

The South Dakota

PIPE CHATTER



December 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.



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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

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Upcoming Events

Medical Gas Class
Rapid City, SD
January 30-February 2, 2024

Annual State Convention
Deadwood, SD
February 21-23, 2024

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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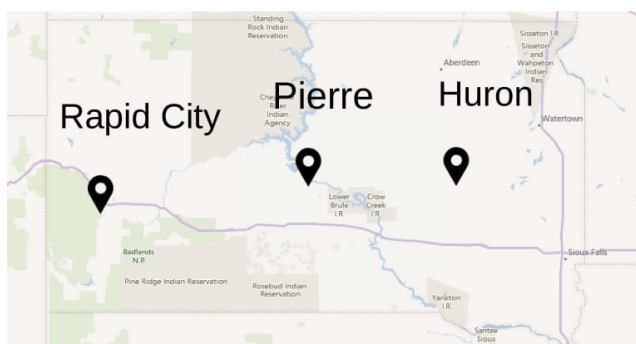
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President's Message



Greetings everyone,

As I am writing this, I am on a little vacation sitting at home thanks to COVID.

You would sure think I could get just a little luck in 2023. The good news is that I am starting to feel better - but it has taken a week to get to this point.

Before my little vacation, we had done some traveling for hockey. Boy, there is sure a lot of new construction in every location we traveled to. I hope this keeps up for years and I hope we can all find enough of the right employees to get all this work done.

I would like to wish everyone a Merry Christmas and a Happy New Year.

We will see you all soon.

-Ryan Sheesley, SDAPHCC 2023 President



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December 22, 2023

Medical Gas Registration
Deadline (see pages 17 & 18)

January 19, 2024

Apprentice Written
Contest (see pages 7 & 8)

December 29, 2023

Apprentice Contest Registration
Deadline (see pages 7 & 8)

January 30-February 2, 2024

Medical Gas Certification
Course in Rapid City

December 31, 2023

Scholarship Application
Deadline (see pages 29 & 30)

January 19, 2024

Convention Hotel Reservation
Deadline (see page 9)

December 31, 2023

Contractor Membership Dues Renewal
Deadline and Discount Expiration

January 24, 2024

Contractor Convention
Registration Deadline (see page 10)

January 10, 2024

Free PHCC Legislative &
Regulatory Webinar (see page 25)

February 21-23, 2024

Annual State Convention
in Deadwood

January 12, 2024

Sustaining Member Convention Trade
Show Registration & Sponsorship
Deadline (see page 12)

March 2024

Sixteen In-Person Continuing
Education Classes for Plumbers
(Registration info mailed in January)



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

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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: January 25, 2024, 10:00am



Enter Your Apprentice in the Annual SDAPHCC Apprentice Contest!

Plumbing Division or HVAC Division

Written Testing held on January 19, 2024 at 1pm
in Rapid City, Sioux Falls, Pierre, & Watertown

Hands-On Competition held February 22, 2024 at the
SDAPHCC State Convention in Deadwood

Winning Contestants receive trip to National Competition at
CONNECT 2024 in Birmingham, AL on October 7-9, 2024

Registration Deadline: December 29, 2023
See reverse for contest details and guidelines



SDAPHCC Apprentice Contest Details and Guidelines

The SDAPHCC hosts an annual apprentice competition in conjunction with its Annual Convention. Apprentices can compete in either the Plumbing Division or the HVAC Division.

Competition Overview

- Apprentices first compete in a written competition.
- The top three contestants in each division advance to a hands-on competition at the Annual SDAPHCC State Convention
- The first-place winner of the hands-on competition in each division will then advance to the National PHCC Competition at the national convention.

Written Competition Details

- Held on January 19, 2024 in Rapid City, Sioux Falls, Pierre, and Watertown at 1pm.
 - Rapid City Location: 3536 Eglin St (Midwestern Mechanical)
 - Sioux Falls Location: 712 E 3rd St (Howe, Inc)
 - Pierre Location: 2315 E Dakota Ave (Wheelhouse Plumbing)
 - Watertown Location: 9 N Maple (Andor, Inc/Taecker Plumbing & Heating)
- Written Test Schedule
 - 12:45 pm – Contestants Arrive and Check In
 - 1:00 pm – Testing Starts (no exceptions or late starts)
 - 3:00 pm – Testing Ends
- IMPORTANT NOTE: Contestants will need to provide a driver's license or other valid picture ID at the time of testing.
- Tests will be graded at a later date and results will be issued within the next few weeks.
- In the case of a tie, the time that the test was turned in will be the tie breaker with the shortest test time as the winner.

State Convention Details

- The State Convention will be held at The Lodge, in Deadwood, SD on February 21-23, 2024.
- The Hands-on Competition for both divisions will be held on February 22, 2024.
- Contestants are invited to attend lunch on that day and stay for the Trade Show that evening.

