

The South Dakota

PIPE CHATTER



FEBRUARY 2026

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- Plumbing Continuing Education Registration
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- SDAPHCC at SDTEA Conference



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

SOUTH DAKOTA



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The South Dakota

Pipe Chatter

Official publication of the South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc.



SDAPHCC

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Sioux Falls, SD 57105 1-800-640-PHCC (7422)
www.sdphcc.org
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- Jake Case, Krier & Blain - Sioux Falls
- Adam Kaskie, Plumbing & Heating Wholesale - Sioux Falls (Sustaining Member)

Upcoming Events

- **Annual State Convention** - February 24-27, 2026, Deadwood
- **PHCC National Legislative Conference** - May 5-6, 2026, Washington, DC
- **East River Golf Tournament** - June 26, 2026, Grand Falls Casino, Larchwood, IA
- **West River Golf Tournament** - September 10, 2026, Elkhorn Ridge Spearfish, SD

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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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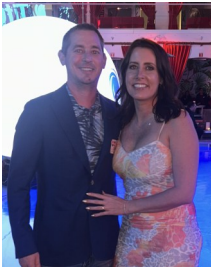
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President's Message



Hello Everyone,

Well, hopefully the cold snaps are behind us, although we did have it pretty good this winter overall. I think I only plowed snow once, maybe twice, which is wild. However, I do like winter with some snow on the ground – everything doesn't look so brown and dirty, but that's just me. But, this has been better than weeks of below windchill weather.

First of all, this will be my last month as SDAPHCC President. PHCC has meant a lot to Redlinger Bros. going back to our founders – Clark and Howard Redlinger. We're fortunate to have had multiple people serve on the board and as President for our association, which we're definitely proud of. It's a great place for community, networking, and education. I encourage all members to connect with businesses you believe would gain value from joining PHCC.

I'd like to thank Ryan Sheesley for his service to the board as his tenure will end at this year's convention. He has given a lot of time to SDAPHCC - so be sure to thank him if you see him. Lanny Murphy from Frisbees has agreed to come on as our next zone director. Thank you, Lanny.

Adam Kaske, our sustaining member representative, will also be ending his tenure. It was great to have him on board. Thanks, Adam. Jimmy Walsh from Hilti has accepted the sustaining member position. We feel it's important to have the perspective of our sustaining members and we're looking forward to having Jimmy's.

We hope to see as many of you as possible at the convention out in Deadwood this year – it's going to be a good one. A few key notes:

- We are fortunate to host the 2026 National HVAC Apprentice Contest. This will feature seven contestants from South Dakota, Virginia, Tennessee, Pennsylvania, California, and Massachusetts. Jason Pritchard, the National PHCC President, and Corey Ackerman, our Zone 3 National Director, will also be in attendance. This is a great opportunity to showcase our association and a beautiful part of our state. Be sure to thank Dan Hartman and Brett Kaltvedt for their time and expertise in bringing this to South Dakota. It's pretty awesome!
- We will also have our annual South Dakota apprentice competitions with three plumbing and three HVAC apprentices.
- In addition, we are excited to have a couple new offerings at the convention: The Future Leaders Program and the Hands-on-Training.

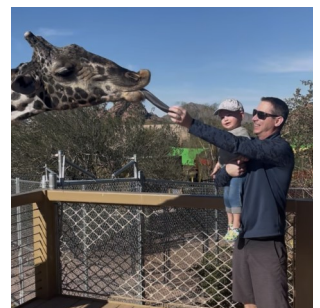
On the education front – be sure to check sdphcc.org for upcoming continuing education classes. Or you can attend the 1:00pm Wednesday class at the convention. Also – the January med gas class sold out at 24 students, which is great. Thank you to Midwestern Mechanical for hosting.

Lastly – Jasper has changed quite a bit during this last year, can't believe it, quite a ride? He gets to see Grandma and Grandpa in Arizona during the convention. Then he turns 2 a few days later which means we'll have to buy his seat going forward...(maybe we can talk Grandma into covering that – you know, leverage) Oh – and his favorite animal is the giraffe. He got to see one down at the Phoenix Zoo.

The board and I would like to thank Kristie, our EVP, for all the time and work she has put into our association. It is so greatly appreciated. We are truly lucky to have her. We are in a good place because of her efforts. Please thank her if you see her. THANK YOU, Kristie.

Thanks to all the Membership. Let's have a great convention. Hope to see you there.

-Jeremy Seeman, SDAPHCC 2025 President





**SDAPHCC ANNUAL STATE CONVENTION
& PHCC NATIONAL HVAC APPRENTICE CONTEST
FEBRUARY 24-27, 2026
THE LODGE, DEADWOOD, SD**

Tuesday, February 24, 2026

- 7:00am-8:00am Breakfast
- 8:00am-11:30am SD HVAC Apprentice Hands-On Competition
- 11:45am-12:45pm Lunch
- 1:00pm-5:00pm SD HVAC Apprentice Hands-On Competition
- 1:00pm-4:45pm *New* - Future Leaders Program (see speaker breakdown for more details)
- 6:30pm-8:00pm Welcome Reception, Dinner, & SD HVAC Apprentice Competition Award
- 8:00pm-8:30pm National HVAC Apprentice Competition Orientation

Wednesday, February 25, 2026

- 7:00am-8:00am Breakfast
- 8:00am-11:30am National HVAC Apprentice Competition
- 8:00am-11:45am *New* - Future Leaders Program (see speaker breakdown for more details)
- 11:45am-12:45pm Lunch
- 1:00pm-5:00pm Continuing Education for Plumbing and HVAC
- 1:00pm-5:00pm SD Plumbing Apprentice Competition
- 1:00pm-5:00pm National HVAC Apprentice Competition
- 5:30pm-6:30pm Social Hour and Dinner
- 7:00pm-9:00pm Board Meeting

