

The South Dakota

PIPE CHATTER



September 2023

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The Official Publication of the South Dakota Association of Plumbing-Heating-Cooling Contractors,

SOUTH DAKOTA



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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

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Upcoming Events

- September 7, 2023 - Golf Tournament, Elkhorn Ridge Golf Course, Spearfish, SD
- October 4 & 5, 2023 - Frontline Service Training, Sioux Falls, SD
- October 25-27, 2023 - CONNECT2023, Cleveland, OH
- February 21-23, 2024 - Annual State Convention, 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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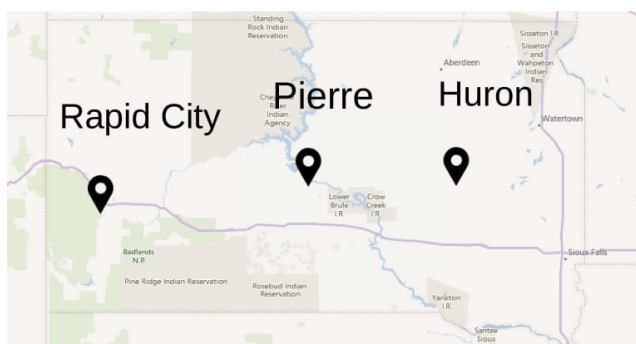
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President's Message



Hello Everyone,

I hope everybody has enjoyed the summer. Hopefully you got to spend time with family and friends and possibly did a little traveling also.

It has been a long hot summer and jobs have been running fairly well. It seems like there are still some supply chain issues on certain items, but I believe that is just what we are going to have to live with and get used to.

On August 22 and 23, we had (2) employees travel to Warwick, RI for Viessman boiler training. It seems like they took a lot in. When they got back, they stated that it was a fun and very informative opportunity. If any of you get the chance to attend one of these, I would highly recommend it. Thank you DSG and Viessman for this opportunity.

I hope everyone can attend the West River golf outing in Spearfish.

I will talk to you next month.

-Ryan Sheesley, SDAPHCC 2023 President



September 7

West River Golf Outing at
Elkhorn Ridge Golf Course,
Spearfish, SD

October 4 & 5

Frontline Service Training,
Sioux Falls, SD

October 25-27

CONNECT2023, Cleveland, OH

November 14

Live Virtual Plumbing CE Class

February 21-23, 2024

Annual State Convention,
The Lodge, Deadwood, SD



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SDAPHCC Golf Tournament

Join us for this fun event. A portion of the proceeds will benefit the SDPHCC Educational Foundation

Thursday, September 7, 2023

Elkhorn Ridge Golf Course

Spearfish, SD

9 Hole Scramble - 15 teams maximum

Shotgun Start - 2pm

Dinner & Prizes - 5pm



**ELKHORN
RIDGE**

Check the items you wish to register for

_____ - Team Registration - \$400.00

_____ - Individual Registration - \$100.00

_____ - Four Mulligans for Team - \$20.00

_____ - Hole & Pin Prize Sponsor - \$250.00

_____ - Dinner Only Registration - \$15.00

_____ - Prize Sponsor - \$450

_____ - Dinner Sponsor - 2 available at \$500 each or 1 at \$1000

REGISTRATION TOTAL - _____

_____ Payment enclosed _____ Please invoice

*Individual & Team Registrations include green fee, cart, pre golf range ball, dinner & prizes

Name _____ Company _____

Phone _____ Email _____

Team Members (if registering a team) _____

Mail or Email registration form to SDAPHCC Office
707 E 41st St, #220, Sioux Falls, SD 57105 or Kristie.phcc@midco.net

Thank you to our West River Golf Tournament Sponsors

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- More than 20 education sessions on hot topics like workforce development, legislative/regulatory initiatives, customer service and more!
- Insightful keynote presentations from economist Connor Lokar and Coach Ken Carter!
- A engaging experience at the Product & Technology Showcase
- A special session for PHCC's Union-Affiliated Contractors
- A fun and informative closing event at the Rock & Roll Hall of Fame



