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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

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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

PHCC CONNECT 2019
Oct 2-4, 2019
Indianapolis, IN

SDAPHCC Convention
February 27-28, 2020
Deadwood, SD

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.
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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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112   113-399 MBH
150   113-530 MBH
President’s Message

Here it is, the end of September, and for many of us, mother nature has once again shown us who’s boss.

For me personally, this latest round of flooding hit pretty hard. My home on Lake Madison flooded with 4 inches of water on September 19. Thankfully, the water was in and out within 24 hours, but the mess and destruction left behind won’t go away nearly as quick. Still, I’m thankful that my 4 inches of water is pretty minor compared to what many others are dealing with.

These events create unique situations for our industry professionals. We often get asked to help create solutions to possibly correct issues. There are valuable opportunities available for contractors who can help appreciative customers by producing creative solutions that will hopefully minimize damage, should this ever happen again.

Despite mother nature’s disruptive efforts, the rest of the world keeps moving on. And so, the first week of October will find me attending our National PHCC Convention in Indianapolis, IN. I look forward to learning as much as I can about new industry developments, as well as networking with other PHCC members from all over the country.

Next month, I will share some of what I learned. I hope all is well with you, your family and your business!

-Tom Hines, SDAPHCC 2019 President

SDAPHCC ANNUAL CONVENTION

February 27 & 28, 2020
The Lodge in Deadwood, SD

Thursday, February 27
- Morning - Breakfast & Continuing Education
- Lunch - Featuring Awards Presentation
- Afternoon - Seminars, Apprentice Contest & Spouse Event
- Evening - Trade Show & Dinner
- Entertainment - Duelling Duo

Friday, March 2
- Morning - Breakfast & Seminars
- Lunch - Featuring Annual Meeting

Call (605) 584-4800 to reserve your room. Be sure to ask for the SDAPHCC room block and rate ($79).
Rheem is New PHCC HVAC Partner

The Plumbing-Heating-Cooling Contractors—National Association (PHCC) announces that Rheem, a recognized innovator of heating and cooling technologies, is a new HVAC Corporate Partner.

“This partnership is in line with the association’s strategic plan goal to be a valuable and equally recognizable resource for HVAC professionals just as it is for plumbers,” said PHCC President Ken Nielsen, AccuAire Inc., Reading, Massachusetts.

“As an HVAC contractor, I’ve been involved with Rheem for many years and am very pleased with their commitment to our association, as evidenced by their decision to provide this high level of support,” Nielsen adds.

Rheem’s commitment to PHCC has included participation in the annual CONNECT conference, sponsor of HVAC Contractor of the Year, and member of the PHCC Educational Foundation Board of Governors. Rheem is an active partner in PHCC’s state and local chapters and, together with PHCC, serves on a number of industry coalitions that advocate on HVAC-specific issues.

This expanded partnership strengthens the support of several programs, including the HVAC apprentice contest and educational offerings, such as webinars and online training.

“We’re thrilled to sponsor and work closely with PHCC. The association has long been a trusted partner for HVACR and plumbing technicians, providing them with support and training to sharpen their business skills while honing valuable, on-the-job trade expertise,” said Randy Roberts, vice president, sales and marketing, Rheem Manufacturing.

He added, “Rheem is committed to serving the independent contractor, and our partnership with PHCC is an important initiative to advance these professionals, as well as the industry at-large.”

For more information about PHCC Partner and Sponsorship programs contact Vice President of Business Development Elicia Magruder at magruder@naphcc.org or call 800-533-7694.

About Rheem

Founded in 1925, Rheem innovates all-new ways to deliver just the right temperature while saving energy, water and supporting a more sustainable future. Today, Rheem is America’s #1 water heating brand, and its products are available in more than 50 countries. Paloma Co., Ltd. of Nagoya, Japan, acquired the iconic Rheem brand in 1988, and today the company’s portfolio of premium brands include Rheem®, Raypak®, Ruud®, Eemax®, Richmond®, Splendid®, Intergas®, IBC®, Solahart® and EverHot™ as well as commercial refrigeration brands Russell®, Witt®, ColdZone® and Kramer®, which are part of the Heat Transfer Products Group (HTPG®) division. www.Rheem.com
Free Upcoming Webinar

Take advantage of this free webinar offered by the NAPHCC:

“Three Reasons Your Competitors are Eating Your Lunch on Google... and How to Fight Back”
Wednesday, October 23, 2019
1:00-2:00pm CDT or 12:00-1:00pm MDT

“Are potential customers finding me online?” “What can I do to help myself and where do I need to hire a professional to help?” We get it – you get cold calls all the time telling you your “Google listing will be deleted” and it’s hard to tell which warnings are legitimate. Or, perhaps you have great reviews, but you aren’t showing up as high on Google as you think you should be. It’s time for a plain-English explanation of how Google rankings work and the things you can do to improve them yourself (versus hiring outside help). After all, new customers look for you on Google every day. In this 60-minute Webinar, Alain Parcan, Director of Education, Matt Horn, Director of Search Marketing, and Lisa Benezra, Senior Search Consultant, will share three things you need to know about your listings on Google, how reviews impacts your presence online and how you can use SEO to earn the highest placement on Google. You’ll walk away knowing:

1. How leaders in the P-H-C industry optimize their GoogleMyBusiness listing to rank higher in Maps searches. Hint - it’s not nearly as easy as it used to be.
2. The importance of reviews, ways to generate them and what they mean for your business every day.
3. The newest SEO strategies that Google considers to be “must-haves” for better organic placement in cities where the maps listings may be out of your reach.

