

The South Dakota

PIPE CHATTER



November 2023

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- Online & Virtual CE Options For Plumbers
- Scholarship Application



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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Upcoming Events

- Virtual Plumbing Continuing Education Class, November 14
- 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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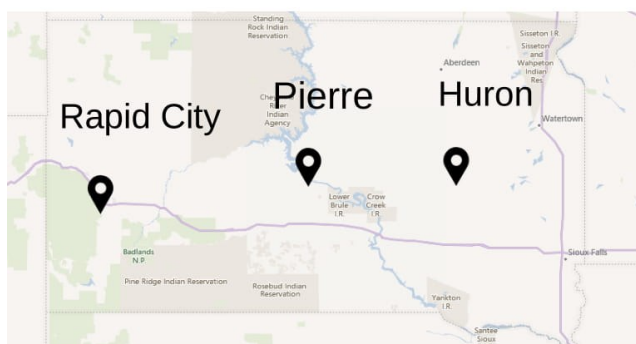
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President's Message



Hello everyone,

Fall is here with cool mornings and leaves changing colors. This is my favorite time of the year. The bugs have mostly disappeared. Thank the good lord for that. Bugs and I do not see eye to eye. I was giving my service manager a hard time saying I don't want the boiler turned on until the middle of November. He had a few choice words with me and turned it on anyway. I guess I respect my elders.

At the shop, we have been trying to wrap up some of the digging projects before the weather turns cold. We have also been moving everything into our new storage building. I did not realize how much stuff we had. If any of you are looking for odd fittings or piping I probably have it. We even found old chemical glass piping and fittings - a little bit of history that my grandfather probably purchased years ago.

I had a conversation last week with a friend of mine who owns a very large electrical contracting company. We talked about the worker shortages. He stated there is only one way around it - pay people more than they are worth. You will get some good employees, and some bad ones. You just get rid of the ones that don't work out and the good ones stay because they are worth the money. Everyone knows a good employee is worth their weight in gold. What do you all think of his statement?

On a side note, thank you to everyone who reached out to me about my daughter's accident. She is getting better everyday but it will be a long road to full recovery.

-Ryan Sheesley, SDAPHCC 2023 President



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SD Apprentices Compete and Place in PHCC National Competition During CONNECT2023

Three apprentices from South Dakota recently competed in the National PHCC Apprentice Competition held during CONNECT 2023 in Cleveland, OH.

In the HVAC Division, Raulie Rojas from Midwestern Mechanical in Rapid City received third place.

In addition, Dale Frewaltdt from Krier and Blain and Donovan Lyon from Midwestern Mechanical competed in the Plumbing Division.

The competition was held on October 25 & 26 on the tradeshow floor. A total of twenty-one plumbing and eleven HVAC apprentices from across the nation took part in the contests.

HVAC Apprentice Contest Winners

- First place: Jacob Lee of P1 Service in Lenexa, Kansas. He was sponsored by RIDGID.
- Second place: AJ Posivak of Deluxe Plumbing & Heating in Bethlehem, Pennsylvania. He was sponsored by Milwaukee Tool.
- Third place: Raulie Rojas of Midwestern Mechanical in Rapid City, South Dakota. He was sponsored by RIDGID.

Plumbing Apprentice Contest Winners

- First Place: Cody McDonald of Van Contracting, Inc. in Columbia City, Indiana He was sponsored by the International Code Council.
- Second place: Nick Vasknetz of Local 525 in Las Vegas, Nevada. He was sponsored by Home Depot Pro.
- Third Place: Joseph Hardin of Local 333 in Lansing, Michigan. He was sponsored by Bradford White.

The plumbing apprentices were required rough-in a bathroom system. The set-up includes a toilet, sink and shower, complete with supply, waste and vent lines, plus cleanouts and extra features designed to test the contestants' knowledge and skills. The test set-up includes a variety of pipe materials – cast iron, copper and PVC and corresponding joining methods.

The HVAC competitors were required to complete a written test, demonstrate proper brazing techniques and perform a hands-on diagnostic on an HVAC package unit, with system errors created by the Foundation's contractor volunteers for the competition. The competitors also had to perform a pressure and leak test, demonstrate proper refrigerant recovery procedures and the ability to accurately take a variety of instrument readings.

A dedicated team of contractor volunteers arrived two days before the competitions to assemble the competitor test benches, distribute the materials and supplies and set up the testing areas. They monitor the competitions, evaluate the apprentices' work and provide constructive feedback on each competitor's performance following



SD Apprentice Contestants pictured left to right: Donovan Lyon, Raulie Rojas, and Dale Frewaltdt



HVAC Contest Committee Chair Chip Greene, PHCC Educational Foundation Chair Kevin Tindall, 3rd place HVAC Winner Raulie Rojas, 2nd place HVAC Winner AJ Posivak, 1st place HVAC Winner Jacob Lee.