Thursday, February 26, 2026

- 7:00am-8:00am Breakfast
- 8:00am-11:45am Seminars & Annual Meeting (see speaker breakdown for more details)
- 12:00pm-1:30pm Lunch with Awards Presentation and Board Installation
- 1:45pm-3:00pm Spouse Event
- 1:45pm-4:45pm Hands-On Demonstrations and Trainings (see host breakdown for more details)
- 2:00pm-5:15pm Vendor Set Up
- 5:00pm-5:30pm Vendor Trade Show Meal
- 5:30pm-5:45pm Awards Presentation
- 5:45pm-7:30pm Silent Auction
- 5:45pm-8:00pm Trade Show and Dinner

Friday, February 27

- 8:00am-9:00am Breakfast
- 8:00am-11:00am Tear Down *Times are subject to change*

**2026 SDAPHCC ANNUAL STATE CONVENTION
FEBRUARY 24-27, 2026 - THE LODGE, DEADWOOD, SD**



Future Leaders Program

This pre-convention program provides two half days of speakers with content designed to equip new and future leaders. Attendees can choose to attend just the Future Leaders Program for only \$200 or both the Future Leaders Program and the Full Convention for a discounted \$450.

The Future Leaders Program will include the following presentations:

Tuesday, February 24, 2026

- 1:00pm-1:45pm "The Nuts and Bolts of a Mental Health Safety Plan" - Mike Keller, Helpline Center
- 2:00pm-2:45pm "Maximizing Your Plumbing/HVAC Industry Impact" - Jed Scheuermann, IAPMO
- 3:00pm-3:45pm "Soft Skills for Technicians" - Bill Hanke, Johnstone Supply
- 4:00pm-4:45pm "Management & Accountability" - Darin Williamson, EOS Worldwide

Wednesday, February 25, 2026

- 8:00am-8:45am "Ok, I'm a leader, now what?" - Thomas Asfeldt, The Twelve7, LLC
- 9:00am-9:45am "How to be a Great Boss" - Katie Johnson, EOS Worldwide
- 10:00am-10:45am "Communication, Coaching, Conflict" - Thomas Asfeldt, The Twelve7, LLC
- 11:00am-11:45am "Increase Capacity, Reduce Risk, Save Money - Why small business outsources" - A Panel Discussion hosted by Jason Boutwell, ProResources

Seminars

We have a great lineup of speakers and valuable information planned for our general sessions.

Thursday, February 26, 2026

- 8:00am-8:45am "Extreme Ownership" - Thomas Asfeldt, The Twelve7, LLC
- 9:00am-9:45am "Exit Stage Left - How to Successfully Transition Your Business" - Katie Johnson, EOS Worldwide
- 10:00am-10:45am Annual Meeting & Federated Insurance Presentation - "Fire Safety"
- 11:00am-11:45am "Expensive Mistakes Made By Businesses" - A Panel Discussion hosted by Jason Boutwell, ProResources

**2026 SDAPHCC ANNUAL STATE CONVENTION
FEBRUARY 24-27, 2026 - THE LODGE, DEADWOOD, SD**



Hands-On Trainings/Demonstrations

We are excited to offer a new format for our afternoon programming. The following Sustaining Members will host Hands-On Trainings/Demonstrations on Thursday from 1:45pm-4:45pm.

Thursday, February 26, 2026

Room 1 - Hosted by Dakota Supply Group featuring:

- 1:45pm-2:35pm Bradford White - An overview of the water heater industry, with a focus on upcoming Department of Energy changes, and a review of Bradford White residential water heater features, benefits, and troubleshooting.
- 2:45pm-3:35pm Uponor - A overview of PEX, how to utilize PEX in commercial applications, and new Uponor products.
- 3:45pm-4:35pm Victaulic - A review of new Victaulic products and a high level overview of their fabrication process.

Room 2 - Hosted by Northwest Pipe Fittings featuring Mulcahy Co

- 1:45pm-4:35pm A walk through of a full boiler/pump/air control system operation and best practices using the Mobile Hydronic Simulator. Plus a review of boiler system operation and controls, best practices and troubleshooting tips.

Room 3 - Hosted by Johnstone Supply and Granse Trio

- 1:45pm-3:00pm Johnstone Supply - An operating Bosch system with the inverter drive compressor
- 3:30pm-4:45pm Granse Trio (Daryl Unser)- A sump pump, backup pump, and alarms presentation showing products from Zoeller Pump Company, Alderon Industries, and IPS Flood Stop.

**2026 SDAPHCC ANNUAL STATE CONVENTION
FEBRUARY 24-27, 2026 - THE LODGE, DEADWOOD, SD**



PHCC National HVAC Apprenticeship Competition

Join us in welcoming apprentices and guests from across the country as we host the PHCC National HVAC Apprenticeship Competition.

The contest has been newly redesigned from a contractor's perspective. Contestants will compete on Wednesday and Thursday with the winner being announced on Thursday night.



Spouse Event

On Thursday afternoon, spouses can attend a relaxing workshop, taught by Amazing Graze Charcuterie, and learn how to craft a great display.



Trade Show & Silent Auction

Thursday night will feature Sustaining Members displaying the latest innovation in the industry.



State Apprenticeship Competition

Three Plumbing & Three HVAC apprentices will compete in a hands-on competition for a chance to advance to the National competition.



Annual Awards

Celebrate the 2026 Contractor of the Year, Wholesaler of the Year, and Manufacturer's Rep of the Year



**2026 SDAPHCC ANNUAL STATE CONVENTION
FEBRUARY 24-27, 2026 - THE LODGE, DEADWOOD, SD**

Convention Sponsors

Thank you to our convention sponsors whose dedicated support makes our event possible!

