Residential Atmospheric Gas Water Heater (RG150T) 50 gallon 20" DIAMETER

Residential Upright Electric Water Heater (RE250T) 50 gallon 20" DIAMETER

When space is tight, choose Bradford White.

GAS OR ELECTRIC, WE’VE GOT A GREAT FIT.

Bradford White has a great solution for tight spaces compared to the competition, with gas and electric models as small as 20" diameter. And you still get big features including HydroJet® Total Performance System to reduce sediment build-up and our exclusive Vitraglas® tank lining to protect against corrosion. These gas models have our ICON System®* intelligent gas control for enhanced First Hour Rating and the Defender Safety System® for peace-of-mind operation.

Get the skinny at bradfordwhite.com

Bradford White
WATER HEATERS
Built to be the Best™

©2020, Bradford White Corporation. All rights reserved. BWP0SD0130
*May vary by region.
COWBOY FAST DRAW

During the Trade Show, attendees had the fun opportunity to compete in the Cowboy Fast Draw Competition. Thank you to the volunteers from the Cowboy Fast Draw Association who gave of their time to come and host this fun contest.

The following individuals won cash & prizes for their shooting speed and accuracy:

Men’s Division
1st Place - Brian Ames, Northwest Pipe Fittings
2nd Place - Erik Figuracion, Winsupply
3rd Place - Chris Johnson, Action Mechanical

Women’s Division
1st Place - Valena Baker, Action Mechanical
2nd Place - Nina Ripley, SD Plumbing Commission
3rd Place - Heather Porvasnik, Winsupply

SPOUSE EVENT

On Thursday afternoon, a group of spouses visited the Belle Joli’ winery. The hotel shuttle took the group from the hotel to the winery in Sturgis. There, they enjoyed a wine tasting, food pairings and a tour of the facility.

SLOT TOURNAMENT

Following the trade show, those who felt lucky headed over to the casino for a slot tournament. Attendees were divided into small groups. Each group competed twice in a 2 minute round. During each round they would try to accumulate as many points as possible. At the end of all rounds, the top 5 individuals received cash prizes.
VITODENS 200-W
Equipped with the industry’s first intelligent combustion management system and powerful control technology, the new generation Vitodens 200-W gas-fired wall-mount condensing boiler delivers unparalleled performance, reliability and comfort.

Highest Efficiency of up to 98% at full modulation and up to 96.1% A.F.U.E.

Represented By:

ENERGY DYNAMICS INC
| 121 WEST HOYT ST | CARTHAGE, SOUTH DAKOTA 57323 |
| P# 800-444-8583 | F# 605-772-4632 |
www.energy-dynamics.com

MULCAHY
2700 Blue Water Rd #100  Eagan MN 55121
PH: 651-686-8580  Fax: 651-686-8588  www.mulcahyco.com

MARCH 2020 - Page 16
Thank You to Our Trade Show Participants

Angela Colbath, Attorney at Law
Bennerotte Marketing Agency
Bongard Corporation
Casey Peterson, Ltd
Climate Systems, Inc
Dakota Supply Group
Dennis Supply Company
Energy Dynamics, Inc
Federated Insurance
Fourmation Sales
G & R Controls
Golden West Technologies
Granse/Trio Sales LLC
Hilti
Johnstone Supply
Michel Sales Agency
Moen
Mulcahy Co.
NCS Corporation
North Central Fabricators
Northwest Pipe Fittings, Inc
Plumbing & Heating Wholesale, Inc
RG Higgins & Assoc
Rep Rite Burk & Associates
Schroeder Sales Co.
Schu Marketing
Soderholm & Associates
 Victaulic
Water Design Group
Western Dakota Tech
Winsupply

And we have the extensive product line to prove it.

Whether bidding on future projects or providing solutions for an urgent plumbing issue today, it’s critical to know you have the right resources in place. That’s why T&S offers a vast selection of high-quality products that are easy to install and built to perform for years to come. And with a full assortment of in-stock items ready for same-day shipping, it’s no wonder contractors everywhere rely on T&S when it matters most.