Apprentice Contest continued

the event.

The contests are made possible by the generous support of several industry sponsors who provide monetary support and in-kind material and tool donations.

Sponsors for the 2023 competitions include, with headline sponsors appearing in bold: **AB&I Foundry**; **A.O. Smith**; **Bradford White Corp.**; BNP-Plumbing & Mechanical Magazine; **Cast Iron Soil Pipe Institute**; Contractor Magazine; **Copper Development Association**; **Delta Faucet Co.**; Emerson Copeland; Home Depot Pro; **Hudson Technologies**; **International Association of Plumbing and Mechanical Officials (IAPMO)**; the **International Code Council**, **Kohler Company**; **Legend Valve**; **Milwaukee Tool***; **Moen**; North American Technician Excellence (NATE); **NIBCO INC.**; **Oatey**; **NIBCO INC.***; **PHCC Academy**; **PHCC-National Auxiliary**, **Rheem HVAC and Water Htg. Division***; **RIDGID***; **Sharkbite**; **Sioux Chief Manufacturing Co.**; **State Water Heaters**; **Tyler Pipe & Coupling**; and **Zoeller Pump Company**. Companies marked with an asterisk sponsored both the plumbing and the HVAC competitions.

"I am proud of the Foundation volunteers and staff who pull these contests together," said Foundation Chair Kevin Tindall. "These are complicated events between getting the apprentices here and then having all the materials, tools, equipment, volunteers and judges ready to go – and all in a different city each year. It is amazing to see it all come together to create a great experience for the apprentices who are competing."



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Support the SD PHCC Educational Foundation Scholarship Fund

Your tax deductible contribution can help fund scholarships for SD students pursuing a career in the P-H-C industry.

Send your contribution to:

SD PHCC Educational
Foundation

c/o Alan Taecker

9 North Maple

Watertown, SD 57201

Continuing Education Class Held for Springfield Inmates

On Wednesday, October 11, the SDAPHCC & IAPMO partnered together to host a plumbing continuing education course for inmates at the Mike Durfee State Prison in Springfield, SD.

The continuing education class helps any inmates who have plumbing licenses stay current with state requirements. SDAPHCC worked with IAPMO to set up an online webinar and Tom Hines agreed to be the instructor.

Tom was able to log onto the virtual system, and with IAPMO's help, deliver the class remotely to the inmates.

The Mike Durfee State Prison uses "hands on" work projects, in conjunction with classroom training, to provide inmates with employment skills that will aid them with re-entry into the community workplace.

The SDAPHCC and IAPMO are proud to promote workforce development and help provide valuable employment skills.



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Carol Ames, Secretary

Next Meeting: January 25, 2024, 10:00am

Plumbing & Heating Wholesale, Inc named Supply House of the Year 2023



Congratulations to Plumbing & Heating Wholesale, Inc who was recently awarded Supply House Of The Year 2023 by Supply House Times.

Each year, *Supply House Times* announces its Supply House of the Year — a stand-out PHCP-PVF wholesale-distributor that is on the forefront of innovation and is making an impact on the PHCP-PVF industry.

