Inside this Issue:

- Convention Registration
- Apprentice Contest Registration
- Free Webinars
- Membership Benefits
- National & State President’s Messages
SOUTH DAKOTA

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- Apprenticeship programs
- Monthly publications and online updates
- State and national websites
- Intra-Industry representation and lobbyist activity at state and national levels
- Opportunities to network with peers during state and national conventions

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The South Dakota

Pipe Chatter

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

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www.sdphec.org
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kristie.phcc@midco.net

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4. Frank Krohmer, Krohmer Plumbing & Heating - Mitchell
5. Brian Ames, Northwest Pipe Fittings - Rapid City
   (Sustaining Member)

Upcoming Events

Apprentice Contest Testing
January 17, 2020
Rapid City & Sioux Falls

SDAPHCC Convention
February 27-28, 2020
Deadwood, SD

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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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.

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President’s Message

In last month’s PipeChatter, I wrote about the National PHCC annual convention that I attended during the first week of October in Indianapolis, IN. If you read my article, you may recall I noted that I rode into Indy on my Harley and would share a little about my trip.

I have ridden motorcycles most of my life. In my younger years, I enjoyed dirt bikes. Today, I ride a Harley Heritage Softail. Other than an occasional poker run, I typically only rode near my home - never more than about 50 miles away. But for many years, I’ve thought about how exciting it would be to throw a sleeping bag and a few clothes on the bike, hit the open road, and travel across the country to see places I’ve never seen. It was something that I thought about once in awhile but never really expected to fulfill that dream.

This year, turning 60 years old was a little hard on me. That’s how old my dad was when we lost him. I found myself dwelling on the fact that I’m not a kid anymore and the years have gone by quickly. Thinking of years gone by, reminds me of my high school friends that I don’t see very often. When we get together, it’s like we’ve been handing out everyday. Two of them still live in the Sioux Falls area, one lives in Texas and another in Fayetteville, AR.

For most of the last 20 years, these guys ride their Harleys and meet in Fayetteville, AR, the home of Bikes, Blues, and Barbeque. It’s a motorcycle rally much like our Sturgis Rally, but not as large. Through the years, they have invited me to join them several times. I always declined because I was too busy and couldn’t get away.

Well this year was different. When the invite came I thought, “Am I just going to keep talking about a trip like this or am I actually ever going to do it?” So I decided “I’m doing it!” I told the guys to count me in. So the plans were made, the dates were set and I’m doing this. It was shortly after the plans were set when I realized that the day we were scheduled to return was the same day that the convention started.

I was looking so forward to the trip on my bike that I decided when the rally was over, instead of heading back to SD, I would take off by myself and head to Indy to attend the convention. I was motivated by the fact that my 2 oldest boys, 36 year old twins, both live in the Indianapolis area. They both ride Harleys and the 3 of us had never ridden together.

On Saturday, Sept 21, a friend and myself took off for a small town near Kansas City to pick up another friend who was headed to Fayetteville as well. This guy owns a tattoo shop in Garnett, KS. I was able to talk him into putting some ink on me before we left. This was a once in a lifetime trip and I decided to make the most of it.

We left Garnett, KS for a 3 hour trip to Fayetteville. Along the way, we made a few stops and apparently spent more time than we realized. Nine hours later, we eventually arrived safely. We had a great time at the Rally and enjoyed a few days together.

Friday, September 27, I took off by myself, for the 600 mile trip to Indy. The kids were not expecting me until Sunday afternoon so I had a few days to get there. On the way, I drifted into Tennessee, Missouri, Kentucky, and Indiana. What a fabulous experience it was! I met a lot of people - mostly good, but a few not so good.

In Tennessee, I met an older guy in a backwoods roadside bar. He reached under the bar and got out his personal stash of Peach Moonshine. That was the smoothest moonshine I have ever tasted. I went down really easy. But, it wasn’t so pleasant coming back up later that night.

Overall, the trip to Indy was a very rewarding experience. Riding in those states allowed me to take in some of the most spectacular scenery I’ve ever seen. The country side was beautiful!

I made it to Indy on Sunday afternoon as promised and was able to spend a couple of days with my kids and grandkids, who I don’t see often enough. After the convention, ended I spent another night with the kids before taking off to make the 750 mile trip back to Sioux Falls.

I ended the trip riding a total of 2400 miles - something I wasn’t sure I could do. But it went well and I’m happy to have fulfilled that dream.

In closing, I want to encourage you to do the things you dream of while you are still able to do them. We get so wrapped up in our businesses or our jobs that we overlook some of the more important things that we would like to experience. Make sure you don’t keep putting those things off too long. We don’t know what the future holds so be sure to take care of yourself through this journey. Don’t save it all for another day.

-Tom Hines, SDAPHCC 2019 President
A Message from PHCC President Jonathan Moyer: ‘Get Out There and Sell the Industry’

By Jonathan Moyer, PHCC—National Association President (2019-2020)

I’m particularly thankful this year to be serving as your PHCC president, representing passionate people who truly care about this industry.

Speaking of such, one of my personal passions – and one of my biggest goals for the year – is working to protect professionalism in our industry. It’s a crucial issue, especially in my home state of Pennsylvania, where a patchwork of local licensing laws result in very few restrictions for those performing plumbing work and even fewer for those in HVAC.