Visit tsbrass.com and learn more about how we’re partnering with contractors just like you.

T&S plumbing products represented in South Dakota by: Hamel Associates, Inc. - 952-835-5570
Northwest Pipe Fittings is built on service, product expertise and commitment to inventory, which make up our ultimate goal – to save the customer time and resources. We currently have over 15,000 ITEMS in stock ranging from pipes, pumps and sprinklers to shower heads, batteries and bungees … plus a whole lot more!

Be Surprised by EVERYTHING we have …
Including the Kitchen Sink!

Three convenient locations to serve your needs statewide

www.northwestpipe.com
Two Apprentices Advance to National Competition

On February 27, six apprentices competed in a hands-on competition at the SDAPHCC Annual Convention at The Lodge in Deadwood, SD.

The following plumbing apprentices had the 3 highest test scores in their division and competed in the plumbing hands-on competition:

- Garrett Boylan, Wolff’s Plumbing & Heating (Spearfish)
- Reece Fulton, Midwestern Mechanical (Sioux Falls)
- Zack Semmler, Midwestern Mechanical (Sioux Falls)

The winner of the plumbing division was Garrett Boylan.

The following HVAC apprentices had the 3 highest test scores in their division and competed in the HVAC hands-on competition:

- Chris Delay, Midwestern Mechanical (Sioux Falls)
- Joel Zufall, Midwestern Mechanical (Sioux Falls)
- Nathan Kersjes, Wolff’s Plumbing & Heating (Spearfish)

The winner of the HVAC division was Nathan Kersjes.

Both winners will receive a trip to Dallas, TX where they will compete in the national apprentice competition at CONNECT 2020.

There were several members who worked hard to make this competition possible. Special thanks go to the following:

- Brett Kaltvedt, Christine Therkildsen, and Midwestern Mechanical for hosting the written tests in January.
- Jesse Horst, Rapid City Winair; Joe Porzelt, Ferguson Enterprises; Rick Beaird, Dakota Supply Group; and Colin Wunder, Energy Dynamics for judging.
- Brett Kaltvedt for organizing and administering the plumbing hands-on competition
- Dan Hartman for organizing and administering the HVAC hands-on competition
- Dennis Supply Group for sponsoring the HVAC equipment
- Dakota Supply Group for sponsoring the plumbing supplies
- Ferguson Enterprises for sponsoring the jackets
- Soderholm & Associates for being an event sponsor

GOOD LUCK GARRETT & NATHAN!
HVAC Apprentices (pictured l to r): Nathan Kersjes, Chris Delay, Joel Zufall

Plumbing Apprentices (pictured l to r): Zack Semmler, Garrett Boylan, Reece Fulton
By SDAPHCC Lobbyists Bob Riter and Kody Kyriss of Riter, Rogers, Wattier & Northrup, LLP

As of February 28, 2020

Almost seven weeks of the legislative session have been completed. While there have been a few pieces of legislation worth discussing, it has been a mostly quiet legislative session for the South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc.

In the beginning of the legislative session, Governor Noem presented her State of the State Address where she outlined a few of her priorities. Included in her priorities were the following: 1) continuing to increase pheasant habitats to remain the pheasant capital of the world, 2) continuing to improve broadband, 3) creating a “Jobs for America’s Graduates” program which would help students relate to real life work force and 4) focusing on treatment centers for meth users.

One of Governor Noem’s priorities of interest to this Association is the simplification of South Dakota’s occupational licensing systems. She has directed that low-interest business loans be made available for multi-family workforce housing. Governor Noem emphasized that this will be a tighter year as it relates to the budget; however, there may be more funds available than originally projected.

Several bills of interest are as follows:

**HB 1038**

This bill is titled An Act to revise certain provisions regarding manufactured home construction and safety standards. This bill changes the responsibility for the adoption, administration, and enforcement of manufactured home and safety standards from the state administrative agency to the state fire marshal. This bill also adds language to include refusing to permit access to or copying of records, or to permit entry or inspection as prohibited.

