

Association of Plumbing Contractors, Inc. Convention and Exposition



tentative KAPHCC Convention Schedule

FRIDAY 21, 1987:

EXECUTIVE BOARD MEETING — Board Room-Ramada

KAPHCC EXECUTIVE BOARD MEETING — to be announced

EXECUTIVE PRESIDENTIAL PARTY — President Green's Suite

FRIDAY 22, 1987:

REGISTRATION DESK OPENS — Belle Hall Foyer

TO SELL MORE SERVICE AND HIGHER PROFIT PRODUCTS by Bill Stiles — Meeting Room F

EXECUTIVE LUNCHEON (Ladies Invited) — Julia Belle Room. Sponsored by BROCK-McVEY COMPANY and MASTERS' SUPPLY, INC.

REGISTRATION OF SEMINAR — Meeting Room F

KAPHCC SEMINAR — Kentucky Room

EXECUTIVE PAST PRESIDENTS' PARTY & DINNER (By Invitation Only) — Meeting Room G

EXECUTIVE SOCK HOP — Julia Belle Room.

Check in time as we open the convention with our own sock music will be by "Peaches" as we stroll down memory lane. To make this more fun, we want you to dress in the outfits you wore to your sock hops, proms or homecoming.

FRIDAY 23, 1987:

REGISTRATION DESK OPENS — Belle Hall Foyer

EXECUTIVE BREAKFAST (Ladies Invited) — Julia Belle Room.

Sponsored by TOM RUEVE AND ASSOCIATES AND TYLER PIPE.

KAPHCC BUSINESS MEETING — Kentucky Room

SEMINAR — "MONEY MANAGEMENT FOR CONTRACTORS" by presentation of Fenlon & Associates — Meeting Room F

11:30 a.m. LADIES SHOPPING & LUNCH OUTING

The women will have lunch at 11:30 a.m. at the Ruby Tuesday's Restaurant and then shop at Louisville's newest shopping sensation, the Forum.

3:00 p.m. KAPHCC EXPO — Belle Hall. Valet Parking (Free) until 9:30 p.m. Cash Bar. Buffet Dinner (Not Included In Registration) available in Julia Belle Room. Exhibitor Door Prizes Awarded.

SATURDAY, JANUARY 24, 1987

8:30 p.m. REGISTRATION DESK OPENS

9:00 a.m. KAPHCC GENERAL MEMBERSHIP MEETING
Business, Resolutions and Election of Officers

9:00 a.m. WALK KAPHCC TOUR OF JOE LEY ANTIQUES, INC.

A delightful tour of two acres of antique treasures under the roof of an 1890 school house. Prices begin at the bottom and go into the thousands for some treasures.

Sponsored by EAST END/SOUTH END PLUMBING SUPPLY, INC.

11:30 a.m. PLUMBERS SUPPLY LADIES LUNCHEON — Will include

Installation of officers
Sponsored by PLUMBERS SUPPLY COMPANY

4:00 p.m. MASS — Meeting Room J

6:00 p.m. KAPHCC PARTY — Julia Belle Room. Sit-down dinner. Introduction of new officers. Presentation of Awards.
Grand door prize of a color TV sponsored by JOHN W. WELKER COMPANY

SUNDAY, JANUARY 25, 1987

9:00 a.m. KAPHCC 1987-1988 EXECUTIVE BOARD MEETING — Board Room
Will include breakfast and orientation of duties.

ors

ors

te

Inc.
tion
Inc.
pany
ompany
oration
e, Inc.
ociates
any
pany

Crane/FIAT
Creed Company
Cresline Plastic Pipe Co.
Disney-McLane & Associates
F. W. Dodge Division
McGraw Hill
East End/South End
Plumbing Supply
Ebco Manufacturing
Company
Eckart Supply Company
Electric Eel Mfg. Co., Inc.
Elizabethtown Winnelson
Eubank, Hall & Associates,
Inc.
Federated Insurance
Stanley G. Flagg & Company,
Inc.
The Gambill Company, Inc.
Gary S. Gilpin Sales
Company
Heatco, Inc.
Hunt Tractor and Equipment
Company