Presenters:
Matt Horn, Market Hardware’s Director of Search Marketing
Alain Parcan, Market Hardware’s Director of Marketing at Market Hardware
Lisa Benezra, Market Hardware’s senior-most Search Engine Marketing experts

Webinars are possible due to the generous support of corporate partner, Viega.
PHCC Recognizes Bradford White as Highest Strategic Partner Category

The Plumbing-Heating-Cooling Contractors—National Association (PHCC) has expanded the partnership status of Bradford White Corp. to its highest level—a new Strategic Partner category—a significant acknowledgement of the company’s 40-year commitment to the association and its initiatives for professional contractors.

The new recognition expands the partnership from solely Bradford White Water Heaters to the entire Bradford White Corp., an American-based family of companies creating technologically enhanced, energy-efficient products that bring reliable and green heating solutions to the world.

“With a shared mission to strengthen the industry through the advancement and education of the plumbing and HVACR professional contractors, Bradford White is a true partner with the PHCC family,” said PHCC President Ken Nielsen, AccuAire Inc., Reading, Massachusetts.

“The company provides significant support at the national, state and local levels of PHCC, as well as in Canada,” Nielsen added. “Whether it is sponsoring efforts to help contractors recruit and train skilled employees, funding industry scholarships, or alerting contractors of regulatory changes that will affect their businesses, Bradford White is always there for our professional business owners and installers.”

Bradford White’s initiatives and involvement with PHCC include:

- Contributing a major gift to the endowment fund when joining the PHCC Educational Foundation Board of Governors in 1993.
- Funding three $2,500 scholarships every year since 2003. For 17 years, Bradford White has made it possible for the PHCC Educational Foundation to award 51 scholarships totaling $127,500 to apprentices. Bradford White also funds scholarships awarded by the PHCC—National Auxiliary at the same monetary level.
- Participating in a high-profile workforce development roundtable on Capitol Hill in 2016.
- Serving on an advisory board that created several workforce development resources.
- Helping create the 2018 Conquer the Workforce Challenge hiring and recruiting resource guide that serves as a helpful tool for PHCC members.
- Communicating water heater regulatory changes through special publications and alerts.
- Sponsoring the always-popular opening breakfast during the PHCC annual convention.
- Promoting the value of PHCC membership to their customers and others.

“Bradford White is honored to have been recognized as a premier Strategic Partner by the PHCC. It’s an affirmation of our mutual commitment to the industry and the professional plumbing and HVAC contractor,” said Bruce Carnevale, President & CEO, Bradford White Corporation. “We look forward to continuing our work with the PHCC to ensure that the professional contractor remains an integral and relevant part of our dynamically changing industry and the continued evolution of plumbing and HVAC customer expectations.”

For more information about PHCC Partner and Sponsorship programs contact Vice President of Business Development Elicia Magruder at magruder@naphcc.org or call 800-533-7694.

About Bradford White Corporation
Bradford White Corporation is a full line manufacturer of residential, commercial and industrial products for water heating, space heating, combination heating and storage applications. The company is headquartered in Ambler, PA and has manufacturing facilities in Middleville, MI, Niles, MI, and Rochester, NH and a distribution and training center in Halton Hills, ON Canada.
Better for Tight Spots

Bradford White’s water heaters deliver outstanding performance – in a smaller diameter than the competition.

Bradford White RG1 Residential Atmospheric Vent Gas Water Heater
- A Smaller Diameter Tank – as small as 20” diameter.
- ICON System® – Intelligent gas control delivers enhanced First Hour Rating and accurate water temperatures.
- Intelligent Diagnostics – for easier troubleshooting.
- Advanced ScreenLok® Technology Flame Arrestor Design for added safety.

Bradford White RE25OT 50-gallon Residential Electric Upright Water Heater
- Industry-best 20 inch diameter hard jacket with no additional insulation blanket.
- Industry-best first-hour rating of 64 gallons.
- Fully Automatic Controls – Fast-acting surface-mount thermostat with high-limit energy cut-off.
- A Variety of Voltages – 120V, 208V, 240V, 277V, 480V. Single phase or three phase operation.

To learn more about Bradford White’s upright water heaters, visit bradfordwhite.com

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*May vary by region.
2019 SDAPHCC Contractor Members

A & E Plumbing
Doug Vandierendonck
PO Box 617
Black Hawk, SD 57718-0611
P: (605) 791-3335
F: (605) 791-3336
Member since 2007

AAA Plumbing
Renee Johansen
1401 Oregon St
Rapid City, SD 57701-2011
P: (605) 342-6066
F: (605) 343-7977
Member since 1996

Aarons Plumbing
Aaron Ek
43105 191st St
Willow Lake, SD 57278-5504
P: (605) 625-3509
Member since 2002

Action Mechanical, Inc.
Missy Shesley-Johnson
PO Box 880
Rapid City, SD 57709-0880
P: (605) 348-5212
F: (605) 348-6984
Member since 1990

Active Heating, Inc.
Don Roehrich
115 N Maple
Watertown, SD 57201-2443
P: (605) 882-2663
F: (605) 882-3325
Member since 1990

All Star Plumbing
Jeff Stricherz
PO Box 338
Parker, SD 57053
P: (605) 988-7588
Member since 2018

Allied Plumbing & Heating, Inc
Andy Bruce
1801 Wells Avenue
PO Box 1112
Pierre, SD 57501-1112
P: (605) 494-2001
Member since 2013