Keynote Speakers



Ken Carter
Author
Speaker
Philanthropist



Connor Lokar
Economist
at ITR
Economics



BONUS Opportunities

- Pre-conference Finance Bootcamp on Oct. 24!
- 2023 Rising Leaders Summit; send one of the rock stars in your company!
- Manufacturer tours of RIDGID and Moen facilities



Westin Cleveland Downtown / Huntington Convention Center of Cleveland

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Notice of Annual Business Meeting

Plumbing-Heating-Cooling Contractors–National Association
Friday, October 27, 2023 from 9:30-10:45 a.m. ET—Cleveland, Ohio

MAKE PLANS NOW TO ATTEND!

If you are an eligible voter registering for the entire convention, you will automatically be registered to vote at the annual business meeting.

Note: Only **primary** contacts of active PHCC member companies are eligible to vote at the annual business meeting. If the primary contact of record at the national office will not be present at the meeting and wishes to designate an alternate voting member, a signed request must be submitted to the national office for the alternate to be eligible to vote. The following member types are not eligible to vote due to Bylaws Article III Section 3B: Introductory, International, Honorary, Retired, Industry Associate.



Questions? Contact PHCC at 1-800-533-7694.

REMINDERS:

- ☐ **Register to Vote** *(if not attending full convention; form on next page)*
DEADLINE: Thursday, Oct. 12, 2023
(15 days prior to annual business meeting)
- ☐ **Request an Absentee Ballot Form** *(if needed; form on next page)*
DEADLINE: Wednesday, Sept. 27, 2023
(30 days prior to meeting)
- ☐ **Return Absentee Ballot** *(if voting this option)*
DEADLINE: Thursday, Oct. 12, 2023
(15 days prior to meeting)
- ☐ **Prepare and Submit Resolutions and Bylaws Amendments**
DEADLINE: Monday, Aug. 28, 2023
(Not less than 60 calendar days prior to the first day the annual business meeting convenes, except for those affiliated associations that have conventions within six weeks of the annual meeting)

**See next page for voter
registration and absentee
ballot forms!**

QUESTIONS?
Contact PHCC at:
1-800-533-7694 or
customer care@naphcc.org



Annual Business Meeting 2023 VOTER REGISTRATION & ABSENTEE BALLOT FORMS

PHCC–National Association Bylaw

Article VI Section 2: Voting at Annual Business Meeting

A. Each life member and each representative of an active member, whose dues are paid for the current term and received in the national office prior to the annual business meeting of the Association, shall be eligible to vote. All life and active members may vote for the election of vice president, either at the annual business meeting of the Association or by requesting and returning an absentee ballot. No cumulative, unit, nor proxy voting shall be allowed.

B. If a life member or a representative of an active member is not registered for the annual convention, they must submit a voter registration form to the national office at least fifteen days prior to the first day of the annual business meeting in order to vote at the meeting.

☐ **YES, I plan to attend the PHCC–National Association Business Meeting at the 142nd Annual Convention in Cleveland, Ohio, but will NOT be registering for the full convention.**

Name: _____

Company Name: _____ Phone: _____

Address: _____ Fax: _____

City/State/Zip: _____

E-mail: _____

State in which I hold my membership is: _____

MEMBER SIGNATURE _____

This portion of the form must be returned by **Thursday, October 12, 2023, to: PHCC, 180 S. Washington St. Ste. 100, Falls Church, VA 22046, Fax: (703) 237-7442 or Email: customercare@naphcc.org**

☐ **NO, I will not be attending the PHCC–National Association Business Meeting. Please send me an Absentee Ballot to the address below.**

Name: _____

Company Name: _____ Phone: _____

Address: _____ Fax: _____

City/State/Zip: _____

E-mail: _____

State in which I hold my membership is: _____

MEMBER SIGNATURE _____

This portion of the form must be returned by **Wednesday, September 27, 2023, to: PHCC, 180 S. Washington St. Ste. 100, Falls Church, VA 22046, Fax: (703) 237-7442 or Email: customercare@naphcc.org**



Calling All Rising Stars!