National Convention Details

- The National Convention will be held October 7-9, 2024 in Birmingham, AL.
- Winning contestants will receive free lodging during the convention plus free admission to the contest dinner, trade show, and awards luncheon.
- National PHCC provides travel funds plus the SDAPHCC provides one free guest plane ticket.
- Contestants will compete against apprentices from across the nation in a written and a hands-on competition.

Contest Guidelines

- Employers must be a member of the SDAPHCC.
- Apprentices must be a second-year apprentice or higher during 2024 and shall not have attained journeyman status.
- Plumbing apprentices must be a registered apprentice with the South Dakota Plumbing Commission.
- The contestants should not have previously competed at the National PHCC competition.
- Contestants can only participate in the state hands-on competition once per division.
- Registration deadline is December 29, 2023.



SDAPHCC 97th ANNUAL STATE CONVENTION FEBRUARY 21-23, 2024 THE LODGE, DEADWOOD, SD

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to reserve your room.

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SDAPHCC room block and
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CONVENTION SCHEDULE

WEDNESDAY, FEBRUARY 21

1:00pm-5:00pm	Plumbing Continuing Education
1:00pm-5:00pm	HVAC Continuing Education
5:30pm-6:30pm	Welcome Reception

THURSDAY, FEBRUARY 22

7:00am-6:00pm	Registration
7:00am-8:30am	Breakfast
8:00am-5:00pm	Plumbing & HVAC Hands-On Apprentice Contest
8:00am-8:45am	Seminar
9:00am-9:45am	Seminar
10:00am-10:45am	Annual Meeting & Federated Insurance
11:00am-11:45am	Seminar
12:00pm-1:30pm	Lunch with Awards Presentation and Board Installation
1:45pm-4:00pm	Spouse Event
1:45pm-5:15pm	Vendor Set up
1:45pm-2:30pm	Seminar
2:45pm-3:30pm	Seminar
3:45pm-4:30pm	Seminar
5:00pm-5:30pm	Buffet Dinner for Vendors
5:30pm-8:00pm	Trade Show with Dinner
5:30pm-7:30pm	Silent Auction

FRIDAY, FEBRUARY 23

8:00am-9:00am	Breakfast
8:00am-11:00am	Tear Down

**times are subject to change*

SDAPHCC Convention Registration Form for Contractors

2024 SDAPHCC Annual Convention - February 21-23, 2024
The Lodge, Deadwood, SD

Company _____
Contact Name _____ Phone _____
Email _____

- \$270 - Full Contractor Registration includes: all access to all seminars, meals, exhibits, & entertainment
- \$160 - Spouse Registration includes: access to all educational seminars, meals, exhibits, entertainment & spouse event
- \$190 - Thursday Only Registration includes: access to Thursday's seminars & meals, plus exhibits & entertainment
- \$40 - Trade Show Only Registration includes: access to Thursday's exhibits, dinner & entertainment
- \$95 - Wednesday Only Registration includes: access to Wednesday's continued education session and welcome reception

Name	Full Contractor \$270					Spouse \$160		Thursday Only \$190		Trade Show Only \$40		Wednesday Only \$95		Total
GRAND TOTAL														



To Register - Return completed form along with payment to:
SDAPHCC, 707 E 41st St, # 220, Sioux Falls, SD 57105
Make checks payable to: SDAPHCC

Cancellation Policy - Full refunds will be given to cancellations made by February 7, 2024. Refunds will not be given for no shows or cancellations received after February 7, 2024

REGISTRATION DEADLINE - JANUARY 24, 2024

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SDAPHCC Convention Participation Form for Sustaining Members

2024 Annual Convention, February 21-23, 2024

The Lodge, Deadwood, SD

Company _____

Contact Name _____ Phone _____

Address _____

Email _____

Table Top and Meal Reservation	Price	# needed	Total
Trade Show Display - Member - includes one 8 foot table	\$245 plus a silent auction item with \$50 minimum value		
Trade Show Display - Non Member - includes one 8 foot table	\$320 plus a silent auction item with a \$50 minimum value		
Full Registration - includes all meals & events	\$190		
Trade Show Meal Only	\$40		

Please check the box if you DO NOT want a trade show meal. ☐

*Please list names of attendees if more than one person will be attending.

Convention Event Sponsorship (check the item(s) you wish to sponsor)

_____ Continuing Education - \$425	_____ Thursday AM Break - \$225	SOLD Thursday Dinner - \$525
_____ Wednesday PM Break - \$225	_____ Thursday Seminar II - \$350	_____ Friday Breakfast - \$425
_____ Wednesday Social - \$425	SOLD Thursday Lunch - \$525	_____ Apprentice Contest - \$450
_____ Thursday Breakfast - \$425	_____ Thursday Seminar III - \$350	_____ Spouse Event - \$525
_____ Thursday Seminar I - \$350	_____ Thursday PM Break - \$225	

Subtotal

Year Long Sponsorship Packages

See the sponsorship package flyer for full details.

