

The South Dakota

# PIPE CHATTER



JULY 2025

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- West River Golf Tournament Registration
- CONNECT Registration
- PHCC National Candidates & Upcoming Election



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

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# Pipe Chatter

Official publication of the South Dakota Association  
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- Adam Sundermann, Howe, Inc - Sioux Falls
- Jake Case, Krier & Blain - Sioux Falls
- Adam Kaskie, Plumbing & Heating Wholesale - Sioux Falls (Sustaining Member)

## Upcoming Events

- **West River Golf Tournament** - September 11, 2025, Spearfish, SD
- **PHCC-National Annual Meeting** - October 2, Virtual
- **CONNECT2025** - October 27-30, 2025, Grand Rapids, MI
- **Virtual Continuing Ed Class** - November 6, 2025, Online

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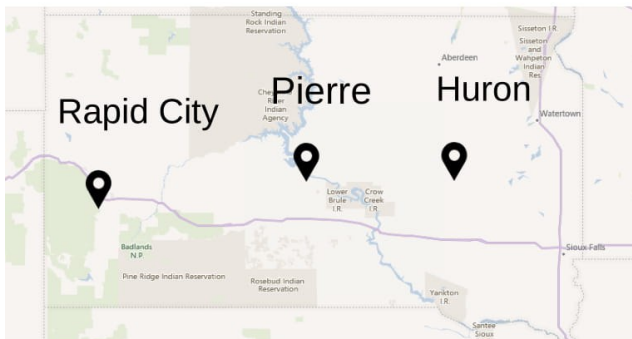
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# President's Message

Hey Everyone,

I hope your summer is going well. We had a good shot of rain for a few days which puts a damper on the construction industry so hopefully things are starting to get caught up. We had a few new swimming pools on some jobsites.

I'd like to thank everyone who was able to make it to our east river golf tournament at Grand Falls, and of course a big thanks to our sponsors. We got a 'little wet' as Clay from Grand Falls would say, but we made it through. Plumbers aren't scared of a little water, the HVAC guys...not so sure... And a special thanks to Kristie for the work you did to put on the event. It was a great time and we appreciate all you do.

Our west river event will be held September 11<sup>th</sup> at Elkhorn Ridge so make sure to sign up a team.

We held our summer board meeting the Friday after golf and I'd like to touch on a few items from that:

- Ryan Sheesley will complete his board service at the 2026 convention. Two candidates were discussed to fill his position and Kristie will be meeting with them to see if they are interested.
- We discussed our 2025 convention and agreed that, overall, it went well. We felt that Kirk Alter spoke on some good topics and Kristie will have more information on Kirk coming back to South Dakota for some additional classes. Speaker ideas for the 2026 convention were discussed. If anyone has ideas for speakers, please contact the SDAPHCC Office.
- The virtual PHCC National Annual Business Meeting will be held on October 1<sup>st</sup>. Brett Kaltvedt is running for the position of future PHCC National President. The election will be held during the meeting. The primary contact from each member company will be able to vote. Be sure to attend and support Brett. He does great work for PHCC.
- We discussed the new plumbing code. The new code and amendments will need to go through a series of public hearings before approval. As scheduled in could be in place as soon as September, but you know—government. IAPMO is working with the state to prepare new code books once it's approved.
- And lastly, in 2021 our board built a strategic plan with the mission statement being: SDAPHCC Contractors are dedicated to the promotion, advancement, education, and training of the plumbing and HVACR industry for the protection of the health, safety, and comfort of society and the protection of the environment. I won't touch on it all, but here are a few things we feel have had a positive effect on SDPHCC:
  - \* Member activities: We have since added the east and west river golf outings, which have been beneficial for the educational programs.
  - \* The journey prep course is now up and running. A revision will be made after the new code goes into effect.
  - \* Increase PHCC's role in raising awareness of job opportunities – Helped with the 2024 SkillsUSA Competition and ran the 2025 competition. Kristie also attended the Huron Career Fair. We've also reached out to area schools to attend our conventions and have had good response.
  - \* Membership retention and creation is very important to us. If you know any contractor who is not a member and may consider joining reach out to the board. We are more than willing to have a conversation with them.
- We decided to revisit and update our plan during our 2026 summer board meeting.

