Inside this Issue:

- Convention Registration
- Continuing Education Registration
- Medical Gas Certification Registration
- Six Apprentices to Compete
- President’s Message
Take advantage of your member benefits with the State and National PHCC!

Educational seminars and webinars to improve profitability and efficiency

Apprenticeship programs

Monthly publications and online updates

State and national websites

Intra-Industry representation and lobbyist activity at state and national levels

Opportunities to network with peers during state and national conventions

Not all water heaters are created equal.

Because not all applications are the same.

Unique solutions for every commercial application.
The South Dakota

Pipe Chatter

Official publication of the South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc.

SDAPHCC
707 E 41st St, #220 605-271-7255
Sioux Falls, SD 57105 1-800-640-PHCC (7422)
www.sdphcc.org
Kristie Brunick, Executive Vice President
kristie.phcc@midco.net

Association Officers
- President: Tom Hines, Frisbee Plumbing & Heating - Sioux Falls
- 1st Vice President: Missy Sheesley-Johnson, Action Mechanical Inc - Rapid City
- 2nd Vice President: Ryan Brozik, Winner Plumbing - Winner
- Secretary: Ryan Sheesley, Mitchell Plumbing & Heating - Mitchell
- Treasurer: Andy Bruce, Allied Plumbing & Heating, Inc - Pierre

Zone Directors
1. Brett Kaltvedt, Midwestern Mechanical, Inc - Rapid City
2. Jeremy Seeman, Redlinger Bros Plumbing & Heating - Watertown
3. Dan Hartman, Wolff’s Plumbing & Heating - Spearfish
4. Frank Krohmer, Krohmer Plumbing & Heating - Mitchell
5. Brian Ames, Northwest Pipe Fittings - Rapid City (Sustaining Member)

Upcoming Events

SDAPHCC Convention
February 27-28, 2020
Deadwood, SD

Medical Gas Certification Course
March 23-26, 2020
Sioux Falls

The South Dakota Pipe Chatter is published monthly and is the official publication of the South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc only insofar as notices, bulletins, and reports are concerned. Editorial and personalized new stories reflect the opinion of the writers and not that of SDAPHCC. Neither SDAPHCC nor this magazine accepts responsibility for statements or claims made for their products by advertisers.
President’s Message

I hope this new year has started out positively for everyone. Ours has been pretty uneventful so far but that’s not all bad. Things have slowed down a little bit, but that’s pretty typical for this time of year. Although, as I say that, it’s 35 degrees out in Sioux Falls, which isn’t really typical in February.

Don’t get me wrong. I’m not at all complaining. It’s actually beneficial to all of us when things slow down a little from the normal hectic pace that Sioux Falls and other communities have been so fortunate to experience for several years now.

It gives us a chance to regroup and possibly redirect some of our attention to areas that need a little change. It also creates a great opportunity to attend our annual SDAPHCC State Convention on February 27 & 28 in Deadwood, SD.

We are following the same format as we did last year by holding the convention on Thursday & Friday. I’m excited about Deadwood. It’s been a few years since I last visited the area.

During the day, both Thursday and Friday, there will be educational seminars that are designed to help improve your businesses. Take advantage of them. Plus, you can get 4 hours of SD Plumbing or Rapid City HVAC Continuing Education.

On Thursday night, we have some fun activities planned for attendees starting with the Trade Show. Our vendors do a great job of displaying their products and answering questions. It offers a chance to see the many new things that are out there.

During the Trade Show, you can take your best shot at the Cowboy Fast Draw game. This laser shooting competition is fast paced fun that everyone can enjoy. There will be prizes for both men and women.

Stick around after the Trade Show for a fun Slot Tournament hosted by The Lodge. Again, we have some excellent prizes lined up for the winners.

I’m sure I’ve said this before, but the best part of these conventions for me is the networking. There isn’t a smart phone out there that can come anywhere close to providing the same experience that I get from hanging out with and talking to so many others that deal with the same challenges that I do everyday. There has never been a time that I didn’t learn something new or discover a new way of doing things to benefit the company.

So, if you haven’t already signed up to attend, please do so. Don’t miss this opportunity to spend a couple days with those that have the same passion as you do for the industry you are committed to. An industry that I’m very proud to be apart of. Again, I look forward to seeing you in Deadwood.

-Tom Hines, SDAPHCC State President
SDAPHCC Annual Convention
February 27 & 28, 2020
The Lodge at Deadwood
Deadwood, SD

Thank You to Our Convention Sponsors

Premier Sponsor  Federated Insurance

Gold Sponsor  Northwest Pipe Fittings

Thursday Breakfast  Winsupplies of South Dakota
CE - Plumbing  Walters Climate
CE - HVAC  Plumbing & Heating Wholesale
Thursday AM Break  Winsupplies of South Dakota
Thursday Lunch  IAPMO
Thursday Seminar I  Goodin Company
Thursday PM Break  Winsupplies of South Dakota
Thursday Seminar II  Energy Dynamics
Apprentice Contest  Dennis Supply Company
Spouse Event  Dakota Supply Group
Friday Breakfast  R & L Supply, Ltd
Friday Seminar I  G & R Controls
Friday AM Break  Aqua Chem
Seminar Sponsor  Kohler & PHCC National Educational Foundation

There are still sponsorship opportunities available.
Contact the SDAPHCC if interested (sponsors listed as of 1/31/20)

Room Reservations
Call 877-393-5634
Room Rate - $79.00 per night
Reservation deadline - 1/24/20