Andor, Inc./Taecker Plumbing & Heating
Orville Taecker
9 N Maple
Watertown, SD 57201-3649
P: (605) 886-2457
F: (605) 886-3141
Member since 1987

B & B Plumbing & Heating
Mark Bonnema
348 N Main Ave
Sioux Center, IA 51250-1852
P: (712) 722-2750
F: (712) 722-2765
Member since 2011

Baete-Forseth HVAC
Robert A. DeWit
4700 N Northview Ave
Sioux Falls, SD 57107-0869
P: (605) 336-0545
F: (605) 336-0629
Member since 1998

Bordewyk Plumbing Heating & AC
Troy Bordewyk
410 N Simpson Ave
Corsica, SD 57328-2140
P: (605) 946-5065
Member since 2008

Burnison Plumbing & Heating
Bill Anderson
49 2nd St SE
Huron, SD 57350-2098
P: (605) 352-5147
F: (605) 352-6845
Member since 1979

Burnison Plumbing & Heating
Bill Anderson
49 2nd St SE
Huron, SD 57350-2098
P: (605) 352-5147
F: (605) 352-6845
Member since 1979

Caswell Plumbing & Heating
Wendall Kooi
312 W Hwy 18
PO Box 100
Inwood, IA 51240-0100
P: (712) 753-4911
F: (712) 753-4912
Member since 1979

Courtes Plumbing
George Ust
206 Main Ave S
Brookings, SD 57006-3142
P: (605) 692-6076
F: (605) 692-0422
Member since 1990

Custer Heating and A/C, Inc.
Robert Brown
25021 Sylvan Lake Rd
Custer, SD 57730-2505
P: (605) 673-2957
F: (605) 673-2997
Member since 2017

Dave Horsley Plumbing
David Horsley
31100 K18S Rd
Sioux City, IA 51109-9068
P: (712) 258-0952
F: (712) 252-2075
Member since 2017

Dennis's Heating
Paul Taylor
217 W Maple St
Cherokee, IA 51012-1852
P: (712) 225-4650
Member since 2017

Ekern Plumbing, Heating & A/C
David E Ekern
815 2nd St S
Brookings, SD 57006-3045
P: (605) 692-4711
F: (605) 692-4712
Member since 2006

Fejer Plumbing & Heating
Tom Sedlacek
1209 W 9th St
Yankton, SD 57078-3396
P: (605) 665-9269
F: (605) 665-7554
Member since 1993

Frisbee Plumbing, Heating, AC & Electrical
Dick Wilson
4101 S Minnesota Ave
Sioux Falls, SD 57105-6742
P: (605) 338-6321
F: (605) 338-5238
Member since 1979
2019 SDAPHCC Contractor Members

Haase's Heating & Cooling
Daniel Haase
42532 298th St
Scotland, SD 57059-5702
P: (605) 661-4490
Member since 2011

Hander Inc. Plumbing & Heating
Chuck Hander
2407 W 5th St # 109
Sioux Falls, SD 57104-5612
P: (605) 339-9633
F: (605) 339-9018
Member since 1980

Hase Plumbing & Heating, Inc.
James Hase
1111 S 2nd St
Aberdeen, SD 57401
P: (605) 226-2545
F: (605) 225-1142
Member since 1995

Heil Mechanical
Jeff Heil
837 E Saint Patrick St
Rapid City, SD 57701-5750
P: (605) 716-9985
F: (605) 716-5488
Member since 2008

Hillman Plumbing & Heating Inc.
Robert Hillman
5104 E Lake Placid Cir
Sioux Falls, SD 57110-6403
P: (605) 333-0187
F: (605) 333-0280
Member since 1988

Howe, Inc.
Justin Howe
712 E 3rd St
Sioux Falls, SD 57103-0801
P: (605) 339-2020
F: (605) 339-0824
Member since 1978

Hubers Plumbing Heating & A/C
Leon Hubers
1104 Hwy 10 West
Orange City, IA 51041
P: (712) 737-8889
F: (712) 737-8889
Member since 2014

Interstate Mechanical
James Olson
PO Box 1378
1900 4th St
Sioux City, IA 51102-0378
P: (712) 255-1645
F: (712) 255-0628
Member since 2002

Iron Wheel, Inc.
Howard Pulse
140 N Main St
Salem, SD 57058-2002
P: (605) 425-2917
Member since 2015

Jessen Heating & Refrigeration, Inc.
Brad Jessen
1260 E 8th Ave
Redfield, SD 57469
P: (605) 472-0707
F: (605) 472-0710
Member since 2016

Kenner Plumbing Company
Bill Kratz
PO Box 222
Brookings, SD 57006-0222
P: (605) 692-6503
F: (605) 697-5117
Member since 1972

Krier & Blain, Inc.
Michael Thompson
PO Box 356
Sioux Falls, SD 57101-0356
P: (605) 331-4100
F: (605) 332-0025
Member since 1987

Krohmer Plumbing & Heating
Frank Krohmer
PO Box 1264
Mitchell, SD 57301-7264
P: (605) 996-2752
F: (605) 996-0929
Member since 1994

Levanen Plumbing, Inc.
Duane Levanen
44339 SD Highway 28
Bryant, SD 57221-5826
P: (605) 628-2504
F: (605) 628-1315
Member since 2014

Midwestern Mechanical, Inc.
Dwayne Klarenbeek
4105 N Lewis Ave
Sioux Falls, SD 57104-5572
P: (605) 339-3963
F: (605) 338-1195
Member since 1989