OCT. 26, 2023, at **PHCCCONNECT2023** | CLEVELAND, OHIO

Groundbreakers, game changers, and power performers wanted! Bring the rock star employees from your company for a special one-day Rising Leaders Summit on Thursday, Oct. 26.



Program Highlights:

- **"Great Leaders Must be Master Managers"** Opening Keynote—**Jeremey Wall**, co-founder and CEO of Goalmakers
- **"Leadership in Action"** Role-Playing Session
- **"Set Goals All the Time"** Workshop
- **"Pathways to Leadership"** Industry Panel
- **"Re-Think Your Potential to Achieve More"** Closing Keynote—**Steve Acho**, human and business performance mentor

This Summit is sure to capture the attention and imagination of your young leaders and light a spark for the future of your business. NextGen is right now, and mentoring is in our PHCC DNA.

Visit phccweb.org/connect to register!

This special event is sponsored by A.O. Smith, Scorpion, Milwaukee Tool and Rheem Manufacturing".



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BONUS!

Rising Leaders Summit registrants also are eligible to participate in: The Product & Technology Showcase and evening receptions on Thursday, Oct. 26.

(Full Summit schedule on back)

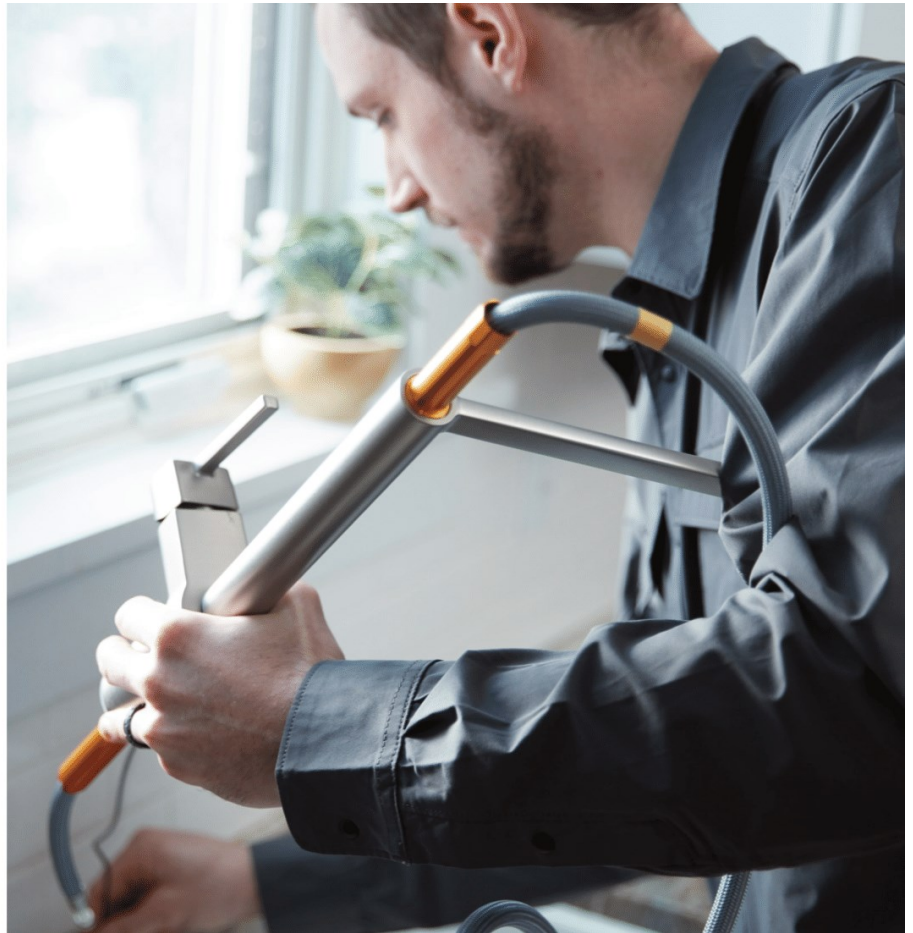
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New members who join in the fall can receive
up to 15 months for the price of 12!
Contact the SDAPHCC Office to make a referral.