Networking
Share Ideas with other Industry Professionals

Education
CE Credits plus Best Business Practices

Industry Info
See the Latest Projects & Technology

Fun
Enjoy a Good Time with Old and New Friends!
Convention Schedule

THURSDAY, FEBRUARY 27

7:00am - 6:00pm  Registration
7:30am - 9:00am  Breakfast
Sponsored by Winsupplies of South Dakota
8:00am - 11:45am Continuing Education Class Plumbing Contractors
Sponsored by: Walters Climate
8:00am - 11:45am Continuing Education Class for HVAC Contractors
Sponsored by: Plumbing & Heating Wholesale
Break - Sponsored by Winsupplies of South Dakota
8:00am - 5:00pm  Plumbing & HVAC Hands-On Apprentice Contest
Sponsored by Dennis Supply Group, Soderholm & Associates
Ferguson Enterprises and Dakota Supply Group
12:00pm - 1:30pm  Awards Luncheon featuring Dan Callies, Zone 3 Director
Sponsored by IAPMO
1:45pm - 3:15pm  Seminar: “Identify, Protect, Detect, Respond: Improving Your Cybersecurity Posture”
featuring Eric Eisenbraun, Golden West Technologies
Sponsored by Goodin Company
1:45pm - 4:30pm  Spouse Event at Belle Joli Winery
Sponsored by Dakota Supply Group
Break - Sponsored by Winsupplies of South Dakota
1:45pm - 5:15pm  Vendor Set up
3:30pm - 5:00pm  Seminar: “Accounting and Tax Issues for Contractors”
featuring Cheryl Kenitzer & Mike Dell, Casey Peterson, LTD. CPA’s & Financial Advisors
Sponsored by Energy Dynamics
5:30pm - 6:00pm  Buffet Dinner for Vendors
6:00pm - 9:00pm  Trade Show with Dinner
9:00pm - 11:00pm Slot Tournament

FRIDAY, FEBRUARY 28

7:30am - 8:30am  Breakfast
Sponsored by R & L Supply, Ltd
8:30am - 10:00am Seminar: “An Ounce of Prevention”
featuring Angela Colbath, Attorney at Law, PC
Sponsored by G & R Controls
Break - Sponsored by Aqua Chem
featuring Tim Weidenbach, Higher Power Sports
11:30am - 1:00pm  Lunch featuring Federated Insurance plus Annual Meeting & Officer Installation

*Schedule times subject to change. Sponsors listed as of 1/31/20.
A Perfect Fit for Protecting Your American Dream

Our partnership with your association has one goal: helping your business succeed. You deserve an insurance provider who understands your industry. Put our knowledge and experience to work for you.

Proudly Celebrating Our Partnership

It’s Our Business to Protect Yours

Federated Mutual Insurance Company and its subsidiaries* | federatedinsurance.com | Ward’s 50th Top Performer | A.M. Best® A+ (Superior) Rating

20.02 Ed. 12/19 *Not licensed in all states. © 2019 Federated Mutual Insurance Company

Scan to learn more about what we can offer members.
Contractor Convention Registration Form

2020 SDAPHCC Annual Convention
February 28 & 29, 2020 - The Lodge at Deadwood, Deadwood, SD

Company_________________________________________________________________________________________________

Contract Name ________________________________________  Phone__________________________________________

Email_____________________________________________________________________________________________________

$220 - Full Contractor Registration includes: all access to all seminars, meals, exhibits, & entertainment

$110 - Spouse Registration includes: access to all educational seminars, meals, exhibits, entertainment & spouse event

$150 - Thursday Only Registration includes: access to Thursday’s seminars & meals, plus exhibits & entertainment

$35 - Trade Show Only Registration includes: access to Thursday’s exhibits, dinner & entertainment

$75 - Friday Only Registration includes: access to Friday’s educational seminars & meals

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<tr>
<th>Name</th>
<th>Full Contractor $220</th>
<th>Spouse $110</th>
<th>Thursday Only $150</th>
<th>Trade Show Only $35</th>
<th>Friday Only $75</th>
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GRAND TOTAL

To Register - Return completed form along with payment to:
SDAPHCC, 707 E 41st St, # 220, Sioux Falls, SD 57106
Make checks payable to: SDAPHCC

Cancellation Policy - Full refunds will be given to cancellations made by February 12. Refunds will not be given for no shows or cancellations received after February 12.

REGISTRATION DEADLINE - FEBRUARY 1, 2020
ABOUT OUR CONVENTION SPEAKERS

Michael P. Dell, MS, CPA, CTRS is a shareholder of Casey Peterson, Ltd. and has worked in public accounting since 1993. He has built a wealth of knowledge in the business consulting, IRS resolution, tax, and construction arenas. Michael serves as a court-appointed income tax expert in Pennington County, consults and reports on loss of business for insurance companies, has researched and written tax memorandums and opinions, responded to and negotiated with the IRS, Department of Labor, and other agencies, taught financial accounting at the college level and performed countless other duties in the region. A SD native, Michael holds a Bachelor’s degree in Concentration Finance & Real Estate and a Master’s degree in Concentration Taxation and Accounting, both from Colorado State University. He is a member of the American Institute of Public Accountants, the SD Board of Accountancy, the SD CPA Society, the American Society of Tax Problem Solvers, and Black Hills Home Builders.

Cheryl Kenitzer, CPA CFE is a shareholder of Casey Peterson, Ltd. and the manager of the Gillette, WY office. She joined the company after earning her Bachelor of Science in Business Administration with an emphasis in Accounting from Black Hills State University and has since gained 21 years of public accounting experience across many industries and specialties including employee benefit plans, construction, governmental, healthcare, non-profit, tax consulting and fraud examination. Cheryl is a member of the American Institute of Certified Public Accountants, the SD CPA Society, the WY CPA Society and the Association of Certified Fraud Examiners. She is a graduate of Leadership Rapid City and the Gillette Area Leadership Institute.

Angela Colbath, Attorney at Law, P.C., is a respected attorney with several years of legal practice and hundreds of hours of courtroom experience. She has a small law firm with a general civil practice while maintaining a criminal defense practice. Angela has represented hundred of clients with issues ranging speeding tickets to murder charges, as well as divorce/custody, contract disputes, landlord/tenant and general business issues. She is a member of the SD State Bar, the US District Court of SD, the SD Criminal Defense Bar, the Pennington County Criminal Defense Bar and the Pennington County Bar Association.

