

The South Dakota

PIPE CHATTER



April 2024

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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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kristie.phcc@midco.net

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Upcoming Events

East River Golf Outing
June 13, 2024
Grand Falls Casino, Larchwood, IA

West River Golf Outing
September 5, 2024
Elkhorn Ridge, Spearfish, SD

PHCC-National CONNECT2024
October 7-10, 2024
Birmingham, AL

Virtual Continuing Ed Class
November 12, 2024
Online

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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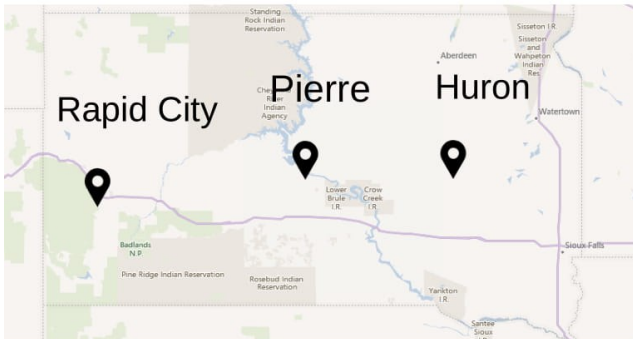
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President's Message



Greetings and Happy Spring,

I can say that it has begun. Generals calling and wanting to get projects going. Customers calling with additions and the service calls are never ending. This is a good thing and I know everyone is having the same thing.

It is still an issue to find the workforce we need. We have been lucky getting a few new employees and they all seem to be doing very well. They are young, eager and wanting to learn.

On a personal note, the wife and I will be traveling to Switzerland at the end of April. She is very excited about this trip, but I, on the other hand, am not. I have a hard time sitting still on a plane for that long. I am sure it will be fun once we arrive, but then I dread the flight back home. Hopefully I will have some stories to tell when we get back.

I hope everyone had a great Easter and got to spend time with family and friends. Have a great spring and be safe.

Talk to you soon,

-Ryan Sheesley, SDAPHCC 2024 President

An advertisement for Plumbing & Heating Wholesale Inc. The background is dark with a chalkboard-like texture. On the left, two white Bradford White water heaters are shown. The text on the right reads: "PLUMBING & HEATING WHOLESALE INC." in large white letters, with the website "pandhwholesale.com" below it. Further down, in yellow text, it says "Wide Range of Commercial and Residential Water Heaters Now Available at Plumbing and Heating Wholesale!". At the bottom right is the Bradford White Water Heaters logo, which includes a stylized wave icon and the text "BRADFORD WHITE WATER HEATERS".

Sixteen Plumbing Continuing Education Classes Held

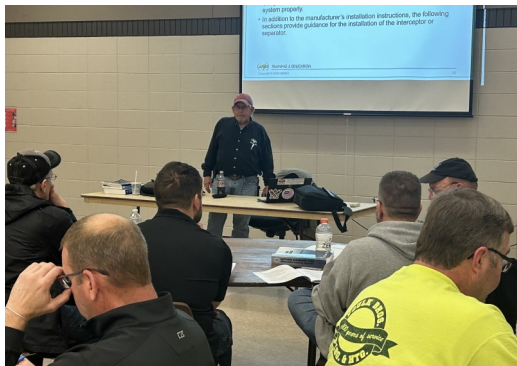
During the month of March, the SDAPHCC partnered with IAPMO to co-sponsor continuing education classes for South Dakota plumbing contractors, journeymen and licensed apprentices.

Sixteen classes were held in thirteen locations throughout South Dakota. Dan Hartman, of Wolff's Plumbing & Heating, Inc, and Tom Hines, formerly of Frisbee Plumbing, Heating, A/C, and Electrical, served as the instructors for the classes.

Dan taught classes in Winner, Pierre, Mobridge, Aberdeen, Spearfish, and Rapid City. Tom taught classes in Yankton, Huron, Sioux Falls, North Sioux City, Watertown, Mitchell, and Brookings. Several licensed plumbers took advantage of these opportunities to complete their annual training.