This bill was warmly received by the legislature, as it overwhelmingly passed in the House and Senate Committees and their respective floors, as well as being signed by Governor Noem on February 20th.

**HB 1070**

This bill is titled An Act to modify requirements regarding the need to have a license to install certain electrical wiring. This bill amends existing law to state that a license is not required by a person installing electric wiring on the premises of a single-family dwelling unit that is in the process of being constructed if the person owns the premises and intends to occupy the premises as the person’s residence when construction is complete. An Amendment was offered in committee, Amendment 70A, allows the commission to promulgate rules to set an allotted number of inspections for each installation.

The bill has passed overwhelmingly out of House Commerce and Energy (11-1) and House floor (65-1). While this bill does not necessarily involve the Association, it does illustrate that the plumbing bill last year that allowed homeowners to plumb their own home was not a fluke when it passed overwhelmingly and became law.
HB 1178
This bill is titled An Act to revise the seller’s property condition disclosure statement. This bill completely overhauls the property disclosure statement by replacing the old property disclosure statement with a new property disclosure statement. However, the new property disclosure statement includes most of the old questions and information. One of the new parts of the property disclosure statement allows options of “Do not Know” and “N/A” for most of the questions. Additionally, the new property disclosure statement would allow for a comment section after each question.

This bill is well on its way of becoming law as it has passed House Commerce and Energy, the House floor, and Senate Taxation without any “Nay” votes.

SB 104
This bill is titled An Act to limit entitlement to mechanics’ liens. This bill amends existing law as it relates to mechanic’s liens by adding language that states the owner of the real property upon which a county highway or road has been construction is not liable for the cost of the project unless the real property owner agreed in writing to pay all or a portion of the cost of the project.

With a few weeks of session left, things will finally begin to slow down. We will continue to monitor any legislation that may impact the South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc.
3 WAYS TO REGISTER

ONLINE
Pre-register online at your convenience by going to www.iapmo.org/SD. A link can also be found at: www.sdphcc.org.
(If you need assistance with your username and password please contact IAPMO at 708-995-3000.)

EMAIL/MAIL
Complete the Registration Form, with payment, scan and email to seminars@iapmo.org, or mail it to IAPMO at the address on the form

ONSITE
Bring your completed registration form and payment to class. Subject to seat availability

Class Fee is $80.00. Checks or money orders are payable to: IAPMO

REGISTRATION & PAYMENT INFORMATION
• Registration deadline is 2 days prior to the selected class date.
• Acceptable payment methods:
  • For online, emailed or mailed registrations: Visa, MC, American Express, or electronic check
  • For onsite registrations: Visa, MC, American Express, check, or money order*

IMPORTANT CLASS INFORMATION
• On the reverse side of this page is the schedule of class dates and the 13 class locations.
• Pre-registration is encouraged; walk-in registrants will be accepted only if space allows. Walk-in registrants should arrive no later than 5:30 pm to allow the class to begin promptly at 6:00 pm.
• Certificates of attendance can be downloaded from your iapmolearn.org account within 45 days after your class completion.
• Classes are held from 6:00 pm to 9:45 pm. There will be scheduled breaks during each class session.
• For the three classes scheduled in Rapid City and four scheduled in Sioux Falls, please make every effort to attend the date that corresponds with the first letter of your last name (example A-E, F-K, etc.). This will help ensure ample available seating. If you are unable to attend on your designated date, pre-registration for another session is greatly appreciated.
• Please bring a pen or pencil and your 2015 SD Plumbing Code Book to the class. Books will not be available for purchase at the class. They can be ordered online from the State Plumbing Commission at: https://dlr.sd.gov/plumbing/publications.aspx.