Dan Callies, is a member of the PHCC national Board of Directors and serves as Zone 3 Director which covers IA, MN, ND & SD & WI. He operates Oak Creek Plumbing, a company in southeastern Wisconsin that has been delivering excellence for more than 45 years. Dan also recently served as chairman of PHCC’s Quality Service Contractors Group and he remain active in QSC leadership.

Eric Eisenbraun is the Virtual Chief Information Officer for Golden West Technologies with over 13 years of business technology experience. Eric has been a classroom teacher, technology integrationist, technology coordinator and network administrator specializing in the applicable use of technology in the classroom and workplace. Eric conducts professional development training across the state and is a Certified Microsoft Innovative Educator Master Trainer.
Tim Weidenbach is the Director of the non-profit organization Higher Power Sports. Prior to creating Higher Power Sports, Tim spent many years in coaching, education and as a therapist. He has coached at all levels including: High School, College and Professional. He has helped motivate and mold the belief in serving others through the power of faith and servant leadership. Since Higher Power Sports was established in 2015, his work through Character Coaching, Be Kind Presentation, Motivational and Educational speeches have reached students, staff, faculty, coaches, businesses and communities across the country.

COWBOY FAST DRAW TOURNAMENT

React as fast as you dare while remaining cool-headed enough to hit your mark as you compete head to head in classic old west fashion.

Cowboy Fast Draw LLC is the newest and oldest shooting sport today. It is a timed sport using single action .45 caliber western style six shooters.

Test your skills and compete for prizes during the Trade Show. There will be a men’s division and a women’s division with prizes in each division.

IT’S SLOT TOURENY TIME!

- Play against your friends
- 6 players in each round
- Play in two, 3 minute rounds
- Top 5 total scores win $$
- $500 prize package

The Lodge at Deadwood Gaming Resort
Thank You to Our Table Top Participants

Be sure to visit with these companies as you attend Thursday’s table top event.

- Bennerotte Marketing Agency
- Bongard Corporation
- Climate Systems, Inc
- Dakota Supply Group
- Dennis Supply Company
- Energy Dynamics
- Federated Insurance
- Ferguson Enterprises
- Fourmation Sales
- G & R Controls
- Granse/Trio Sales, LLC
- Hamel Associates, Inc
- Hilti
- Johnstone Supply
- Michel Sales Agency
- Moen
- Mulcahy Company
- NCS Corporation
- North Central Fabricators, LLC
- Northwest Pipe Fittings, Inc
- Plumbing & Heating Wholesale, Inc
- R.G. Higgins and Associates
- Rep Rite Burk & Associates
- Schroeder Sales
- Schu Marketing
- Soderholm & Associates, Inc
- Victaulic
- Viega
- Walters Climate
- Water Design Group
- Winsupply

Convention Menu

**Thursday Breakfast** - Fresh scrambled eggs, potatoes, country sausage, bacon, croissants and preserves, pastries, fresh fruit, coffee, tea, & assorted juices

**Thursday Lunch** - Asti Chicken (sautéed chicken breast simmered in champagne cream sauce with crimini mushrooms), *Vegetable, Potato, Iced Tea, Coffee*

**Thursday Dinner** - Beef Tips with mushrooms, onions and burgundy demi, Pork Loin with rosemary garlic, Mixed Greens with dressings, Deli Salads, Vegetable, Potato, Bread, Coffee, Tea

**Friday Breakfast** - Fresh scrambled eggs with cheddar cheese, country sausage, bacon, potatoes, French toast sticks with maple syrup, fresh fruit, coffee, tea & assorted juices

**Friday Lunch** - Build your own New York Sub on hoagies. Fill them up with your choice of roast beef, chicken parmesan or fried cod, served with kettle chips, potato salad, fresh fruit, and pickles.

SPOUSE EVENT

Following lunch on Thursday, spouses will board a shuttle to Belle Joli’ Winery.

There you will enjoy a relaxing afternoon with a wine tasting and food pairing plus a facility tour.

You will also have time to shop and enjoy the area.
Time for some quick...PAYBACK!


Your customers know: How You Heat Your Water Matters™. With the AeroTherm® Series Heat Pump Water Heater, your customers enjoy the big payback on energy savings, convenient features and reliable performance:

- **OUTSTANDING EFFICIENCY:**
  ENERGY STAR® certified for year-round savings. Qualifies for many state and local utility rebates and tax credits.

- **BRADFORD WHITE QUALITY:**
  Features superior Vitraglas® corrosion protection and a 6- or 10-year warranty.

- **4 OPERATING MODES:**
  for greater control and flexibility.

- **NOW AVAILABLE IN 3 SIZES:**
  50, 65 and 80 gallon capacity.

See more at our website dedicated to the Pro: bwforthepr.com

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BWH05D0220
SDAPHCC Sustaining Member Convention Participation Form

2020 Annual Convention
February 27 & 28, 2020 - The Lodge at Deadwood, Deadwood, SD

Company ____________________________________________________________

Contract Name ____________________________ Phone _______________________

Address ____________________________________________________________

Email ________________________

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<th>Price</th>
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<td>$225</td>
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<td>Trade Show Display - Non Member - includes 1 six foot table</td>
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<tr>
<td>Full Registration - includes all meals &amp; events</td>
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<td>Trade Show Meal Only</td>
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*Please include list of attendees if more than one person