Local Apprentice Places 2nd in National HVACR SkillsUSA Championship



Raulie Rojas, an apprentice with Midwestern Mechanical in Rapid City, recently placed 2nd in the HVACR SkillsUSA Championships. The competition was held in conjunction with the National Leadership and Skills Conference on June 22 & 23 in Atlanta, GA.

This event is one of the largest hands-on workforce development events in the world. More than 6,000 champions from across the United States competed in 110 skilled and leadership competitions.

Held in the Georgia World Congress Center in Atlanta, the event covers over 1.79 million square feet of floor space. Rewarding students for excellence, involving industry in student performance evaluations and keeping classroom trainings relevant to employer's needs is the philosophy of the SkillsUSA Championships.

The HVACR competition included a series of testing stations designed to assess skills identified by industry HVACR standards. Workstations may include ice machines, refrigerated display cases, small package HVAC units, furnaces and split-system air conditioning and/or heat pump units and geothermal units.

Raulie will soon be competing again in October when he represents the SDAPHCC during PHCC-National's HVAC Apprentice Contest held in conjunction with CONNECT.

Congratulations Raulie and good luck in October!



SOUTH DAKOTA STATE PLUMBING COMMISSION

217 W Missouri Ave, Pierre, SD 57501, Phone: 605-773-3429

Commission Members

President - Alex Payton, Plumber Member, Sioux Falls, SD

Vice President - Duane Levanen, Plumbing Contractor Member, Bryant, SD

Bill Werner - Public Member, Rapid City, SD

James Bailey - State Health Dept Rep, Sioux Falls, SD

Larry Kindle - Public Member, Fort Pierre, SD

Mandy Nielsen, Executive Director

Carol Ames, Secretary

Next Meeting: October 19, 2023, 10:00am

Regulatory Report from PHCC-National



By Chuck White, VP of Regulatory Affairs

DOE Proposes to Increase Residential Boiler Efficiency

The U.S. Department of Energy (DOE) has issued a Notice of Proposed Rulemaking (NOPR) pertaining to consumer heating boilers. These proposed standards, if adopted, would apply to all consumer boilers manufactured in, or imported into, the United States

starting on the date five years after the date of publication of the final rule for this rulemaking.

Specifically, DOE is proposing more-stringent AFUE standards for gas-fired and oil-fired boilers while maintaining the current standards for electric steam and hot water boilers. As proposed, all gas fired hot water boilers will require condensing vent technology. PHCC is evaluating the DOE proposal and will file comments on the proposed standards which are shown in the table below.

Product Class	AFUE (%)
Gas-Fired Hot Water	95
Gas-Fired Steam	82
Oil-Fired Hot Water	88
Oil-Fired Steam	86
Electric Hot Water	None
Electric Steam	None

DOE Releases IRA Funding Guidance

The U.S. Department of Energy (DOE) has issued some initial guidance for states that wish to participate in energy improvement funding through the Inflation Reduction Act (IRA).

Two of these documents, the State Application Guidance and the Administrative and Legal Requirements direct the states as to how their share of \$8.8 billion is to be disbursed. A key component is the focus on low-income housing. DOE indicates that about 40% of U.S. households would qualify as low-income; the agency has established state by state targets to ensure that those households are not left out of receiving the money.

It will be important to engage on a state-by-state level to help implement this significant program and ensure that PHCC members can provide the key services funded by the IRA.

Moving Forward with New Refrigerants

In early August, PHCC attended the HVAC Industry Partner Forum in Denver, Colorado. A key point of the discussions related to the coming refrigerant transition. Beginning Jan. 1, 2024, allocation of HFC refrigerants (think R410A) will be reduced an additional 30% for a total 40% reduction compared to the baseline. In order to assure sufficient HFC refrigerant in the market stream, recovery and reclamation must increase, and new products will start to migrate to the new A2L refrigerants.