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Wednesday Breakfast Sponsor
R & L Supply

Thursday Seminar II Sponsor
HVAC Elements

Thursday Dinner Sponsor
North Central Fabricators

Wednesday Dinner Sponsor
Soderholm & Associates

Thursday Seminar III Sponsor
Mulcahy

Apprentice Contest
Ferguson

Thursday Breakfast
Rep Rite Burk & Associates

Thursday AM Break Sponsor
Climate Systems

*As of 2/4/26
If you are interested in being a
sponsor, please check out the details
on the Sustaining Member
Registration Form located on page 14.*

Thursday Seminar I Sponsor
Walters Climate

Thursday PM Break Sponsor
R & L Supply

**2026 SDAPHCC ANNUAL STATE CONVENTION
FEBRUARY 24-27, 2026 - THE LODGE, DEADWOOD, SD**

Gun Raffle

The SDAPHCC is selling raffle tickets for a chance to win one of the 2 following guns:

- Henry Pump Action .22 Rifle Model H003T
- Browning T-Bolt Sporter .17HMR Rifle

Raffle ticket prices are \$50 each. Only 100 tickets will be sold. The drawing will be held on Thursday, February 26, 2026 during the trade show at the Annual State Convention. The winner need not be present.

To order your ticket(s), complete this form and return it along with your payment by 2/20/26 to the SDAPHCC Office at 707 E 41st St, #220, Sioux Falls, SD 57105.

Name _____ Company _____

Phone _____ # of tickets _____ @ \$50.00 each = _____ Total



Convention Hotel

The Convention will be held at The Lodge At Deadwood located at 100 Pine Crest Lane, in Deadwood SD.

To make your room reservation, call 877-393-5634. Be sure to ask for the SDAPHCC room block and rate of \$99.00 per night



**2026 SDAPHCC ANNUAL STATE CONVENTION
FEBRUARY 24-27, 2026 - THE LODGE, DEADWOOD, SD**

Convention Speakers

Jed Scheuermann, IAPMO, is a Master Plumber with over 40 years' experience. He operated his own plumbing business; worked as a Plumbing Inspector, Senior Inspector and Chief Inspector. His passion is to effectively share trade knowledge with those in the industry, as well as people in other countries during projects. Jed serves as North American Program Director for International Water, Sanitation and Hygiene Foundation (IWSH). He has joined numerous humanitarian efforts and served as a first-responder to natural disasters all over the globe. Jed is an avid writer and photographer capturing these efforts for publication.



Mike Keller is the Suicide Prevention and Outreach Program Director for the Helpline Center. His focus is on suicide prevention through mental health trainings, support programs and supporting grief journeys for those who lost loved ones to suicide. Mike's work journey has led him to work in the construction industry and overseeing programs for Veterans facing homelessness and moral injuries in Minnesota and Wyoming. Now he and his wife reside in Sioux Falls, SD as they make the transition to empty-nesters. When not at work, you can find Mike listening to music, fixing something around the house or going on lazy walks with his wife,



Thomas Asfeldt is a follower of Jesus, husband to Karen, dad to Kristian and Hannah (husband Ben), and soon to be grandpa! He is a self-employed interim executive where he uses his professional and personal experiences, talents, gifts, and training, for the common good. Whether leading a small group of dudes at an early morning breakfast discussing how to resolve conflict, mentoring a CEO one-on-one, or leading a team of high caliber leaders toward performance excellence, he finds significant joy contributing to the success of others and watching them thrive.



Katie Johnson is the Managing Partner of Next Phase Strategy Partners and a dedicated advocate for business owners who want clarity, confidence, and intentional control over the future of their companies. As a Certified EOS Implementer®, Katie helps leadership teams gain clarity, strengthen accountability, and execute consistently using the Entrepreneurial Operating System®. Previously, Katie spent more than 15 years as a commercial banker, gaining real world experience, working closely with business owners to evaluate financial performance, manage risk, and structure growth and transition strategies.



**2026 SDAPHCC ANNUAL STATE CONVENTION
FEBRUARY 24-27, 2026 - THE LODGE, DEADWOOD, SD**

Convention Speakers

Bill Hanke, Customer Experience Manager, Johnstone Supply, has 14 years of experience in the HVAC industry. He has a strong background in business development, customer service management, and sales leadership. He worked with Johnstone Supply Hull Group, developing NW Iowa and Sioux City accounts. He later supported private contractors in managing and improving their service departments. He currently focuses on helping contractors strengthen their maintenance programs, elevate soft-skills performance, and better understand the financial drivers of their business.



Ron Sell, Training Specialist, Johnstone Supply, has more than 30 years of experience as a senior field technician supporting residential, commercial, and industrial projects. For the past 12+ years, he's worked with Johnstone Supply primarily as a Technical Support Advisor providing both phone-based assistance and advanced technical troubleshooting. Ron holds JCI rooftop certification for startup procedures and earned a two-year refrigeration diploma from Morehead Tech. He also previously held a mater's license in Fargo and is NATE certified.



Tom Hines is an experienced instructor with 40+ years in the plumbing industry. He holds a masters plumbing license in both South Dakota and Iowa. Tom recently retired as General Manager from Frisbee Plumbing, Heating, A/C and Electrical in Sioux Falls. He has an extensive knowledge of local and state plumbing codes. Tom has been teaching the SD & Iowa Continuing Education Courses since 2015. He also served on the SDAPHCC Board of Directors from 2006 to 2023 and is a past SDAPHCC President.



Darin Williamson is a business founder, Certified EOS Implementer®, and Exit Plan Quarterback™ who helps owner-led companies—particularly in the construction trades—build stronger, more valuable, and more transferable businesses. Having built and operated companies in the skilled trades, Darin brings a real-world perspective to the challenges owners face. Darin works with leadership teams to clarify vision, strengthen accountability, and install systems that drive traction and results. He guides business owners through aligning business value, personal goals, and financial outcomes.