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<tr>
<th>Convention Event Sponsorship (check the item(s) you wish to sponsor)</th>
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<td>_____ Thursday Breakfast - $400 FULL</td>
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<td>_____ Thursday PM Break - $200 FULL</td>
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<td>_____ Friday AM Break - $200- FULL</td>
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<td>_____ Continuing Education - $300 FULL</td>
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<td>_____ Thursday Seminar II - $300 FULL</td>
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<td>_____ Friday Seminar II - $300</td>
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<td>_____ Thursday AM Break - $200 FULL</td>
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<td>_____ Thursday Dinner - $500</td>
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<td>_____ Friday Lunch - $500</td>
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<td>_____ Thursday Seminar I - $300 FULL</td>
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<td>_____ Friday Breakfast - $400 FULL</td>
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<td>_____ Apprentice Contest - $300 FULL</td>
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<td>_____ Thursday Lunch - $500 FULL</td>
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<td>_____ Friday Seminar I - $300- FULL</td>
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<td>_____ Spouse Event - $500 FULL</td>
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<td>_____ Prize Sponsor for Slot or Shooting Tournaments (please list item and its value)</td>
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Subtotal

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<td>_____ 1’ x 3’ Logo Ad for one year - $300</td>
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<td>_____ 2’6” x 3’ Logo Ad for one year - $600</td>
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Subtotal

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<td>_____ Silver Sponsor - $5,000</td>
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<td>_____ Bronze Sponsor - $3,000</td>
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Subtotal

| Participatation TOTAL: $                                                 |        |         |       |

Payment method: ____ Please invoice  ____Check enclosed payable to SDAPHCC

Please return completed form by January 15, 2020 to:
SDAPHCC, 707 E 41st St, #220, Sioux Falls, SD 57105 Or Email: kristie.phcc@midco.net

Thank you for your support!
VITODENS 200–W
Equipped with the industry’s first intelligent combustion management system and powerful control technology, the new generation Vitodens 200–W gas-fired wall-mount condensing boiler delivers unparalleled performance, reliability and comfort.

Highest Efficiency of up to 98% at full modulation and up to 96.1% A.F.U.E.

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<th>VITODENS 200–WB2HA</th>
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<td>MODEL</td>
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<td>113–530 MBH</td>
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Represented By:

MULCAHY
2700 Blue Water Rd #100 Eagan MN 55121
PH: 651-686-8580 Fax: 651-686-8588 www.mulcahyco.com
2020 South Dakota Continuing Education
Plumbing Contractors and Journeymen
Class Schedule and Registration

Co-sponsored by the SDAPHCC and IAPMO
This class has been approved by the SD State Plumbing Commission

3 WAYS TO REGISTER

ONLINE
Pre-register online at your convenience by going to www.iapmo.org/SD. A link can also be found at: www.sdphcc.org.
(If you need assistance with your username and password please contact IAPMO at 708-995-3000.)

EMAIL/MAIL
Complete the Registration Form, with payment, scan and email to seminars@iapmo.org, or mail it to IAPMO at the address on the form

ONSITE
Bring your completed registration form and payment to class. Subject to seat availability

Class Fee is $80.00. Checks or money orders are payable to: IAPMO

REGISTRATION & PAYMENT INFORMATION
• Registration deadline is 2 days prior to the selected class date.
• Acceptable payment methods:
  • For online, emailed or mailed registrations: Visa, MC, American Express, or electronic check
  • For onsite registrations: Visa, MC, American Express, check, or money order*

IMPORTANT CLASS INFORMATION
• On the reverse side of this page is the schedule of class dates and the 13 class locations.
• Pre-registration is encouraged; walk-in registrants will be accepted only if space allows. Walk-in registrants should arrive no later than 5:30 pm to allow the class to begin promptly at 6:00 pm.
• Certificates of attendance can be downloaded from your iapmolearn.org account within 45 days after your class completion.
• Classes are held from 6:00 pm to 9:45 pm. There will be scheduled breaks during each class session.
• For the three classes scheduled in Rapid City and four scheduled in Sioux Falls, please make every effort to attend the date that corresponds with the first letter of your last name (example A-E, F-K, etc.). This will help ensure ample available seating. If you are unable to attend on your designated date, pre-registration for another session is greatly appreciated.
• Please bring a pen or pencil and your 2015 SD Plumbing Code Book to the class. Books will not be available for purchase at the class. They can be ordered online from the State Plumbing Commission at: https://dlr.sd.gov/plumbing/publications.aspx.

Inclement weather: Instructors will make every effort to conduct scheduled classes. However, if winter conditions prevent those who must drive long distances from attending, a class may have to be postponed. Be sure to listen to your local radio and TV stations for emergency weather announcements. The South Dakota PHCC will post class information on its web site, www.sdphcc.org and IAPMO will reach out to you via email. Attendees should exercise their own discretion and judgment in considering unsafe winter travel conditions.

* NOTE: Payments made by check will be processed using our eCheck payment portal. After receipt of your check, funds must be available within 24 to 48 hours after processing. Fees may apply for checks returned as not sufficient funds.
### 2020 Continuing Education Class Locations and Dates for Plumbing Contractors and Journeymen

