50% savings for 1st year only; 2nd year rates are a 25% savings; 3rd year onward is at full PHCC Active Member rates at that time)
PHCC INTRO membership available to contractors who are not previously nor currently a PHCC Active member, and provides all benefits (except voting during Annual meetings) available to a PHCC Active Contractor Member through our affiliation with the PHCC-National Association, and PHCC of NC.

NOTE!! Paying your dues for the year in advance saves you about 3% over quarterly payments.

Local Associations:

We believe a significant part of the value received from association involvement comes from connecting with fellow contractors in a Local Association to share best practices, learn from one another, and address issues of concern in your area. The following are current Local Associations in North Carolina with PHCC of NC members. Please indicate which is closest to you, and we will connect you with their leadership team. ***Local dues will be added to your membership invoice based on your local association's dues structure.***

- Charlotte
- Triad (Greensboro, High Point, Winston-Salem)
- Triangle (Durham, Raleigh)
- Western North Carolina (Asheville, Hendersonville, Waynesville)

PLEASE NOTE: Membership periods are for one calendar year. Member dues are pro-rated beginning on the date that your membership is approved by PHCC of NC when joining mid-year. If your membership application is approved, you will receive notification and an invoice for your membership dues. You may then pay either with credit card via your online account with the PHCC of NC website, www.phccnc.com, or you may pay by check, and access to member benefits will then begin upon receipt of payment.

Contractor Membership Benefits



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We know that no two cooling, heating or plumbing businesses are alike. That's why PHCC of NC is proud to offer our members a variety of options to best suit their organization's business needs. Membership options include:

PHCC Active Membership

- Access to Member-only areas of PHCC-National's website, phccweb.org.
- Access to Member-only areas of PHCC of NC's website - www.phccnc.com.
- Access to extensive knowledge resources, webinars & classes.
- Business resources including Management, Best Practices & HR bulletins.
- Weekly online PHCC National e-Newsletters and updates.
- Bi-weekly PHCC of NC In The Loop e-updates with latest NC industry related information.
- Regulatory and Legislative advocacy and updates.
- Scholarship and Awards programs.
- PHCC Community - online discussion groups.
- Listing in Annual PHCC of NC Membership Directory.
- Preferred member rates for all association events and functions.
- Free or reduced cost for Professional Development Education Classes.
- Access to Affinity Partnership discounts.
- Eligible for membership in Member's Credit Union - www.memcu.com – in NC.
- Updates and advocacy regarding legislative items of interest to our industries.
- Local meetings with programs of interest and benefit to your business.
- Networking opportunities with fellow professionals for personal growth.

PHCC INTRO Membership

- Available to first-time PHCC National membership applicants.
- Introductory savings: 50% off national fees for first year and 25% off for second year
- **Includes all Active Member benefits except voting rights during Members Business session at CONNECT, the PHCC National annual convention.**



CODE OF ETHICS

PLUMBING-HEATING-COOLING-CONTRACTORS — NATIONAL ASSOCIATION

PLUMBING-HEATING-COOLING
CONTRACTORS ASSOCIATION®

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It's Not Only the Right Thing to Do... It's Just Good Business.

How do you make sure your customers are not only satisfied with your work, but are also enthusiastic fans who recommend you to others? One of the best ways is to **keep doing what you have always done** — following the highest standards of business ethics. Adhering to these standards is a great way to separate yourself from the competition:

To consider our trade worthy as affording us distinct opportunities to serve society

To improve ourselves, increase our efficiency and enlarge our service, and by so doing attest our faith in the fundamental principles of life, that we profit most who serve best

To realize that we are businesspersons and ambitious to succeed; but that we are first ethical persons, and wish no success that is not founded on the highest justice and morality

To maintain the highest ethical standards of advertising, pricing, selling, installation and service guided by the principles of honesty and integrity

To promote the latest technological advances in the design, types and methods of installation of plumbing-heating-cooling systems; using equipment and materials complying with the standards recognized by this industry

To enter enthusiastically into the association work—to give as well as take—and do our part in elevating the industry

To support all progressive moves that are being carried out along the lines of trade extension, standardization and sanitation

To conduct our affairs that others in our business will find it wise, profitable and conducive to happiness to emulate our example

To follow and execute our work in conformity with federal, state, county and city building, safety, energy and water conservation, fire and housing codes; and refusing to be a party to any action that violates these regulations

To promote conservation of water and energy to the public we serve through improved, adequate, safe, modern installation of energy efficient equipment

Antitrust Compliance

Antitrust compliance is the responsibility of every member. The following rules are applicable to all association activities and all oral and written communications.

No association meeting or activity will be used to bring about an agreement, whether formal or informal, among competitors with regard to prices, terms or condition of sale, sales and promotions, distribution, volume of production, territories, or customers.

No association meeting or activity will include any discussion of actual prices, costs, or any other terms of competition. No information on such subjects will be exchanged or discussed without prior approval of counsel.

No association meeting or activity will include any discussion which might be construed as an attempt to prevent any business entity from gaining access to any market or customer for goods or services, or to prevent any business entity from obtaining a supply of goods or otherwise purchasing goods or services freely in the market.

All members are expected to comply with these standards in informal discussions at the site of any association meeting.

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 | phccweb.org

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

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

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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+**