While not expressly stated, conversations implied that new A2L products could start to show up in the distribution network sometime in the 4th quarter of this year. Moving the new product market to A2L's will take some of the pressure off HFC demand and facilitate a smooth transition to new technologies. Expect more information from our partners in the distribution channel and plan to learn what specific product lines will be doing in this transition.

SAVE THE DATE

Join us for the
Annual SDAPHCC State Convention

February 21-23, 2024
The Lodge, Deadwood, SD

For more information: Contact Kristie Brunick
1-800-640-7422 or kristie.phcc@midco.net

Mark your calendar and plan to attend!



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SDAPHCC Frontline Service Training

The Ultimate Training Program for Service Technicians

October 4-5, 2023

Best Western Plus Ramkota Hotel, Sioux Falls, SD

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During this two-day session centered around **QSC's Customer Experience Delivery System**, attendees will garner the knowledge, skills and the capabilities needed to create exceptional customer experiences, sell more, drive repeat business and deliver excellent customer service.



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- Brand and Value
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- Customer Loyalty
- Understanding Customer Needs

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 - Arrive and greet customer
- Diagnose the Situation
 - Interview customer
 - Inspect site
 - Present menu of solutions
 - Obtain customer approval
- Complete the Work
 - Prepare work environment
 - Carryout job
 - Cleanup work environment
- Finalize the Experience
 - Present invoice and depart

REGISTRATION FORM

Name _____ Company _____

Phone _____ Email _____

Supervisor _____ Supervisor Email _____

To register, return form and \$729 per person to the SDAPHCC Office by August 15, 2023.

Please complete a separate form for each attendee.

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WEBINAR

Family Succession Planning

Tuesday, September 19, 2023, at 1 p.m. CST

This presentation will cover the top legal issues faced by individuals and business owners. Specifically, how to properly draft business succession plans and personal estate plans that can help mitigate and prevent those issues. Additional items to be discussed include upkeep of corporate documents, liability and asset protection planning, business entity structure, and employee retention. Lastly, the presentation will cover how the business owners' own personal estate plan can have a meaningful impact for generations to come.

**SAVE ME
A SEAT**



WHO SHOULD ATTEND

- Risk Managers
- Operations Managers
- HR Professionals
- Owners/Operators



WHAT YOU WILL LEARN

- Why your personal estate planning is critical
- Why your business succession plan is crucial to both your business and to your family
- Strategies for your family and business today and generations down the road

After registering, you will receive a confirmation email and calendar appointment. You may access this and other webinars on federatedinsurance.com.

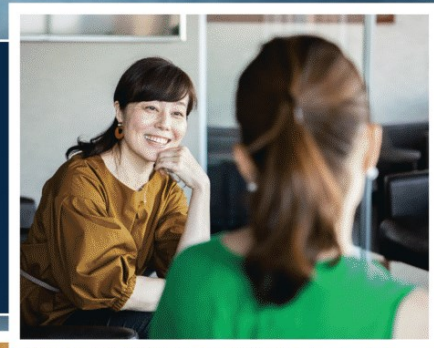
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"LIXIL's What's on Tap" Tuesday, September 26, 2023, 1pm CST / 12pm MST

Overview

What's On Tap" at LIXIL is our new, interactive broadcast live from the 865 Studio featuring LIXIL brands American Standard, GROHE, and DXV with product experts Ken Samson and Vinny Arnesse. Ken and Vinny share expertise on new product installation, benefits and features, and helpful troubleshooting. We'll be able to field your questions, take live polling and facilitate best-practice conversations with others in your field in real time.

Our first episode will dive into popular showering systems from American Standard and GROHE. Ken will demonstrate the installation of the GROHE Smartbox, a thermostatic shower valve and Vinny will talk about the versatility of the American Standard's Flash Valve, a pressure balance valve. We hope you'll join us for this first episode and stay with us for so much more.

