



It May be Early...Holiday Party Fun is on It's Way!

PHCC of Washington State
CORDIALLY INVITES YOU TO OUR
ANNUAL HOLIDAY PARTY & AUCTION

Can you believe it's that time of year again? Last years Holiday Party and Auction was such a blast, let's strive to make this year even better with you in attendance. Please join us on December 2nd for the PHCCWA Annual Holiday Party and Auction. We will have food, dancing and fun! Please see attached form for auction donations; we can use your help!

Date: December 2, 2006

Time: 6:00 p.m. to 12:00 p.m.

Place: Sea-Tac Marriott
3201 South 176th Street
Seattle, WA 98188

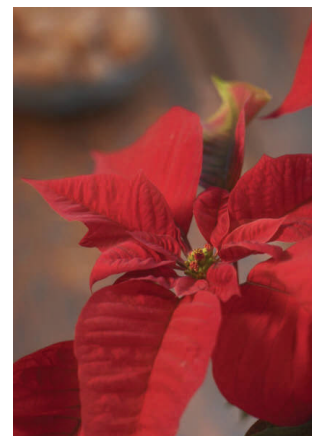
Cost: 65.00 per person

We have locked in the room rate of 84.00 (tax not included) for this event. To reserve your room at the Sea-Tac Marriott please call 800-314-0925 or 206-241-2000. When you make your reservations, please let them know you are with the PHCCWA Holiday Party. You must reserve your rooms by November 3, 2006 in order to receive this incredible rate!

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Company: _____ Phone: _____

Contact: _____ Fax: _____

Count us in! We don't want to miss out on the fun! We would like to reserve the following,

_____ Attendees @ \$65 per person = \$ _____

Our check for \$ _____ is enclosed.

Please charge my credit card: MasterCard or VISA

Card Number: _____ Expiration Date: _____

Card Billing address w/ zip _____

Signature: _____ Date: _____

Please remit payment and registration form to: PHCCWA PO Box 64580 University Place, WA 98464 or fax to: 866-272-2545

Visit us on the
web at
www.phccwa.org

PHCC of Washington

Best Practices – Losing Copper? Reduce Your Risk with a Theft Prevention Plan



Note: John Connors, executive director of South Jersey MCA, recently contacted a New Jersey scrap metal recycling company and requested information to help his members reduce their risk of copper-related theft. The following is an excerpt of the response from the vice president of operations & general manager of Camden Iron & Metal, Inc.

The scrap copper market is at all time high and, like contractors, we have an increase in theft activity of non-ferrous metals. We had to hire our own security force about 10 years ago due to break-ins, vandalism and property damage costing us over \$1,000,000 a year. Every single night, one of our five locations was hit, sometimes two times a night. We work with various city governments, railroad officials and local police when we think we have stolen material coming in.

Now, what do I think your members can do to prevent theft of materials from their job sites, especially copper? My experience as a facilities manager-engineer and scrap metal manager since 1974 has taught me this:

1. Any raw material that cannot be readily identified is prime target for thieves.
2. Any material "out of sight" before installation or difficult to get to is less of a target.
3. Any installed material that is not secured is a prime target. Install doors and locks early.
4. Theft of raw material is committed or assisted by employees about 20% of the time. Screening employees during hiring should be mandatory, but can be difficult. Nothing replaces due diligence and good supervision.
5. Raw material storage areas on-site must be secured with barriers difficult to bridge without powered industrial tools i.e. heavy gauge fencing, locks that cannot be cut by a bolt cutter, etc. Where possible, these sites need to be visible from all sides. Using Jersey Barriers will make it difficult to get trucks or cars up close to load heavy equipment or materials.
6. Use lighting! The more lighting, the less opportunity for thieves to move about freely or hide from view.
7. Use noise! Movement or heat-triggered loud alarms with flashing lights and battery back-up will usually cause thieves to leave, but not always. Don't be surprised if they come back cut your power before tripping the alarm, which is why you want battery back-ups.
8. A Theft Prevention Program works best in limiting losses. We cut our losses by more than 60% a year by doing most of the above things.
9. Working with local police, find ways to enlist their active protection by having them do more drive-bys, use your site as a break area (seriously), or consider it an area to catch-up on their paper work. We purchased our precinct bulletproof vests and every now and then drop off some donuts. Hiring retired police officers has increased the support for our locations.
10. Know your scrap buyers and who to contact when a large theft has taken place. My company will alert all weigh masters on our scales to be on the lookout for certain types of material, if we are given the heads-up.
11. Where practical, mark your raw materials to help identify stolen property. Using spray paint on copper insulation, like three orange stripes will work. Taking a photo of this kind of marking also helps.

Most of these points are not new, but unless you develop, implement and maintain some form of a Theft Prevention Program (TPP), construction site losses from theft and vandalism will continue to be a serious problem. Will a good TPP stop thefts and vandalism? No, but it will sure cut your losses.