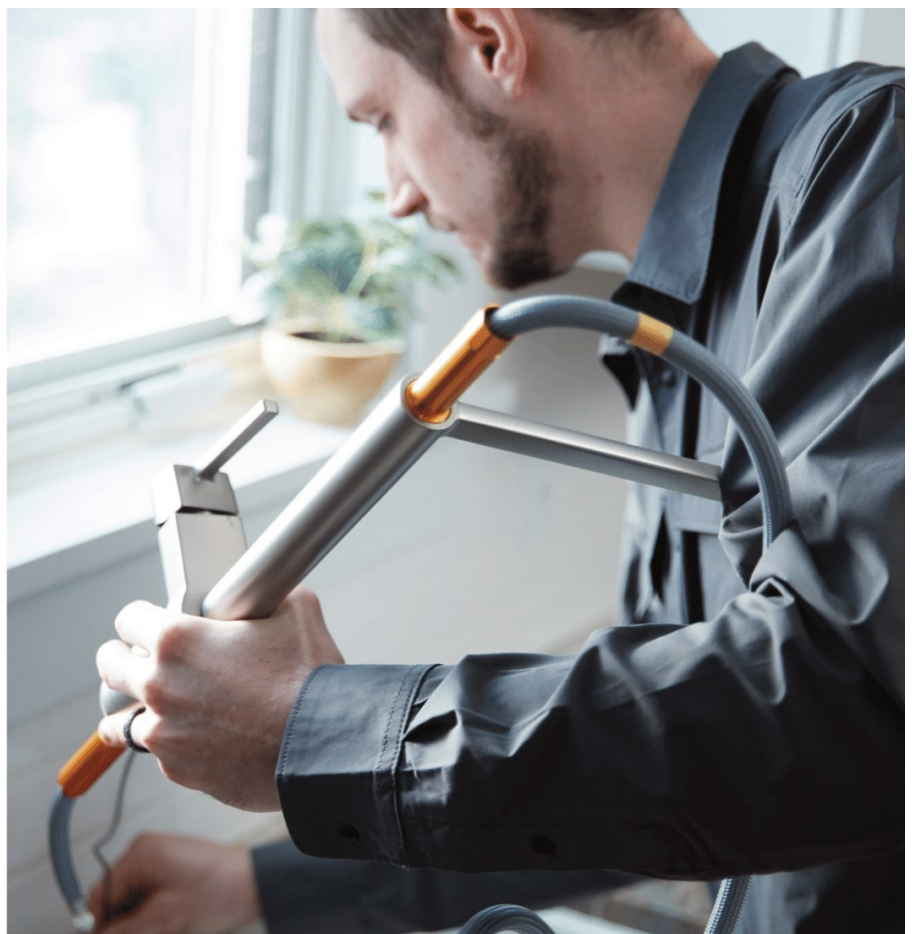
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Frontline Service Training Held

The SDAPHCC held a Frontline Service Training on October 4 and 5, in Pierre, SD. Fifteen individuals from three South Dakota companies attended. The course was taught by Beth Dobkin, a Business Coach with Qualified Service Contractors (QSC).

The two-day training session was centered around QSC's Customer Experience Delivery System. This system teaches students how to establish the first impression, diagnose the situation, complete the work, and finalize the experience.

Attendees gained the knowledge, skills, and the capabilities needed to create exceptional customer experiences, sell more, drive repeat business and deliver excellent customer service.

Lastly, the training included the following key topics:

- What is Success?
- Mindset and Attitude
- Brand and Value
- Customer Experience
- Customer Loyalty
- Understanding Sales objections
- Being Persuasive
- Upselling



Qualified Service Contractors is a PHCC National Enhanced Service Group.

PHCC Service and Repair Contractors may advance their business objectives and profitability substantially by investing in QSC and taking advantage of the guidance, education and the resources needed to operate more efficiently.

Business coaching is QSC's most popular and sought-after benefit, followed up closely by custom-designed training and networking events that address the needs of PHC Service and Repair professionals.

QSC's peer-to-peer and business-to-business functions provide opportunities for interaction with other industry colleagues, QSC Business Coaches and Industry Partners whose fingers remain on the pulse of products and services within the HVACR industry.

To learn more about QSC and its benefits, contact the SDAPHCC office.





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.

"New Refrigerants are Coming Soon, Get the Low Down on A2L's"

Thursday, November 16,

1pm CST / 12pm MST

Overview

The refrigerant phase down of HFC products will be taking its next step January 1, 2024. What will the landscape of refrigerants look like in the future? Join this webinar to hear a discussion of some of the facts and myths pertaining to this transition, led by Don Gillis of Chemours and Chuck White from PHCC.

Presenters

Charles "Chuck" R. 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.

Don Gillis has over 31 years in the industry. A national technical trainer with Copeland and Chemours, Don is a licensed journeyman with EPA 608. He has been a judge at SKILLSUSA Nationals for 6 years. He sits on the SkillsUSA committee and also judges for PHCC at their 4 year HVAC apprentice. Don sits on 2 heating advisory boards.

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.

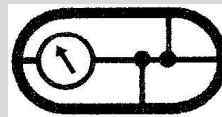
ABOUT THE INSTRUCTOR



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.

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The Same Old Moves Won't Cut It Anymore



Remember the early days of your business? You (and maybe a few key employees) did a bit of everything ... meeting with clients, juggling projects, ordering materials, managing workers. It was a game like checkers, played quickly with mostly interchangeable pieces.

But as organizations grow in volume and complexity – especially in our industry, with new technology, new regulations, and new needs from customers – the demands on leadership change. The same old moves just won't cut it anymore.