One more thing – Jasper isn't afraid of getting 'a little wet'

-Jeremy Seeman, 2025 SDAPHCC President





## SDAPHCC West River Golf Tournament

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



### ELKHORN RIDGE

Thursday, September 11, 2025

Elkhorn Ridge Golf Course

Spearfish, SD

9 Hole Scramble - 15 teams maximum

Shotgun Start - 2pm

Dinner & Prizes - 5pm

Check the items you wish to register for

\_\_\_\_\_ - Team Registration - \$700.00

\_\_\_\_\_ - Individual Registration - \$175.00

\_\_\_\_\_ - Four Mulligans for Team - \$20.00

\_\_\_\_\_ - Hole & Pin Prize Sponsor - \$300.00

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REGISTRATION TOTAL - \_\_\_\_\_

\_\_\_\_\_ Payment enclosed \_\_\_\_\_ Please invoice

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

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# SDAPHCC Members Enjoy East River Golf Tournament

The SDAPHCC hosted the East River Golf Tournament on Thursday, June 26 at Grand Falls Casino Golf Course near Larchwood, IA.

Sixteen teams of golfers enjoyed 9 holes of golf followed by dinner. During dinner, a prize drawing was held and pin prizes were awarded. In addition, prizes were also given to the first place and second place teams.

A special thank you to the hole, dinner and prize sponsors for making this event possible ([see page 12 for full list](#))

## First Place Team

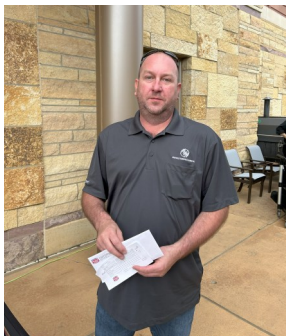


Pictured: Brett  
Wheelhouse

Not Pictured:  
Haeden Wheelhouse,  
Darrell Herman, &  
Mark Endahl



## Second Place Team



Pictured: Eric  
Christoffels  
Not Pictured: Jared  
Christopher-Holt,  
Tyler Hakl, &  
Brigham Wachal



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# Thank you to our East River Golf Tournament Sponsors

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## Pin Prize Winners

Hole 10 - Longest Putt - Greg Van Zee

Hole 11 - Closest to the Pin - Jake Case

Hole 12 - Longest Drive - Rick Bell

Hole 13 - Longest Putt - Paul Sand

Hole 14 - Closest to Marker - Chet Togel

Hole 15 - Closest to the Pin - Kody Baltzer

Hole 16 - Longest Drive - Jon Emerson

Hole 17 - Longest Putt—Ryan Sheesley

Hole 18 - Closest to the Pin - Matt Foerster

# Candidates' Corner

For the first time in years we have *two* candidates running for PHCC—National Vice President. Meet Tony Bertolino and Brett Kaltvedt ... and watch for more messages from them in future issues of *PHCC Online*.

**Brett Kaltvedt, Midwestern Mechanical (Open Shop) and Baete Forseth HVAC (Union), Sioux Falls, South Dakota**



In May, I had the opportunity to participate in the Legislative Conference in Washington, D.C., alongside fellow members. Communicating with our representatives is something I consider deeply important. It's incredibly rewarding when they show genuine interest in what we do; you walk away feeling that maybe, just maybe, you made an impact. Sometimes, all it takes is to retain one key point to spark change. I've been actively engaged with their local offices on workforce issues for some time now, and I believe that has helped build meaningful relationships. **Fun fact:** I just harvested honey for the first time!

**Tony Bertolino, Rob Bertolino Plumbing and Heating, Virginia Beach, Virginia**



I'm running for PHCC Vice President, but this campaign isn't about me – it's about the future of our organization. Titles and positions come and go, but what truly matters is how we preserve PHCC for the next generation. We're at a moment where change isn't just possible – it's necessary. This campaign is about fresh ideas, open collaboration, and bringing people together to elevate our mission. The strength of PHCC has always been its members, and by working side-by-side, we can build something even greater. I'm just one part of that effort, and I'm excited for what we can accomplish together.