J & D, Inc.
J & D Marketing, Inc.
Jebco Marketing, Inc.
A. G. Kaehr Company
Kennedy Tank & Mfg.
Company
Kentucky Pump & Industrial
Systems
Kingston & Associates
Kohler Company
Kool-Fire
Louisville Gas & Electric
Company
Louisville Winnelson, Inc.
Manning Equipment
Company
Masters' Supply, Inc.
Moen Faucet Company
The Montgomery Company
J. H. Morales Sales Co., Inc.
Mor-Flo Industries, Inc.
Nibco/PVF Marketing
Peerless Electronic Supply
Plumbers Supply Company

Resco Rents
Ed Schreiber & Associates
Tom Shannon Sales
Company
A. O. Smith Corporation
State Industries
Steele Supply Company
Triple E
U.S.A. Manufacturing Inc.
U-Brand Corporation
U. S. Brass
U. S. Consolidated, Inc.
Valley Distributing of
Louisville
Van Note Supply, Inc.
Weil-McLain
John W. Welker Company
Dan West Sales Group
Westburne Supply Inc.
Wayne Supply Company
Winston & Company
Wolverine Brass
Zoeller Company

NAPHCC San Francisco



...George Givens, Rita Chaney, Bobby Green, Nancy and Ted Huhn and Jacki Green in Sausalito



...Halloween night.

...the Mason-Dixon "Installs" Ray.



...the Espenscheids ride the cable cars.



...the Neiheisel's enjoy Kohler Night.



These Are Your
"Full Service"
Kentucky Distributors

PLUMBERS SUPPLY COMPANY, INC.
1000-1012 EAST MAIN ST.
LOUISVILLE, KY. 40206
PHONE: 582-2261



EAST END PLUMBING SUPPLY INC.

DISTRIBUTORS OF:
VALLEY FAUCET
ANOTHER QUALITY PRODUCT OF
US BRASS

- FULL SERVICE DISTRIBUTORS
- RESIDENTIAL & COMMERCIAL
- VISIT OUR SHOWROOM

EAST END
1705 RESEARCH DRIVE
HOURS: MON. - FRI. 7:30 - 4:30
SAT. 8 - NOON
491-4070

SOUTH END
4761 DIXIE HWY.
HOURS: MON. - FRI. 7:30 - 4:30
SAT. 8 - NOON
447-3374

SOUTH END PLUMBING SUPPLY

Convention Photos...



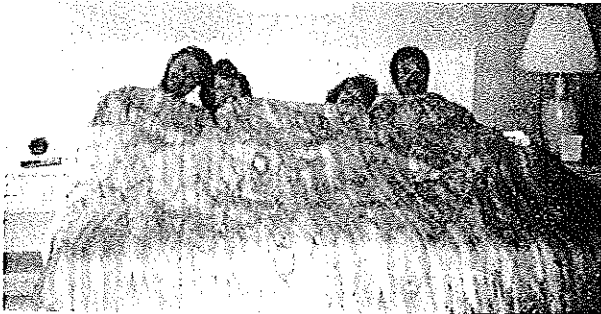
...Dru and Steve Milby, Dee and Jerry Chism, Diane and Mark Quire and John and Ida Buffat at the President's Reception.



...the Neiheisels, the Lonnemans, the Henns and the Arlinghaus' also enjoy Kohler Night.



...the prez at work installing a garbage disposal in less than one minute.



...Bob and Carol, Ted and Alice?



...the End(s)

John W. Welker
Company, Inc.

Wholesale Plumbing Supplies
P.O. BOX 32036/4500 POPLAR LEVEL RD.
LOUISVILLE, KY. 40232

ELJER

PLUMBING WARE

Kentucky's Newest Full-line Distributor of
Eljer Pottery — Cast Iron and Brass Ware for
Residential, Commercial and Handicap Applications

CALL US COLLECT
AC(502) 458-5321

**KAPHCC Memorial
Scholarship**
**Applications Available
From KAPHCC Office.**
Call 502/451-5577

Dauenhauer Elected NAPHCC President

(Continued from Page 1)

government committees such as the Land Development and Transportation Committees of Jefferson County, Kentucky, and he also served on the Louisville and Jefferson County Planning and Zoning Committee.