_____ Gold Sponsor - \$7,400 _____ Silver Sponsor - \$5,300 _____ Bronze Sponsor - \$3,200

Subtotal



PARTICIPATION TOTAL: \$

Payment method: _____ Please invoice _____ Check enclosed payable to SDAPHCC

Please return completed form by January 12, 2024 to:

SDAPHCC, 707 E 41st St, #220, Sioux Falls, SD 57105 Or Email: kristie.phcc@midco.net

Thank you for your support!

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

\$7,400

- ◆ 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
- ◆ Recognition as Gold Golf Sponsor for both golf tournaments
- ◆ Large Logo on SDAPHCC Trailer
- ◆ Access to Membership List

SILVER SPONSOR

\$5,300

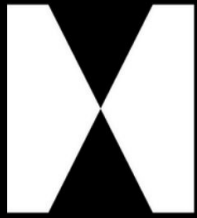
- ◆ Full Page Monthly PipeChatter Ad
- ◆ Membership Dues
- ◆ Recognition & Link on SDAPHCC Sponsorship Web Page
- ◆ Recognition as Silver Convention Sponsor on event posters, in event program, on event website and during event announcements
- ◆ One Full Convention Registration
- ◆ One Trade Show Booth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

BRONZE SPONSOR

\$3,200

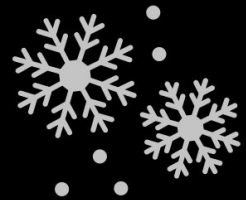
- ◆ Half Page Monthly PipeChatter Ad
- ◆ Membership Dues
- ◆ Recognition & Link on SDAPHCC Sponsorship Web Page
- ◆ Recognition as Bronze Convention Sponsor on event posters, in event program, on event website and during event announcements
- ◆ One Full Convention Registration
- ◆ One Trade Show Booth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

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



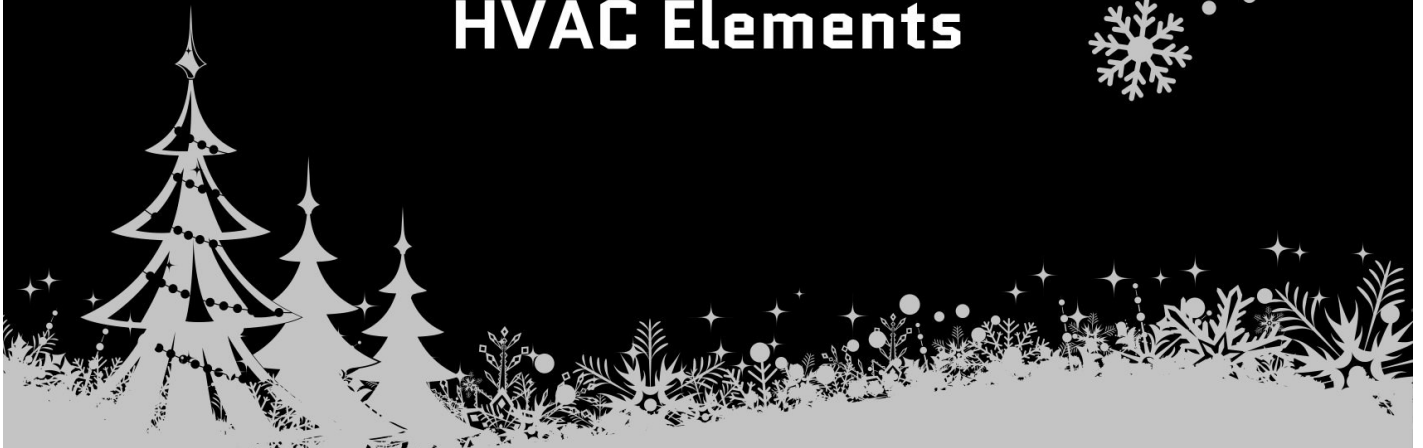
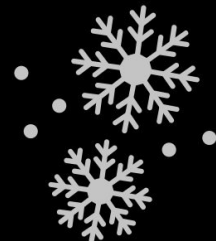
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2023 Continuing Education Credit for Plumbers Available Through Online Course

The SDAPHCC, in partnership with IAPMO, will continue to offer an online course through the end of the year for plumbers who still need their 2023 credit.

Online Course

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

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.



Registration Information

Returning IAPMO training customers can register by using their existing account. First-time IAPMO users will need to create a new account. After registration is complete, users can log into their IAPMO user account at www.iapmolearn.org to access the online course.

If help is needed with usernames and/or passwords, participants can contact IAPMO by emailing seminars@iapmo.org or calling 908-995-3322.