The election will take place during the  
**Virtual 2025 PHCC National Annual Business Meeting on  
Wednesday, October 1 from 1pm-3pm CST/12pm-2pm MST.**

**NOTE: The date changed from October 2 to October 1**

This is your chance to have an influence on the future of your association.

The primary contact person from each contractor member company is allowed to vote in the election. Mark your calendar, plan to attend, and cast your vote.





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# Central Kitchen & Bath Announces Grand Opening of Luxury Showroom

Central Kitchen & Bath (CKB), a division of Plumbing & Heating Wholesale, is proud to announce the grand opening of its new luxury showroom, now officially open to the public at 501 N. Kiwanis Avenue, Sioux Falls, SD 57104. This stunning design destination is located on the west side of Kiwanis Avenue, just north of the 5th Street and Kiwanis intersection. For inquiries or appointments, call 605-937-6757.

This marks the second location for Central Kitchen & Bath, with its original showroom having opened in 2008 in Sioux City, Iowa. To celebrate this milestone, CKB hosted a glamorous Black-Tie Affair on Thursday, May 29, 2025—an evening of elegance, innovation, and inspiration. The event drew hundreds of homeowners, interior designers, builders, architects, and community leaders from across the region.

"We kept hearing it throughout the grand opening—'There's no other showroom like this in the city.' The attention to detail, especially in the vignettes, is truly unmatched," said Sarah Pepper, Vice President of Marketing. "I've never seen a designer so seamlessly lace together a story through product selection."



## A Destination Showroom Unlike Any Other

Bringing the elevated ambiance of design hubs like Chicago, New York, and Minneapolis to the heart of Sioux Falls, CKB's new showroom offers an immersive, curated experience for both customers and design professionals. As an official Luxury Products Group (LPG) Showroom, CKB is nationally recognized for excellence in product selection, customer service, and design-forward inspiration.

"This showroom was designed to simplify and elevate the design process," said Susan Sneller, Showroom Manager. "Designers can walk clients through every phase of their project—from lighting and cabinetry to luxury plumbing and appliances—under one roof. We've curated products you'd expect to see in cities like Chicago or New York, but brought them right here to Sioux Falls, in a space that's as inspiring as it is functional."

### Showroom Highlights:

- 12 fully functioning showerheads and a working steam shower, allowing guests to engage directly with premium water features.
- A fully operational chef's kitchen equipped with Viking, AGA, and panel-ready refrigeration.
- A hand-selected assortment of luxury faucets from Graff, California Faucets, and Isenberg.
- Designer cabinetry from Berch, Elias, Fabuwood, and Helmut, with integrated lighting and hardware by Richelieu.
- Striking statement pieces including a Maidstone hammock tub, trending fluted tubs, and a Hudson Valley mesh gold chandelier.
- Immersive vignette displays inspired by global destinations: Capri, Hoh Rain Forest, Sedona, Arcadia, Doral, Scotland, and Glacier National Park.

## Central Kitchen & Bath Opening continued

"Susan created a space where every finish, every feature, and every detail is intentionally placed to help customers visualize how to achieve a specific look," said Mike Plasier, CEO of Plumbing & Heating Wholesale. "Everything is so well thought out—it's more than a showroom, it's an experience."

Whether you're planning a remodeling project or building a new home from the ground up, Central Kitchen & Bath is your one-stop destination for luxury kitchen and bath design. From inspiration to installation, the CKB team is ready to guide you through every step of the process—making your vision a reality with creativity, confidence, and ease.