Co-sponsored by the SDAPHCC and IAPMO

<table>
<thead>
<tr>
<th>City</th>
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<th>Location</th>
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<tr>
<td>Aberdeen</td>
<td>March 5, 2020</td>
<td>Holiday Inn Express – Gold Rush</td>
<td>3310 7th Ave SE</td>
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<tr>
<td>Brookings</td>
<td>March 12, 2020</td>
<td>Dakotah Lodge – Rooms A/B/C/D</td>
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<td>Huron</td>
<td>March 4, 2020</td>
<td>Crossroads Hotel</td>
<td>100 4th St SW</td>
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<td>Mitchell</td>
<td>March 19, 2020</td>
<td>MTI Technology Center – Amphitheatre</td>
<td>1800 E Spruce St</td>
</tr>
<tr>
<td>Mobridge</td>
<td>March 4, 2020</td>
<td>Wrangler Hotel – Conference Room</td>
<td>820 W Grand Crossing</td>
</tr>
<tr>
<td>North Sioux City</td>
<td>March 11, 2020</td>
<td>North Sioux City Community Center</td>
<td>205 Sodrac Dr</td>
</tr>
<tr>
<td>Pierre</td>
<td>March 3, 2020</td>
<td>Ramkota Hotel – Amphitheatre II</td>
<td>920 W Sioux Ave</td>
</tr>
<tr>
<td>Rapid City – (Last name A-G)</td>
<td>March 9, 2020</td>
<td>Ramkota Hotel – Sylvan II</td>
<td>2111 N LaCrosse St</td>
</tr>
<tr>
<td>Rapid City – (Last name H-M)</td>
<td>March 16, 2020</td>
<td>Ramkota Hotel – Sylvan II</td>
<td>2111 N LaCrosse St</td>
</tr>
<tr>
<td>Rapid City (Last name N-Z)</td>
<td>March 24, 2020</td>
<td>Ramkota Hotel – Washington</td>
<td>2111 N La Crosse St</td>
</tr>
<tr>
<td>Sioux Falls – (Last name A-E)</td>
<td>March 5, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
</tr>
<tr>
<td>Sioux Falls – (Last name F-K)</td>
<td>March 10, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
</tr>
<tr>
<td>Sioux Falls – (Last name L-R)</td>
<td>March 18, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
</tr>
<tr>
<td>Sioux Falls (Last name S-Z)</td>
<td>March 23, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
</tr>
<tr>
<td>Spearfish</td>
<td>March 23, 2020</td>
<td>Holiday Inn – Willow/Aspen</td>
<td>305 N 27th St</td>
</tr>
<tr>
<td>Watertown</td>
<td>March 16, 2020</td>
<td>Watertown Events Center – Cattail/Swan</td>
<td>1901 9th Ave SW</td>
</tr>
<tr>
<td>Winner</td>
<td>March 2, 2020</td>
<td>Holiday Inn Express</td>
<td>1360 E Hwy 44</td>
</tr>
<tr>
<td>Yankton</td>
<td>March 3, 2020</td>
<td>Best Western Kelly Inn – Rooms C &amp; D</td>
<td>1607 E Hwy 50</td>
</tr>
</tbody>
</table>

Please note: The Rapid City and Sioux Falls locations have multiple dates. Please make every effort to attend the date that corresponds with the first letter of your last name. There will be scheduled breaks during the class sessions. No food or beverages will be served.

Contact information:
South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc. (SDAPHCC)
605-271-7255 • kristie.phcc@midco.net • www.sdphcc.org

International Association of Plumbing and Mechanical Officials (IAPMO)
708-995-3000 • seminars@iapmo.org • www.iapmo.org/SD
Approved by the SD State Plumbing Commission to fulfill the requirements needed for license renewal

**ONLINE PRE-REGISTRATION IS ENCOURAGED. FAST, EASY AND AUTOMATIC CONFIRMATION.**
To secure your seat, register online any time at www.iapmo.org/SD
Online registration payment options available: Electronic-check or credit card

Registration Deadline: 2 days prior to the selected class date
Each attendee must complete a registration – photo copy this form as needed.

**Please PRINT clearly**

Class Location: _______________________________________________ Class Date: ____________________________

First Name ___________________________________ Last Name ___________________________________________ Middle Initial__________

Mailing Address ____________________________ City __________________________ State ________ Zip Code__________

*Phone_________________________ *Email Address__________________________________________________________

*South Dakota Plumbing License Number ________________________________________________________________

Iowa Plumbing License Number (if you hold an Iowa License) _________________________________________________

*Required: Phone & email information is needed to contact you with questions regarding your registration or class notifications.

**METHOD OF PAYMENT**
Register online at www.iapmo.org/SD • Registration Fee: $80.00 • Class Time: 6:00pm to 9:45pm

[ ] MasterCard [ ] Visa [ ] American Express [ ] Money Order/Check

Email Form and payment to: seminars@iapmo.org

Mail money order/check payable to IAPMO to:
IAPMO, 18927 Hickory Creek Dr, Suite 220, Mokena, IL 60448

Credit Card Number_________________________ Expiration Date _____________CVV________

Name on Credit Card________________________ Signature________________________________________________

Billing address for credit card ____________________________________________________________

Registration Customer Service:
IAPMO Training & Education Department
18927 Hickory Creek Drive, Suite 220 • Mokena, IL 60448
Phone: 708-995-3000 • E-mail: seminars@iapmo.org • Website: www.iapmo.org/SD
Revital/Line Baseboard Replacement Covers slip right over existing baseboard back panels! It couldn't be simpler! What's more, our covers have been laboratory tested to allow for up to 40% more heat output than competitive replacement brands on the market today.

GRUNGY

Go from this...

Ahhh!

To this! It's so easy!

**Revital/Line**: Fits most brands of standard residential baseboard... Ours and theirs! (Up to 8-1/2” H x 2-15/16” D).

**Revital/Line XL**: Fits most brands of high-output, light commercial baseboard... (Up to 9-1/8” H x 3-13/16” D).
To register, visit www.phccweb.org. Under the “Events” Tab, select “Upcoming Webinars”. Scroll down and click on the event. Follow the links to register.

“How to Succeed in the Male Dominated Built Industry: The Advantages of Workforce Diversity”

Wednesday, February 19, 2020

1pm CST / 12pm MST

In 2018, there were almost 76 million women in the US labor force, representing 46.9% of the total workforce. In the same year, 80% of contractors across the country reported trouble hiring skilled workers. Women represent only 9.9% of the workforce in construction industry based jobs including P-H-C but only 3.4% of employees in the field. What will it take for women to represent a larger percentage of work in the industry and what effects can this have on construction’s workforce shortage? Join us for a discussion with women and allies who are already creating a successful competitive edge for their companies. We’ll discuss their journey, professional strategies for success, and advice on creating a culture of inclusion – and how that drives profit for your company’s bottom line.