* NOTE: Payments made by check will be processed using our eCheck payment portal. After receipt of your check, funds must be available within 24 to 48 hours after processing. Fees may apply for checks returned as not sufficient funds.
## 2020 Continuing Education Class Locations and Dates for Plumbing Contractors and Journeymen
Co-sponsored by the SDAPHCC and IAPMO

<table>
<thead>
<tr>
<th>City</th>
<th>Date</th>
<th>Location</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aberdeen</td>
<td>March 5, 2020</td>
<td>Holiday Inn Express – Gold Rush</td>
<td>3310 7th Ave SE</td>
</tr>
<tr>
<td>Brookings</td>
<td>March 12, 2020</td>
<td>Dakotah Lodge – Rooms A/B/C/D</td>
<td>2500 E 6th St</td>
</tr>
<tr>
<td>Huron</td>
<td>March 4, 2020</td>
<td>Crossroads Hotel</td>
<td>100 4th St SW</td>
</tr>
<tr>
<td>Mitchell</td>
<td>March 19, 2020</td>
<td>MTI Technology Center – Amphitheatre</td>
<td>1800 E Spruce St</td>
</tr>
<tr>
<td>Mobridge</td>
<td>March 4, 2020</td>
<td>Wrangler Hotel – Conference Room</td>
<td>820 W Grand Crossing</td>
</tr>
<tr>
<td>North Sioux City</td>
<td>March 11, 2020</td>
<td>North Sioux City Community Center</td>
<td>205 Sodrac Dr</td>
</tr>
<tr>
<td>Pierre</td>
<td>March 3, 2020</td>
<td>Ramkota Hotel – Amphitheatre II</td>
<td>920 W Sioux Ave</td>
</tr>
<tr>
<td>Rapid City – (Last name A-G)</td>
<td>March 9, 2020</td>
<td>Ramkota Hotel – Sylvan II</td>
<td>2111 N LaCrosse St</td>
</tr>
<tr>
<td>Rapid City – (Last name H-M)</td>
<td>March 16, 2020</td>
<td>Ramkota Hotel – Sylvan II</td>
<td>2111 N LaCrosse St</td>
</tr>
<tr>
<td>Rapid City (Last name N-Z)</td>
<td>March 24, 2020</td>
<td>Ramkota Hotel – Washington</td>
<td>2111 N La Crosse St</td>
</tr>
<tr>
<td>Sioux Falls – (Last name A-E)</td>
<td>March 5, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
</tr>
<tr>
<td>Sioux Falls – (Last name F-K)</td>
<td>March 10, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
</tr>
<tr>
<td>Sioux Falls – (Last name L-R)</td>
<td>March 18, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
</tr>
<tr>
<td>Sioux Falls (Last name S-Z)</td>
<td>March 23, 2020</td>
<td>Ramkota Hotel – Amphitheatre I</td>
<td>3200 W Maple St</td>
</tr>
<tr>
<td>Spearfish</td>
<td>March 23, 2020</td>
<td>Holiday Inn – Willow/Aspen</td>
<td>305 N 27th St</td>
</tr>
<tr>
<td>Watertown</td>
<td>March 16, 2020</td>
<td>Watertown Events Center – Cattail/Swan</td>
<td>1901 9th Ave SW</td>
</tr>
<tr>
<td>Winner</td>
<td>March 2, 2020</td>
<td>Holiday Inn Express</td>
<td>1360 E Hwy 44</td>
</tr>
<tr>
<td>Yankton</td>
<td>March 3, 2020</td>
<td>Best Western Kelly Inn – Rooms C &amp; D</td>
<td>1607 E Hwy 50</td>
</tr>
</tbody>
</table>

**Please note:** The Rapid City and Sioux Falls locations have multiple dates. Please make every effort to attend the date that corresponds with the first letter of your last name. There will be scheduled breaks during the class sessions. No food or beverages will be served.