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*"The U.S. Economy  
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- **From Connection to Collaboration:** Building a Thriving Organizational Culture
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# New Federal Policies Potentially Change Appliance Incentive Landscape

By Bradford White Corporation

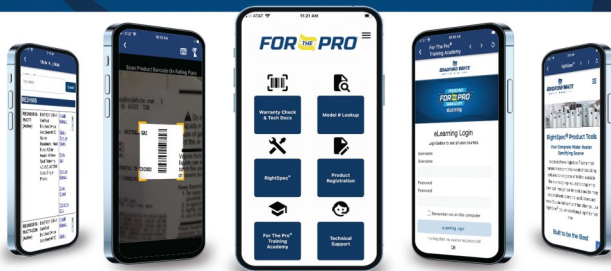
Since taking office earlier this year, the Trump Administration has not been shy about his disdain for some federal appliance energy efficiency incentives and programs, as well as how they would like to reduce or eliminate them altogether. With the United States House of Representatives approving the One Big Beautiful Bill Act (OBBBA), one key residential appliance tax incentive that was previously approved as part of the federal Inflation Reduction Act (IRA) is one step closer to elimination at the end of this year.

The IRA included a provision that allowed taxpayers to claim an individual income tax credit, known colloquially as the "25C tax credit" that amounted to 30-percent of the cost they incurred from purchasing and installing an energy efficient appliance at their primary residence. The credit would apply only to an appliance that met the Consortium for Energy Efficiency's (CEE) highest efficiency tier, that is not the advanced tier. The credit was capped at \$600 for the cost of an appliance, with heat pump appliances qualifying for double that amount. Despite the IRA being signed into law by President Biden in 2022, the Internal Revenue Service was still in the process of combing through the fine details as it related to enforcing the disbursement of these credits.

However, provisions in the House-passed OBBBA would eliminate these credits completely. In an effort to pay for some of the increased spending inherent in other areas of the bill, the House of Representatives passed legislation that stripped this, and other tax credits created in the IRA, out of federal statute. Whether or not there are any serious efforts in the Senate to save the tax credits from getting the axe remains to be seen, but without any such efforts, it would appear that the 25C tax credits have one foot in the grave.

Another program that is in question is the ENERGY STAR® program that is administered jointly by the United States Department of Energy and the Environmental Protection Agency (EPA). It is a voluntary program in which manufacturers can certify their energy efficient appliances to the program's specifications and then market them to consumers as meeting ENERGY STAR requirements. The program also serves as a baseline for many third-party appliance rebate and incentive programs across the country.

Recently, EPA Administrator Lee Zeldin testified before Congress that he believed the program could be privatized and that it did not necessarily need to be administered by federal government entities. This has led to the belief that some in the Trump Administration and Congress are angling to eliminate the program, though there does also seem to be plenty in Congress that still support it remaining under the guise of the federal government, potentially setting up a debate in Washington on this matter.



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# New Federal Policies continued

If the ENERGY STAR program were to be eliminated, there would be potential for market confusion as it relates to product incentives. For the dozens of utilities and other third-parties around the country that utilize program certification for a benchmark, these programs would be required to utilize appliance specifications from alternative bodies to anchor their program’s minimum requirements. It is additionally unlikely that each of these third parties would be persuaded to cite the same alternative body, creating a patchwork of rebate requirements among municipalities, utilities, and other third-party incentive providers that may become very difficult for contractors and consumers alike to understand.

While the Congress and the Trump Administration has certainly indicated their intentions, both actions discussed above maybe ways off. Anything can happen in Congressional politics, especially with the margins being as thin as they are (a five-seat majority for Republicans in the 435-member House of Representatives; a six-seat majority for Republicans in the 100-member Senate). However, BWC Government and Regulatory Affairs staff will continue to carefully watch these activities and provide updates to help you, and your business navigate the new economic climate that is shaped by federal policies.

If you have any questions about this topic, or any others related to government and regulatory affairs in our industry, BWC’s Government and Regulatory Affairs team would like to speak with you. Also, if you know of any legislative or regulatory activity in your community or state that would impact our industry, please do not hesitate to contact us at [BWCGovReg@bradfordwhite.com](mailto:BWCGovReg@bradfordwhite.com).