Moderator
Tauhira Ali, Senior Manager of Construction Technology, Milwaukee Tool

Speakers
- Randee Herrin, SVP of TDIndustries – started a program to provide construction jobs to women from a local shelter
- Amanda Comunale, Director at Victaulic – started at SA Comunale and now drives technology for Victaulic
- Ken Midgett L.M.P., Plumbing & Heating Instructor, Lehigh Career & Technical Institute
Northwest Pipe Fittings is built on service, product expertise and commitment to inventory, which make up our ultimate goal – to save the customer time and resources. We currently have over 15,000 ITEMS in stock ranging from pipes, pumps and sprinklers to shower heads, batteries and bungees … plus a whole lot more!

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Pierre
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605.352.8531

www.northwestpipe.com
Six Apprentices are scheduled to compete in a hands-on competition at the SDAPHCC Annual Convention on February 27 at The Lodge in Deadwood, SD. Three of these apprentices will compete in the plumbing division and the other three apprentices will compete in the HVAC division.

On January 17, 4 HVAC and 2 Plumbing apprentices participated in a written test hosted by Midwestern Mechanical in Rapid City.

The Sioux Falls testing was postponed due to a blizzard. On January 24, Midwestern Mechanical in Sioux Falls hosted 3 HVAC apprentices and 8 plumbing apprentices for their testing portion of the competition.

The following plumbing apprentices had the 3 highest test scores and have advanced to the hands-on competition at the State Convention:
- Garrett Boylan, Wolff’s Plumbing & Heating (Spearfish)
- Reece Fulton, Midwestern Mechanical (Sioux Falls)
- Zack Semmler, Midwestern Mechanical (Sioux Falls)

The following HVAC apprentices had the 3 highest test scores and have advanced to the hands-on competition at the State Convention:
- Chris Delay, Midwestern Mechanical (Sioux Falls)
- Joel Zufall, Midwestern Mechanical (Sioux Falls)
- Nathan Kersjes, Wolff’s Plumbing & Heating (Spearfish)

The winner in each division of the hands-on competition will advance to the National Competition at CONNECT in Dallas, TX this October. Both winners will be announced during the Trade Show Event at the State Convention.

GOOD LUCK APPRENTICES!
SDAPHCC Apprentice Program

The SDAPHCC offers members the opportunity to enroll their employees in its apprentice program. The SDAPHCC provides the curriculum and administers the program, while the member provides on-the-job training. In addition, the program has been approved by the Federal Department of Labor.

PROGRAM FEATURES

• Four year program composed of educational instruction and 8,000 hours of on-the-job training
• Apprenticeships available in plumbing, HVAC, and sheet metal
• Approved by the Federal Bureau of Apprenticeship Training
• Approved for Post 9/11 Veteran’s Education Benefits.

SERVICES PROVIDED BY SDAPHCC

• Meet with the apprentice to explain the program and enroll them
• Provide curriculum and grade completed tests
• Manage all federal, state, and local registrations
• Monitor and communicate apprentice progress
• Award Certificate of Completion
• Notify federal, state, and local agencies of completion
• Provide Davis-Bacon verification if requested

PROGRAM COSTS

$150.00 - One time enrollment fee per apprentice
Plus $22.40 monthly fee per apprentice

HOW TO ENROLL YOUR EMPLOYEE

Contact Kristie Brunick at the SDAPHCC to begin the enrollment process.
Phone: 1-800-640-7422 Email: kristie.phcc@midco.net

NEW BENEFIT FOR APPRENTICES

Apprentices can now take advantage of a special membership offered by NAPHCC. This free membership connects apprentices with an online community and news publications.

HOW THE PROGRAM WORKS

The apprentice studies the curriculum and completes the tests at his/her own pace. Completed tests are submitted to the SDAPHCC office to be graded.

Once the tests are graded, they are returned to the apprentice along with a letter detailing the apprentice’s performance and overall progress. A copy of this letter is also sent to the employer.

This continues until the apprentice has completed the curriculum book.

The studying and testing are performed in conjunction with the required 8,000 hours (approximately 4 years) of on-the-job training provided by the employer. Apprentices may receive credit for work experience earned prior to enrollment.

As the apprentice nears completion, he/she may begin studying the Uniform Plumbing Code book in preparation for the journeyman’s test. This book, along with a study guide, may be purchased from the SD Plumbing Commission (605-773-3429).
SDAPHCC Medical Gas Certification Class

What: Medical Gas Installers Training
When: March 23-26, 2020
Time: 8:00am - 5:00pm each day
Where: Sioux Falls, SD
Tuition: $1,250 per person (PHCC Member)
          $1,450 per person (non-member)

The class will consist of training in all facets of medical gas pipeline equipment installation for hospitals, office-based occupancies, nursing homes and other health care facilities. A portion of the class will be devoted to learning proper brazing techniques and requirements for working with medical gas equipment and piping.

TO REGISTER: Complete the following form and send with tuition payment to:
SDAPHCC, 707 E 41st St, #220, Sioux Falls, SD 57105
Make checks payable to: SDAPHCC. Registration Deadline: February 28, 2020

Registration Form for Medical Gas Training Seminar

Please fill out a separate form for each student.
Please print or type – this information will be used for your permanent records.

Name of Student ____________________________ (nickname if any)_____________________
Address of Student_____________________________________________________________________________
City ___________________________________________________ State ___________________Zip_______________
Phone # Work (              )__________________________ Home (             )_____________________________
Last 4 Numbers of Social Security No.     XXX-XX- ________________________
E-Mail __________________________________________________________________________________________
Master Plumber _____    Journeyman _____    Apprentice______            Yrs experience__________
Field Supervisor______   Inspector______    Estimator_____    Other job title________________________
In-house hospital personnel (please specify position)____________________________________________
Current license No’s. (if any) ________________________________ States: ________________
Do you currently work on medical gas pipelines?    Yes _________     No __________
Are you familiar with NFPA 99?      Yes ___________    No ___________
Name of Employer ______________________________________________________________________________
Address of Company ____________________________________________________________________________
Company Phone # (             ) _________________________     Fax # (            )_______________________
ABOUT THE MED GAS COURSE

MEDICAL GAS INSTALLERS TRAINING SEMINAR

A Medical gas installation and brazing class is being set up for Sioux Falls, South Dakota, March 23-26, 2020. Classes will run from 8:30 am to about 5:00 pm. Students will need to bring paper and pencils for note taking and highlighters.