For those who were unable to attend the in-person classes, there are two other alternatives available. The online class will open this summer. This course allows attendees to fulfill their training online at their own pace and time. The SDAPHCC website will be updated with registration information once the course becomes available. In addition, a virtual class will be held later this year on November 12. The virtual classes allow attendees to complete their continuing education training in one night, via zoom, with a live instructor.

All of these classes are approved by the South Dakota Plumbing Commission to fulfill the required four hours of continuing education needed for license renewal.



North Sioux City Class



Mitchell Class



Watertown Class



Yankton Class

WEBINAR

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FAMILY/SUCCESSION PLANNING

Thursday, April 18, 2024
1 p.m. CST



This presentation will cover the top legal issues faced by individuals and business owners, and will cover 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
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- Employee retention
- The value of your personal estate and its impact on future generations

**WHO SHOULD
ATTEND**

Business Owners

WHAT YOU WILL LEARN

- Why your personal estate planning is critical
- Why business succession planning is essential for your family and business
- Strategies for your family and business now and for the future



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I Was Born to Be a Plumber



By Joe Cornetta, PHCC-National President

I've mentioned before how my grandfather began this journey back in 1946. The country was still recovering from the war, and thousands of veterans were returning home. Housing and building demands put the trades on warp speed.

My grandfather stood 5' 6" tall, established a business, and had the work ethic of 10 men. It's hard to imagine starting a business in today's web of regulations and rules; back then, it took a few bucks and hard work.

Let's not overlook the hardships of our trade 75 years ago. Today's young apprentices are unaware of how physically demanding this job was back then. No PVC, no AquaPEX or copper water pipe, no wall hung condensing boilers. The RIDGID 300 machine was a luxury no shop could afford. I had a taste of it as a young man, threading 2-inch galvanized pipe by hand for waste and vent piping. "Don't use so much oil," my dad would say.

So where am I going with this line of thought? I was born and bred to be in this trade and eventually control the path of our family tradition. Why would a young boy stay home on Saturday and watch cartoons when he could thread pipe and swing wrenches? It's how we were taught back then. That's how grandpa's work ethic was handed down. If you were standing still in front of my grandfather for more than a minute, you'd better be in an elevator.

Our multigenerational family business was no different than many others. Our forefathers were products of the Depression. My dad was the same way. Why sit down for a lunch break when you can work straight through?

A Delicate Balance

Through the years our family has hired and supervised hundreds of employees. Today, as in the past, all employees work side by side with family. It's a delicate balance, having employees maintain a family standard and not feel micro-managed.

If I supervise a tech's installation of sub-par workmanship, rather than degrade his work, I ask him to take pride. To be successful, a business owner must maintain a solid and trustworthy staff.

Owners who are able to ensure that all staff meet the family business standards and take pride in their work are on the path to prosperity.

Every business owner must deal with employees who do just enough to get by. With the shortage of qualified help, we find ourselves with a few number nine hitters in our lineup.

An advertisement for Infiniti Tankless Gas Water Heaters. The background is dark blue with a lighter blue wave pattern. At the top, the text "THE ULTIMATE TANKLESS SOLUTION" is written in white, bold, sans-serif font. Below this, two white tankless water heaters are shown side-by-side. Each heater has a digital display and control panel. The "Infiniti TANKLESS" logo is centered between the two units. At the bottom of the advertisement, the text "Infiniti® GS & GR Tankless Gas Water Heaters" is written in white.

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I Was Born to Be a Plumber continued

Decades ago, my dad would post an ad in the local newspaper and have dozens of applicants to choose from.

Recruitment in today's environment is challenging, to say the least. With a limit on how many apprentices my wife can give birth to, I'm forced to recruit.

Social media and recruitment sites have replaced local newspaper ads and Help Wanted signs in our store window. These sites do a nice job of vetting and sorting applicants. Business owners can post opportunities to join their teams on multiple sites and receive tips every day.