## SD STATE PLUMBING COMMISSION

217 W Missouri Ave,  
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Email: [SDPlumbing@state.sd.us](mailto:SDPlumbing@state.sd.us)

Next Commission Meeting: July 31, 2025

Mandy Nielsen, Program Director  
Carol Ames, Secretary  
Jennifer Anderson, Secretary

Next Testing Dates:  
July 18 - Sioux Falls  
July 25 - Rapid City

### Commission Members

Duane Levanen,  
Plumbing Contractor Member, Bryant, SD

Jonathan Kist,  
Plumber Member, Pierre, SD

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

Brian Cooper,  
Public Member, Sioux Falls, SD

Jeffrey Leuning,  
Public Member, Ethan, SD

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# PHCC Insurance, Safety & Risk Management Committee Update



*By Chuck White, Vice President of Regulatory Affairs*

For many years, PHCC and Corporate Partner Federated Insurance have had a joint Insurance Safety and Risk Management Committee (IS&RM). Made up of contractors, a PHCC state executive, PHCC National staff, and a representative from Federated Insurance, this committee provides a nationwide view of the broad exposure to the everyday risks of business owners. The committee meets virtually in the winter to pose questions to Federated. The winter meeting sets the stage for a summer in-person meeting hosted at the Federated Training Center in Owatonna, Minnesota. The summer IS&RM meeting, which took place last week, produced several recommendations on topics to share with PHCC members.

## Lithium-Ion Batteries

One of the recent points of emphasis has been related to losses from fires. In connection with this, there is growing concern for the use of Lithium-Ion Batteries. Today, most of us use these batteries routinely in laptops, smart phones, smart watches, vape devices, and a wide selection of cordless tools. The committee watched this [Vape Video](#) to see an example of what could happen. Larger batteries which store more energy can produce larger fire risks, fires that are difficult to extinguish. Some recommended best practices could include:

- Inspect batteries for damage of cracks.
- Be very careful with batteries that have been dropped or impacted.
- Never puncture a Lithium-Ion battery.
- Do not overcharge batteries.
- Do not use after-market batteries or chargers unless certified for use with your tool.
- Avoid charging batteries unattended, this means overnight when no one is watching.
- Avoid excessive heat, most Lithium-Ion batteries have a maximum temperature range of -5 to 140 degrees F. Storing or charging batteries in enclosed vans on hot summer days can increase risks.
- Dispose of Lithium-Ion batteries properly, these batteries may cause fires in the trash/waste stream.
- Follow the manufacturer's instructions and recommendations.



## Non-Compete Agreements:

The Biden Administration had advanced work rules which would have prevented the use of non-compete and non-solicitation agreements in most job situations. These proposed federal rules are no longer in-play but many states still have their own regulations. A non-compete agreement prevents former employees from working in competition with their former employer subject to some conditions such as time frame or geographic area. A non-solicitation prevents a former employer from soliciting clients or employees of their former employer, again subject to some conditions. If a business owner chooses to start using these agreements again, seek legal advice regarding your state or federal situation.

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# PHCC Insurance, Safety & Risk Management Committee Update Continued

Some ideas to consider are:

- Make allowance for involuntary separation, if you don't have enough business to employ people, it may be unfair to prevent them from seeking work.
- Set a reasonable time frame, 2 to 5 years may be reasonable, for an eternity may not be reasonable.
- Set reasonable geographic boundaries, anywhere in the world is likely not enforceable while within 50 miles of your typical business territory might be reasonable.
- You may still protect confidential and proprietary information provided the information is actually confidential or proprietary.
- For new adopters of these policies, emphasize they are to protect the company and the employees' jobs, perhaps using small signing bonuses if necessary.
- Always seek legal advice to keep in line with federal and state regulations.