Contractor employees need to be journeyman level, or active in an apprentice program for at least four years. Estimators, construction company officials and hospital employees who will not be installing medical gas systems, and building officials/inspectors, are welcome into the class with the four year requirement waived.

As many of you are aware, NFPA has mandated brazing qualifications since 1993. NFPA 99 now mandates that all installers meet the requirements of the A.S.S.E. series 6010, 32-hour course. In addition, many major design firms now mandate compliance with the ANSI/A.S.S.E. 6000 series in their specifications. As of July 2016 the federal government has mandated compliance with the 2012 edition of NFPA 99.

Class will consist of training in all facets of medical gas pipeline equipment installation for hospitals, office-based occupancies, nursing homes and other health care facilities. A portion of the class will be devoted to learning proper brazing techniques and requirements for working with medical gas equipment and piping. The textbook for the class will be the 2012 edition of NFPA 99 and will be provided, as well as other learning aids.

Students will also be required to successfully complete a written examination as well as a brazing practical in which you be required to braze vertical and horizontal full-penetration joints on 1-½” tubing and the brazing coupons will be tested by a Certified Welding Inspector at an independent laboratory.

Class fees will include the use of turbo torches and acetylene. Each student will need to bring 4’ of 1-½” L tubing (not cleaned) and 6 to 8 1-½” wrought couplings with stops, as well as 1 lb of silver solder.

Class space is limited. If you have any questions please call us at 703 627-6119 or e-mail at dave@medgasman.com.

ABOUT THE INSTRUCTOR

Dave Mohile has more than 38 years experience in design, testing, verification and troubleshooting medical gas pipeline systems. He is a member of the NFPA Technical Committee on Medical Gases that is responsible for writing and changing NFPA 99, as well as a member of the A.S.S.E. working group responsible for the 6000 series, and is also a credentialed A.S.S.E. 6050 Instructor.

CONDUCTED BY

Medical Engineering Services, LLC
116 Cahill Court
Inwood, WV 25428
703-627-6119

HOSTED BY

South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc
707 E 41st St, #220
605-271-7255
kristie.phcc@midco.net

SPONSORED BY
PHCC Members Visit the White House for PHCC-Exclusive Ceremony

By Mark Valentini, Director of Legislative Affairs

On Tuesday, January 14, PHCC members, state executives and staff were invited to the White House for an exclusive PHCC ceremony celebrating the association’s commitment to the Pledge to America’s Workers.

The Pledge to America’s Workers is a workforce development initiative spearheaded by the Trump administration to encourage America’s employers to commit to training the next generation of workforce professionals. To date, the Pledge has generated a commitment from the American private sector to train and employ more than 14 million people over the next five years.

PHCC has committed to train 75,000 people through its plumbing and HVAC apprenticeship programs, placing in the top 10 percent of private sector organizations, including top-name Fortune 500 companies, that have made this commitment.

Before the ceremony, PHCC Educational Foundation leaders and contractors led a robust discussion with senior White House staff emphasizing the effectiveness and growth of PHCC’s registered apprentice programs and the role they play in maintaining a holistic approach to forming the complete p-h-c professional. After departing the White House, PHCC leaders went to Capitol Hill to continue spreading their message, meeting with senior members of the House Education and Labor Committee.

Successful completion of a PHCC apprentice program develops skilled professionals who have quality job opportunities, who provide needed services that maintain quality of life, and who have a range of job advancement possibilities, including the potential to own a business.

Salaries may match or exceed most graduates of four-year colleges, typically at a fraction of the cost. Students, schools and parents must learn to value apprenticeship and realize it is one of many career paths that may fulfill the American Dream. PHCC offered itself as a resource to the White House and policymakers in Washington as both the private and public sectors seek a solution to address the skills gap.

PHCC members have the opportunity to meet with lawmakers in Washington to continue the conversation on the issues important to business and the p-h-c industry. Be sure to save the date for the 2020 PHCC Legislative Conference, May 19-20, in Washington, D.C.
By Mark Valentini, Director of Legislative Affairs

Recently, PHCC joined the National Federation of Independent Business (NFIB) and approximately 50 other organizations representing small businesses to oppose the ILLICIT CASH Act. Title IV of this legislation expands a rule that was finalized in 2018 by the Financial Crimes Enforcement Network under the U.S. Treasury.

That rule, known as the Customer Due Diligence (CDD) rule, requires banks and other financial institutions to collect information from customers that open new accounts, specifically the disclosure of individuals with

1) at least a 25% ownership interest in a business
2) significant responsibilities in controlling that business.

The language in Title IV of this bill would expand that requirement to include any individual that “receives substantial economic benefits” and then puts the onus on the Treasury Department to determine the definition of “substantial economic benefits” thereby allowing the possibility that Treasury may require a small business to disclose information on any person that may stand to benefit from its dealings.

Due the privacy implications of this legislation PHCC stands with its industry counterparts to oppose this bill.
The month of February is a fun and exciting time for the SDAPHCC. Check out all the latest happenings.

2020 Annual Convention
Our Annual Convention is less than a month away. Have you sent in your registration? If not, please be sure to do so as soon as possible. The registration form is included in this issue for your convenience.

Our convention is more than just speakers and displays. During the convention, you will have the opportunity to connect with your peers from across the state. The conversations and relationships formed are invaluable. There are unique benefits to meeting with those who have the same struggles, concerns, and passions as you do.

We also have a great lineup of Sustaining Members who have committed to joining us. Each year, these companies partner with us to support contractors and the industry. Be sure to visit their booths and thank them for their contributions.

