

# THE TRANE/PHCC HVAC CONTRACTOR OF THE YEAR 2009 Application



This application should be typed or printed in black ball point pen and must be returned to the Trane/PHCC HVAC Contractor of the Year, P.O. Box 6808, Falls Church, VA 22040, with supporting material, postmarked no later than **Aug. 1, 2009**. Application must be fully filled out for consideration. Additional pages may attached if necessary. **IMPORTANT NOTES:** No member may receive this award more than once in a 10-year period. Application must include formal endorsement letter from affiliated state or local association (where applicable). Members-at-Large are to include references from three other PHCC members. Selections will be made by the PHCC Educational Foundation HVACR Apprentice & Journeyman Training Committee.

Entrant's Name \_\_\_\_\_

Entrant's Company \_\_\_\_\_ Business Title \_\_\_\_\_

Company Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone Number \_\_\_\_\_ E-mail \_\_\_\_\_

## Describe briefly how you demonstrate the following:

### 1. PROFESSIONALISM

Training of personnel, programs designed to insure customer satisfaction, creative management procedures, etc.

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### 2. MERCHANDISING SKILLS

Showroom development and utilization, journeyman selling, selling up, advertising, and public relations efforts.

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### 3. MANAGEMENT SKILLS

Innovative management techniques and procedures. Innovative office procedures, in-house training of personnel and computer utilization.

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### 4. INNOVATIVE HVAC PRACTICES

Time-saving procedures such as bar coding of parts, electronic dispatching of technicians; shop prefabrication and any other methods used that increase productivity while increasing/maintaining customer satisfaction and job quality.

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### 5. TRADE INVOLVEMENT

Participation in apprentice training, industry funds, code committees, labor negotiations and association leadership.

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### 6. COMMUNITY SERVICE

Achievements in civic activities that enhance the public image of the PHC industry.

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### 7. Please attach a photograph of yourself (optional—for publicity purposes only).