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Holiday Gift Ideas for HVAC Contractors

With the holidays around the corner, you might be thinking of ways to show your employees appreciation for all of their contributions, but you're busy. So, because your time is valuable, we put together a list of ideas for you:

Engraved pocket knives



A date night, "It's on me" voucher



Mini travel tool set



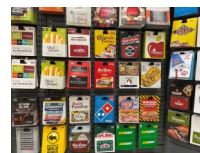
Amazon Essentials hoodies with company logo



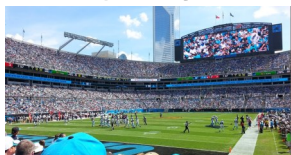
Tumblers — YETI, Milwaukee, or similar brands



Gift cards to each person's favorite restaurant



Group tickets to an upcoming local sporting event



A personal, handwritten note with cash



Personalized wine/whiskey glasses



Cash for a timed shopping spree — the money has to be spent that day



Personal hobby items — lures for fishermen, ammo for hunters, golf balls for golfers, etc



Lottery tickets



Goodie bags for spouses — thank you cards, candles, and company swag for wives/husbands



Donations to each person's favorite cause on their behalf — charity, kids sports team, church, etc



Coolers



Bonus: If you're feeling generous, a raffle where the winner gets some (an amount of your choosing) extra vacation time!

This article was written by Homepros, an email newsletter covering the HVAC industry's biggest news. To get stories delivered to your inbox every week, subscribe at <http://readhomepros.com/>

SDAPHCC Medical Gas Certification Class

What: Medical Gas Installers Training

When: January 30-February 2, 2024

Time: 8:00am - 5:00pm each day

Where: Rapid City, SD

Tuition: \$1,475 per person (PHCC Member)
\$1,675 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: 12/22/23

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

A Medical gas installation and brazing class will be held at Midwestern Mechanical in Sioux Falls, South Dakota, February 1-4, 2022. Classes will run from 8:00 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 2018 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.

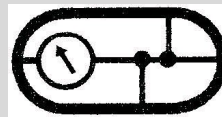
ABOUT THE INSTRUCTOR



Bill McCormick has more than 27 years experience in design, testing, verification, troubleshooting and repair of all

components in medical gas systems, including air compressors and vacuum pumps. He is a ASSE 6050 credentialed medical gas instructor and has been teaching classes for more than 10 years.

CONDUCTED BY



Medical Engineering Services, LLC
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HOSTED BY



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707 E 41st St, #220
605-271-7255
kristie.phcc@midco.net

Congratulations to Tom Hines on his retirement

The following article is from Frisbee's Employee Newsletter:

As many of you may have heard, Tom Hines will be retiring at the end of the year, after 43 years at Frisbees and 28 years as General Manager. Tom's impact on Frisbees will remain long after his retirement.

We know that our growth and reputation are a direct result of the excellent communication that he has had with our contractors and customers. There was not a problem that Tom could not solve or a temper he could not calm.



In addition to being the general manager, Tom scheduled all of the plumbers in new construction and residential for several years before growth began to divide those responsibilities. He had a knack for getting plumbers to fit just one more thing into their day. He has been the sounding board for any internal issues regardless of the department. He has a gift for mediation and calming down irate customers, and his likeable personality put Frisbees on the leader board.

Tom has also always been an excellent representative of our industry. He is a well-respected, big voice for the trades and continuing education. Over the years, Tom has represented Frisbees at the local level in the Home Builders Association and at the State level with his board involvement in the PHCC. And for the past several years, he has been teaching the continuing education course throughout the state. Tom is highly respected by city and state officials in regards to code changes and other legislation that affects our industry. We have been lucky to have been able to attach Frisbees' name alongside Tom's as he has weighed in on changes that have impacted the trades at the state level. While Tom will be missed because he is family after all, we wish him only the best in his retirement. It is no secret that Tom has had more than his fair share of health issues and as he said to us 'he would like to get out while he has some good years left'.



With Tom's retirement, comes the appointment of a new General Manager. Lanny Murphy has agreed to accept the challenge. With Lanny you will find passion for change and a real desire to unite the company. Lanny's goal is to visit more jobsites on a regular basis, listen to the needs of our employees, and make suggestions to improve moral as a whole. Many of you have already had an opportunity to speak with Lanny, and can agree that he is passionate about making things better for the employees and the company.

What will make Lanny a successful GM is his follow through. He understands the agenda, he is effective at being part of the planning, but more importantly, he wants to put new practices into action.

Frisbees has the best talent in the trades. We are thankful to Tom for providing a foundation that propelled us to the top and we are lucky to have successors like Lanny who want to build on all of the great people and processes that we have to make Frisbees an even stronger company.



Tom Hines was active on the SDAPHCC Board of Directors from 2006 to 2022. During that time, he served as Zone Director, Secretary, 2nd Vice President, 1st Vice President, President and Treasurer. He has taught continuing education classes since 2012 and plans to continue teaching during his retirement.

2024 Plumbing Continuing Education Class Schedule

Watch your mail and future PipeChatter issues for registration information!