Please welcome our newest SDAPHCC Contractor Members

One Way Service Pros
Joe Rath
169 Charles St
Deadwood, SD 57732
605-722-8101

Budden Plumbing, Heating & A/C
Craig Budden
1300 4th Ave SW
LeMars, IA 51031
712-548-4335
New Gold Sponsor
We are excited to announce that Northwest Pipe Fittings has partnered with the SDAPHCC to become our first Gold Sponsor. Northwest Pipe Fittings’ commitment to SDAPHCC will include participation in the annual convention plus advertising on all SDAPHCC platforms. Thank you for your outstanding support!

Logos on New Trailer
In order to expand our hands-on apprentice competition, we needed to purchase a trailer to house and transport the equipment. We are so grateful for the many Sustaining Members who have stepped forward and agreed to sponsor our new trailer by advertising their logos on it. The trailer will be on display at the convention in Deadwood. Be sure to watch the next Pipe Chatter for pictures and a full list of sponsors.

I also want to extend a huge thank you to Brett Kaltvedt, Midwestern Mechanical, and Dan Hartman, Wolff’s Plumbing & Heating who have worked hard to secure the sponsorships and get the trailer finished.

Continuing Education
We are looking forward to hosting 18 Continuing Education classes next month throughout the state. I’ve also included the information in this issue. Please take a moment to read through the class details and pre-register for the class that works best for you. There are three ways to register: online, by email, or by mail.

Medical Gas Certification Course
Once again, we will be hosting a Medical Gas Certification Course with instructor Dave Mohile. The event will be held on March 23-26 in Sioux Falls. Please see the registration form and class details in this newsletter. The registration deadline is February 28 and class size is limited. Please submit your form early to secure your spot.

Senate Bill 29
The South Dakota Legislature is in full swing and along with that comes the monitoring of bills that may affect the p-h-c industry.

Initially, we were watching Senate Bill 29. The bill would have repealed provisions regarding manufactured and mobile home plumbing licenses and revised provisions regarding plumbing repair work.

Thankfully, in committee, it was deferred to the 41st day and there will be no further action on it.
Energy Efficiency Tax Credits: What You Need to Know

By Chuck White, Vice President of Regulatory Affairs

PHCC thanks its members who responded to the Legislative Alert last month to support passage of the extension of energy efficiency tax credits. Thanks to your outreach, Congress passed (and the President signed) a spending bill that included a clean extension of Sections 25C and 179D of the U.S. Tax Code, thus allowing American families and businesses to take advantage of federal tax credits for upgrading to energy-efficient HVAC systems in their homes and commercial buildings.

The extension of these tax provisions:

1. Are retroactive to when they originally expired at the end of 2017. If your customers upgraded in 2018, they should be able to file an amended tax return. If your customers upgraded in 2019 or this year, they’ll be able to take advantage when they file their tax returns for the corresponding year.

2. These tax provisions will expire on December 31, 2020. In the meantime, PHCC will continue to advocate for the permanent extension of these tax credits.


The extension of these credits were part of an industry-wide effort in which PHCC was involved. Our success is due in no small part to your responses to our call to action from last month just prior to this legislation passing.

DOE Releases Final Process Rule That Addresses Energy Conservation Standards

By Chuck White, Vice President of Regulatory Affairs

The U.S. Department of Energy (DOE) announced its intent to publish its Final Rule, “Procedures, Interpretations, and Policies for Consideration of New or Revised Energy Conservation Standards for Consumer Products,” more commonly called the Process Rule. PHCC has been following this rule and remains supportive of these changes.

A summary of the rule clarifies that the DOE will:

• Establish a threshold for “significant” energy savings at 0.3 quads of site energy over 30 years, or, if less than that amount, a 10 percent improvement over existing standards.

• Require that DOE establish final test procedures 180 days before proposing a new energy conservation standard rulemaking.

• Codify private sector consensus standards for test procedures, as described in the original Process Rule.

The effect of these provisions will stop the DOE from pursuing efficiency level changes for minimal energy savings and force the department to follow established rules that require test procedures to be established before proceeding on efficiency level rules. It also clarifies how the department will honor the Congressional mandate to follow ratings for equipment regulated by ASHRAE 90.1 standards. PHCC applauds the DOE’s efforts to streamline regulatory work and reduce consumer costs related to that regulatory work.
SDAPHCC Sponsorship Packages

Take your SDAPHCC support to a new level. Sponsorship Packages offer members a way to simplify their participation by bundling their activity. Package sponsors will not only receive convention & newsletter benefits, but will also receive recognition for their SDAPHCC support all year round.

GOLD SPONSOR  
$7,000

- Full Page Monthly PipeChatter Ad
- Membership Dues
- Recognition and Link on SDAPHCC Home Page & Sponsorship Web Page
- Recognition as Gold Convention Sponsor on event posters, in event program, on event website and during event announcements
- Two Full Convention Registrations
- One Trade Show Booth
- Full Page Convention Program Ad
- Large Logo on SDAPHCC Trailer
- Access to Membership List

SILVER SPONSOR  
$5,000

- Full Page Monthly PipeChatter Ad
- Membership Dues
- Recognition & Link on SDAPHCC Sponsorship Web Page
- Recognition as Silver Convention Sponsor on event posters, in event program, on event website and during event announcements
- One Full Convention Registration
- One Trade Show Booth
- Half Page Convention Program Ad
- Small Logo on SDAPHCC Trailer

BRONZE SPONSOR  
$3,000

- Half Page Monthly PipeChatter Ad
- Membership Dues
- Recognition & Link on SDAPHCC Sponsorship Web Page
- Recognition as Bronze Convention Sponsor on event posters, in event program, on event website and during event announcements
- One Full Convention Registration
- One Trade Show Booth

For more information or to sign up as a sponsor, please contact the SDAPHCC Office at 605-271-7255 or email kristie.phcc@midco.net
South Dakota Association of Plumbing-Heating-Cooling Contractors

707 E 41st St, #220, Sioux Falls, SD 57105
1-605-271-7255 or 1-800-640-7422
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