SDAPHCC Convention Registration Form for Contractors



2026 SDAPHCC Annual Convention
February 24-27, 2026



Company _____

Contact Name _____ Phone _____

Email _____

\$300 - Full Contractor includes: Wednesday Continuing Education & Dinner; plus all events on Thursday and Friday

\$190 - Spouse includes: all events on Wednesday, Thursday, & Friday plus spouse event

\$200 - Future Leaders Program includes: Special seminars and meals on Tuesday afternoon and Wednesday morning

\$450 - Future Leaders Program Plus Full includes; all events and meals Tuesday through Friday

\$100 - Wednesday CE & Dinner includes: Wednesday's continued education session and welcome reception

\$200 - Thursday Only Registration includes: all events and meals on Thursday

\$50 - Trade Show Only Registration includes: Thursday's Trade Show and dinner

*For Spouses-The spouse event will be a Charcuterie Workshop on Thursday. Pre-registration is requested.
Register for Spouse Event? ___ Yes ___ No

Name	<div style="display: flex; justify-content: space-between;"> <div style="transform: rotate(-45deg);">Full Contractor \$300</div> <div style="transform: rotate(-45deg);">Spouse \$190*</div> <div style="transform: rotate(-45deg);">Future Leaders \$200</div> <div style="transform: rotate(-45deg);">Future Leaders & Full \$450</div> <div style="transform: rotate(-45deg);">Wed CE, Dinner Only \$100</div> <div style="transform: rotate(-45deg);">Thursday Only \$200</div> <div style="transform: rotate(-45deg);">Trade Show Only \$50</div> </div>							Total
GRAND TOTAL								

To Register - Return completed form along with payment to SDAPHCC Office
707 E 41st St, Ste 220, Sioux Falls, SD 57105 or Kristie.phcc@midco.net

Cancellation Policy - Full refunds will be given to cancellations made by February 10, 2026.
Refunds will not be given for no shows or cancellations received after February 10, 2026.

REGISTRATION DEADLINE - February 10, 2026

SDAPHCC Convention Registration Form for Sustaining Members

2026 Annual Convention, February 24-27, 2026
The Lodge, Deadwood, SD

Company _____

Primary Contact _____ Phone _____

Email _____

Trade Show Display	Price	# needed	Trade Show Subtotal
Trade Show Display - Member - includes one 8 foot table	\$260 plus a silent auction item with \$50 minimum value		
Trade Show Display - Non Member - includes one 8 foot table	\$350 plus a silent auction item with a \$50 minimum value		
Trade Show Subtotal			

List Attendee Names and Select Registration Type	\$225-Full Registration	\$50-Trade Show with Meal	\$0-Trade Show without Meal	Attendee Subtotal
Attendee Subtotal				

Convention Event Sponsorship - Select the item(s) you wish to sponsor								
	Tuesday Breakfast	\$200		Continuing Education	\$450		Thursday Lunch	\$550
	Tuesday Lunch	\$200		Wednesday PM Break	\$250	sold	Thursday PM Break	\$250
	Future Leaders Event	\$400	sold	Wednesday Dinner	\$450	sold	Thursday Dinner	\$550
	Tuesday PM Break	\$100	sold	Thursday Breakfast	\$450		Friday Breakfast	\$450
	Tuesday Dinner	\$300	sold	Thursday Seminar I	\$375	sold	Apprentice Contest	\$500
sold	Wednesday Breakfast	\$200	sold	Thursday AM Break	\$250		Spouse Event	\$500
	Wednesday AM Break	\$100	sold	Thursday Seminar II	\$375			
	Wednesday Lunch	\$200	sold	Thursday Seminar III	\$375			
Sponsorship Subtotal								



REGISTRATION TOTAL: \$

Payment method: Please invoice Check enclosed payable to SDAPHCC

Please return completed form by February 10, 2026 to:
SDAPHCC, 707 E 41st St, #220, Sioux Falls, SD 57105 Or Email: kristie.phcc@midco.net

Medical Gas Certification Course Held

The SDAPHCC held a Medical Gas Certification Course on January 20-23, 2026, at Midwestern Mechanical in Sioux Falls, SD. Twenty-four individuals from ten companies across the region attended. The course was taught by Bill McCormick of Compliance Plus, Inc.

During the four day session, students learned all facets of medical gas pipeline equipment installation for hospitals, office-based occupancies, nursing homes, and other health care facilities. They also learned proper brazing techniques and requirements for working with medical gas equipment and piping.

Students were required to successfully complete a written exam and well as a brazing practical that will be tested by a Certified Welding Inspector at an independent laboratory.

A special thank you to Midwestern Mechanical for hosting the class and providing supplies.



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Save the Date - 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 25, 2026

Grand Falls Casino Golf Course

Larchwood, IA

9 Hole Scramble

Shotgun Start at 2pm

West River Golf Tournament

Thursday, September 10, 2026

Elkhorn Ridge Golf Course

Spearfish, SD

9 Hole Scramble

Shotgun Start at 2pm

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Continuing Education Classes Scheduled for March

SDAPHCC and IAPMO have partnered together to provide SD Continuing Education Classes for SD Plumbing Contractors and Journeymen. These classes have been approved by the South Dakota State Plumbing Commission to fulfill the required four hours of continuing education credit needed for annual license renewal.