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PHCC of Washington

Associate of the Month: Skyline Business Systems

Since 1985, Skyline Business Systems has been automating construction companies and service firms, both large and small. Skyline specializes in Sage Timberline Office, Field2base, and other software, and our solutions are as varied as the businesses we serve.



Skyline's offices located in Portland and Seattle serve Oregon, Washington, Idaho, Alaska, Montana and Wyoming with a team of highly trained certified consultants and hardware technicians. Skyline offers superior technical expertise with integrity beyond compare. We know how to help you maximize your technology investment.

Sage Timberline Office, a fully integrated suite of financial and operations software, gives plumbing and mechanical contractors streamlined, single-source control of facts and figures at every stage of every project.

Stay on top of inventory, equipment, labor, and work orders. Know where you stand on actual committed costs. Keep a sharp eye on cash flow and cost forecasts. Manage service dispatch without skipping a beat. From a single screen, view, move, and shift from application to application quickly. With Sage Timberline Office, it's all possible.

For more information, contact Mark Jordheim at (877) 373-0717 or visit their website www.sky-line.com.

September Network Meetings

After a short summer break while we went on vacations with our family and stayed busy working for our clients, our monthly PHCCWA Network Meetings are back in full swing. This month we're focusing on some of our horribly easy to obtain driving habits; habits such as talking on our cell phone, changing the stereo, and drinking coffee, just to name a few. Sure, we talk about it quite a bit, however driving is something you do more than you realize. Being able to identify when you are being distracted and control as many factors as possible will only help you maintain your safety and that of others while on the road.



DISTRACTED DRIVING - Federated's Distracted Driving initiative focuses on the dangers of distracted driving. Distractions have been a safety issue for drivers ever since the first automobiles hit the road. Today, however, your drivers may be faced with a wide variety of distractions that compete for their attention and impact their ability to safely operate your company vehicles. This program will provide businesses with information to help educate their drivers on the distractions they face while driving a vehicle, how to handle those distractions, and what steps a business can take to implement a distraction free driving policy.

Do yourself and your company a favor and get to these meetings this month. You can join us in the Seattle area on September 19th at 6:30 p.m. We'll be meeting in a new venue for the foreseeable future at the Rock Woodfired Pizza and Brewery. The address is 4010 196th Avenue SW in Lynwood. Please note the date for this meeting, instead of the normal last Tuesday of the month. We have changed the date due to the PHCC National Convention.

For those in the Tacoma area, we'll be holding a meeting on September 21st at 12:00 p.m. Down in Tacoma, we'll also be trying out a new restaurant. We'll be meeting at the famous Porters BBQ at 2615 East N Street, next to the La Quinta Inn just east of the Tacoma Dome.

To register for either of these meetings contact Cheryl at the PHCCWA state office at 1-888-891-9240 or email her at cheryl@phccwa.org.

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web at
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PHCC of Washington

Avoiding Distractions

This article provided courtesy of Federated Mutual Insurance Company, your association's recommended insurer.

As the list of features for new vehicles expands, so do the opportunities for distractions.



Late-model cars and trucks are sometimes equipped with global positioning systems, digital maps and even devices to check e-mail and surf the Internet. Add cell phones and drive-through meals, and you could almost run your business from your vehicle. As the list of features for new vehicles expands, so do the opportunities for distractions. More than ever, drivers must make a conscious effort to handle distractions and avoid driving mishaps. Take the following precautions to reduce the likelihood you will be distracted while driving:

Finish all food and beverages before driving.

Review paperwork, such as delivery orders, work schedules and directions, before getting behind the wheel.

Eliminate the use of cell phones while driving and allow incoming calls to go to voice mail. If a call is necessary, pull over and park in a safe location.

Before driving an unfamiliar vehicle, become familiar with controls, such as lights, mirrors, wipers, and cruise control, and make adjustments.

Review a map of the route before starting out, or have a passenger navigate.

Pull over safely to deal with passenger distractions.

This article is an excerpt from The SHIELDSM a periodic newsletter published by Federated Insurance Companies. It is intended to provide general recommendations regarding risk prevention. It is not intended to include all steps or processes necessary to adequately protect you, your business or your customers. You should always consult your personal attorney and insurance professional for advice unique to you and your business. ©Copyright 2005 Federated Mutual Insurance Company, All Rights Reserved

To learn more about avoiding distractions, attend the September networking meetings (Seattle Sept. 19th and Tacoma Sept 21st). Luke Swanson, Federated Insurance Account Representative will discuss 'Distracted Driving'. The program will provide businesses with information to help educate their drivers on the distractions they face while driving a vehicle, how to handle those distractions, and what steps a business can take to implement a distraction free driving policy.



*Check your calendar.
Be sure not to miss
the important events
coming soon!*

Upcoming Dates of Interest

Sept 26-30	124th Annual PHCC National Convention
Oct. 27-29	Annual Owner's Event at Campbell's Resort in Lake Chelan
Dec 2	PHCCWA Annual Holiday Party & Auction