Presenters

Vinny Arnesse has been with LIXIL for 20 years. He started his career with the Customer Service group, learning the product line, the industry and how to effectively communicate. Fast forward, he is now one of the National Showroom Sales Trainer's covering brands such as American Standard, GROHE, and DXV. His expertise spans from product knowledge courses, troubleshooting and customized training for different groups.. The other part of his role is to Lead the TradeUp Initiative, a program built that helps contribute to closing the skills gap and provide resources for plan A success in a Trades career.

Ken Samson is the Lead Project Service Agents and Outreach for the Eastern U.S. at LIXIL Americas. He has been with LIXIL Americas for 37 years and have extensive product knowledge of GROHE, American Standard and DXV. Ken challenges himself to learn something new product wise or install wise daily and share this with other LIXIL employees and customers. Ken is very proud to be with LIXIL for the past 37 years. During his tenure with LIXIL he has designed an extension kit and a reversing thermos cartridge, as well as worked with Quality Control in Germany to update some global standards.



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Online Plumbing Continuing Education Classes Now Available

For those who were unable to attend a 2023 in-person Continuing Education Course, the 2023 online course is now available through IAPMO. IAPMO has created a 4-hour course priced at \$110. The course is titled "2023 SD/IA Online CE Chapters 4, 6, & 8 (12-156477)". To access the class, visit www.iapmolearn.org. Type "South Dakota" into the search and scroll down to find the 2023 class.

If you are a returning IAPMO training customer, please use your existing account to register. If this is your first-time taking training with IAPMO, you will need to create a new account. Once you are registered for an online course, please log into your IAPMO user account at www.iapmolearn.org to access the online course. If you need help with your username and/or password, please email seminars@iapmo.org.

The online course is designed to be user friendly and flexible, allow you to come and go as your schedule permits, and progress through the program at your own pace. At the completion of the course, you receive a downloadable certificate found in your training history and your status as completed will be reported to the state.

If you have questions, you may contact IAPMO at seminars@iapmo.org or 908-995-3322.



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From the Executive's Desk



By Kristie Brunick

Where did the summer go? I'm totally in denial that it's already September. I think it's the 90+ degree weather that is messing me up.

This year, the start of school brought big changes to our house. My oldest is now a freshman at SDSU. I assumed that move-in day would be hard - but I had NO idea. In fact the whole week leading up to it was tough. I guess I'll just add that the ever growing list of things that you learn the hard way as a parent. The good news is that he is doing well and our family is slowly adjusting to a quieter house.

Along with a college freshman, we also have a junior and 7th grader this year. Last week, I spent way too much time updating the family calendar with all the school and church activities that are beginning. We have soccer games, volleyball games, band and chorus concerts, and youth group events to look forward to. I guess fall is here whether I'm ready for it or not.

West River Golf Tournament

As I'm writing this, preparations are being made for our West River Tournament, which will be held on September 7th at Elkhorn Ridge Golf Course in Spearfish, SD. We had a great time at Grand Falls in July and I'm sure this will be just as fun.

We still have a few golfer spots open, so please let me know as soon as possible if you are interested. Plus, we will always take any additional sponsors. A portion of the proceeds will benefit the SD Educational Foundation Scholarship Fund.

Frontline Service Training Registration Open

If you have service technicians, this is a great opportunity to offer them training that will help them be more successful. Beth Dobkin from PHCC-National's Quality Service Contractors will lead this two day course created specifically for the p-h-c industry. See page 15 for more information. A discount will be available to any company who registers 4 or more individuals.

Med Gas Class Interest and other Educational Offerings

Would your company have a need to train individuals for Medical Gas Certification? We are in the process of determining if there is enough demand to once again offer the class. Please contact me and let me know if you would be interested. If we get enough interest, we will book a class in early 2024.

In addition, please let me know if you have any other educational needs.

Membership Special

Do you know a p-h-c contractor that should be a member of the SDAPHCC? Starting this month, new members can receive up to 15 months of membership for the price of 12. If you know of a contractor that would be a good fit for our association, please let me know and I will send them membership information.



South Dakota Association of Plumbing-Heating-Cooling Contractors

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