Important Class Information

- Classes are held from 6:00 pm to 9:45 pm with scheduled breaks.
- Pre-registration is strongly encouraged; walk-in registrants will be accepted only if space allows. Walk-in registrants should arrive no later than 5:30 pm.
- Attendees will be required to sign an attendance log.
- If inclement weather conditions prevent travel, a class may be postponed. Information will be posted at www.sdphcc.org and emails will also be sent to registrants. Please be sure to include a valid email address with your registration. Attendees should exercise their own discretion and judgement.
- If you are unable to attend the class you registered for, please call IAPMO (708-995-3000) as soon as possible to cancel or transfer your registration.
- Registration Questions? Contact Customer Service at 708-995-3000



What to Bring

- Pen or Pencil
- SD Plumbing Code Book
- Your SD Plumbing License Number

Continuing Education Information

- This course has been approved by the SD State Plumbing Commission to fulfill the required four hours of continuing education credit needed for annual license renewal for journeymen, contractors, and third year licensed by examination apprentices. Other apprentices are invited to attend but are not required to acquire continuing education credit.
- This course is also approved for Iowa Continuing Education Credit. The course number will be announced at the class.
- Certificates of attendance can be downloaded from your iapmolearn.org account within 45 days after your class completion.
- For those unable to attend an in-person class, two virtual classes have been scheduled and the online course will be available late summer; both can be accessed at www.sdphcc.org.

2026 Plumbing Continuing Education Class Schedule

Aberdeen - March 16

Holiday Inn Express - Gold Rush Rm
3310 7th Ave SE

Brookings - March 3

Brookings Inn - A, B, & C Rm
2500 E 6th St

Huron - March 23

Crossroads Hotel
100 4th St SW

Mitchell - March 12

Mitchell Technical College-Nordby Trades Ctr
1800 E Spruce St **note new room**

Mobridge - March 17

Wrangler Hotel - Conference Rm
820 W Grand Crossing

North Sioux City - March 9

North Sioux City Community Center
205 Sodracs Dr

Pierre - March 18

Red Rossa Italian Grille – Highlands Room
808 W Sioux Ave **note new location**

Rapid City - March 5 (Last name A-K)

Rapid City - March 24 (Last name L-Z)

Western Dakota Technical College
Event Center - 800 Mickelson Dr

Sioux Falls - March 5 (Last name A-G)

Sioux Falls - March 10 (Last name H-M)

Sioux Falls - March 19 (Last name N-Z)

Ramkota Hotel - Jefferson/Lincoln or Harvest Rm
3200 W Maple St

Spearfish - March 3

Holiday Inn
305 N 27th St

Watertown - March 17

Watertown Events Center-Swan/Whitewood Rm
1901 9th Ave SW

Winner - March 19

Holiday Inn Express
1360 E Hwy 44

Yankton - March 16

Best Western Kelly Inn
1607 E Hwy 50

Virtual Classes

March 31, 2026 or November 16, 2026
6:00pm-10:00pm CST

Registration Information

Three Ways to Register for In-person or Virtual Classes

1. Online - Visit www.iapmo.org/SD or www.sdpfcc.org
2. Email - Complete the Registration Form and email it with credit card payment to seminars@iapmo.org
3. Mail - Complete the Registration form and mail it with payment to IAPMO at the address on form

Class Fee: \$80 payable to IAPMO

Acceptable Payment Methods:

Visa, MC, American Express, Check, Money Order

Registration deadline:

2 days prior to selected class date

Rapid City & Sioux Falls Classes:

Please make every effort to attend the date that corresponds with the first letter of your last name. If you are unable to attend on your designated date, pre-registration for another classes is greatly appreciated.

Registration Questions? Contact Customer Service at 708-995-3000



Registration Form



2026 South Dakota Continuing Education for Plumbing Contractors, Journeymen & Apprentices

Approved by the SD State Plumbing Commission to fulfill the requirements needed for license renewal

ONLINE PRE-REGISTRATION IS REQUIRED. FAST, EASY AND AUTOMATIC CONFIRMATION.

To secure your seat, register online any time at www.iapmo.org/SD
Online registration payment options available: Electronic-check or credit card

Registration Deadline: 2 days prior to the selected class date
Each attendee must complete a registration – photo copy this form as needed.

Please PRINT clearly

Class Location: _____ Class Date: _____

First Name _____ Last Name _____ Middle Initial _____

Mailing Address _____ City _____ State _____ Zip Code _____

*Phone _____ *Email Address _____

*South Dakota Plumbing License Number _____

Iowa Plumbing License Number (if you hold an Iowa License) _____

**Required: Phone & email information is needed to contact you with questions regarding your registration or class notifications.*

METHOD OF PAYMENT

Register online at www.iapmo.org/SD • Registration Fee: \$80.00 • Class Time: 6:00pm to 9:45pm

MasterCard Visa American Express

Money Order/Check

Email Form and payment to:
seminars@iapmo.org

Mail money order/check payable to IAPMO to:
IAPMO, 18927 Hickory Creek Dr, Suite 220, Mokena, IL 60448

Credit Card Number _____ Expiration Date _____ CVV _____

Name on Credit Card _____ Signature _____

Billing address for credit card _____

WEBINAR

It's Our Business to Protect Yours®

PROTECT YOUR FUTURE WITH ESTATE AND BUSINESS SUCCESSION PLANNING

Thursday, February 19, 2026
1 p.m. CT



Have you planned for the future of your business? Planning ahead can help to reduce risks to keep operations running smoothly if you are no longer able to make decisions on behalf of your business. This webinar will explore top legal issues that individuals and business owners may face, and discuss the following:

- How personal estate plans can shape future generations
- Employee retention strategies
- Business entity structure
- Corporate document upkeep
- Liability and asset protection

WHAT YOU WILL LEARN

- Why personal estate planning is important.
- The importance of business succession planning for your family and business.
- Planning strategies now and for the future.

WHO SHOULD ATTEND

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



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

This is intended to provide general information only. This is not an offer of insurance and coverage will be determined by the terms of your policy. 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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SDAPHCC Participates in SDTEA Conference

The South Dakota Association of Plumbing, Heating, and Cooling Contractors (SDAPHCC) attended the South Dakota Technology & Engineering Association (SDTEA) Conference on January 30, 2026, in Pierre, South Dakota. The SDTEA promotes Career and Technology Education (CTE) through innovation, professional growth, and recognition of excellence, working to build skills for South Dakota's future.