Chess, Not Checkers

I recently was turned onto a book – *Chess Not Checkers*, by Mark Miller – that really hit this point home. It's the story of Blake Brown, the newly appointed CEO of a company that is experiencing poor performance and low morale. Nothing Blake learned from his previous roles seems to be helping him with these new challenges. The problem, his new mentor points out, is Blake is playing the wrong game.

As your business expands, you can't just keep jumping from activity to activity. You have to move onto chess. You have to think strategically, plan ahead, and leverage every employee's specific talent.

Not sure how to determine what their strengths are? What someone does well? What they were born to do?

Ask them.

Ask them about their abilities and passions. Some effective questions: "What do your coworkers rely on you most for?" "During which tasks do you lose track of time?" "What are you working on right now that you're excited about?" "What is an accomplishment you're proud of and why?"

Then be sure you're appreciating them. In the book, Blake thanks every employee for their unique contributions (citing *specific* examples) and for sharing their strengths and passions with the company. Like Blake, when you're able to identify people using their strengths and begin appreciating them, real change can happen in your organization, too.



Finding Passionate People

Likewise, in interviews, be sure to ask *candidates* what they really love doing. (Plus, you'll be able to determine their enthusiasm!) Do their passions align with the mission of your company?

Then think about their ability to *execute*. Will they bring in new ideas and fresh perspectives ... *and* have the leadership skills necessary (organization, motivation, and time management) to complete their duties and manage their team's duties?

Also ask yourself, "is this candidate an effective brand ambassador for my company?" For other industries, this may only apply to executive-level candidates, but in your business, even *your* techs – *especially* your techs – are the face of your company. Make sure they're going to represent you well with customers, vendors, etc.

These Are Changing Times

While we as an association – and many of our member companies – honor the legacy of those who went before us, the fact is that times are changing. What used to be a "nice to have" skill is now a "must have." Expect candidates to be up to date on a technological level. From the CEO to any position in your organization, knowledge of

The Same Old Moves continued



the technology tools available – and how to use them effectively on the job – should be embedded in any new hire.

Consider the need for new roles in your company that may not have been as important in past years ... areas such as workforce development, business analytics, diversity and inclusion, and sustainability.

Finally, know what matters most to your employees, and build your benefits so that you can hold onto them. Many organizations are rethinking human resources as a strategic function that can help you reach your goals. Consider reviewing and possibly expanding your benefits to match the needs of your employees. Some “trending” areas I have heard mentioned recently include employee wellness programs, flex time, continuing education, employee assistance programs, mental health days, and pet insurance.

What once *was* is no longer enough. Transforming your organization doesn’t necessarily mean you have to work harder, but you may need to work smarter and more strategically.



Cindy Sheridan, CAE is Chief Executive Officer of PHCC—National Association. With decades of association management experience – most recently as the Chief Operating Officer of the PHCC Educational Foundation – Sheridan and her team work to ensure that PHCC contractors are the best choice for professionalism, reliable products, and knowledgeable service.

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Wednesday, February 21

- Afternoon - Continuing Education
- Evening - Welcome Reception

Thursday, February 22

- Morning - Breakfast, Seminars, Apprentice Competition
- Lunch - Featuring Awards Presentation & Officer Installation
- Afternoon - Seminars, Apprentice Competition, Trade Show Set-up, and Spouse Event
- Evening - Trade Show & Dinner

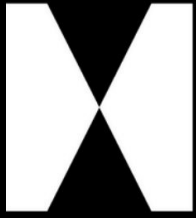
Friday, March 3

- Morning - Breakfast and Trade Show Tear Down

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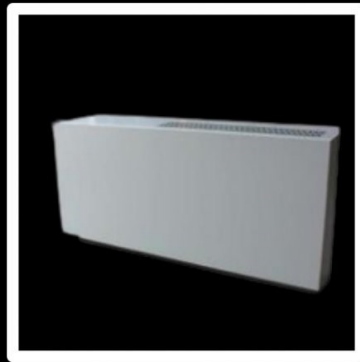
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Two Continuing Education Options for Plumbers Who Need 2023 Credit

The SDAPHCC, in partnership with IAPMO, has two continuing education offers for plumbers who still need their 2023 credits.

Online Course

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.

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.



Virtual Course

New for 2023, the Virtual Class will be held on November 14 from 6pm-10pm. This course is a live class delivered virtually to attendees via zoom. A live instructor will teach the class with a moderator from IAPMO. The cost for the class is \$80 per person.

To register, visit www.iapmolearn.org. Type "South Dakota" into the search. Scroll down to find the class titled "2023 SD/IA CE-Chapters 4, 6, & 8". Click on "Choose Session" and select "Virtual Zoom Meeting - 2023 SD/IA Chapters 4, 6 & 8 (12-0163983)".