Mitchell Plumbing & Heating
Greg Sheesley
PO Box 1328
Mitchell, SD 57301-7328
P: (605) 996-7583
F: (605) 996-7263
Member since 1991

Morningside Plumbing, Inc.
Alex Corbin
PO Box 4547
Sioux City, IA 51104-4547
P: (712) 274-1738
F: (712) 274-2162
Member since 1990

NorthStar Mechanical
Wayne Kuecker
115 E 5th Ave
Webster, SD 57274-1708
P: (605) 345-4235
F: (605) 345-4235
Member since 1996

Phoenix Plumbing Inc
Monte Hansen
33299 Hwy 75 N
Sioux City, IA 51108
P: (712) 490-5219
F: (712) 276-1305
Member since 2012

Plumbing Design & Installation, Inc.
Steve Darling
2740 Haines Ave
Rapid City, SD 57701-9563
P: (605) 787-7473
F: (605) 787-5847
Member since 2003

PrairieSons Inc.
Frank Howe
1117 E Ash St
Brandon, SD 57005-2025
P: (605) 582-8611
F: (605) 582-8618
Member since 2009
<table>
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<th>Company Name</th>
<th>Contact Name</th>
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<td>Precision Mechanical</td>
<td>Rocky Hamley</td>
<td>PO Box 121</td>
<td>605-341-7618</td>
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<td>Member since 2007</td>
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<tr>
<td>Quality First Plumbing &amp; Heating Inc</td>
<td>Troy Fuerstenau</td>
<td>1104 8th St SE, Watertown, SD 57201-5250</td>
<td>605-878-0880</td>
<td>605-878-0953</td>
<td>Member since 2013</td>
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<td>Redlinger Bros. Plumbing &amp; Heating Co.</td>
<td>Jim Redlinger</td>
<td>PO Box 316, Watertown, SD 57201-0316</td>
<td>605-886-6955</td>
<td>605-886-5307</td>
<td>Member since 1972</td>
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<tr>
<td>Redlinger Bros. Plumbing &amp; Heating Co.</td>
<td>Adam Redlinger</td>
<td>PO Box 316, Watertown, SD 57201-0316</td>
<td>605-886-6955</td>
<td>605-886-5307</td>
<td>Member since 1972</td>
</tr>
<tr>
<td>Sharkey Plumbing &amp; Heating</td>
<td>Terry Sharkey</td>
<td>418 S 32nd St, Spearfish, SD 57783-9705</td>
<td>605-642-7423</td>
<td>605-642-8506</td>
<td>Member since 1992</td>
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<tr>
<td>Sod's Mechanical</td>
<td>Ken Soderlin</td>
<td>PO Box 578, Martin, SD 57551-0578</td>
<td>605-685-1001</td>
<td>605-685-1218</td>
<td>Member since 2006</td>
</tr>
<tr>
<td>Speedy Rooter Plumbing, Inc.</td>
<td>Joe Shatz</td>
<td>2243 Andrew Ave, Sergeant Bluff, IA 51054</td>
<td>712-276-6837</td>
<td></td>
<td>Member since 2017</td>
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<tr>
<td>Summit Plumbing</td>
<td>Geoff Ellerbroek</td>
<td>PO Box 2615, Sioux Falls, SD 57101-2615</td>
<td>605-728-4212</td>
<td></td>
<td>Member since 2005</td>
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<tr>
<td>Tessier's, Inc.</td>
<td>Rashid Kadir</td>
<td>PO Box 1200, Mitchell, SD 57301-7200</td>
<td>605-996-7548</td>
<td>605-996-6530</td>
<td>Member since 1982</td>
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<tr>
<td>Thelander Heating &amp; Cooling</td>
<td>Abby Gray</td>
<td>711 10th St, Onawa, IA 51040</td>
<td>712-423-1810</td>
<td></td>
<td>Member since 2019</td>
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<tr>
<td>Total Plumbing, Inc.</td>
<td>Shirley Holdenried</td>
<td>Wesley Holdenried</td>
<td>PO Box 982, 6345 Whispering Creek Dr, Sioux City, IA 51102-0982</td>
<td>712-259-7873</td>
<td>Member since 1995</td>
</tr>
<tr>
<td>Vandemark Heating &amp; Cooling</td>
<td>Randy Vandemark</td>
<td>1301 Normal St, Woodbine, IA 51579</td>
<td>712-592-1400</td>
<td></td>
<td>Member since 2018</td>
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<td>Visser Brothers Plumbing &amp; Heating</td>
<td>Paul Visser</td>
<td>400 8th St SW, Orange City, IA 51041-1547</td>
<td>712-737-4213</td>
<td></td>
<td>Member since 2017</td>
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<td>Warne Plumbing &amp; Heating LLC</td>
<td>Steve Warne</td>