### Contact information:

South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc. (SDAPHCC)
605-271-7255 • kristie.phcc@midco.net • www.sdphtcc.org

International Association of Plumbing and Mechanical Officials (IAPMO)
708-995-3000 • seminars@iapmo.org • www.iapmo.org/SD
Registration Form
2020 South Dakota Continuing Education for Plumbing Contractors and Journeymen

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

ONLINE PRE-REGISTRATION IS ENCOURAGED. 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, 18927 Hickory Creek Dr, Suite 220, Mokena, IL 60448

Credit Card Number_________________________________Expiry Date __________________CVV_______________

Name on Credit Card_____________________Signature________________________________________

Billing address for credit card ________________________________________________________________

Registration Customer Service:
IAPMO Training & Education Department
18927 Hickory Creek Drive, Suite 220 • Mokena, IL 60448
Phone: 708-995-3000 • E-mail: seminars@iapmo.org • Website: www.iapmo.org/SD
THE RIGHT PRODUCT FOR EVERY APPLICATION

The inventive minds at A. O. Smith provide more options to meet hot water demands than ever before! From standard water heaters to innovative gas and electric technologies, A. O. Smith has the right water heater to handle real life.

More options. Including the right one for your next job.

www.goodinco.com
“Top 10 Things You Should Never Say to Your Customers”

Wednesday, March 17, 2020

1pm CST / 12pm MST

Stop being honest with your customers. It's hurting your business.

What I mean by this is – stop telling customers what you can't do. They don't care. They don't care if you don't give pricing over the phone. They don't care if you don't have availability today. They don't care what your policies are. Even if all of that is true, they often misunderstand and misinterpret what you are really trying to say.

What they care about is how you provide them with some kind of solution. It's time to learn how to be really honest with your customers in a positive way. Knowing and practicing how to shift your responses will not only provide your customers with the WOW experience they are looking for, it will also instill confidence and belief in your employees to find proactive solutions for every problem that may arise.

These 10 top things to never say, along with the tools on what you should say, is a vital step in transforming the growth of your employees, culture, and all around business.

Speaker

Erica Leonor is a highly influential Customer Experience Coach and Sales Trainer at Power Selling Pros. She actually considers herself a Master Jedi Trainer because one of her many talents is being a nerd.

She received a BA in Anthropology from BYU–Hawaii and has traveled around the world working with and studying different cultures and peoples. She has an extensive background in coaching and training that ranges from customer service to leadership, substance abuse treatment, and cultural awareness.

She currently serves on the Board of Directors for Women in HVACR and thoroughly enjoys bringing opportunities and awareness to women across the industry. She has a YouTube channel with her husband called "The Leonor Life" where they share their adventures with the world (like riding motorcycles).

To register, visit www.phccweb.org. Under the “Events” Tab, select “Upcoming Webinars”. Scroll down and click on the event. Follow the links to register.
New Trailer Complete for Convention

The new SDAPHCC Trailer was finished and on display at the 2020 Convention.
Last summer, the Board of Directors decided it would be beneficial to add an HVAC hands-on competition to the Apprentice Contest.
Unfortunately, along with the addition of the new competition, came the addition of more equipment. In order to house and transport the workstations and materials, the association decided to purchase an enclosed trailer.
To help defray the costs of this new purchase, the association sold logo advertisements.

Thank you to the following companies who sponsored the new trailer:

American Standard
AO Smith
Apollo Valves
Bradford White
Dakota Supply Group
Gerber
HVAC Elements
IBC Technologies
Kohler
Lochinvar
Milwaukee Tool
Mitsubishi Electric
Milwaukee Valve
Moen
Niron - Nupi Americas
Northwest Pipe Fittings
Raypak
State Industries
Uponor
 Victaulic
Viega
Ward Manufacturing
Wardflex
Winsupply
From the Executive’s Desk

By Kristie Brunick

2020 Annual Convention
Wow! This last month has been fun and exciting - maybe a little tiring too, but in a good way.

I had a great time at our state convention in Deadwood. I really enjoyed seeing everyone again. I have to admit, I was a little concerned when I awoke to blowing snow on Thursday morning. But I was soon relieved to see everyone arriving safely. Plus, the sunshine by noon was a welcomed sight.