Aberdeen - March 21

Brookings - March 6

Huron - March 14

Mitchell - March 11

Mobridge - March 20

North Sioux City - March 5

Pierre - March 19

Rapid City - March 7 (Last name A-K)

Rapid City - March 26 (Last name L-Z)

Sioux Falls - March 7 (Last name A-G)

Sioux Falls - March 12 (Last name H-M)

Sioux Falls - March 18 (Last name N-Z)

Spearfish - March 5

Watertown - March 19

Winner - March 18

Yankton - March 21

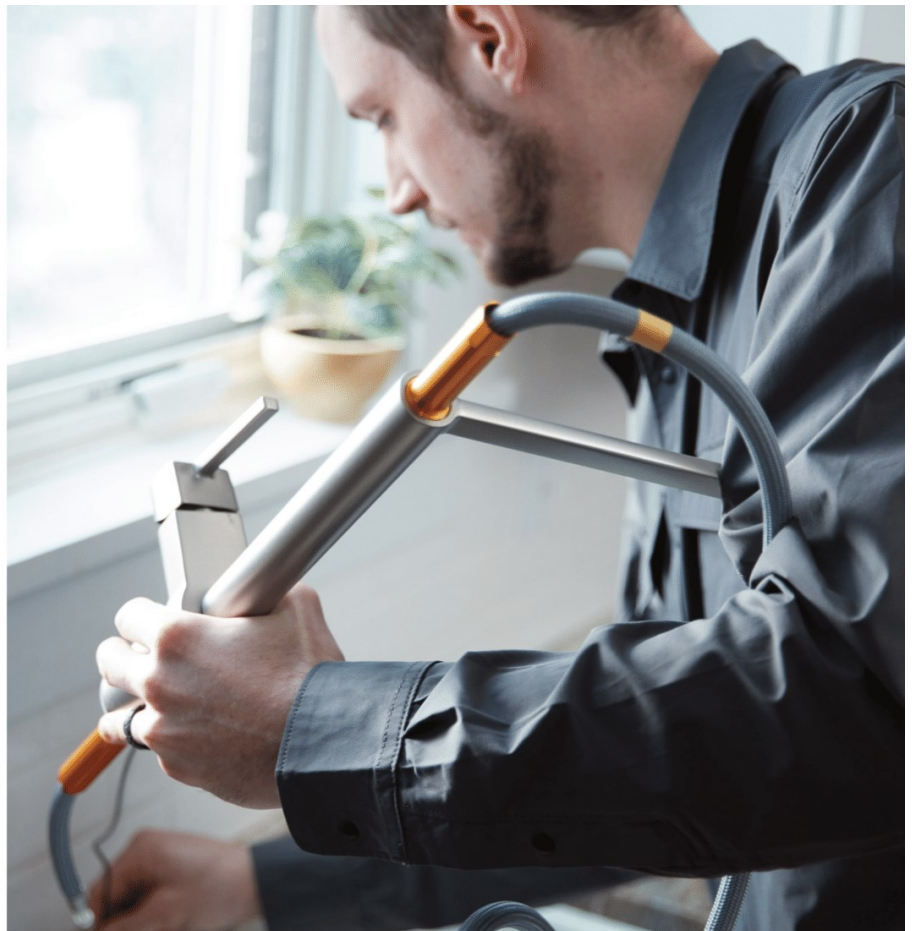
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PHCCCONNECT2023: A Testament to the Value of Solid Relationships



PHCCCONNECT2023

People. Passion. Purpose.

Westin Cleveland Downtown / Huntington Convention Center of Cleveland

Oct. 25-27, 2023
Cleveland, Ohio



Cleveland, Ohio, delivered a hometown welcome to an energetic group of p-h-c professionals as they gathered for PHCCCONNECT2023 in late October to make real progress on their plumbing and HVACR businesses ... and to secure a strong future for the industry.

The passion of PHCC's people was on full display throughout the three-day event, reinforcing this year's conference theme of "People. Passion. Purpose." PHCC honored several people during the conference's opening session. "As we recognize these individuals today – with the support of our industry partners – I am reminded of

how valuable solid relationships are," said PHCC—National President Dave Frame. "These people share a passion for improving society, making a difference, contributing to their communities, mentoring the next generation, and advancing the industry."



PHCC members and other attendees took to their feet to acknowledge veteran PHCC Member Herman Bohinc of Ohio (above, right), who was presented with a resolution from the PHCC Board of Directors for his distinguished service to the Ohio state chapter and for lasting contributions to the association and its mission. As an instructor and mentor to many, Bohinc has inspired others in the profession to strive for excellence.

From the start, PHCC of Ohio President John Milburn (left) encouraged attendees to discover the spirit of Cleveland – "an inviting city ... that seamlessly weaves its rich history with an eager embrace of the future" – for themselves. And that they did, right through to the closing event at the Rock & Roll Hall of Fame, where some PHCC members took the mic and made their own music!

Coach Carter

The keynote session, "Growth Begins at the End of Your Comfort Zone," once again had attendees on their feet for a standing ovation for Coach Ken Carter (right), a highly successful author, business owner, and educator. Many claimed that Carter – who mixed hard-hitting advice ("Discipline lasts you a lifetime.") with a need for compassion ("Great people meet people where they are.") – was the best speaker they ever heard. Among his other messages: be respectful; write down goals and carry them with you every day; and "reset your preset," reinforcing the need to adjust quickly in certain situations.