<td>144 N Maple St, Watertown, SD 57201</td>
<td>605-237-6115</td>
<td></td>
<td>Member since 2015</td>
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<thead>
<tr>
<th>Company Name</th>
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<td>Aqua-Chem, Inc.</td>
<td>Richard Nagel</td>
<td>PO Box 237, Morrison, CO 80465</td>
<td>303-205-1814</td>
<td>303-205-1625</td>
</tr>
<tr>
<td>Bennerotte Marketing</td>
<td>Rick Specken, John Bennerotte</td>
<td>14332 21st Ave N, #100, Plymouth, MN 55447</td>
<td>763-544-8611</td>
<td>763-544-7084</td>
</tr>
<tr>
<td>Bongard Corporation</td>
<td>Max Woodrich</td>
<td>PO Box 640, Forest Lake, MN 55025</td>
<td>651-982-9802</td>
<td>651-982-9506</td>
</tr>
<tr>
<td>Climate Systems Inc</td>
<td>Gregg Welch, John Schwartz, Dean Welch</td>
<td>3005 W Russell St, Sioux Falls, SD 57107</td>
<td>605-334-2164</td>
<td>605-334-9642</td>
</tr>
<tr>
<td>Dakota Supply Group</td>
<td>Todd Langbehn</td>
<td>15 N Kline St, Aberdeen, SD 57401</td>
<td>800-660-5532</td>
<td>605-226-0155</td>
</tr>
<tr>
<td>Dakota Supply Group</td>
<td>Rick Bearid</td>
<td>PO Box 676, Rapid City, SD 57709</td>
<td>605-348-7100</td>
<td>605-348-2328</td>
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<tr>
<td>Dakota Supply Group</td>
<td>Darrin Waits</td>
<td>2219 E Benson Rd, Sioux Falls, SD 57104</td>
<td>605-336-8884</td>
<td>605-336-2392</td>
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<td>Dennis Supply Company</td>
<td>Aaron Mills, Ed Gray</td>
<td>404 11th Street, Rapid City, SD 57701</td>
<td>605-737-5600</td>
<td></td>
</tr>
<tr>
<td>Dennis Supply Company</td>
<td>Mike Nelson, Dustin Malenke</td>
<td>2720 W 9th St, Sioux Falls, SD 57104</td>
<td>605-336-9744</td>
<td>605-336-9122</td>
</tr>
<tr>
<td>Dennis Supply Company</td>
<td>Terry Pierce</td>
<td>300 W 7th St, Sioux City, IA 51103</td>
<td>712-255-1624</td>
<td></td>
</tr>
<tr>
<td>Distributor Sales, Inc</td>
<td>Scott Meyers, John Knight</td>
<td>2208 W 94th St, Bloomington, MN 55431</td>
<td>612-460-6441</td>
<td>612-463-2687</td>
</tr>
<tr>
<td>Energy Dynamics, Inc</td>
<td>Colin Wunder, Brandon Darnell</td>
<td>121 W Hoyt St, Carthage, SD 57323</td>
<td>605-772-5639</td>
<td>605-772-4632</td>
</tr>
<tr>
<td>Federated Insurance</td>
<td>Ben Cox</td>
<td>121 E Park Square, Owatonna, MN 55060</td>
<td>800-533-0472</td>
<td>507-455-7840</td>
</tr>
<tr>
<td>Ferguson Enterprises</td>
<td>Kevin Silver</td>
<td>2440 E St Andrew St, Rapid City, SD 57703</td>
<td>605-341-3335</td>
<td>605-341-2779</td>
</tr>
<tr>
<td>Ferguson Enterprises</td>
<td>Eric Allen</td>
<td>1001 E 14th St, Sioux Falls, SD 57104</td>
<td>605-334-2031</td>
<td>605-332-6401</td>
</tr>
<tr>
<td>FourMation Sales</td>
<td>Dean Corrigan</td>
<td>PO Box 519, Rogers, MN 55374</td>
<td>763-420-6900</td>
<td>763-420-6993</td>
</tr>
<tr>
<td>Frakco, Inc</td>
<td>Brett Vanderpoel</td>
<td>PO Box 566, Luverne, MN 56156</td>
<td>507-283-4416</td>
<td>507-283-4417</td>
</tr>
<tr>
<td>G &amp; R Controls</td>
<td>Barry Nielsen</td>
<td>PO Box 8566, Sioux Falls, SD 57118</td>
<td>605-336-3788</td>
<td>605-336-0269</td>
</tr>
<tr>
<td>Girton-Adams Ice Co.</td>
<td>W.D. Robinson</td>
<td>735 S 2nd Ave, Sioux Falls, SD 57104</td>
<td>605-336-3070</td>
<td>605-336-2059</td>
</tr>
<tr>
<td>Goodin Company</td>
<td>Cameron Larson</td>
<td>2905 N 4th Ave, Sioux Falls, SD 57104</td>
<td>605-332-3444</td>
<td>605-332-3535</td>
</tr>
<tr>
<td>Granse/Trio Sales, LLC</td>
<td>Kim Olson</td>
<td>21670 Hamburg Ave, Lakeville, MN 55044</td>
<td>800-328-4509</td>
<td>952-469-2196</td>
</tr>
<tr>
<td>IAPMO</td>
<td>Matthew Marciniak</td>
<td>4528a W Oklahoma Ave, Milwaukee, WI 53219</td>
<td>414-329-4244</td>
<td>414-329-4245</td>
</tr>
<tr>
<td>J.H. Larson</td>
<td>Jamie Fenner</td>
<td>1415 9th Ave SE, Watertown, SD 57201</td>
<td>605-886-6936</td>
<td>605-886-6965</td>
</tr>
</tbody>
</table>
# 2019 SDAPHCC Sustaining Members