Business owners must also keep their employees happy, because those same sites may lead to techs leaving. Our shop has done well when it comes to attracting young apprentices and training them. T

he PHCC Academy® is a go-to source for online educational training, and young techs are excited to engage.



New Perspectives

The generation we are canvassing for employment is remarkably different from the past. The young men and women we interview today offer exciting perspectives on our trade. They have different views on how to work. They are more inclined to explore new methods of how to perform tasks easier. Techs in 2024 often research group chat sites for troubleshooting tips.

Decades ago, we often changed parts until it worked. As a business owner, I need to entertain any new method simply because, quite often, it works.

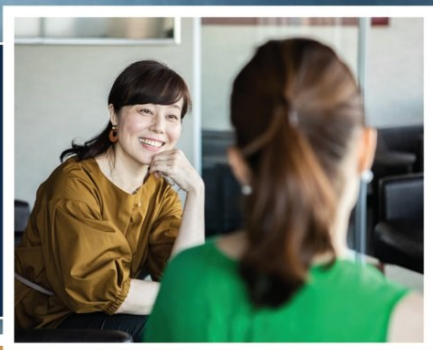
Today's techs also require more positive feedback and reassurance than I grew up with. If my dad said nothing after supervising my day's work, that was a good thing.

As I wrap up this message, I remember one day I had my hands in my pockets and dad saw me idle. That evening mom asked what I did wrong at work. "Why?" I asked. "We worked a typical 10-hour shift." Dad, she explained, asked her to stitch close all my pants pockets. Today, when I see a young tech, hands in pockets, I chuckle and refrain from calling his mother.

PHCC—National Association President Joe Cornetta is co-owner of Cornetta Bros., Inc., a third-generation plumbing and heating business in Elmont, New York.

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SDAPHCC Golf Tournaments



Mark your calendar and plan to attend!

A portion of the proceeds will benefit the SDPHCC Educational Foundation.

East River Golf Tournament

Thursday, June 13, 2024

Grand Falls Casino Golf Course

Larchwood, IA

9 Hole Scramble

Shotgun Start at 1pm

West River Golf Tournament

Thursday, September 5, 2024

Elkhorn Ridge Golf Course

Spearfish, SD

9 Hole Scramble

Shotgun Start at 2pm



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Congratulations to the following members celebrating special membership anniversaries in 2024

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15 Years

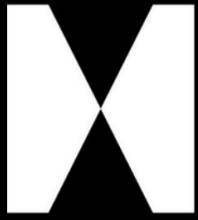
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Sioux City, IA 51103
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Distributor Sales, Inc

Scott Meyers
John Knight
2208 W 94th St
Bloomington, MN 55431
P: 651-460-6441

Energy Dynamics, Inc

Colin Wunder
Brandon Darnell
121 W Hoyt St
Carthage, SD 57323
P: 605-772-5639

EOS Worldwide

Katie Johnson
179 N Fairway Dr
Brandon, SD 57005
P: 321-514-0420

Federated Insurance

Hunter Kennedy
121 E Park Square
Owatonna, MN 55060
P: 888-333-4949

Ferguson Enterprises

Cody Royalty
Joe Porzelt
2440 E St Andrew St
Rapid City, SD 57703
P: 605-341-3335

Ferguson Enterprises

Eric Allen
1001 E 14th St
Sioux Falls, SD 57104
P: 605-334-2031

FourMation Sales

Dean Corrigan
Ryan Swanson
Jay Barrs
Cooper Gates
PO Box 519
Rogers, MN 55374
P: 763-420-6900

Frakco, Inc

Brett Vanderpoel
PO Box 566
Luverne, MN 56156
P: 507-283-4416

G & R Controls

Mike Pagonos
PO Box 85661
Sioux Falls, SD 57118
P: 605-336-3788

Girton-Adams Ice Co.