## Distracted Driving

Motor vehicle claims continue to increase in the value of settlement losses. Commercial businesses are particularly at risk as business owners are seen as deep pocket targets. Investment groups have been buying claims from injured parties with the aim of pursuing larger and larger settlements. Distracted driving continues to be a significant factor, cell phone usage being a major contributor. Phone in hand or hands free makes no difference, anything that takes your mind off driving can be hazardous. Federated Insurance will focus and support their emphasis this year with the following thoughts:

- Distracted driving is a choice!
- Phone usage, book reading, eating food, watching movies, even changing GPS information can all lead to accidents.
- Employers need to train employees and work to verify compliance.
- Compliance starts at the top, the boss must set the example, no exceptions or excuses.
- Telematics and dashboard cameras can improve compliance or save the day when false claims are made.
- Understand we don't multi-task, we task-shift; the brain does one thing at a time.
- At 60 miles per hour, 500 feet goes by in 6 seconds, a lot of things can happen in 500 feet.



The PHCC – Federated partnership provides many benefits for PHCC members with some Federated content available for all PHCC members, even non-Federated clients. PHCC thanks Federated for their long-standing partnership and appreciates their hospitality at this annual meeting. There is always something to learn, together these two organizations work to raise the knowledge of our industry. Thank you to all the topic specialists at Federated with special thanks to Patrick Cunningham and Teri Thompson for making these meetings so valuable and rewarding.



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399 MBH - 2000 MBH  
UP TO 98% EFFICIENCY

### **VITOCROSSAL 200 CI2**

The Most Advanced, Compact,  
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Ultrasonic Flow Meter

Wifi Remote Monitoring

Fits Through Standard  
36" Doorway

Lambda Pro Plus  
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With O2 Trim Standard

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# 2025 Online Plumbing Continuing Ed Course Now Available, Plus Additional Virtual Class

The SDAPHCC, in partnership with IAPMO, is happy to announce that the 2025 Online Plumbing Continuing Education Class is now available. In addition, a virtual class will also be held this fall for anyone who still needs their 2025 credits.

## Online Course

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

IAPMO has created a 4-hour course priced at \$110. The course is titled "2025 SD/IA CE Online Sizing and Code Violation Workshop (12-156477)". To access the class, visit [www.iapmolearn.org](http://www.iapmolearn.org). Type "South Dakota" into the search and scroll down to find the 2025 class.



## Virtual Course

The Virtual Class will be held on November 6 from 6pm-10pm (Central Time). 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.

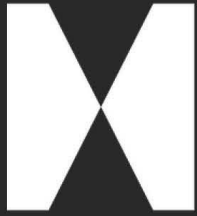
To register, visit [www.iapmolearn.org](http://www.iapmolearn.org). Type "South Dakota" into the search. Scroll down to find the class titled "2025 SD/IA CE Sizing and Code Violation Workshop". Click on "Choose Session" and select "Virtual Zoom Class (12-165915)".

## 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](http://www.iapmolearn.org) to access the online course.

If you need help with your username and/or password, please email [seminars@iapmo.org](mailto:seminars@iapmo.org). If you have questions, you may contact IAPMO at [seminars@iapmo.org](mailto:seminars@iapmo.org) or 908-995-3322.





## HVAC Elements

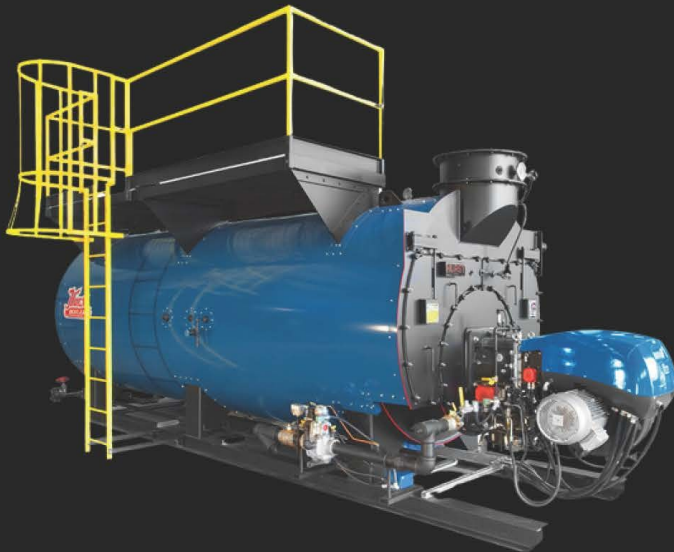
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- Available with low NOX capabilities
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# WEBINAR