Dauenhauer teaches eighth grade Junior Achievement classes. He has been sharing his business know-how with these young people once a week for the past three years. Dauenhauer and Son Plumbing and Piping, Inc. is also very active in apprentice training.

In his plan for NAPHCC in 1987, Dauenhauer will work to accomplish the following projects for NAPHCC members.

- Finalize the five-year contract with the American Supply Association for the jointly-sponsored Plumbing-Heating-Cooling-Piping Exposition.

- Complete the first year of the NAPHCC/Technical Publishing

Company HVAC Training Program.

- Install an 800 toll-free number for members to use when calling the NAPHCC office.

- Offer a discount credit card program for members using VISA and MasterCard.

- Communicate with manufacturers to convince them that contractors select which products are installed as shown in a recent Delta Faucet Company survey.

- Promote NAPHCC manuals and video tapes to MCA of Canada members and encourage them to attend the 1987 NAPHCC convention and PHCP Expo in New York.

- Increase membership to 8,000 by December, 1987.

- Work with the American Supply Association to instate bar coding of all materials.

Other Officers and Directors elected include:

Executive Committee:

President-Elect — John A. Ward, Jr., Raleigh, North Carolina

Vice President — David J. Fox, Concord, New Hampshire

Treasurer — Dick Irwin, Riviera Beach, Florida

Zone Directors:

Zone 1

James E. Craft — Manchester, Pennsylvania

Joseph Mariglio — Niagara Falls, New York

Franklin Youngblood — Haverhill, Massachusetts

Zone 2

James C. Finley — New Orleans, Louisiana

Daniel Burnette — Knoxville, Tennessee

Murrell Sayre — Washington, D.C.

Zone 3

Carl Wille — Milwaukee, Wisconsin

Ronald Lyford — Kallispell, Montana

James P. Brinkoetter — Decatur, Illinois

Zone 4

Alton Scherer — Houston, Texas

Arthur Barrington — Pasadena, California

Rodger Peugeot — Overland Park, Kansas

Women's Auxillary Officers:

President — Mary Grace Whelan, Minnetonka, Minnesota

Vice President — Doris Rahn, Fresno, California

Second Vice President — Faye Lundeen, North Platte, Nebraska

Third Vice President — Dorothy Linek, St. Louis, Missouri

Treasurer — Evelyn Smith, Cranfills Gap, Texas

Secretary — Sue Schram, Millwaukee, Wisconsin

Convention Entertainment

Last issue, we told you about the outstanding seminars being held at the KAPHCC Convention January 21-24. Now we're going to tell you about the entertainment which is just as outstanding.



The Sock Hop entertainment will be provided by "PEACHES".

Thursday evening we will open the convention with a Sock Hop. The entertainment will be "Peaches". This magical Louisville trio has provided musical entertainment since the late 1970's. But their playing repertoire encompasses hits from the 30's through the 80's. Their talents will allow you to reminisce about the good old days when you graduated from school. We want you to dress in the same style you wore at either your sock hop, your prom or your homecoming dance. "Peaches" will help us soft shoe, boogie, bee hop, twist, disco, or whatever the dance step was then, taking us back in time! Contests will be held as well as prizes for the best costumes so don't miss out on this fun evening with great entertainment.

Saturday following our banquet, one of the most popular Kentucky natives will entertain us with his humor and deep insight about people and why they are unequalled. The Reverend Wayne Smith, pastor of the Southland Christian Church in Lexington will be our banquet entertainment. His wit is a showstopper and you will long remember his blending of unique laughter at one's self while delivering a thought-provoking message of how times affect us and how we can affect our times. You will remember his message long after the convention is over. We are delighted he will be gracing our podium on Saturday evening, January 24th.