<table>
<thead>
<tr>
<th>J.L.-Sontag LLC</th>
<th>Midwest Sales &amp; Marketing</th>
<th>Plumbing &amp; Heating Wholesale</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tom Sontag</td>
<td>Kay Hirsch</td>
<td>Mike Piaisier</td>
</tr>
<tr>
<td>5500 Lincoln Dr, Ste 210</td>
<td>Linda Miller</td>
<td>1411 North A Ave</td>
</tr>
<tr>
<td>Edina, MN 55436</td>
<td>530 Progress Dr</td>
<td>Sioux Falls, SD 57104</td>
</tr>
<tr>
<td>P: 952-933-7768</td>
<td>Hartland, WI 53029</td>
<td>P: 605-332-3413</td>
</tr>
<tr>
<td>F: 952-933-1069</td>
<td></td>
<td>F: 605-332-3419</td>
</tr>
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<table>
<thead>
<tr>
<th>John J Morgan Co.</th>
<th>Moen Inc</th>
<th>R &amp; L Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thomas Morgan</td>
<td>Bill Infield</td>
<td>Dave Larson</td>
</tr>
<tr>
<td>1413 Thompson Ave, Ste 1</td>
<td>4909 S Lewis Ave</td>
<td>PO Box 1051</td>
</tr>
<tr>
<td>South St. Paul, MN 55075</td>
<td>Sioux Falls, SD 57108</td>
<td>Sioux Falls, SD 57101</td>
</tr>
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<table>
<thead>
<tr>
<th>Johnstone Supply</th>
<th>Monick Pipe &amp; Supply</th>
<th>R.G. Higgins &amp; Assoc., Inc</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leah Simmons</td>
<td>Jim Monick</td>
<td>Jim Roland</td>
</tr>
<tr>
<td>335 N Weber Ave</td>
<td>605 E 8th St</td>
<td>Alex Lewis</td>
</tr>
<tr>
<td>Sioux Falls, SD 57103</td>
<td>Sioux Falls, SD 57103</td>
<td>7805 Beech St NE</td>
</tr>
<tr>
<td>P: 605-338-2652</td>
<td>P: 605-336-7811</td>
<td>Fridley, MN 55432</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>McCullough &amp; Associates</th>
<th>Mulcahy Company</th>
<th>Rapid City Winair Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steve Yaglowski</td>
<td>Dave Baker</td>
<td>Brad Shelly</td>
</tr>
<tr>
<td>7400 Washington Ave S</td>
<td>2700 Blue Water Rd #100</td>
<td>1525 Samco Rd</td>
</tr>
<tr>
<td>Eden Prairie, MN 55344</td>
<td>Eagan, MN 55121</td>
<td>Rapid City, SD 57702</td>
</tr>
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<table>
<thead>
<tr>
<th>McDonald Supply - Aberdeen</th>
<th>NCS Corporation</th>
<th>Rep Rite Burk &amp; Associates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Troy Malsam</td>
<td>Don Matzen</td>
<td>Bill Cutter</td>
</tr>
<tr>
<td>501 6th Ave SW</td>
<td>7440 W 78th St</td>
<td>Andy Cutter</td>
</tr>
<tr>
<td>Aberdeen, SD 57402</td>
<td>Bloomington, MN 55439</td>
<td>2369 Waters Dr</td>
</tr>
<tr>
<td>P: 605-229-0824</td>
<td>P: 952-941-4464</td>
<td>Mendota Heights, MN 55120</td>
</tr>
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<table>
<thead>
<tr>
<th>McDonald Supply - Rapid City</th>
<th>Northland Reps, Inc</th>
<th>Schu/Marketing Associates</th>
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</thead>
<tbody>
<tr>
<td>Lonnie Green</td>
<td>Jeff Tyler</td>
<td>Steve Schumacher</td>
</tr>
<tr>
<td>320 Maple Ave</td>
<td>500 3rd St SE</td>
<td>1000 Berkshire Lane N</td>
</tr>
<tr>
<td>Rapid City, SD 57701</td>
<td>Osseo, MN 55369</td>
<td>Plymouth, MN 55441</td>
</tr>
<tr>
<td>P: 605-343-4275</td>
<td>P: 763-951-2160</td>
<td>P: 763-593-5616</td>
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<table>
<thead>
<tr>
<th>McDonald Supply - Sioux Falls</th>
<th>Northwest Pipe Fittings</th>
<th>Sioux Falls Insulation Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kyle Forsyth</td>
<td>Mary A Pearson</td>
<td>Dusty Knutson</td>
</tr>
<tr>
<td>5626 W 9th St</td>
<td>441 Arizona Ave NW</td>
<td>1425 A Ave</td>
</tr>
<tr>
<td>Sioux Falls, SD 57107</td>
<td>Huron, SD 57350</td>
<td>Sioux Falls, SD 57104</td>
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<table>
<thead>
<tr>
<th>Michel Sales Agency</th>
<th>Northwest Pipe Fittings</th>
<th>Sioux Falls Winair Company</th>
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</thead>
<tbody>
<tr>
<td>Kelly Michel</td>
<td>Scott Barbour</td>
<td>Kevin Severy</td>
</tr>
<tr>
<td>521 Phalen Blvd</td>
<td>PO Box 920</td>
<td>506 S Cliff Ave, #102</td>
</tr>
<tr>
<td>St. Paul, MN 55130</td>
<td>Rapid City, SD 57709</td>
<td>Sioux Falls, SD 57103</td>
</tr>
<tr>
<td>P: 800-328-9235</td>
<td>P: 605-342-5587</td>
<td>P: 605-333-0703</td>
</tr>
</tbody>
</table>
2019 SDAPHCC Sustaining Members