W.D. Robinson
735 S 2nd Ave
Sioux Falls, SD 57104
P: 605-336-3070

Granse/Trio Sales, LLC

Kim Olson
21670 Hamburg Ave
Lakeville, MN 55044
P: 800-328-4509

Hilti, Inc

James Walsh
Cory Hibbard
810 E 21st St
Yankton, SD 57078
P: 605-366-8782

IAPMO

G.F. (Jed) Scheuermann
12691 SE Staley Ave
Boring, OR 97089
P: 971-300-7649

J.H. Larson

Justin Dale
1415 9th Ave SE
Watertown, SD 57201
P: 605-886-6936

J.L.-Sontag LLC

Tom Sontag
5500 Lincoln Dr, Ste 210
Edina, MN 55436
P: 952-933-7768

2024 SDAPHCC Sustaining Members

John J Morgan Co.

Thomas Morgan
1413 Thompson Ave, Ste 1
South St. Paul, MN 55075
P: 651-698-0089

Johnstone Supply

Leah Simmons
335 N Weber Ave
Sioux Falls, SD 57103
P: 605-338-2652

Marsh McLennan Agency

Sean Mayer
300 N Cherapap Pl, Ste 601
Sioux Falls, SD 57103
P: 605-339-3874

McCullough & Associates

Todd Mariska
7400 Washington Ave S
Eden Prairie, MN 55344
P: 952-946-0126

McDonald Supply

Jon Zebill
320 Maple Ave
Rapid City, SD 57701
P: 605-343-4275

Mechanical Sales, Inc

Neil Schlimgen
1609 W First St
Sioux Falls, SD 57104
P: 605-362-6101

Michel Sales Agency

Dan Michel
Andy Johnson
521 Phalen Blvd
St. Paul, MN 55130
P: 800-328-9235

Midwest Sales & Marketing

Matt Rodamer
Joe Knopik
Jill Johnson
530 Progress Dr
Hartland, WI 53029
P: 800-246-8440

Moen Inc

Bill Infield
4909 S Lewis Ave
Sioux Falls, SD 57108
P: 800-628-0569

Mulcahy Company

Jordan Marshall
Dave Baker
2700 Blue Water Rd #100
Eagan, MN 55121
P: 651-686-8580

NCS Corporation

Angie Osterloh
Doug Hall
7440 W 78th St
Bloomington, MN 55439
P: 952-941-4464

North Central Fabricators

George Oakes
40800 Hwy 65 NE
Braham, MN 55006
P: 763-689-5070

Northland Reps, Inc

Kevin Barta
2861 Hedberg Dr
Minnetonka, MN 55305
P: 952-854-3905

Northwest Pipe Fittings - Huron

Mary A Pearson
441 Arizona Ave NW
Huron, SD 57350
P: 605-352-8531

Northwest Pipe Fittings - Pierre

Steve Nickels
500 S Grant Ave
Pierre, SD 57501
P: 605-494-0448

Northwest Pipe Fittings – Rapid City

Scott Barbour
Gerald Ames
Brian Ames
PO Box 920
Rapid City, SD 57709
P: 605-342-5587

Plumbing & Heating Wholesale

Mike Plasier
1411 North A Ave
Sioux Falls, SD 57104
P: 605-332-3413

R & L Supply

Dave Larson
PO Box 1051
Sioux Falls, SD 57101
P: 605-339-3002

Rapid City Winsupply

Brad Shelly
1051 Concourse Dr
Rapid City, SD 57703
P: 605-341-0400

Rep Rite Burk & Associates

Bill Cutter
Robbie Fritts
2369 Waters Dr
Mendota Heights, MN 55120
P: 651-686-0181