Economist Connor Lokar

"Look at 2024 as an opportunity," said the event's second keynoter, Connor Lokar of ITR Economics. While inflation and rising prices are not going away anytime soon, he advised that contractors "look at areas of your business that could be opportunities ... things that you didn't have time to do before, like training, technology, and software transitions." He warned of very tough economic times in 2030 and advised attendees on how to steer their businesses now in preparation.

Product and Technology Showcase

CONNECT's welcoming atmosphere continued on the Product & Technology Showcase floor, which this year featured "Cleveland Park" for a taste of hometown hospitality. There was lots of shared enthusiasm in the

PHCCCONNECT2023 continued



Showcase arena, with attendees learning about new tools of the trade, listening in to live podcast interviews, and checking out product demonstrations.

Education Galore!

In addition to more than 20 educational sessions this year, PHCCCONNECT2023 introduced expo education on the tradeshow floor – interactive presentations of innovative products, unique takes on the latest technologies, and business management solutions. These “Knowledge Hubs” tackled topics such as the rise of artificial intelligence (AI), the refrigerant landscape, next generation garbage disposals, hybrid heat pump technology, and more.

Targeted Opportunities

Also on the tradeshow floor, Beth Dobkin of PHCC’s Quality Service Contractors (QSC) engaged attendees with her “QSC Talks,” unlocking insights on several topics, including the power of emotional intelligence.

And PHCC’s Union-Affiliated Contractors (UAC) hosted events geared toward signatory contractors, including sessions presented by attorney Christina Wernick (Laner-Muchin) on trust fund audits and on trustee responsibilities. A wide-ranging contractor forum moderated by S.J. Peters featured United Association officials (Director of Plumbing Tom Bigley, Training Director Ray Boyd, and Special Representative Joe Fernandez) as well as Dave Frame (2023-2024 UAC chairman) and Brian Rich (ITF representative and UAC past chairman).

Rising Leaders Summit

The 2023 Rising Leaders Summit featured keynoters Jeremy Wall of GoalMakers and Steve Acho, a human and business performance coach, both of whom shared methods for harnessing leadership and management skills. Plus, a panel of top industry leaders inspired the future generation with real-world situations from their own shops.

Panel on Strengthening Supplier-Contractor Relationships

During this popular roundtable discussion, industry leaders, suppliers, and contractors came together to explore the power of collaboration and discuss effective strategies for strengthening relationships. The panelists discussed emerging trends, technologies, and solutions that are benefiting the industry. “Everything is moving quicker,” one panelist noted of the impact of AI and real-time data analysis on the industry. Common themes were that communication, loyalty, and an understanding of each other’s perspectives are key to effective relationships.

The Truth About the Trades

Moderator Amy Hart of Continental Plumbing led an effective workforce panel on the tremendous opportunities for skilled trades. Together with Chris Boyd of A1 Sewer & Drain, Larry Betlejewski of Beetle’s Plumbing Solutions, and Jed Scheuermann from IAPMO, these panelists debunked some common misconceptions about the industry and offered ways to promote the *truth* about the profession. With the help of SupplyHouse.com, PHCC is offering this video to help contractors encourage future generations to embark on a career in the trades!

Women in Industry Luncheon

Led by moderator Susan Few of Sunshine Home Services, a panel of seven individuals involved in Women in Plumbing & Piping shared insights on how PHCC members can attract more women into the trades and the benefits not just to their companies but to the industry as a whole. They discussed



PHCCCONNECT2023 continued

recruiting tactics and timing (“plant the seeds as early as possible”), company culture, and the evaluation of all roles in a business.

Apprentice Contests

It takes a village of contractor volunteers and industry sponsors to support and set up the PHCC Educational Foundation’s National Apprentice Contests ... and the contest area was buzzing as 21 plumbing and 11 HVAC apprentices from across the nation tested their skills, knowledge, and accuracy. Congratulations to all our competitors and finalists. (see the PHCC-National website for a list of winners).



Investing in the Next Generation

Scholarships totaling \$190,000 were announced by the PHCC Educational Foundation and PHCC National Auxiliary at CONNECT. The Auxiliary awarded 14 scholarships totaling \$51,000. The Foundation awarded \$139,000 to 57

plumbing and HVAC apprentices, trade school students, and college students pursuing studies directly related to the p-h-c industry (see the PHCC-National website for a full list of recipients).

During CONNECT, attendees donated generously to the Foundation’s *Invest in Your Future* campaign, pushing the annual total raised past \$257,000. Matching funds from InSinkErator, Ferguson, NIBCO, and SupplyHouse.com, plus A. O. Smith, Bradford White, Federated Insurance, Rheem, and Scorpion Home Services, helped to boost the fundraising total to this level. These valued partners make what we do possible!

Celebrating the Foundation’s ‘Spooktacular’ Year

Celebrating the PHCC Educational Foundation’s top donors just a few days before Halloween, the Foundation set the lighting to “spooky” and had a live band play Halloween hits during its Donor Appreciation Reception. At the event, Foundation Chair Kevin Tindall presented IAPMO CEO David Viola with a Chairman’s Award to recognize the work of the International Water, Sanitation and Hygiene Foundation (IWSH). In addition, Tindall presented a Chairman’s Award to Rob Grim and Joe Dillon of InSinkErator to recognize the company’s 35 years of support to the Foundation’s educational mission. The Foundation also welcomed Joe Sullivan and Jacqueline Piret as the newest additions to its Board of Governors family.