Soderholm & Associates
Chris Soderholm
7150 143rd Ave NW
Anoka, MN 55303
P: 763-427-9635
F: 763-427-5665

Time Communications
Jenna Baker
150 2nd St, SW
Perham, MN 56573
P: 218-346-8421

Timmer Supply
Terry Timmer
Reed Timmer
401 S Egan Ave
Madison, SD 57042
P: 605-256-6522
F: 605-256-9805

Viega NA
Mike DeMinck
3105 Elm St N
Fargo, ND 58102
P: 701-367-2889

Walters Climate Inc
Chris Oliver
2857 Louisiana Ave North
New Hope, MN 55427
P: 763-544-8626

Water Design Group
Doug Hall
15612 Hwy 7 #240
Minnetonka, MN 55345
P: 952-933-2299
F: 952-933-3017

Western Dakota Tech
Walter Cline
Charles Thompson
800 Mickleson Dr
Rapid City, SD 57703
P: 605-718-2983

Winsupply of Rapid City
Jeff Carsrud
1525 Samco Rd, Unit C
Rapid City, SD 57702
P: 605-399-3990
F: 605-399-3773

Winsupply W Sioux Falls
Steve Holmes
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Sioux Falls, SD 57103
P: 605-332-5040
F: 605-332-5056

Winsupply of Watertown
Kelly Guenther
1120 5th St SE
Watertown, SD 57201
P: 605-882-4272
F: 605-882-4301

Yankton Winnelson Co
Dale Thunker
908 W 19th
Yankton, SD 57078
P: 605-665-6661
F: 605-665-1987

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Planning Tool Helps Guide Disaster Preparation and Recovery Strategies

The skies are clear. The river is at its normal level. Authorities are reporting a low risk of wildfire. Fault lines have been quiet. It’s tempting to operate your business as if these will always be the case. But what will you do when disaster strikes? Ask any business owner who has been through a disaster—thorough preparation makes all the difference.

When you experience a catastrophe, the trauma and stress make it difficult, if not impossible, to think clearly enough to begin setting things right. And unless you’ve collected all the documents and information you need for operational continuity, you’ll have a hard time getting things moving again.

Federated Mutual Insurance Company® offers the resources you need to prepare your business for a disaster with the Institute for Business and Home Safety (IBHS) Open for Business-EZ® program. The program, available online or in print, guides business owners through the process of developing a plan to help keep a business profitable after a disaster.

The toolkit contains documents to record information about the major areas of your business, including basic operations, equipment, employees, customers, suppliers, vendors, finances, and information technology. It also helps you record and assess your risk for a variety of natural and man-made disasters, and test your plan for reaction and recovery. To access the toolkit, visit the IBHS website or log on to Federated’s Shield Network and click on “IBHS - Disaster Planning.”

The IBHS website also offers a tool that helps users identify threats specific to their geographic region, helping to focus preparedness efforts. It also provides information on best practices, including assessments, guides, and checklists to help prepare for these perils:

- Earthquakes
- Floods
- Freezing weather
- Hail
- High Winds
- Hurricanes
- Tornados
- Wildfire

The site www.disastersafety.org, is also great for employees of the business to learn how to prepare for disasters. A business cannot recover unless they have employees that can help and employees can’t help the business until they have their own personal situation under control. For more information on OFB-EZ® and the library of other risk management resources Federated Insurance® offers, contact your local Federated marketing representative.

This article is for general information and risk prevention only and should not be considered legal or other expert advise. The recommendations herein may help reduce, but are not guaranteed to eliminate any or all risk of loss. Qualified counsel should be sought with questions specific to your circumstances. © 2019 Federated Mutual Insurance Company.
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!

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**Revital/Line XL**: Fits most brands of high-output, light commercial baseboard... (Up to 9-1/8" H x 3-13/16" D).

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BRAINERD (218) 828-4242  
ROCHESTER (507) 829-1284  
FARGO (701) 298-3210  
SIOUX FALLS (605) 332-3444  
OMAHA (402) 331-6813

EAU CLAIRE (715) 830-1800  
WAUSAU (715) 675-2513  
MADISON (608) 663-0351  
MILWAUKEE (414) 278-1770  
GREEN BAY (920) 884-9494
Please welcome our newest SDAPHCC Member

Thelander Heating & Cooling
Abby Gray
711 10th St
Onawa, IA 51040
712-423-1810

Medical Gas Certification

Is your company in need of medical gas training?

Please contact the SDAPHCC office by November 1 to indicate your interest in medical gas certification.

Email: kristie.phcc@midco.net
Phone: 1-800-640-7422
Welcome to the first PipeChatter e-newsletter! We are excited to provide your monthly information in an electronic version that allows you access it at anytime from your inbox.

Emails Wanted
As we make the switch to an electronic newsletter, we hope to reach even more individuals with SDAPHCC information. If you know someone who should be receiving a copy of this newsletter, please notify our office with their contact information. You can call, email or send in the form below. We are happy to add recipients at any time.

Scholarship
The deadline to submit a scholarship application to the SDAPHCC Educational Foundation is December 31, 2019. If you know a student who will be pursuing a career in the p-h-c industry, but sure to have them apply. A copy of the scholarship is included in this newsletter for their use.

Medical Gas
Once again, we are considering hosting a Medical Gas Certification course next year. However, in order to commit to an instructor, we need to have ample interest. If you are interested in taking advantage of this course, please contact the SDAPHCC by November 1 and indicate how many students you would send.