The ladies will have a delightful trip back in time on Saturday when they visit Joe Ley Antiques, Inc. Joe Ley Antiques has been recommended by *House Beautiful*, *Travel and Leisure*, and *Apartment Life* as a source of unique and special items for home and garden. The two acres of antique treasures under one roof of this 1890 schoolhouse will allow everyone to step into a joyful piece of the past. Everything is here from Uncle Oliver's stuffed moose to great grandmother's best china in her mahogany breakfront. Of special interest to the ladies will be the vast collection of plumbing hardware. Joe Ley has provided special pieces for hundreds of restaurants across the country. Their antique toys, handsome signs, carousel animals and an occasional clown will catch your eye and lift your spirit. This will take place on Saturday morning prior to the luncheon. Next month, we will advise you of the exciting plans for the ladies following the Plumber's Supply Luncheon.

You should be making your plans now to be part of the KAPHCC's 104th annual Convention and Exposition being held January 21-24 at the Bluegrass Convention Center located at 9700 Bluegrass Parkway in Louisville.



**SUPPORT
THE KAPHCC
SUPPORTERS
OUR
SPONSORS,
INDUSTRY
MEMBERS,
EXHIBITORS
and
ADVERTISERS**



**Welcome,
Contractor Member**

RAY HUBBARD
Brothers Plumbing and
Piping, Inc.
7802 Annalisa Drive
Louisville, KY 40291
Sponsored by L.V. Lewis Plumbing



Paula's Plumb-Lines

Hi!

As I write this, I'm in an airplane over California, on our return flight from the National Convention held in San Francisco. I think everyone enjoyed the planned convention activities as well as the exciting, fun city. I appreciate your help in getting me there by providing my convention registration. I attended most of the auxiliary functions, which were a learning experience for me. My thanks also goes to those "Veteran National Convention Attendees" who kept me informed and well guided.

Of particular interest to me before attending was the State President's Breakfast. My curiosity wasn't for naught. The main purpose of this gathering was an information swap (picking of brains, if you will), and deemed very beneficial by me. I'm bringing home reports, ideas and suggestions that I think we will be able to use as a springboard to better our organization. (By the way, several presidents from other states were interested and impressed by our new pamphlet created this year. Thanks again to Dee and her committee.)

Don't forget — State Convention is right around the corner, and at a new and earlier date! So mark your calendars and make your plans, as this promises to be a special time with many good plans underway by Nancy and all of her Convention Committee.

I was, just minutes ago, reading a portion of a book about attitudes and perspectives. From it's contents:

"Life can't give me joy and peace;
It's up to me to will it.
Life just gives me time and space;
It's up to me to fill it."

Bye now,
Paula Espenscheid
WA/KAPHCC President

President's Report

(Continued from Page 2)

The NAPHCC Board of Directors will take on the governing of the foundation in addition to their role as leaders of NAPHCC. A Foundation Advisory Board will be appointed to assist in project recommendation and analysis and with marketing of the new foundation.

Areas in which the new foundation is slated for action are:

- Plumbing and HVAC apprentice training programs;
- Management education manuals and programs;
- Plumbing Home Study Course; and
- Plumbing codes and code training courses for inspectors and contractors.

The terms of the directors will be lengthened from two to three years in a resolution amending the NAPHCC bylaws. To assure rotation of directors between states within the zones, directors will be limited to a single term. The change will be phased in beginning with directors elected in 1987.

Other resolutions passed were administrative in nature. They included permitting direct membership when membership is denied by a state or local association; changing the number of years between Executive Committee members' attendance at each state's convention from once every two years to once every four years; addition of an indemnification statement to the NAPHCC bylaws; and correcting the bylaws to reflect the shift of West Virginia to Zone 1 from Zone 2 and Indiana to Zone 3 from Zone 2.

On behalf of all of the KAPHCC Members, I would like to take this opportunity to advise both Ray and Barkley, that if you need us for anything, all you have to do is call. We are proud of both of you and appreciate the distinct honor you have brought both the Kentucky PHCC and the industry.