Honoring the Best of 2023

The 2023 PHCC Awards Luncheon “celebrates the very best in 2023,” announced PHCC—National Auxiliary President Ann Rivers. “It also illustrates our faith in the future as we continue to work together for the success of our association and our industry.”

The association’s highest honor – the Col. George D. Scott Award – went to Kevin Tindall of Tindall & Ranson in Windsor, New Jersey. A

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PHCCCONNECT2023 continued

past PHCC—National president and the current chairman of the PHCC Educational Foundation, Tindall has been paying his appreciation for PHCC forward for nearly two decades with selfless service to the association, the industry, his community, and future generations; (see PHCC-National website for more).

A complete list of award winners, including chapter awards, Auxiliary awards, and scholarship winners can be found on PHCC-National's website. Congratulations to all those honored this year!

Annual Business Meeting

At PHCC's Annual Business Meeting, outgoing PHCC—National President Frame recapped the impact of the association's accomplishments over the past year. He reminded members that the "more you get involved, the better we all are, because making our industry better makes our businesses better." You can watch Frame's remarks by viewing the video on PHCC-National's website.



He then passed the baton to PHCC's incoming president, Joe Cornetta of Cornetta Bros. Plumbing and Heating in Elmont, New York.

PHCC also welcomed the incoming president-elect, Dan Callies of Oak Creek Plumbing in Oak Creek, Wisconsin, as well as voted in Jason Pritchard of PriCor Technologies in Seattle, Washington, as vice president. Membership also approved eight housekeeping bylaws changes.



Long Live Rock!

Attendees celebrated a fabulous conference, welcomed PHCC's incoming 2023-2024 officers, and rocked out among the exhibits of rock legends at the closing event at the Rock & Roll Hall of Fame!

Thank You to Our Sponsors!

As President Frame reminded attendees during the opening session at PHCCCONNECT2023, "many of the resources and programs that you have access to would not be possible without the generosity of our sponsors." We

thank our industry partners and sponsors for their support of CONNECT and other PHCC activities.

LET'S GO TO BIRMINGHAM!

PHCC is already building off this year's momentum and planning for PHCCCONNECT2024 in beautiful Birmingham, Alabama! Save the date – Oct. 7-9 – and plan to connect with your professional peers as well as experience Birmingham's southern hospitality. We'll kick things off with an event at the Barber Vintage Motorsports Museum ... recognized by Guinness World Records as the world's largest motorcycle collection, plus home to other rare and unusual cars. Let's go!





Take advantage of free webinars provided by PHCC National.
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.

Chuck and Mark Present: 2023 Legislative & Regulatory Wrap Up and 2024 Update
Wednesday, January 10, 2024
1pm CST / 12pm MST

Overview

What would January be without Chuck and Mark? Join PHCC's Chuck White and Mark Valentini for a wrap up of 2023 legislative and regulatory activities and the effects on small business. The webinar will include:

- updates on Inflation Reduction Act implementation and other regulatory activities
- state-level activities with a national impact
- independent political analysis on the upcoming 2024 election cycle and what potential outcomes might mean for the p-h-c industry
- a live Q&A session

Registration is free for members, so secure your spot today...

Presenters

Mark Valentini is a veteran government relations professional with more than 20 years of experience in the United States Senate and with several national trade associations, Valentini applies his expertise in public policy, workforce and training, and insurance and tax matters to advocate on behalf of all PHCC members.

Valentini leads PHCC's advocacy efforts on behalf of the plumbing, heating, and cooling industry. He holds a BA in Government and International Affairs and a master's degree in public policy from George Mason University.

Charles "Chuck" White serves as Vice President of Regulatory Affairs for PHCC—National Association. White works closely with government regulatory bodies, such as the DOE, and serves on a number of councils and coalitions including NSPC, PERC, ABPA and IAPMO as a representative of PHCC's contractors.