During the conference, SDAPHCC representatives delivered a presentation highlighting the many benefits of the plumbing, heating, and cooling industry. The presentation focused on career opportunities within the industry, its long-term stability, and the variety of pathways available for individuals interested in entering the field.

Attendees also learned about education, training, and workforce development opportunities within the industry.

In addition to the presentation, SDAPHCC hosted a vendor table where conference participants could engage directly with representatives, ask questions, and gather information about the industry and available resources.

Representing SDAPHCC at the conference were Board Members Terry Campbell (Tessiers), Brett Wheelhouse (Wheelhouse Plumbing), Brett Kaltvedt (Midwestern Mechanical), and Dan Hartman (Wolff's Plumbing & Heating). Their participation helped strengthen connections and identify opportunities for future collaboration in promoting workforce development across the state.



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SDAPHCC Educational Foundation Scholarship Application

The purpose of the South Dakota Association of Plumbing-Heating-Cooling Contractors (SDAPHCC) Educational Foundation scholarship is to help individuals prepare for careers in the plumbing, heating, and cooling industry. This scholarship is particularly intended for students enrolled in trade related training programs in the state of South Dakota.

Two scholarships in the amount of \$2000 will be available for award each year.

Applicants should be planning to seek a career in the plumbing, heating, and cooling industry.

- Graduating high school seniors and non-traditional individuals are encouraged to apply.
- Part-time studies will be considered if applicant can show good cause for other than full-time studies.
- Preference will be given to those intending to or who are enrolled in a South Dakota based training program and who will incur out of pocket expenses for said program.
- Recipients are eligible to apply a second time for a subsequent training period. No more than two awards per person.

A letter of application to the SDAPHCC Educational Foundation including the following information is required for consideration.

- Applicant's contact information
- A typewritten paragraph sharing your career goals
- A sponsorship letter from a member in good standing of the SDAPHCC
- A letter of recommendation from a person that is influential in your life
- Brief description of work history (as appropriate)
- Grade transcripts if a current student

Letter of application and supporting documents must be received at the SDAPHCC office by the 1st of April and may be submitted in person, by mail or electronically. Award decision will be made in the month of April and notification of such award shortly thereafter. Disbursement will be made upon receipt of the request form from the training institution.

Awards are at the sole discretion of the SDAPHCC Educational Foundation Board of Directors. Immediate family members of the Board of Directors are ineligible.

Submit letter of application and all supporting information to the SDAPHCC office by April 1.

707 E 41st St. Ste 220, Sioux Falls, SD 57105

Email: kristie.phcc@midco.net - Phone: 605-271-7255

www.sdpfcc.org



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IAPMO BACKFLOW PREVENTION INSTITUTE

IAPMO Backflow Prevention Institute (BPI) provides education and training services to increase both private and professional awareness of potential hazards to the public drinking supply relating to backflow and cross-connections. Our training and certification classes are based on the requirements of the ASSE/ANSI Series 5000 Cross-Connection Control Professional Qualifications Standard.

The IAPMO Backflow Prevention Institute training is designed to provide the student with the knowledge to successfully pass any examination required by the State or Local Authority Having Jurisdiction. BPI has designed this comprehensive training to provide the necessary skills to confidently take the exam of AWWA, ABPA, ABC, ASSE this certification class includes use of the USC 10th Edition Field Test Procedure as required by the City of Sioux Falls, South Dakota.

Class Date: February 23-27, 2026
Backflow Tester Training and Certification using the
USC 10th Edition Field Test Procedures
Price: \$950.00

Class location: City of Sioux Falls, Water Purification
Plant 2100 N Minnesota Ave Sioux Falls, SD 57104

Register online at:
www.iapmobpi.org

For more information:
855-536-2800
kim.curtis@iapmo.org



SDAPHCC Sponsorship Packages



Take your SDAPHCC support to a new level.

Sponsorship Packages offer members a way to simplify their participation by bundling their activity. Package sponsors will not only receive convention & newsletter benefits, but will also receive recognition for their SDAPHCC support all year round.

GOLD SPONSOR

\$7,400

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

SILVER SPONSOR

\$5,300

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

BRONZE SPONSOR

\$3,200

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

For more information or to sign up as a sponsor, please contact the SDAPHCC Office at 605-271-7255 or email kristie.phcc@midco.net

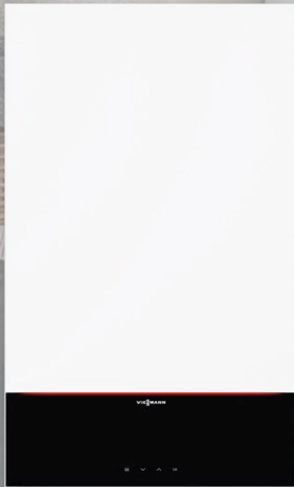


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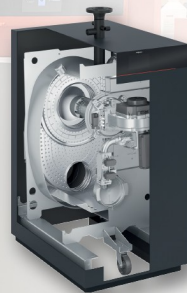
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All Eyes on the Courts in 2026

By Bradford White Corporation



As we all celebrate the New Year, many of the issues that will likely impact the space and water heating industry continue to wait to be decided in court rooms across the United States. In New York State and Washington State, there are two important matters in particular that are scheduled to be determined by the judiciary this year.

First, in *Mulhern Gas Co. v. Mosley*, a coalition of contractors, gas industry associations, and others are filing suits against both New York State and New York City. Each jurisdiction has approved policies that would effectively ban the use of natural gas in most new buildings in the city and state. The lawsuit alleges that such actions are in violation of federal law, specifically the Energy Policy and Conservation Act (EPCA). EPCA contains a provision that prohibits state and local authorities from enacting measures effecting the energy use of federally regulated products, such as gas-fired boilers and water heaters.