RM Cotton Co

David Amerman
7145 Boone Ave N
Brooklyn Park, MN 55428
P: 888-658-5513

Schroeder Sales Company

Lenny Gephart
12901 73rd Ave N
Maple Grove, MN 55369
P: 763-391-6232

Schu/Marketing Associates

John Papera
8400 Wyoming Ave, Ste 200
Brooklyn Park, MN 55445
P: 763-593-5616

Sioux Falls Winair Company

Kevin Severy
506 S Cliff Ave, #102
Sioux Falls, SD 57103
P: 605-333-0703

Soderholm & Associates

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

Stevens Equipment Supply

Jeremy Kappenman
945 Aldrin Dr
Eagan, MN 55121
P: 605-799-5814

Timmer Supply

Reed Timmer
401 S Egan Ave
Madison, SD 57042
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2024 SDAPHCC Sustaining Members

Victaulic

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94105 Paulus Rd
Sturgeon Lake, MN 55783
P: 218-340-4668

Western Dakota Tech

Xavier Deblieck
800 Mickleson Dr
Rapid City, SD 57703
P: 605-718-2983

Yankton Winnelson Co

Brian Thunker
908 W 19th
Yankton, SD 57078
P: 605-665-6661

Viega NA

Ryan Hawthorne
Jonathan Neslony
585 Interlocken Blvd
Broomfield, CO 88021
P: 800-976-9819

Winsupply of Watertown

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

Walters Climate Inc

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

Winsupply W Sioux Falls

Steve Holmes
506 S Cliff Ave, #100
Sioux Falls, SD 57103
P: 605-332-5040

**Do you know a company that could benefit
from being a member in the SDAPHCC?
Contact the SDAPHCC Office (605-271-7255)
to refer a potential new member.**



Refrigerant Transition Information Available

By Chuck White, VP of Regulatory Affairs

PHCC worked in conjunction with both the Air Conditioning, Heating, and Refrigeration Institute (AHRI) and International Code Council (ICC) to develop a video series intended to drive awareness of the coming transition to lower GWP refrigerants. AHRI has also posted several resources and fact sheets to help answer many of the questions contractors have related to the transition. Take a few minutes to see what's in store for the world of refrigerants.

Access the videos at: <https://www.ahrinet.org/a2l-video-series>



DOE Proposes Changes to AC & HP Test Procedure

By Chuck White, VP of Regulatory Affairs

The U.S. Department of Energy (DOE) has issued a pre-publication Federal Register notice of proposed rulemaking pertaining to the test procedure for central air conditioners and heat pumps. DOE proposes to amend the Federal test procedure for these products (appendix M1) which uses the current cooling and heating metrics – seasonal energy efficiency ratio 2 (SEER2) and heating seasonal performance factor 2 (HSPF2).

The proposed rule would establish a new test procedure (appendix M2) for air conditioners and heat pumps that would adopt two new metrics—seasonal cooling and off-mode rating efficiency (SCORE) and seasonal heating and off-mode rating efficiency (SHORE). The new SCORE and SHORE metrics will not be implemented until the Department decides to amend the energy conservation standards based on the new metrics. However, changes to the test procedure typically indicate that the Department will start to consider the feasibility of increasing product efficiency standards. PHCC is monitoring these developments to be sure that any changes are economically feasible and do not present hardships for contractors and their clients.



Solutions You Can Use: Effectively Leveraging Social Media for Recruitment

By Staff Writer, PHCC-National Association

The following is an excerpt from a PHCC Solutions magazine article written by Sheryl S. Jackson for the upcoming Spring 2024 edition of the magazine. The article focuses on how businesses can leverage social media platforms to better recruit new employees.

Below is a bulleted list featured at the end of the article, summarizing different ways that your business can begin to implement this strategy:

- Create a presence on different platforms that spotlights your company's culture, types of jobs, employees, and career opportunities.
- Through photos and videos, show what it's like to work at your company and in the industry. (Show your facility; show employees at work, volunteering in the community, participating in career fairs, enjoying company holiday parties, etc.)
- Have your own employees like, follow, and share your posts ... and ask them to tag your company when they post relevant content to their social media.
- Instagram and X are the best ways to reach younger people; use videos to show what a typical day at your company looks like, how you help customers, and why the p-h-c industry is a good career choice.
- LinkedIn and Facebook may be better to engage with older people or those who already have valuable experience.
- Keep content fresh; constantly post messages about shows or career fairs you'll be attending, and invite people to come see you.
- For solid recruitment strategies using social media, look to businesses in other industries; they can be adapted to fit your needs.
- Also look for ideas used by p-h-c companies in other parts of the country; call the company and ask for information about how their post was produced and what results it generated.