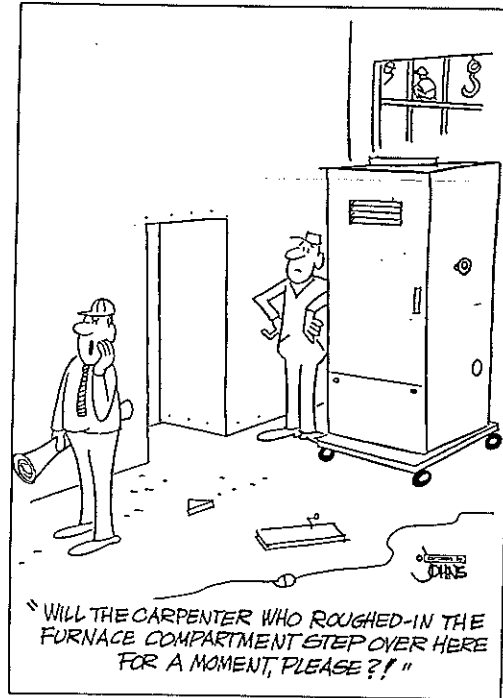
Robert S. Green

IN KENTUCKY TOM RUEVE & ASSOCIATES IS

TYLER SV CAST IRON
SOIL PIPE & FITTINGS

TYLER f NO-HUB®
CAST IRON
SOIL PIPE & FITTINGS

TYLER PVC-DWV
SCHEDULE 40
FITTINGS



"WILL THE CARPENTER WHO ROUGHED-IN THE FURNACE COMPARTMENT STEP OVER HERE FOR A MOMENT, PLEASE?!"

EXPO '87

JANUARY 23, 1987
Bluegrass Convention Center
Louisville, Kentucky

Here & There

NEW BIRTHS: Congratulations to Bill and Janice Bramer on the birth of their 16th grandchild. Allison Nicole Bramer was born Sept. 17. The proud parents are Alice and Tom Bramer.

SYMPATHY: Our sincere sympathy to Ruth Duerr. Her brother, Jim Wunderlin, passed away in October.

HONORS: On Sept. 27, Donna Bramer, a senior at Western High School, represented her school in a Junior Miss Pageant sponsored by the Pleasure Ridge Park Ladies Club and held at the Jefferson Community College Southwest. She was one of 16 girls representing the Southwest High Schools. Donna is the daughter of Janice and Bill Bramer.

TRAVELERS: Suzanne and Terry Zoeller spent a week in Florida recently with Terry's parents, Betty and Vince Zoeller. Then Terry went on to Canada for a camping/fishing trip with friends. Prior to the National Convention Janice and Bill Bramer spent a week in Hawaii, a Christmas gift from their children. Following the convention, Fred and Mary Espenscheid flew their three children, Freddy, Dena, and John and Ida Buffat went on to Seattle by train.

In Memory

We are saddened to report the death of Raymond C. Dauenhauer, Sr. of Louisville who passed away on October 23rd following a long battle with cancer. He was 72.

He was the founder of Dauenhauer & Son Plumbing and Piping, an Army veteran of World War II and a member of the Knights of St. John Commandery 102, Kentucky Temple of the Holy Cross and Dixie Post 230 of the Veterans of Foreign Wars. He was a past member of the Louisville, Kentucky and National Associations of Plumbing-Heating-Cooling Contractors.

He is survived by his wife, Mary Catherine; a son, Ray Dauenhauer, Jr. and a granddaughter, Courtney Mae.

The funeral was held at St. Matthias Catholic Church on October 25th with burial in Cave Hill Cemetery. The KAPHCC extends its sincere sympathy to Kate, Ray, Bonnie, Courtney and his many friends.