## It's Our Business to Protect Yours®

### ARTIFICIAL INTELLIGENCE [AI] AT WORK

Thursday, July 17, 2025  
1 p.m. CT



AI has grown rapidly in the last several years, and many companies may not realize that their software and online services already incorporate it. For employers, AI offers many opportunities, but can also pose significant risks. Business owners need to understand how AI can work for them, how their employees might use it, and the legal requirements for using it fairly and ethically. This webinar will help shed light on common AI questions and issues, along with the importance of responsibly using AI in their workplaces.

#### WHO SHOULD ATTEND

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

#### WHAT YOU WILL LEARN

- What are the types of AI and why does that matter?
- Which laws govern the use of AI by employers and what are the limitations?
- What are the main benefits and risks of using AI in your workplace?
- What elements are essential for workplace AI policies?



After registering, you will receive a confirmation email and calendar appointment. You may access this and other webinars on [federatedinsurance.com](https://federatedinsurance.com).

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# Empower Your Customers in the Price vs. Cost Conversation

*By Beth Dobkin*

As a contractor in the plumbing and HVACR industries, your interactions with customers are pivotal both in delivering solutions and educating them about making savvy financial choices. Many of you may be familiar with the adage “Beware the cost of the lowest price.” Customers often focus on price, yet understanding and communicating the distinction between price and cost can build trust and shape better decision-making.

## Build Trust Through Transparent Conversations

You can elevate the customer experience by having a customer-centric approach. This begins with transparent interactions that focus on more than just a sale. Here’s how engaging with customers about price versus cost can enhance loyalty and satisfaction:

- **Provide clear communication by explaining your pricing strategy openly.** When quoting a price, provide a breakdown that reflects the quality and benefits of the services and products you’re offering. Transparency helps dispel the notion that a higher price is just a larger upfront expense.
- **Use service calls as opportunities to educate customers on the true cost of ownership.** Discuss how investing in high-quality fixtures, equipment, or systems can lead to savings over time due to fewer repairs and replacements, lower energy bills, and/or enhanced performance.
- **Position yourself as a partner in their decision-making.** When customers understand that you’re invested in providing lasting value, they are more likely to trust your judgment and recommendations.



## Demonstrate the Value Behind the Price

Show value by communicating beyond the invoice. This involves demonstrating how paying for quality pays off:

- **Create a dialogue** that demonstrates or describes enhanced performance, durability and reliability of the products and services you provide. Providing real-life examples can solidify your position.
- **Illustrate potential savings** from reduced energy bills, water savings, and convenience of a properly operating system. Provide a long-term cost calculator if applicable to make these abstract concepts tangible.
- **Highlight warranties, customer support, and after-sales service** that come with quality products. Reassurance about ongoing support can significantly influence customer choice.

## Make It Visual and Easy to Understand

Using visuals can effectively communicate the complex relationship between price and cost:

- **Develop simple infographics** that align the initial price with lifetime costs and savings, making it easier for

# Empower Your Customers continued

customers to visualize benefits.

- **Show comparisons** between different quality levels: upfront cost, operational savings, and potential additional costs for maintenance and replacements.

Ultimately, the goal is not just a single transaction but fostering a long-term relationship rooted in trust and credibility. When customers understand they are investing in quality – rather than merely paying a higher price – it can transform their perception and satisfaction.

As plumbing and HVACR professionals, guiding customers to see beyond the initial sticker price toward comprehensive cost efficiency not only demonstrates expertise but strengthens client relationships. By focusing on long-term value through quality service and education, you empower customers to make informed decisions – benefiting both their finances and their confidence in your services.