While the United States Court for the Northern District of New York has previously upheld the city and state laws, this decision has been appealed by the coalition to the United States Court of Appeals for the Second Circuit. The court case's path is a familiar one.

In 2019, the California Restaurant Association (CRA) challenged a similar natural gas ban policy enacted by the City of Berkeley. In that case, *CRA v. Berkeley*, the natural gas ban was also upheld in District Court, only to be overturned later by the United States Court of Appeals for the Ninth Circuit, which has limited jurisdiction to the Western United States in Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, and Washington. It remains to be seen if the *Mulhern* case will have similar success in Circuit Court.

Meanwhile, across the country in the Pacific Northwest, another court case related to the future use of natural gas in Washington State is being considered in the Washington State Supreme Court. In 2024, voters in the state narrowly approved of Ballot Initiative 2066 (I-2066). Placing the measure on the ballot was a response to state and local building codes that prohibited the use of natural gas in most new buildings. I-2066, among other provisions, sought to prevent state or local governments from restricting access to natural gas.

Despite I-2066's passage on the ballot, a lawsuit was soon filed by environmental lobbyists to challenge the measure's content. Washington State has, what is colloquially known, as an anti-logrolling provision in their statute relative to ballot measures. This language prevents a proposal from encompassing too many issues into one ballot item, as this risks confusing voters. It was therefore alleged in *Climate Solutions et al. v. State of Washington* that I-2066 violated the anti-logrolling statute and was therefore null and void.

On September 3, 2025, the King County Superior Court affirmed the position of the environmental lobbyists and held that I-2066 had indeed violated the state's anti-logrolling provision. Those opposed to this finding, and in support of I-2066 remaining in effect, led by the Building Industry Association of Washington, spent little time appealing this decision to the State Supreme Court, which has agreed to hear the case with oral arguments scheduled for later this month.

It is unclear as to when courts in either the *Mulhern* or *Climate Solutions* cases may ultimately hand down a ruling next. However, it seems likely that we can expect these decisions at some point during this calendar year. These decisions, in conjunction with the previously decided *CRA v. Berkeley* case, will no doubt have a significant impact on future efforts from state and local governments to ban, or restrict, the use of natural gas in appliances.

In the meantime, if you have any questions about this matter, 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.

10 Practical Steps to Maximize Profits

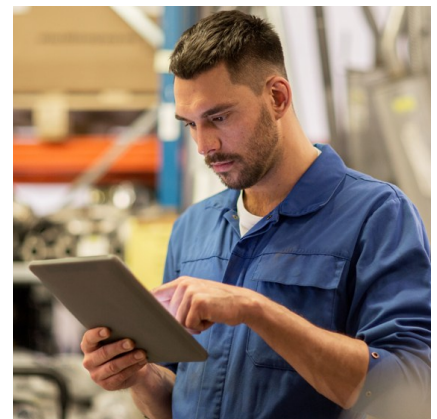


By Todd Williams, Business Coach for Quality Service Contractors (QSC), a PHCC Enhanced Service Group

Plumbing and HVAC contractors who focus on disciplined pricing, cash flow management, and job-level profitability can separate themselves from the competition. Profitability is not just higher revenue ... it is the consistent ability to price work correctly, control costs on every job, and measure the right financial metrics so you can act fast.

Here's a practical roadmap you as contractors can use to boost margins and improve sustainably:

1. **Price jobs to protect margin.** Accurate, strategic pricing is the foundation of profitable work. Start by building a true "cost of business" model for typical jobs: labor hours (including travel and overtime), materials, subcontractor costs, permits, disposal fees, and a portion of overhead tied to service volume. Avoid common mistakes on estimates: not marking up materials, forgetting to apply labor burden (taxes, insurance, benefits), avoiding vehicle and tool depreciation, and missing administrative time.
2. **Consider using tiered pricing for different customer segments (emergency same-day, standard service, maintenance agreements), and be explicit about value.** Faster response, extended warranties, or prioritized scheduling should allow for higher rates. Embed clear gross margin targets into your estimates (for example, 40-50% gross margin on service calls). Any estimates that do not meet profit targets should undergo a review process prior to customer review. Less profit should be intentional, not accidental or an oversight.
3. **Make cash flow a competitive advantage.** Cash flow troubles kill growth. Tighten collections and align invoicing with work milestones. For service work, require payment at the time of service. For larger installations, structure progress billing with upfront deposits and staged payments tied to milestones. Offer convenient electronic payment methods, and incentivize faster payment with small discounts for immediate settlement.
4. **Manage parts inventory with just-in-time principles for slow-moving items, and keep a basic stock of high-turn items.** Carrying too much inventory ties up cash; too little causes costly rush purchases. Negotiate vendor terms like net thirty or better.
5. **Track profitability on each job.** Measuring profitability by job is the quickest way to see where you bleed margin. Capture actual hours, parts usage, and any change orders. Compare budgeted vs. actual on every job, and investigate variances to finetune estimating profitably. Common drivers for reduced profits include inaccurate labor estimates, inefficient dispatching, lack of organization, and scope creep.
6. **Use flat rate pricing when possible.** Otherwise, implement standardized job-cost templates for repeat jobs (furnace changeouts, water-heater replacements, common repairs). Train technicians to record time and materials on every job daily. The sooner you know a job is running long, the sooner you can approve additional charges or adjust resources. Consider a reward program for accurate estimating and efficient execution.
7. **Monitor the right financial metrics.** Focus on metrics that reveal health and opportunity:
 - Revenue per technician (or per truck) measures productivity. Profitability, Personalized QSC's business coaches can help you build a more tailored profitability plan geared to your specific business needs. Learn more at qsc-phcc.org/business-coaching/.



10 Practical Steps to Maximize Profits continued

- Gross profit margin by service type shows which offerings are most profitable.
- Net profit margin is an indicator of cost efficiency.
- Overhead as a percentage of revenue helps detect bloat.
- Accounts receivable days outstanding measures cash collection speed.
- Job variance (budget vs. actual) rate shows operational efficiency.