ANNIVERSARIES:

Betty & Charlie McCoy, Dec. 21, 1951 — 35 YEARS!!
Susan & Floyd Schanz, Dec. 8, 1962
Ruby & Ross Simpson, Dec. 16, 1945
Edith & Wilbur Atkinson, Dec. 17, 1938
Marilyn & Ed Tillford, Dec. 20, 1947
Shirley & Frank Swift, Dec. 22, 1955
Dorothy & Joe Roehrig, Dec. 30, 1937
Thelma & Jim Foster, Dec. 31, 1934

HAPPY BIRTHDAY LADIES:

JoAnn Arlinghaus, Dec. 1
Susan Schanz, Dec. 4
Jane Friedmann, Dec. 5
Marilyn Tillford, Dec. 7
Connie Dauenhauer, Dec. 11
Anna Burdette, Dec. 17
Betty French, Dec. 18

HAPPY BIRTHDAY GENTLEMEN:

Mike Hancock, Dec. 1
Pat Hancock, Dec. 1
Tommy Lyons, Dec. 3
Addie French, Dec. 14
Wilbur Atkinson, Dec. 16
John Buffat, Jr. Dec. 17
Doyle Patrick, Dec. 19
Charles Loneman, Dec. 22
Bill Bramer, Dec. 25
Fred Friedmann, Dec. 25

NOBODY DREAMED \$50,000 OF PROPERTY WOULD BE TUCKED AWAY IN THE OWNER'S GARAGE. EXCEPT FEDERATED.

In theory it made perfect sense. Instead of renting temporary warehouse space, a St. Paul, Minnesota company decided to store extra inventory in the owner's garage.

Even more frightening, since total inventory values were never reviewed by the previous insurer, their coverage limits were less than half the value of the inventory.

Fortunately *The Right Report* was able to uncover these hidden assets before they became liabilities.

Following an exploration of the company's total insurance needs, we rewrote their policy to cover their off-site storage. Then we sat down with the owner and established the real value of the company's total inventory.

To find out how much risk your company is really taking, call Federated toll-free, 1-800-533-0472. In Minnesota call 1-800-722-2250.

And start getting things done right for your business. Because you never know what might go wrong.

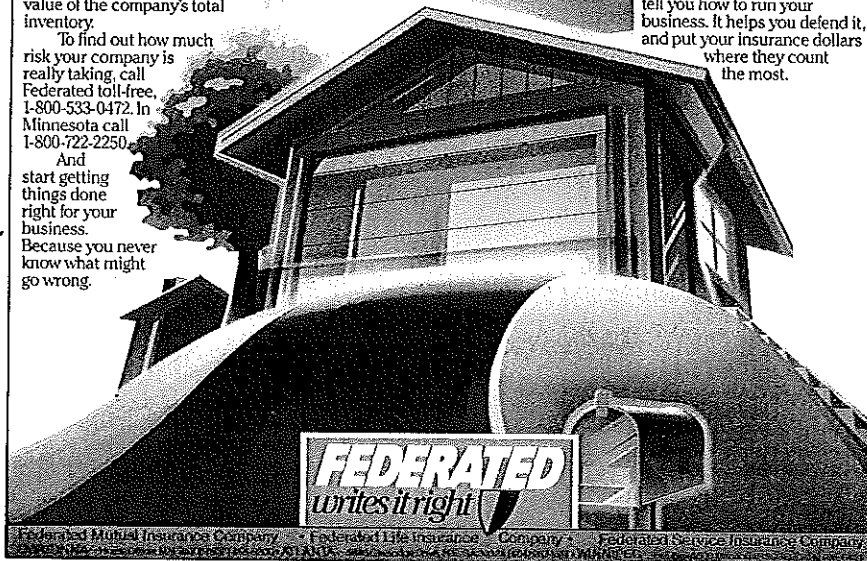
THE RIGHT REPORT

IT CAN HELP YOU UNCOVER HIDDEN ASSETS.

With *The Right Report* from Federated Insurance, you gain a new management perspective that helps you better understand your total insurance needs.

You can learn how to stretch your insurance budget. When it's smart to self-insure. Or, if you're wasting money, how to switch dollars to more valuable coverages.

The Right Report doesn't tell you how to run your business. It helps you defend it, and put your insurance dollars where they count the most.



Federated Mutual Insurance Company • Federated Life Insurance Company • Federated Service Insurance Company