Registration Information for Both Classes

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



From the Executive's Desk



By Kristie Brunick

Happy Fall (although lately, it feels more like winter). Against my will, I'm slowly returning to the habit of wearing a coat and starting my vehicle before I leave.

PHCCCONNECT2023

Last week, I had the privilege to travel to Cleveland, OH for the Annual PHCC CONNECT conference. I had a great time re-connecting with and meeting other phc professionals.

During the conference, I was able to attend some very informative sessions. One session featured Mark Valentini and Chuck White from PHCC National. They reviewed legislative and regulatory issues affecting the phc industry. With the current administration, there are plenty of updates to keep track of. I'm happy to say that Chuck White will be joining us for our state convention in February to review important issues with our members. I trust this will be an informative and helpful session.

Another session that I attended featured economist Connor Lokar. Connor has spoke at Connect in the past and once again, he delivered valuable information. To quickly summarize, he predicted a recession in 2024

and encouraged contractors to use this time as an opportunity to catch up on important tasks that they've been putting off. After 2024, a rebound is predicted. But later in the 2030's, Lokar is predicting a depression that could last for a few years. He suggested that contractors speak to their accountants and financial advisors to position themselves for the future.

In addition, keynote speaker, Coach Carter provided an inspiring and entertaining presentation to attendees. He challenged us to "Reset Our Preset" and strive for excellence.

It was a delight to attend the Awards Luncheon and celebrate our competing apprentices. Congratulations to Raulie Rojas of Midwestern Mechanical who placed third in the HVAC Competition. Our plumbing apprentices, Dale Frewaldt, Krier and Blain, and Donovan Lyon, Midwestern Mechanical also did well in the competition. (for more information please see page 5)

To top it all off, we had a ton of fun on Thursday night at the House of Blues thanks to the Ohio PHCC. We also enjoyed a good time at the Rock and Roll Hall of Fame on Friday night. (check out this Bon Jovi jacket - seriously, how cool is that?)

Be sure to check back later for a full Connect recap from National.



SD Connect Attendees, pictured left to right: Jake Case, Kristie Brunick, Dale Frewaldt, Donovan Lyon, Raulie Rojas, Brett Kaltvedt, Tracy Kaltvedt, Bryan Hermanson, and Dan Hartman.





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From the Executive's Desk continued

Med Gas Class To Be Held in Rapid City

If you have someone who needs Medical Gas Certification, please consider enrolling them into our next class scheduled for January 30-February 2, 2024 in Rapid City. For more information and registration form, please see pages 11 & 12.

Membership Special

New members can still join this fall to receive a great dues rate with added membership time. If you know a contractor that would be a good fit for our association, please let me know.

Virtual and Online CE Classes Available for Plumbers

On November 14, we are offering a new Continuing Education option for plumbers. We have worked with IAPMO to provide a live virtual class starting at 6pm. Just like our in-person classes, attendees will learn from a live instructor for one night of training.

In addition, we also still offer our online class with allows attendees to participate at their own pace whenever it is convenient for them

If you or someone in your office still needs their 2023 credit, please check out these options on page 18.

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. Please contact me if you are interested in participating. Sponsors will be recognized at the class, in our newsletter and on our website.



Please welcome our newest
SDAPHCC Contractor Member!

Paulson Sheet Metal/Paulson Air
Scott Paulson
1500 W 3rd
PO Box 848
Mitchell, SD 57301
605-996-8616

Please welcome our newest
SDAPHCC Sustaining Member!

EOS Worldwide
Katie Johnson
179 N Fairway Dr
Brandon, SD 57005
321-514-0420



WEBINAR

Property and Equipment Maintenance

Tuesday, November 21, 2023, at 1 p.m. CST

Benjamin Franklin said, "An ounce of prevention is worth a pound of cure."

Join our property and equipment maintenance webinar on November 21 at 1:00 p.m. where we'll take a look at productive ways to help you stay on top of property and equipment maintenance as well as what happens if you don't.



WHO SHOULD ATTEND

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



WHAT YOU WILL LEARN

- The importance of utilizing checklists and deadlines to stay on top of property and equipment maintenance.
- Property fire loss is on the rise find out why 40% of businesses struggle to ever reopen if they have a total loss.
- Discover practical ways to prevent from becoming another fire loss statistic.

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

This is intended to provide general information only. The services described herein are for general information and recommendations for risk prevention only. The content herein should not be considered legal advice and may be subject to regulations and restrictions in your state. Qualified counsel should be sought regarding questions specific to your circumstances and applicable state laws.

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**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

www.sdphcc.org