Reviewing these metrics allows quick action when there are areas of concern. Examples: If overhead is climbing faster than revenue, identify non-revenue-generating costs to trim or automate. If gross margins on service calls are thinner than installations, adjust pricing or crosssell higher-margin maintenance plans.

8. **Be strategic about scaling your business.** Before expanding offerings (e.g., adding ductless systems, water treatment, or HVAC options), validate demand in your market and ensure you can deliver them profitably. Pilot new services before rolling them out broadly. Before expanding offerings, consider establishing maintenance agreements and priority service plans. Recurring revenue from maintenance contracts stabilizes cash flow and yields higher lifetime value.
9. **Leverage simple customer relationship management follow-up systems.** Track customer history, warranty dates, and equipment for cross-selling and preventive maintenance outreach. And use your CRM data for after-service followups, automated review requests, and referral incentives to improve retention and lower cost-per-sale.
10. **Last (but the most important) is to make profitability part of the culture.** Set clear KPIs for your team tied to productivity and customer satisfaction, not just hours worked. Encourage position ownership by offering profit-sharing or bonus pools for hitting margin and revenue goals. Aligned goals promote better decisions.

Maximizing profit is a combination of precision pricing, managed cost controls, deliberate cash-flow practices, and focused measurement. Adding services and intentional marketing to increase lifetime customer value and incorporating operational processes that preserve margin as you grow are just smart business decisions. Like baking a cake, when you combine the right ingredients (systems) and culture, profitability becomes predictable, and your business becomes significantly more valuable.



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From the Executive's Desk



By Kristie Brunick

Annual Convention - New Changes and Registration

February is here and convention plans are in full swing! If you haven't made your reservation, please contact me as soon as possible. Our event is only a few short weeks away and the deadline to firm up details is quickly nearing.

The Annual Convention will be at The Lodge in Deadwood, SD on February 24-27 and we have lots of new changes. We have a variety of registration options that allow you to choose what works best for your schedule.

- **Future Leaders Event** - This new pre-conference event features short sessions on Tuesday afternoon and Wednesday morning for new and upcoming leaders. The sessions will focus on equipping individuals with knowledge to help them step into leadership roles. Participants can choose to attend only this event, or attend both this event and the rest of the conference. Not only is this a great event for those who are new to leadership but it is also a great refresher for anyone interested in growing their skills.
- **National HVAC Apprentice Competition** - We are excited to host the National HVAC Apprentice Competition in conjunction with our state convention on February 25 and 26. Dan Hartman, with Wolff's Plumbing & Heating, has worked hard over the last year to revamp the contest. Please help us welcome guests from across the country to SD.
- **State HVAC Apprentice Competition** - Because we are holding the National HVAC contest at our convention, we will need to select a SD winner prior to the national event. As a result, the state HVAC contest will be held on Tuesday, February 24.
- **Seminars and Hands-On Training** - Typically, we have seminars all day on Thursday. This year, we will have traditional seminars on Thursday morning. On Thursday afternoon, we will shift to hands-on training/ demonstrations provided by our sustaining members. Northwest Pipe Fittings, Dakota Supply Group, Johnstone Supply, and Granse Trio will all be hosting sessions.
- **Registration and full event information** can be found on pages 5-14. Be sure to make your hotel reservations too!

Legislative Activity

The SD Legislative Session is well underway and so far this session has been quiet for the association. Our lobbyist has identified a short list of bills to watch, but thankfully, none are concerning. We will continue to monitor activity and send out notifications if action is needed.

Continuing Education Classes start in March

Just as soon as we wrap up the convention, we dive right into Continuing Education Classes. We have 16 in-person classes planned throughout the state during



Please welcome our newest
SDAPHCC Sustaining Member!

ELBO Computing Resources
Kevin Elsing
201 N Minnesota Ave, Unit 102
Sioux Falls, SD 57104
605-361-3720

Exec message continued

March. In addition, 2 virtual classes have been scheduled and the online class will be available mid-year. Be sure to pre-register for the class that works best for you and your employees. Please see pages 18-20 for information and registration.

Scholarship Application

If you know a high school senior who is considering entering the industry, please have them submit a scholarship application. I've included the form on page 23. The deadline for the 2026-2027 school year is April 1, 2026.

SD STATE PLUMBING COMMISSION

217 W Missouri Ave,
Pierre, SD 57501

Phone: 605-773-3429

Email: SDPlumbing@state.sd.us

Website: <https://dlr.sd.gov/plumbing/default.aspx>

Next Commission Meeting: 4/23/26, 10:00 am

Mandy Nielsen, Program Director

Commission Members

Jonathan Kist, President, Plumber Member
Jeffrey Leuning, Vice-President, Public Member,
Duane Levanen, Plumbing Contractor Member
James Bailey, State Health Dept Rep
Brian Cooper, Public Member

PHCC NATIONAL'S CANDIDATE'S CORNER

There currently is one candidate running for 2026 PHCC—National Vice President. Meet Tyler Arndt ... and watch for more messages from him in future issues.

"The trades changed my life, and PHCC made that possible. As a former PHCC apprentice contest winner, I saw firsthand how intentional training, mentorship, and opportunity can turn potential into purpose. Coming up through the PHCC system shaped my career and my belief in the power of investing in people. The future of our industry depends on how boldly we prepare the next generation of plumbers, HVAC technicians, and contractors. PHCC plays a vital role in attracting talent, supporting apprentices, and empowering contractors to be mentors and leaders. Promoting the trades as modern, professional, and rewarding lifelong careers, and investing in education and mentorship today, ensures a stronger, more innovative PHCC and an industry built to thrive for generations."

The election will take place at the 2026 PHCC Annual Business Meeting.





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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