Many thanks go out to our Sponsors and Trade Show vendors. Our convention couldn’t happen without your generous and continuous support. A special thank you to our Premier Event Sponsor, Federated Insurance and our Gold Sponsor, Northwest Pipe Fittings. Thank you!

I would also like to thank Brian Ames, Northwest Pipe Fittings, as he has completed his service as Sustaining Board Member. Welcome to Jason Hammers, Dakota Supply Group, who will be stepping into that role.

It was great to see the apprentice hands-on competition expanded to the HVAC apprentices. I would like to give a special thank you to Dan Hartman, Wolff’s Plumbing and Heating, and Brett Kalvvedt, Midwestern Mechanical. Both have invested countless hours planning and executing the hands-on apprentice competition. We could not have hosted the apprentices without their tireless dedication. They also worked to sell the advertisements which helped fund the new trailer. Thank you Brett and Dan!

Another new feature this year was the HVAC continuing education class. Our Board desires to make our association beneficial for both plumbing and HVAC contractors. Thank you to Plumbing & Heating Wholesale for providing the training.

Next year, we are looking forward to holding the convention in Sioux Falls. I greatly desire your feedback - even if you didn’t attend. This year, we added new features and we will continue to work to improve our event. I want to create an event that’s valuable for you. Your thoughts and suggestions help give me clear direction.

In addition, please invite others in the industry to attend as well. The best way to grow our convention is to personally invite someone to attend.
Continuing Education
This month marks the start of our annual round of continuing education courses. We have 18 classes scheduled in 13 cities across the state. I hope you will be able to join us for one of them and encourage others to attend as well.

Medical Gas Certification Course
There are still openings for our Medical Gas Certification Course which will be held on March 23-26 in Sioux Falls. Please see the registration form and class details in this newsletter. Contact the SDAPHCC office to register.

Lessons Learned
I have to share a funny story that happened on the way home from the convention. As many of you know, my mom, Lavonne Dewald, traveled with me to Deadwood to lend a hand during the convention. After lunch on Friday afternoon, we quickly packed up and headed out. I was still pretty wound up from all the activity and chatted excitedly as we drove away. Needless to say, once we started headed east, I was definitely homeward bound. I had no desire to make any stops. Sometime after we passed the Wall exit, my mom noticed a warning light on the dashboard - LOW FUEL! According to the meter, we had only 20 miles of gas left to go. I quickly grabbed my phone and gave it to my mom to see exactly where we were (after all the sessions we heard, I knew better than to look it up myself!) We had 23 miles to go to get to Kadoka. That wasn’t what I wanted to hear.

I was prepared to walk if I had to. Thankfully, I had my tennis shoes along and it was only 53 degrees out. But honestly, I wasn’t in the mood for a hike. I decided to greatly reduce my speed. Yes, I was THAT lady going only 60 mph on the Interstate. Eventually, the gap between my dashboard reading and the miles on the GPS narrowed. We coasted into the first gas station at Kadoka with less than 1 mile of gas left! I was so thankful and relieved!

Lessons Learned
- It’s good to be focused on the goal, but don’t be so consumed that you loose sight of essential details.
- Don’t take simple things for granted.
- Plan ahead and be prepared for various scenarios.
- Be attentive to indicators around you.
- Don’t judge people (especially those driving ridiculously slow) until you understand the motive behind their actions.

SOUTH DAKOTA STATE PLUMBING COMMISSION
308 S Pierre St, Pierre, SD 57501
Phone: 605-773-3429

Commission Members
Christopher Moore, Chair
Public Member - Madison, SD

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

Dave Hansen
Plumbing Contractor Member - Dell Rapids, SD

David Baumberger
Plumber Member - Rapid City, SD

Mark Rogers
Public Member - Dell Rapids, SD

Nina Ripley - Executive Director & Jordan Cromwell - Secretary

Next Meeting: April 23, 2020 in Pierre