It was exciting to see PHCC of Texas’ strong advocacy efforts last summer to preserve the plumbing board in that state. I encourage you to build relationships with lawmakers and with the governor’s office in your state to explain the risks and costs involved when plumbing and HVAC equipment is not properly installed and maintained by qualified professionals.

Launch a letter-writing campaign to your legislators (PHCC—National can help you with that!). Leverage your relationships with other industry pros or even your own social media platforms or website to explain the importance of hiring a professional.

Think our profession deserves more respect?

The other aspect of protecting professionalism is about enhancing the image of our industry. My employees know clean, professional uniforms and neat, organized trucks are must-haves in my company.

It’s important to me to present a positive image to our customers, our vendors and even to each other. After all, if we want to command more “professional” wages, we have to look professional!

Helping my company, Cocalico Plumbing & Heating, be recognized as the contractor of choice in my area also means ensuring that my employees are properly trained and highly knowledgeable.

At a minimum, we hold one company-wide training session each month, in addition to other opportunities throughout the year for more specialized training.

PHCC, our Educational Foundation and local representatives from your product manufacturers are great resources for training opportunities.

Who do you want working for you?

Let’s face it, we all want to recruit the top talent out there to move our businesses forward and protect the reputation that we’ve worked hard to build. Looking neat – appearing professional – will go far in people wanting to be a part of our industry.

I also encourage you to promote the breadth of professional opportunities in our business. As we know, plumbing is much more than fixing toilets; there are opportunities related to product engineering, estimating, project management and even business ownership!
Use the PHCC resources found in the Workforce Development Center (under PHCC Resource Center at phccweb.org) to explain the demand, skills needed and professional possibilities associated with careers in the p-h-c industry.

With smart technology, especially, the products and capabilities we’re dealing with today are so much more technical than they used to be, and those aspects appeal to younger people.

Take the time to get personally involved in recruiting in your communities.

Meet with students, counselors and teachers in your area schools. (I recently had my son, who manages my HVAC division, talk with students at our local high school because I thought they would identify better with someone younger than me!)

Serve on the advisory board at your local trade school. Join a professional networking group in your area, or get involved in your Chamber of Commerce.

Get out there and sell the industry!
Merry Christmas
FROM ALL OF US AT
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G & R Controls Hydronics Staff

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SDAPHCC Annual Convention
February 27 & 28, 2020
The Lodge at Deadwood
Deadwood, SD

Convention Schedule
THURSDAY, FEBRUARY 27
7:00am - 6:00pm  Registration
7:30am - 9:00am  Breakfast
8:00am - 11:45am Continuing Education Classes for Plumbing Contractors and HVAC Contractors
8:00am - 5:00pm  Apprentice Contest
12:00pm - 1:30pm  Awards Luncheon featuring new Zone 3 Director Dan Callies
1:45pm - 3:15pm  Seminar: Cyber Security Issues for PHCC Contractors
1:45pm - 4:30pm  Spouse Event
1:45pm - 5:15pm  Vendor Set up
3:30pm - 5:00pm  Seminar: Accountant Cheryl Kenitzer Accounting Issues for PHCC Contractors
5:30pm - 6:00pm  Buffet Dinner for Vendors
6:00pm - 9:00pm  Trade Show with Dinner plus Cowboy Fast Draw Tournament
9:00pm - 11:00pm Slot Tournament

FRIDAY, FEBRUARY 28
7:30am - 9:00am  Breakfast
8:30am - 10:00am  Seminar: Attorney Angela Colbath Legal Issues for PHCC Contractors
10:15am - 11:45am Seminar: Tim Weidenbach Cell Phone and Driving Issues for PHCC Contractors
11:30am - 1:00pm  Lunch featuring Federated Insurance plus Annual Meeting and Officer Installation

*Schedule times subject to change

PLAN TO ATTEND

Networking
Share Ideas with other Industry Professionals

Education
CE Credits plus Best Business Practices

Industry Info
See the Latest Projects & Technology

Fun
Enjoy a Good Time with Old and New Friends!

Room Reservations
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Contractor Convention Registration Form
2020 SDAPHCC Annual Convention
February 28 & 29, 2020 - The Lodge at Deadwood, Deadwood, SD

Company ____________________________________________________________

Contract Name _________________________________ Phone _______________________

Email ______________________________________________________________

$220 - Full Contractor Registration includes: all access to all seminars, meals, exhibits, & entertainment
$110 - Spouse Registration includes: access to all educational seminars, meals, exhibits, entertainment & spouse event
$150 - Thursday Only Registration includes: access to Thursday’s seminars & meals, plus exhibits & entertainment
$35 - Trade Show Only Registration includes: access to Thursday’s exhibits, dinner & entertainment
$75 - Friday Only Registration includes: access to Friday’s educational seminars & meals

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GRAND TOTAL

To Register - Return completed form along with payment to:
SDAPHCC, 707 E 41st St, # 202, Sioux Falls, SD 57106
Make checks payable to: SDAPHCC

Cancellation Policy - Full refunds will be given to cancellations made by February 12. Refunds will not be given for no shows or cancellations received after February 12.

REGISTRATION DEADLINE - FEBRUARY 1, 2020