SDAPHCC Annual Convention
Plans for the 2020 Annual Convention are off to a good start! The event will be held at the Lodge in Deadwood on February 27 & 28. We will kick things off with Continuing Education on Thursday morning. Thursday’s lunch will feature our annual awards presentation followed by seminars in the afternoon. The Trade Show will be held on Thursday evening with entertainment afterwards. Seminars will resume on Friday morning. The event will wrap up with lunch and our Annual General Business Meeting. Plan to come for the convention and stay for a fun weekend getaway.

Apprenticeships Available
The last month was a busy month for apprenticeships. I’m happy to report that I signed up 10 new apprentices and I have 2 more pending. It has been fun to meet with apprentices who are interested in joining the industry and take advantage of all the career benefits it has to offer. If you are interested in enrolling an apprentice, please contact the SDAPHCC office and we can set up a meeting time.

PipeChatter E-Newsletter Enrollment Form
Return this form to subscribe to the SDAPHCC monthly PipeChatter e-newsletter.
Email : kristie.phcc@midco.net or Mail: 707 E 41st St, #220, Sioux Falls, SD 57106

Company ________________________________________________________
Name ________________________________________ Email ______________________
Name ________________________________________ Email ______________________
Name ________________________________________ Email ______________________
Application for the
South Dakota Association of Plumbing, Heating, and Cooling Contractors
Educational Foundation Scholarship

This Scholarship is intended for those students who wish to have a career in the PHC industry. This application must be typed and must be returned NO LATER THAN DECEMBER 31. You must be sponsored by a SDAPHCC member, and the sponsor must sign the application. Each item must be completed in order for this application to be considered.

Please indicate your major below:

— Construction Management
— Construction Related Engineering
— Business Management
— Technical School (PHC or Business)

Date: ____________________________

Telephone: ________________________

Name of Parent/Guardian

Name: ____________________________

Address: ______________________________________

City/State/Zip: ________________________

Name of school and grade level:

Name: ____________________________

Grade Level: ________________________

On your own paper, please answer the following:

1. State the reasons why you are applying for a PHC industry-related scholarship.

2. What are your career goals?

3. Describe your experience in the Plumbing-Heating-Cooling industry.

4. List your high school/college extracurricular activities and community service activities.

Your sponsor must be a SDAPHCC member in good standing who has retained such status without interruption for at least two years prior to the date of application. The candidate’s sponsor must maintain good standing during the full term of the scholarship. The sponsor must fill out the following:

Name: ____________________________

Company Address: ____________________________

City/State/Zip: ________________________

Signature: ____________________________

Below is a check list of everything that must be included with the application.

— A complete copy of your high school transcript.
— A complete copy of your college transcript (if applicable).
— A letter of recommendation from your principal, counselor, or dean.
— A letter of recommendation from your sponsor. (Must be on company letterhead)
— An official ACT/SAT score
— Sign back of application
Information about the Scholarship

The purpose of the South Dakota Association of Plumbing, Heating and Cooling Contractors (SDAPHCC) Educational Foundation Scholarship Program is to elevate the technical and business competence of the plumbing, heating, and cooling industry by awarding scholarships to young people who wish to attain a career in the Plumbing, Heating and Cooling Industry.

This year, the SDAPHCC Educational Foundation Scholarship Trust Committee will grant two scholarship awards. The dollar amount of the scholarship awards are $1,000 and $500.

The deadline for all applications and supporting materials is December 31. Entries that are received after the deadline but have a postmark of December 31 will be accepted. No extensions or exceptions will be made to this rule.

All applicants must be a senior in high school or a freshman in college and must be sponsored by a member of SDAPHCC. Payments are made directly to the college on behalf of the recipient. These monies can only be applied to a college or technical school in the United States of America.

The applications are evaluated on a 100-point grading system. Points are gained by how well the student answers each question/section and the supporting material. The results are recorded at the State Office where the five highest averages are considered to be the finalists.

Once an applicant is a finalist, his or her name is given to a Past State Officer (PSO) of the SDAPHCC. The PSO may contact the student to set up an interview. After the interview the PSO reports back to the State Office. Based on the information supplied by the PSO, the full Committee will make the final decision.

Finalists and alternates will be selected and notified in February.

Upon receiving a scholarship the student will need to arrange for their college transcript to be forwarded to the Scholarship Coordinator at the end of each grading period. A “C” average or better must be maintained.

The Board of Directors of SDAPHCC Educational Foundation, members of the Foundation’s committees, their immediate families or any applicant who is sponsored by a Board member, Foundation member or committee member are automatically disqualified.

All SDAPHCC Educational Foundation Scholarship award recipients are selected without regard to race, color, creed, sex, handicap, age or national origin.

I have read and understand the following information.

Applicant’s Signature: ___________________________ Date: ___________________________

Please return your application to:
SDAPHCC Educational Foundation Scholarship
707 E 41st St, #220
Sioux Falls, SD 57105
SOUTH DAKOTA STATE PLUMBING COMMISSION
308 S Pierre St, Pierre, SD 57501
605-773-3429

Commission Members
Dave Hansen, Chair - Plumbing Contractor Member - Dell Rapids, SD
David Baumberger - Vice Chair - Plumber Member - Rapid City, SD
Christopher Moore - Public Member - Madison, SD
James Bailey - State Health Dept Rep - Sioux Falls, SD
Mark Rogers - Public Member - Dell Rapids, SD
Nina Ripley - Executive Director & Jordan Cromwell - Secretary

Next Meeting: October 17, 2019 in Pierre