*QSC Program Director Beth Dobkin draws on decades of hands-on industry experience – including managing a family plumbing and HVACR business and serving as a coach for a national plumbing franchisor – to inspire and guide PHCC member business owners.*

*For more information about QSC and business coaching services, visit [phccweb.org/qsc](http://phccweb.org/qsc), or contact Beth at [dobkin@naphcc.org](mailto:dobkin@naphcc.org) or 916-835-5013.*



## Whole-House Ventilation

Inside air can be up to 10 times more polluted than the air outside. To combat the issue of poor ventilation, many studies and building science experts indicate that today's homes need balanced ventilation throughout the day to maintain a healthy indoor environment.

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# From the Executive's Desk



*By Kristie Brunick*

## East River Golf Tournament

I would like to give a special thank you to all the golfers and sponsors who participated in the East River Golf Tournament on June 26 at Grand Falls

Casino. We had a great turn out and awesome sponsor support. The morning rain threatened to put a damper on the day. And while there was a short shower at the beginning of the tournament, the sun soon came out and we enjoyed a nice day. For more information and results, please see pages 7 & 8.

## West River Golf Tournament

With the East River Tournament complete, we now shift our focus to the West River Golf Tournament. The event will be held on September 11 at Elkhorn Ridge Golf Course in Spearfish, SD. The registration form can be found on page 5. Two out of 15 possible teams have already registered. So claim your spot soon.

## Insurance Safety and Risk Management Committee

Last month, I had the privilege of traveling to Federated Insurance's headquarters in Owatonna, MN for the Insurance Safety and Risk Management Committee. This was a great opportunity that allowed me to meet other PHCC professionals and learn more about emerging safety concerns. For more information, see pages 17 & 18.

## PHCC National Member Survey

PHCC National is currently gathering insights into member needs and product preferences. The input you give will help PHCC National better shape future programs and services—which in turn will benefit you!

This important initiative is being conducted by a trusted third party, Farmington Consulting Group, to ensure all responses remain confidential. Please complete the survey by **July 26<sup>th</sup>**. It should only take about 10 minutes of your time.



**August 1, 2025**

Early Bird Registration Discounts  
for CONNECT expires

**September 11, 2025**

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

**October 1, 2025**

PHCC-National Virtual Annual  
Meeting and Election

**October 27-30, 2025**

PHCC-National CONNECT 2025,  
Grand Rapids, MI

**November 6, 2024**

Plumbing Continuing Education Class  
Virtual

**February 24, 2026**

SD HVAC Apprentice  
Hands-On Competition  
The Lodge, Deadwood, SD

**February 25-27, 2026**

SD Annual State Convention and  
PHCC-National HVAC Apprentice  
Hands-On Competition  
The Lodge, Deadwood, SD

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# Exec Message Continued

## New SD Plumbing Code

During the 2025 SD Legislative session, lawmakers passed a bill that will update the SD Plumbing Code from the 2015 UPC to the 2024 UPC.

Before the new code can go into effect, it must pass through a series of public hearings. During these hearings, the SD amendments will be added to the code. If all goes as planned, the new code could go into effect by early September. Once that happens, license testing will be based off of the 2024 code.

If you have an apprentice that has been studying the 2015 Code and is eligible to test, you may want to consider having them test before the new code goes into place this fall. Currently, the SD State Plumbing Commission has test dates scheduled for July 18 in Sioux Falls and July 25 in Rapid City. In addition, you can also schedule a time to travel to Pierre and test at the Plumbing Commission office.



Please welcome our newest  
SDAPHCC Sustaining Members!

**Holmes Murphy**  
**Jodi Heiser**  
150 E 4th Pl, Ste 306  
Sioux Falls, SD 57104  
605-333-2401

**PRO Resources HR**  
**Jason Boutwell**  
4165 30th Ave S  
Fargo, ND 58104  
605-403-5276

## SEEKING SILENT AUCTION DONATIONS

Each year, PHCC National Auxiliary  
hosts a Silent Auction during  
CONNECT.

This is their biggest fundraiser and  
proceeds are used to fund their  
programs including scholarships for  
students.

They are currently seeking a wide  
variety of items for the Auction.

In particular, they would desire  
donations that represent and capture  
the spirit of each region/state that  
PHCC serves.

If you have a donation item, please  
contact the SDAPHCC office.



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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](http://www.sdphcc.org)