Want to read the full article? Check out the **PHCC Solutions** magazine.





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Federated Insurance Launches 2½-Day Risk Management Academy Offerings



By Federated Insurance

Federated Insurance® is excited to formally invite business owners in all industries to attend one of our complimentary 2½-Day Risk Management Academy (RMA) offerings from June 4-6, 2024. Led by risk management professionals, this session will be held at Federated's Home Office in Owatonna, Minnesota.

Often, business owners may find themselves so busy in the day-to-day workings of their company that they may have less time to focus on the overall safety of their business. This RMA session can help business owners learn how to prevent losses impacting their bottom line by developing risk management best practices, connecting with industry peers facing similar challenges and insurance professionals who are committed to helping owners, and applying what is learned to make a difference at their businesses.

Building a culture of workplace safety starts with business leaders. Learn more and sign up today to attend this valuable 2½-Day RMA to help take risk management to the next level. To reserve your spot in the upcoming session, or for more information, please contact FederatedRMA@fedins.com.

Special Note

There will also be a separate session designed especially for Contractors on May 14-16 in Owatonna, MN.

There will also be a one day session on April 25 in Altoona, IA

SD STATE PLUMBING COMMISSION

217 W Missouri Ave, Pierre, SD 57501, Phone: 605-773-3429
Email: SDPlumbing@state.sd.us

Commission Members

Duane Levanen, Plumbing Contractor Member, Bryant, SD

Jonathan Kist - Plumber Member, Pierre, SD

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

Bill Werner - Public Member, Rapid City, SD

Jeffrey Leuning - Public Member, Ethan, SD

Mandy Nielsen, Executive Director

Carol Ames, Secretary

Jennifer Anderson, Secretary

Next Meeting: April 18, 2024, 10:00am

From the Executive's Desk



By Kristie Brunick

Happy Spring!

Although, we haven't put away our snow blower, I think it's safe to say that spring is upon us.

I hope you all had a great Easter. This year, my family spent the holiday on the white sandy beaches of Mexico. My parents celebrated their 50th wedding anniversary in March and decided to take the whole family on a trip. Instead of putting on our Sunday best and heading to church on Easter morning, we held a family sunrise service on the beach in our shorts and tanks. It was certainly a memorable trip, full of fun, laughter and a few sunburns.

2024 Plumbing Continuing Education

We had a great continuing education season with 16 classes held in March throughout the state. Thanks to Dan Hartman and Tom Hines for once again teaching these classes.

For those who were unable to attend one of these classes, we will hold a virtual class on November 12. In addition, you can also take the online class, which will be available this summer.

Golf Tournaments Scheduled

With the warmer weather upon us, we have started thinking about summer and golf.

We have scheduled two SDAPHCC Golf Tournaments for 2024.

The first tournament will be held on Thursday, June 13 at Grand Falls Casino Golf Course in Larchwood, IA.

The second tournament will be held on Thursday, September 5 at Elkhorn Ridge Golf Course in Spearfish, SD.

Mark your calendar, grab your foursome, and plan to attend one or both of these events!



Please welcome our newest
SDAPHCC Contractor Members!

High Plains Plumbing
Matt Johnson
12616 Doris Dr
Black Hawk, SD 57718
402-860-1820

MJ Plumbing
Anthony Medina
PO Box 175
Spearfish, SD 57783
605-641-8881

Quality Plumbing & Bath LLC
Corey Feickert
2433 Homestead St
Rapid City, SD 57703
605-484-0161



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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