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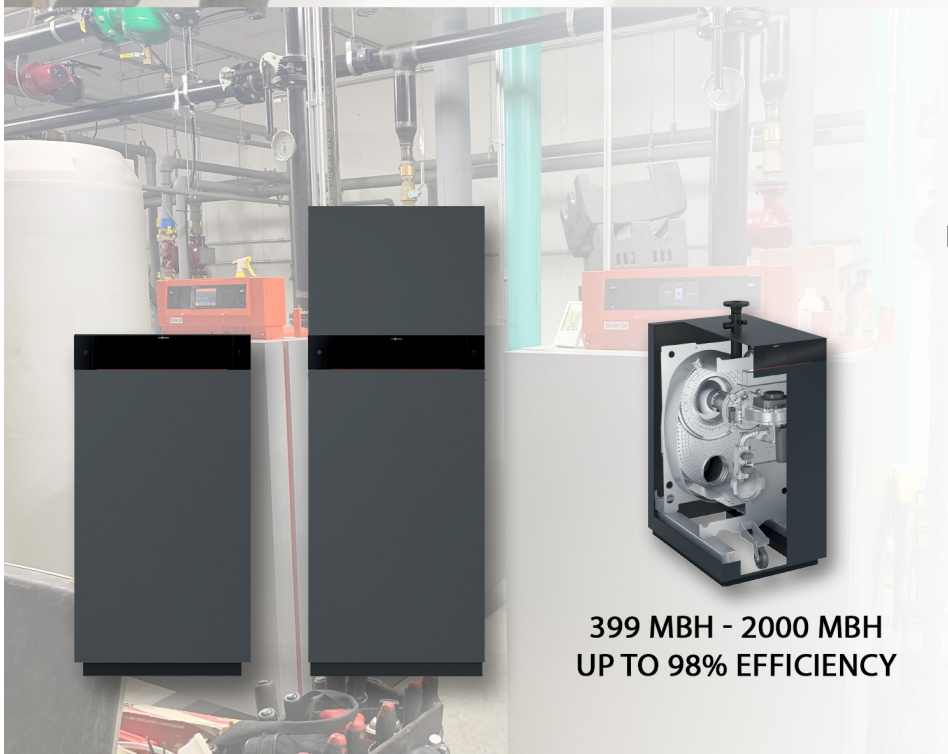
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From the Executive's Desk



By Kristie Brunick

Merry Christmas and Happy New Year!

It don't understand it. Why am I always taken off guard by how fast the holiday season approaches? I have a calendar. I look at it frequently. Christmas is the same day every year. And yet, here I am - in disbelief that the end of another year is upon us. And like every year, I vowed to be more prepared, but once again, the to-do list has doubled, the free time on the calendar has diminished and the blood pressure has ticked up a bit.

But, the more I think about it, the more I realize all of this is all due to the fact that I'm blessed with a good life full of family, friends, and activity - all making time fly by. So, this year, I hope to be more focused on the things that matter. Oh sure, I'll still probably stress out (my husband can attest to this) - but perhaps I can stay more grounded in the true joy and hope of Christmas.

Med Gas Class To Be Held in Rapid City

The registration deadline is approaching this month for our next Medical Gas Certification Class to be held on January 30-February 2, 2024 in Rapid City. For more information and registration form, please see pages 17 & 18.

2024 SD Annual State Convention

Registration is now open for both Contractors and Sustaining members for the 2024 Annual State Convention. This year, we return to the Lodge in Deadwood. There are a variety of attendance options available. Please mark your calendars and plan to attend.

The room reservation deadline is January 19. The last time we were in Deadwood, the hotel was sold out and it was hard to get a sleeping room. So, be sure to call early.

See pages 9, 10, and 12 for more information.

New Sponsorship Opportunity

We have a new sponsorship opportunity available. In an effort to make our CE Classes more enjoyable, we would like to give away prizes for attendees. Sponsors will be recognized at the class, in our newsletter and on our website. Please contact me if you are interested in participating.

Apprentice Competition Registration

All contractors should have received a mailing with the details regarding the Apprentice Competition. The written test will be held on January 19 in four locations throughout the state - Rapid City, Pierre, Watertown, and Sioux Falls.



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From the Executive's Desk continued

If you have an outstanding apprentice that would be a good candidate, please submit their registration by December 29. See pages 7 & 8 for more information.

Plumbing Continuing Education 2023 and 2024

I'm happy to report that our first virtual CE class was a success. We had a modest size group, but trust it will grow over time. As a result, we will continue to offer this option next year.

If you (or someone you know) needs their credit for 2023, our online class is still available. (see page 15 For more information)

Plans are in place to soon roll out the information for the 2024 SD Plumbing Continuing Education Classes. Registration forms and schedules will be mailed to all SD licenses holders at the beginning of January.

Please watch for this mailing and use it to pre-register.

Scholarship Application

If you know a student who is considering a career in the plumbing-heating-cooling industry, please encourage them to submit a scholarship application. I have included the form on pages 29 and 30 of this publication.

Merry Christmas and Happy New Year

As we enter the holiday season, I'd like to take this opportunity to offer gratitude to all those who support the SDAPHCC.

Our members are the heart of the association and we are blessed to have such a loyal group of contractors and sustaining members. In addition, we have a dedicated Board of Directors who are committed to the success of the organization.

I'd like to wish you all a Merry Christmas and Happy New Year. May you have a peaceful holiday filled with joy!

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If you are interested in supporting the SDAPHCC by becoming a major sponsor, please see page 14 for more details.



**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:

Date: _____

_____ Construction Management

_____ Construction Related Engineering

Telephone: _____

_____ Business Management

_____ Technical School (PHC or Business)

Your Name and Address

Name of Parent/Guardian

Name: _____

Name: _____

Address: _____

Address: _____

City/State/Zip: _____

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 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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